Ariba and Procurement
Mining and Metals

Lloyd Keays
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
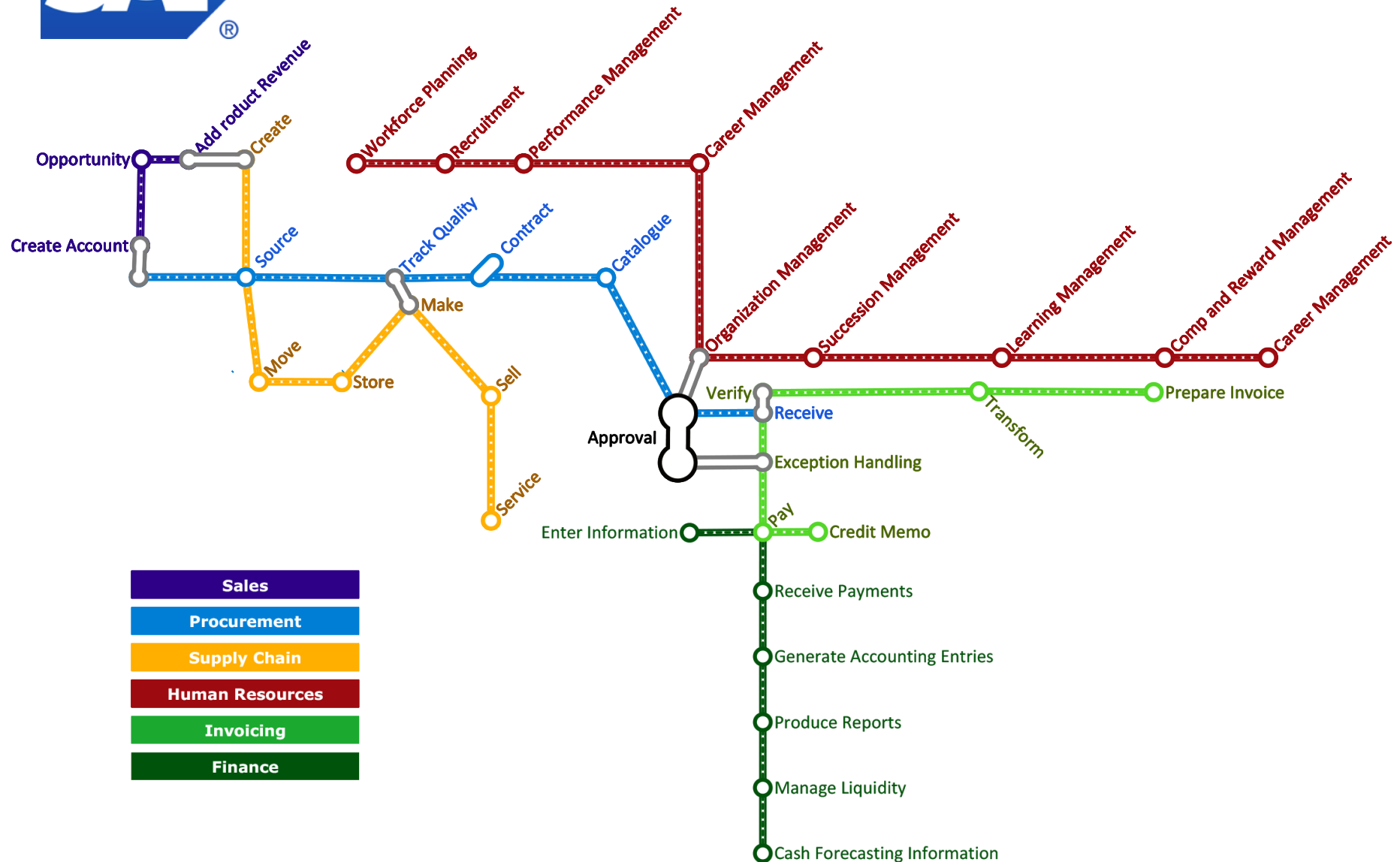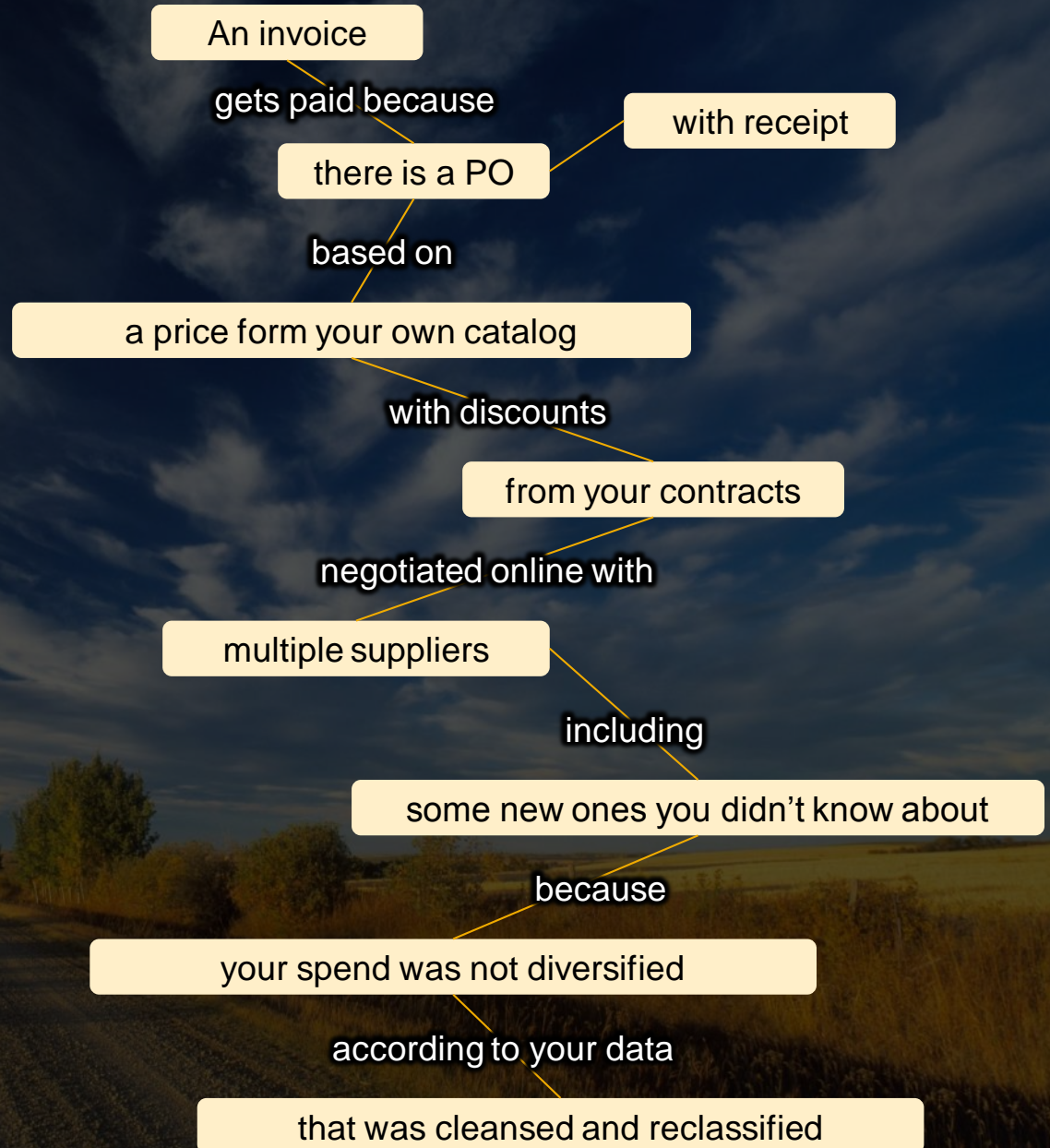
Clouds on the road

