

# Ariba and Procurement

## Mining and Metals

# Global Lead Presales Procurement

Public



# Today:

- 1) **Why Cloud makes sense** by
- 2) having **the whole process in one tool**
- 3) and **deliver value with innovation**



# Clouds on the road



# Clouds on the road



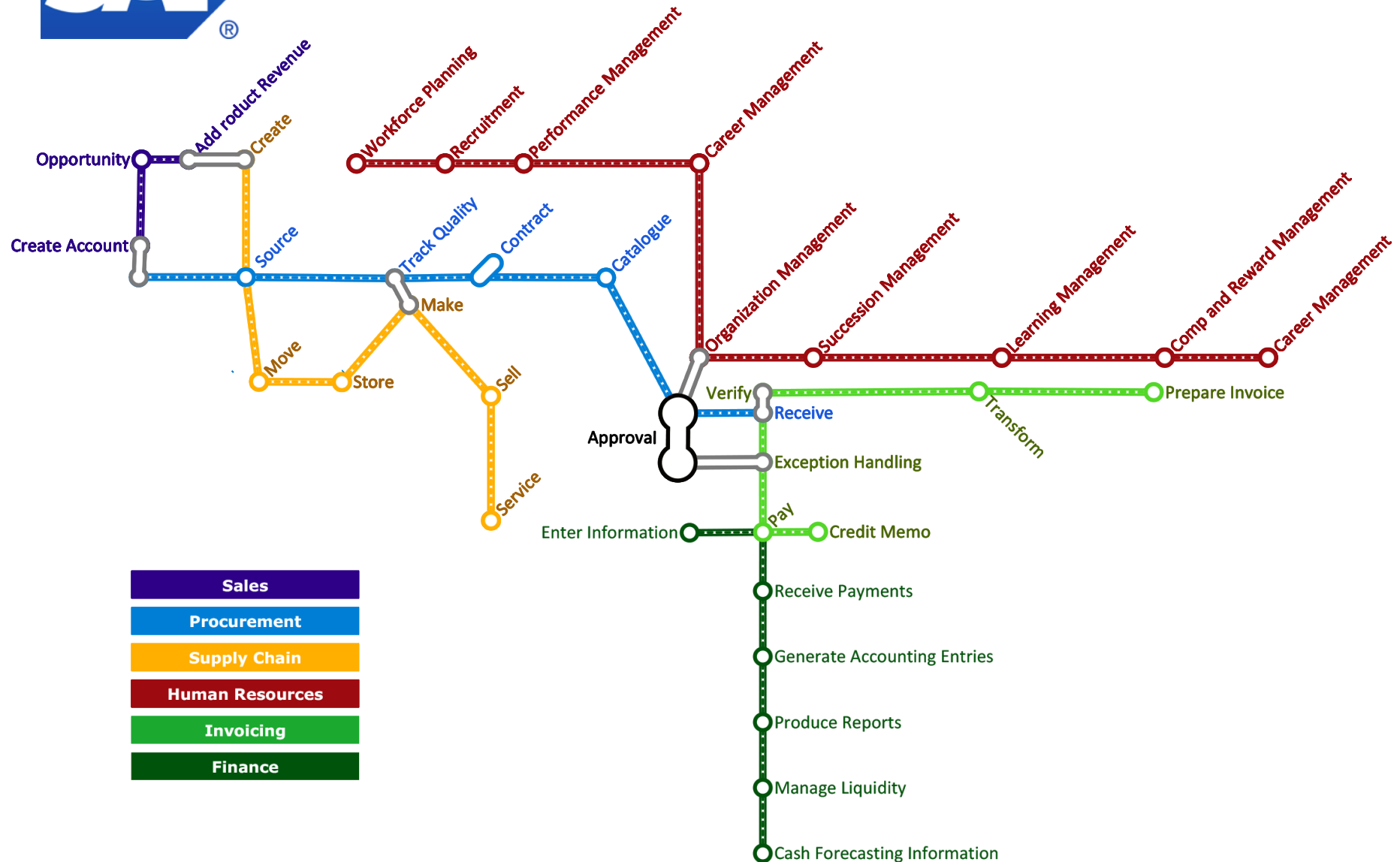


