

BUSINESS NETWORKS



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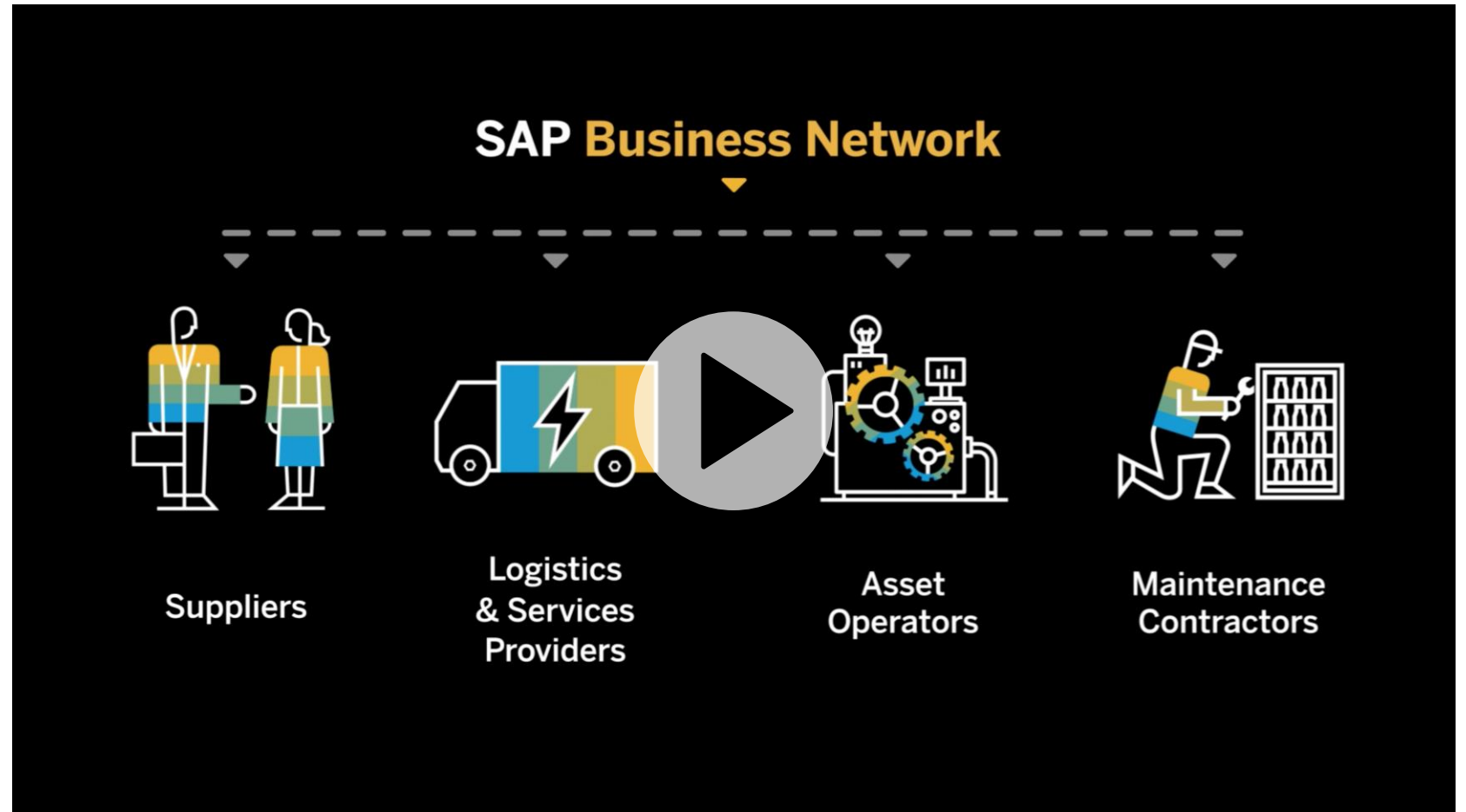
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Business Networks Introduction

Business Networks is a key pillar of our vision & strategy. The introductory video provides you with a brief overview of the customer value we provide.