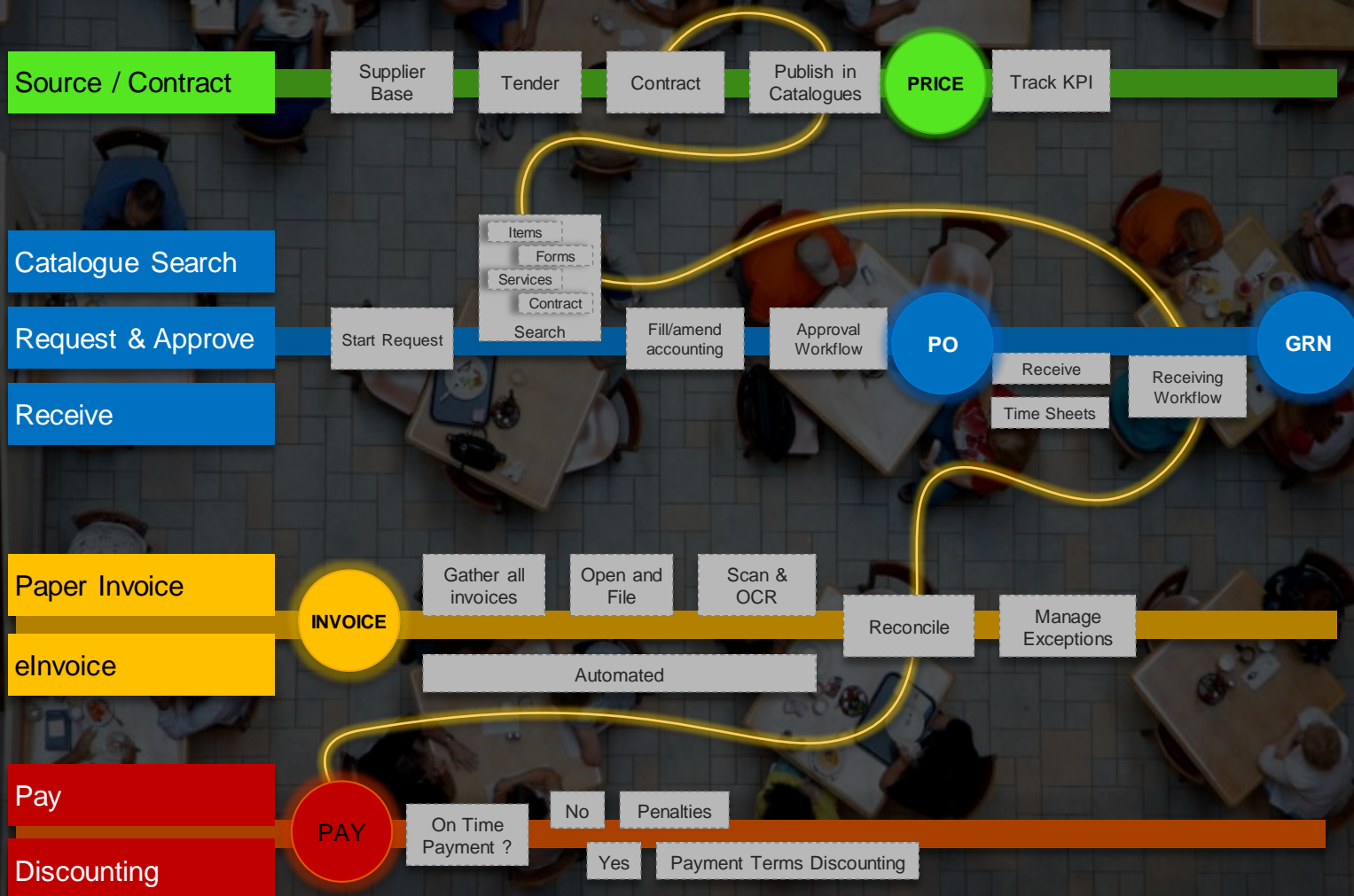# Building the world's Business "Metro System"