# Clouds on the road



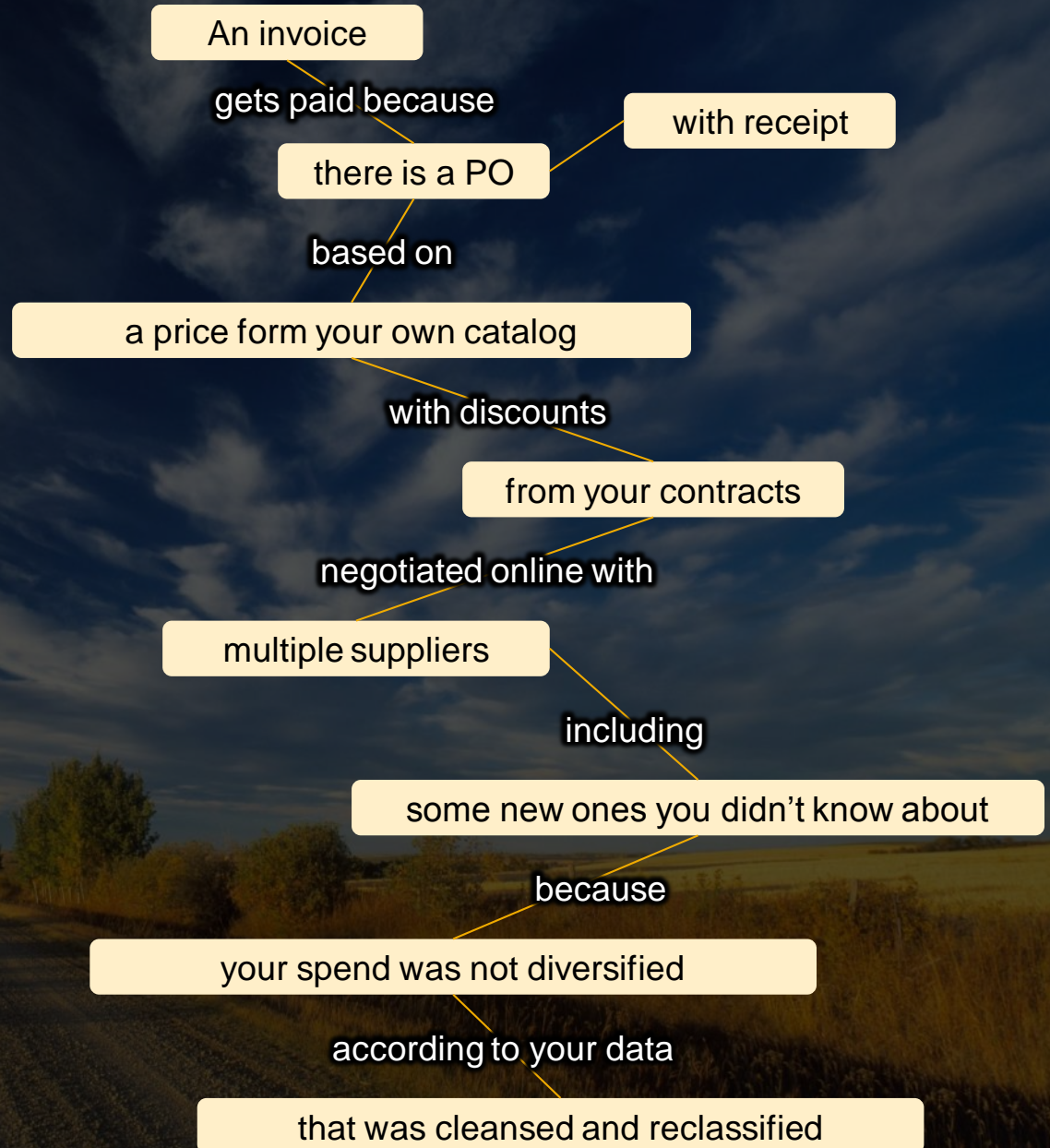


# Building the world's Business "Metro System"



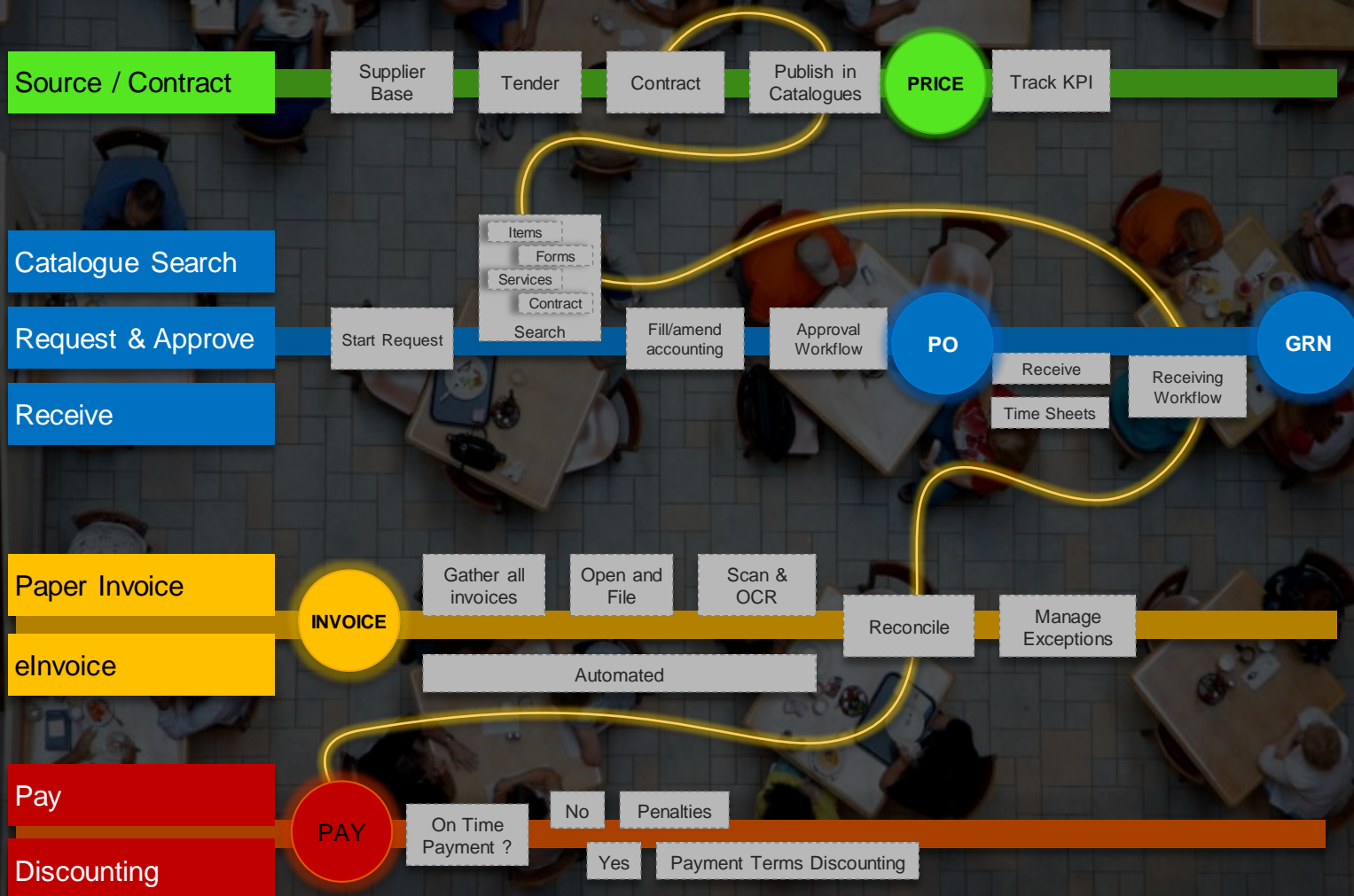
# The Road to Happiness

## Procurement





# All about bridges between your groups





# The Vision: Make it Happen in one Tool



FILM

# Demonstration: Source-to-Contract

<https://www.youtube.com/watch?v=8YY6FfMy9uA>





# The SAP Cloud Source-to-Pay

## 1) Find a Deal

Analyze

Discover

Register  
Suppliers

Negotiate

Track  
Performance

Spend Visibility

Discovery (Free)