[SAP Business Network Intro Video](#)



SAP Business Network today: Digitizing processes across procurement, supply chain, logistics & assets to create Resiliency and transparency in your supply chains

SAP Business Network

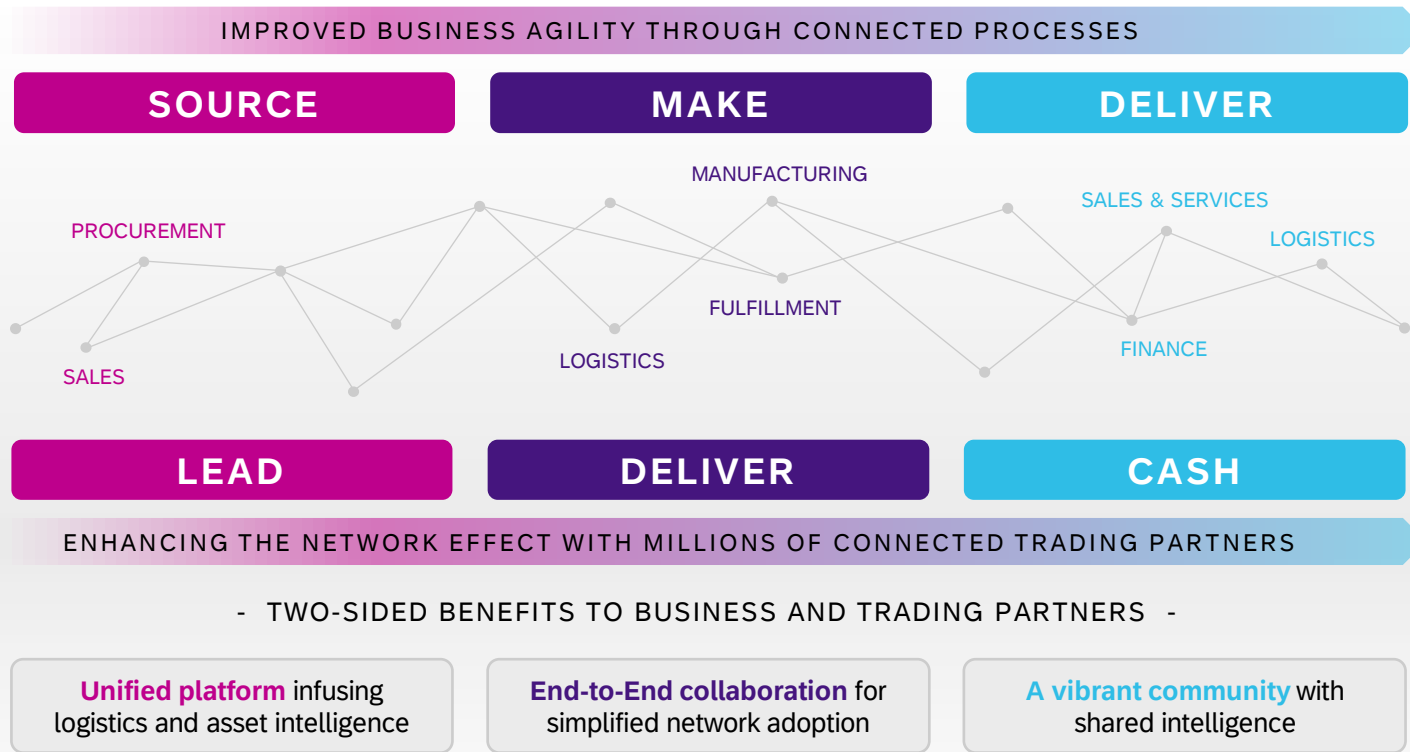
All New Value

By bringing Procurement, Supply Chain, Logistics and Asset Networks together as SAP Business Network, businesses will achieve all new agility and resiliency across source-make-deliver.

Trading Partners can collaborate with their customers more efficiently, grow their business and get paid faster on the SAP Business Network.

The Unbeatable Leader

With SAP Business Network, SAP will be the unbeatable leader in procurement and supply chain, delivering unparalleled value to all trading partners.