Legend:
- Sales
- Procurement
- Supply Chain
- Human Resources
- Invoicing
- Finance

The Road to Happiness

Procurement

An invoice

gets paid because

with receipt

there is a PO

based on

a price form your own catalog

with discounts

from your contracts

negotiated online with

multiple suppliers

including

some new ones you didn't know about

because

your spend was not diversified

according to your data

that was cleansed and reclassified

All about bridges between your groups

The Vision: Make it Happen in one Tool

Discounting

Pay

eInvoice

Paper Invoice

Receive

Request & Approve

Catalogue Search

Source / Contract

Payment Terms Discounting

xml Payment Status

Invoice Processing Tool

True xml Invoice

True xml PO

eProcurement

Dynamic Price Compliance

Auto Create Catalogue

Auto Generate Contract

Award from Sourcing

Savings and Compliance

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

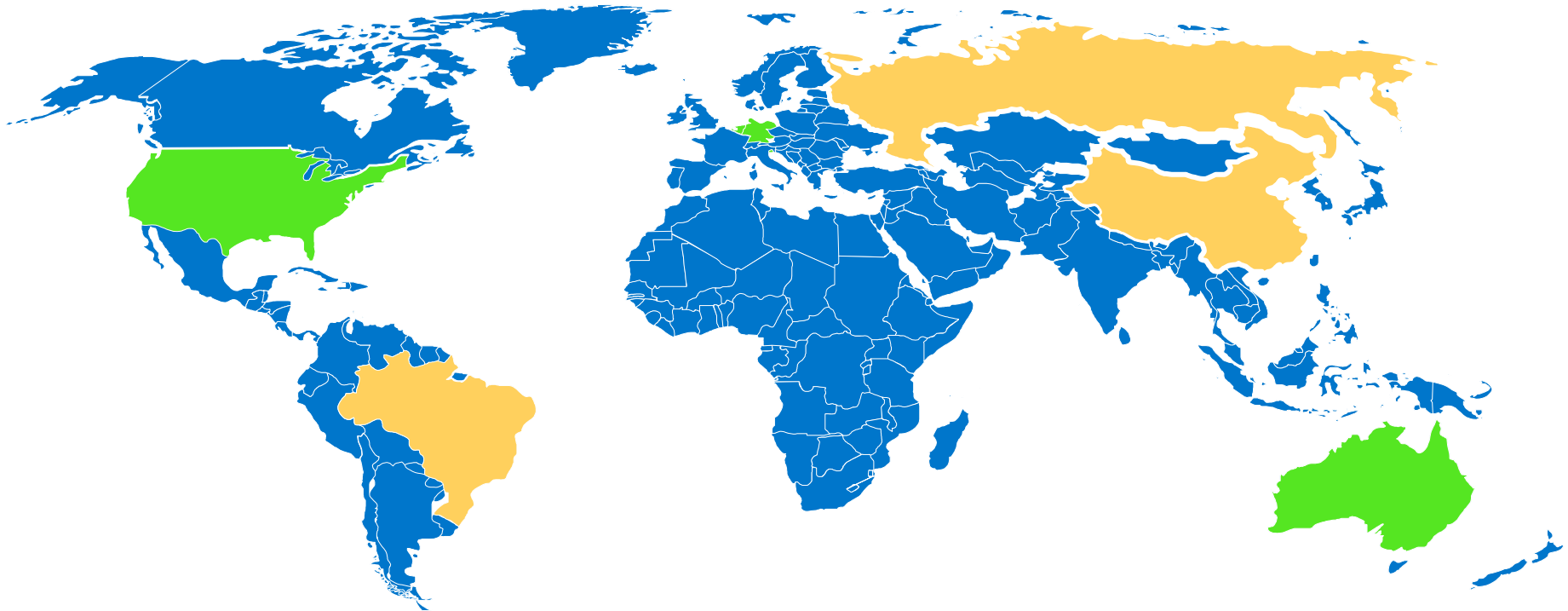*More than 1 Million Suppliers on the Network*

SAP

The Cloud "Ariba" Menu (for procurement to invoicing)

A

catalog

Name: Ariba P2P

Procurement Tool

Requesters

Invoice Mgmt Tool

Accounts Payable

CLOUD

Business Network

On your ERP(s) →

B

catalog

Name: Ariba P2O

Procurement Tool

Requesters

CLOUD

Business Network

On your ERP(s) →

Invoice Mgmt Tool

Accounts Payable

C

catalog

Name: Ariba APC + PO to INV Automation

CLOUD

Business Network

On your ERP(s) →

Procurement Tool

Requesters

Invoice Mgmt Tool

Accounts Payable

D

Name: Ariba Invoice Pro

Invoice Mgmt Tool

Accounts Payable

CLOUD

Business Network

On your ERP(s) →

catalog

Procurement Tool

Requesters

E

Name: Ariba PO to INV Automation

CLOUD

Business Network

On your ERP(s) →

catalog

Procurement Tool

Requesters

Invoice Mgmt Tool

Accounts Payable

"Come as you Are"

FILM

Demonstration: Contract Invoicing

http://youtu.be/e5d3QGMX3Gc

Data Centers

Live:
- USA
- Holland/Germany
- Australia

In the planning:
- Russia
- China
- Brazil

Demonstration: Mobile App Preview

http://youtu.be/gqZMW9iX5jE

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