Collaborative Sourcing

## 2) Sign the Deal

Contract

Collaborative Sourcing

## 3) Broadcast it

Catalogs

Collaborative Commerce

Imagine  
you need to  
buy 10 000  
chairs



## 4) Procure it

Request

Approve

Order &  
Receive

Procurement on Demand

## 5) Be Invoiced

Invoicing

## 6) Pay

Finance

Collaborative Finance

Collaborative Commerce



Ariba Network

Register Profile

Submit Offers

Negotiate & Sign Contracts

Upload Catalogs

Receive Purchase Orders

Confirm Orders

Send Shipping Notices

Invoice from PO

View Invoice Status

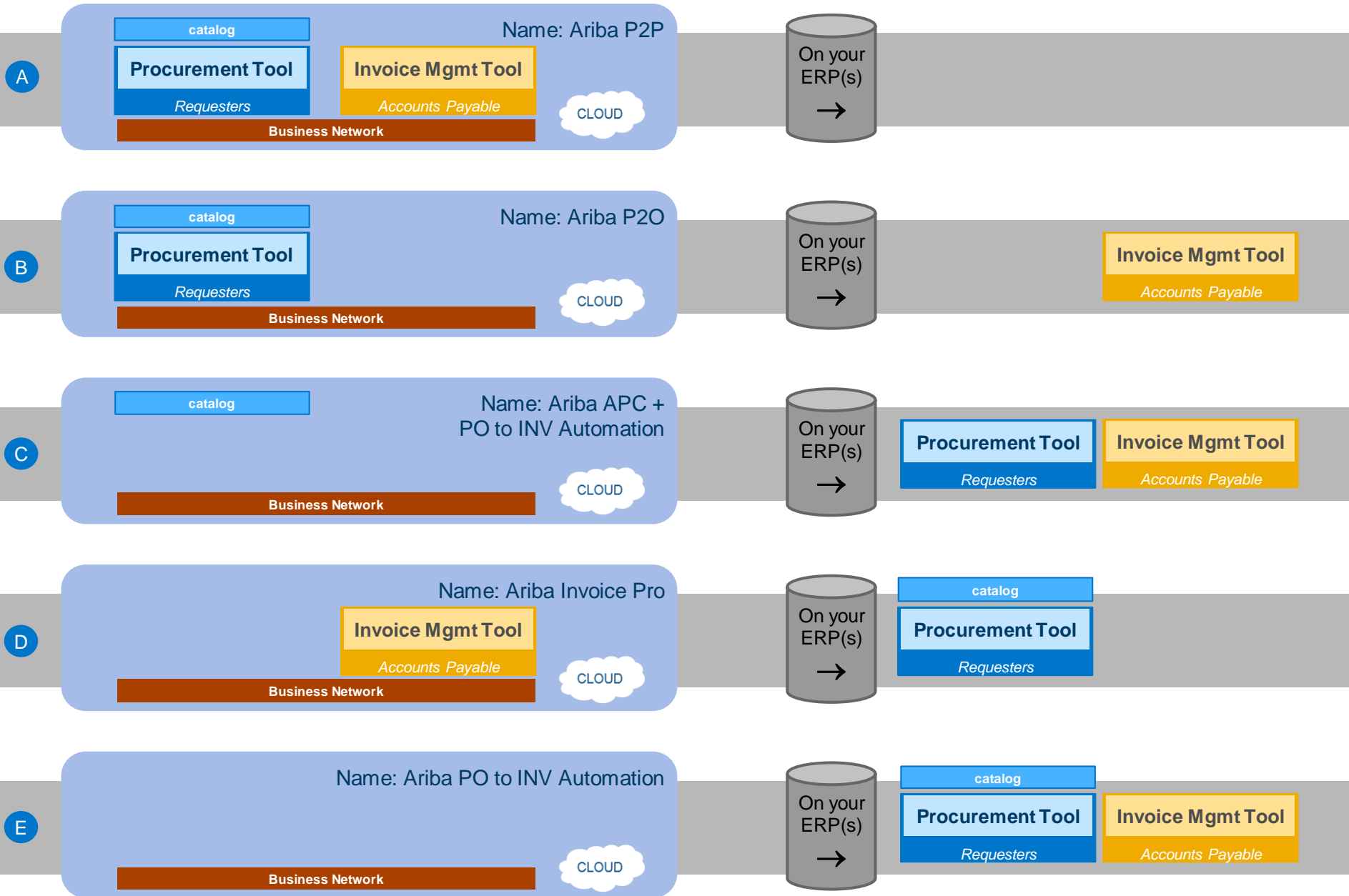
View Payment Status

Propose Discounts

More than 1 Million Suppliers  
on the Network



# The Cloud “Ariba” Menu (for procurement to invoicing)





# “Come as you Are”



## Your Procurement System

Request

Approve

Order &  
Receive

SAP – ORACLE – JD Edwards – Microsoft Dynamics & Others