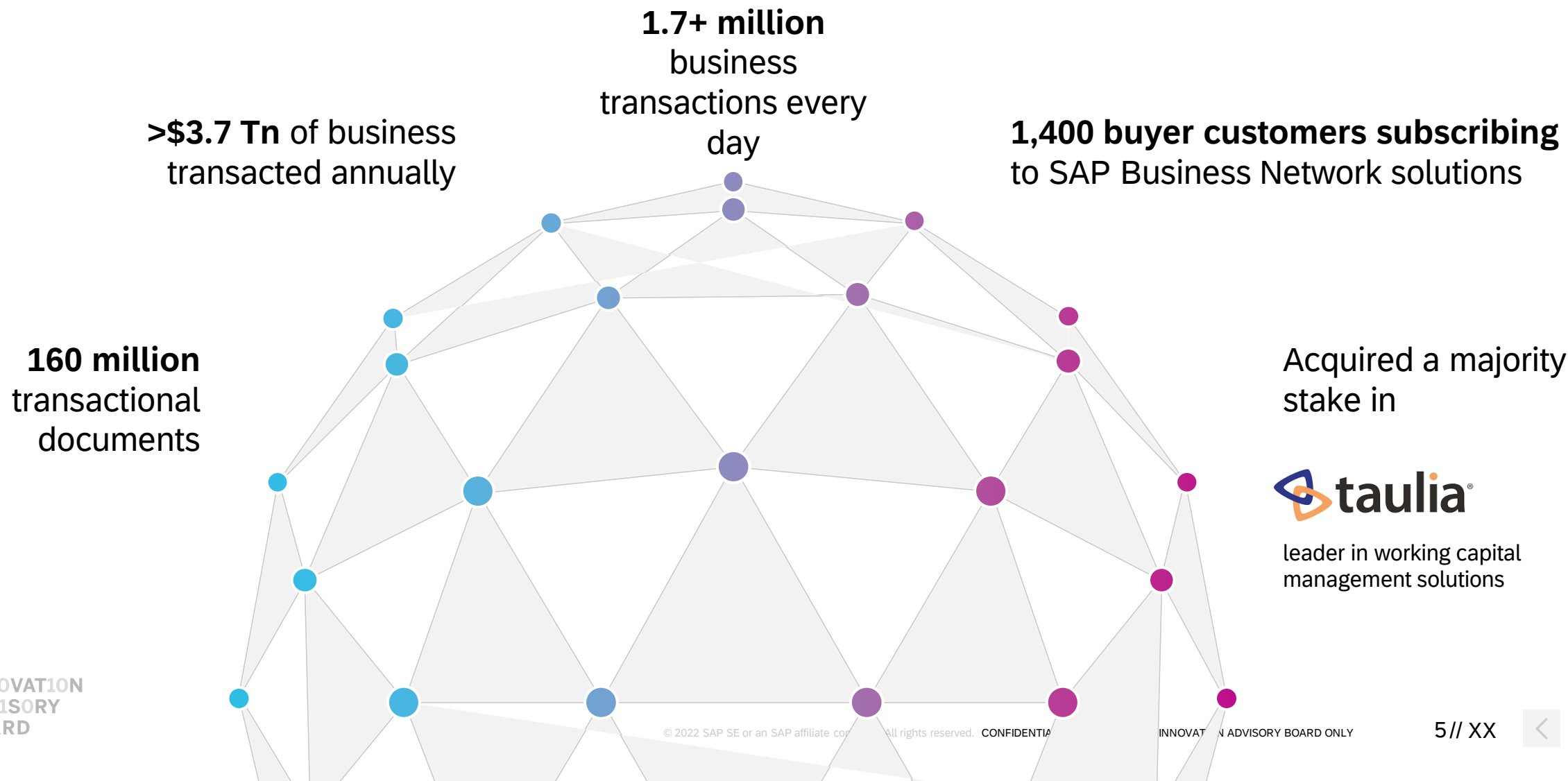


Our competitors

By only offering disconnected point-solutions, our competitors cannot compete across the source-make-deliver value chain or the networked ERP.



SAP Business Network Today: The world's biggest commerce network



* INNOVATION ADVISORY BOARD

The Business Network Today: Customer & supplier feedback

“The Ariba Network and programs have helped us **simplify and optimize our business operations**. We can now process orders and invoices automatically and have simplified the process of onboarding customers to keep our business running smoothly.”

ALEXANDER GRAFF

Head of Corporate Business



“ The introduction of SAP Ariba solutions doesn’t simply lower costs and streamline processes. It also increases revenues by bringing new customers and building loyalty. And **it empowers us to more readily follow our customers into emerging markets as well.**”

FELIX FÖRSTER

Head of Key Account Management



“**We need access to commerce insights from the Network to help us with our sales strategies.** If you can share this data we will happily pay for it”



Process efficiency & supplier collaboration

Business growth for trading partners

Value added solutions

We use SAP Business Network...to collaborate with our supply base to become more efficient and eliminate any ambiguity between the customer and the supplier...We share engineering changes with suppliers over the Network...[and] our process time internally was reduced by 60%”

RAYMOND

“Thanks to the sales opportunities and brand exposure provided by SAP Ariba solutions, **we’ve gained 8,000 orders from new customers over three years.**”

BARRY EISENBERG

Manager of Contracts and E-Procurement



“You have the biggest commerce network in the world so **please help us to sell more on the Network** “

KOMATSU

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