## Your Accounts Payable

Invoicing

Finance

SAP – Read Soft – Oracle – & Others

No Changes to your Infrastructure

Collaborative Commerce



Ariba Network

Register Profile

Submit Offers

Negotiate & Sign Contracts

Upload Catalogs

Receive Purchase Orders

Confirm Orders

Send Shipping Notices

Invoice from PO

View Invoice Status

View Payment Status

Propose Discounts

More than 1 Million Suppliers  
on the Network

FILM

# Demonstration: Contract Invoicing

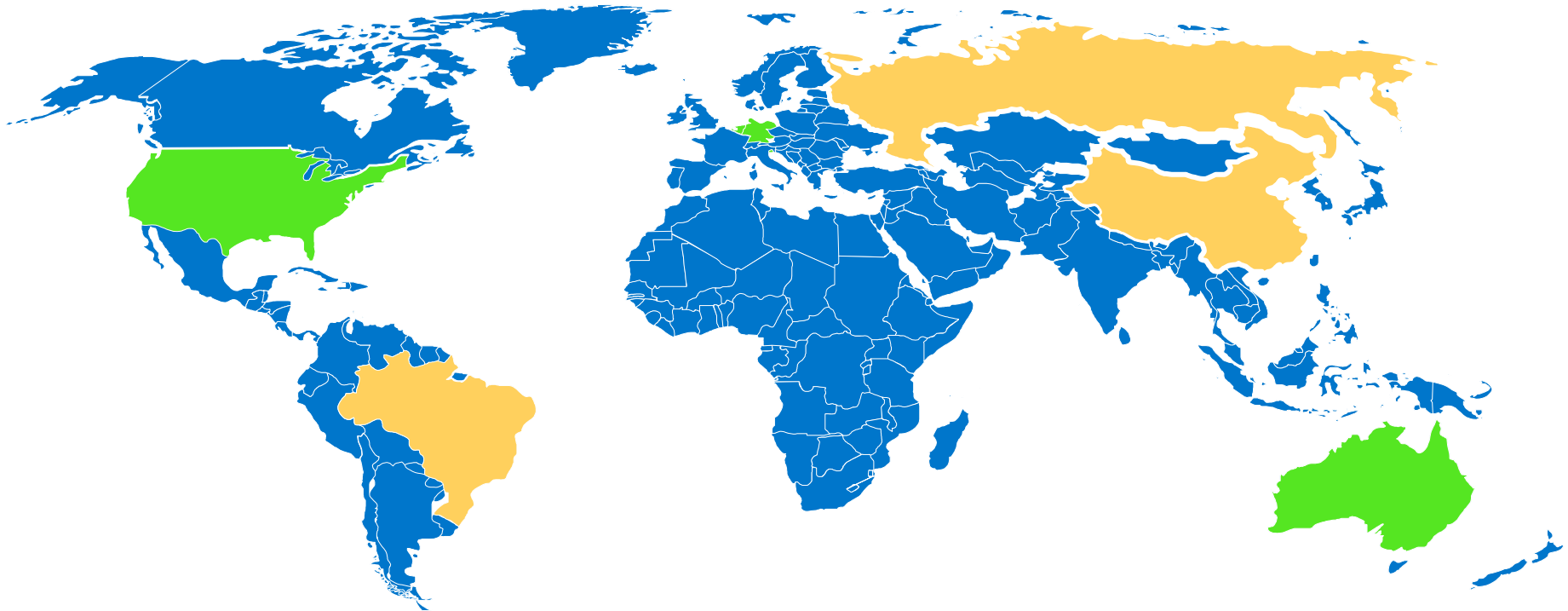
<http://youtu.be/e5d3QGMX3Gc>





# Data Centers

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## Live:

- USA
- Holland/Germany
- Australia

## In the planning:

- Russia
- China
- Brazil

FILM

# Demonstration: Mobile App Preview

<http://youtu.be/gqZMW9iX5jE>



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