2019 SAP A&D Innovation Days
Intelligent Spend Management & Supply Chain

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March 20, 2019
SAP Strategy and Intelligent Spend Mgt
Delivering intelligent spend management to the intelligent enterprise

SAP S4H / ECC Integration
Option for non-SAP Systems
SECURE and OPEN PLATFORM
Intelligent Spend Management

Comprehensive Policy and Supplier Management

Best-in-Class Control of Each Spend Category

- Direct & Indirect
- Travel & Expense
- Services & External Labor

Unified View of Spend

Market-Leading Networks

Indirect Expenses
Virtual Card Charges
TMC Transactions
Contingent Spending
Direct Materials
Travel App Transactions
Non-PD Invoices
P-Card Charges
Direct Travel Bookings
Services Costs
Cash Payments
SAP Ariba + S/4H:
Form your Journey and Roadmap
SAP S/4HANA + SAP Ariba Use Cases: $40M Savings per $1B Spend

Guided Buying
Casual users and functional buyers are guided through the buying process and company policies (for instance, a facilities employee commissioning a new office setup). If an item is unavailable in the catalog, a simple “three bids and a buy” process is started.

Plan-Driven Replenishment
The MRP run triggers a purchase order to refill stock in time for manufacturing execution.

Work Order and Project-Driven Procurement
A shortage of materials triggers an employee to create a purchase order to replenish the materials.

Smart Invoicing
The supplier offers special payment terms based on an e-invoice that was automatically validated against the purchase order.

Strategic Sourcing for Indirect Goods
The category manager starts the tendering process to optimize conditions and pushes the final contract into SAP S/4HANA. Customers who choose to extend procurement into the cloud with SAP Ariba Buying can also realize unified and smooth operational contract compliance management.

Direct Materials Sourcing
Procurement receives a bill of materials from engineering and selects suppliers for unsourced components.

Supplier Onboarding and Qualification
The supplier self-registers on Ariba Network and provides input for qualification. The vendor master in SAP S/4HANA is then updated to facilitate core process execution.

- 4 – 15% In average unit price reduction
- $20 M In contract leakage per $1 billion of spend
- 40 – 60% In operating cost reduction
- $1 – 2 M In savings per $1 billion of target

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A&D Experience and Update
SAP Intelligent Spend Mgt Customers
Ease, Value and Security by Capability Pillar

Source-to-Settle Cloud Roadmap

Direct Spend
- Full Source-2-Pay
- Source-2-Contract
- Req-2-Pay

Ease of Implementation

Supplier Mgt

Indirect Spend
- Full Source-2-Pay
- Source-2-Contract
- Req-2-Pay

Data Security Risk

Discount Mgt

Fieldglass

Source
- Full Source
- 2-Pay

AM General, Boeing

Airbus, Boeing, General Atomics, Rockwell Collins, Spirit Aerosystems

Airbus, AM General, Boeing, General Dynamics, Honeywell, L3 Technologies, Lockheed Martin, Moog, Northrop Grumman, Rockwell Collins, Spirit Aerosystems, Textron, Thales Group NA, United Technologies, Westinghouse

Lockheed Martin, L3 Technologies, Booz Allen Hamilton, Harris Corp., Leidos, SAIC, Sikorsky, United Technologies

Textron
SAP Ariba: Data Security Updates

SAP Ariba Cloud: Strong Security Today

- Data Encryption: Both At-rest and In-transit
- Completed Audits and Certifications:
  - ISAE 3000 SOC 2 Type II (security controls)
  - ISAE 3402 SOC 1 Type II (financial transaction support)
  - ISO 27001:2013
  - GDPR EU Certified (BSI 10012:2017)
  - PCI DSS (credit card information)
  - C5 cloud computing controlled (For Germany)
- Threat monitoring: Continually analyze and evaluate security to identify cyber attacks and data breaches

SAP Ariba Cloud: Roadmap

Status on Ariba Secured Cloud --- a top SAP priority!
- Ongoing security improvements and progress that are supportive of FedRAMP requirements (e.g. Encryption / TLS)
- SAP Leadership reviews and approves recommendation, and investment --- pending
- SAP executes plan to get to FedRAMP Moderate certification --- pending
- Plus: In process updates and approaches
  - A&D approaches leveraging Ariba / DocuSign (which has FedRAMP approved instance)
  - In progress on Ariba / Google security approach to meet Australia Govt reqs

SAP Cloud Trust:
https://www.sap.com/about/cloud-trust-center.html

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Innovations in Supply Chain and Procurement
ERP to Ariba Integration and Much More…

SAP Signature Management (DocuSign)

Requisition
Purchase Order
Invoice
Approvals
Showing 2 of 2 results

Noise canceling Jabra Pro headset
Polk Manufacturing
$191.13 USD

Jabra Pro 9450 Flex Mono Wireless Boom Headset
Stratus Retail Supplier
$79.56 USD

Add to cart

Not finding what you're looking for?
Try one of these:

Create request

Show more
99+ on Spot Buy Catalog
<table>
<thead>
<tr>
<th>Ship to</th>
<th>Manage locations</th>
<th>Charge to</th>
<th>Manage details</th>
<th>Total Cost</th>
<th>$86.62 USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>210 Peachtree St NW&lt;br&gt;ATLANTA, GA 30303&lt;br&gt;United States</td>
<td></td>
<td>Cost Center (2300 (Procurement 1))</td>
<td></td>
<td>Net Amount</td>
<td>$79.56 USD</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Taxes</td>
<td>+ $7.06 USD</td>
</tr>
</tbody>
</table>

**Items (1)**

<table>
<thead>
<tr>
<th>Jabra Pro 9450 Flex Mono Wireless Boom Headset</th>
<th>Quantity</th>
<th>Price</th>
<th>Net Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>STRATUSRETAIL (Stratus Retail Supplier)</td>
<td>1 each</td>
<td>$79.56 USD</td>
<td>$79.56 USD</td>
</tr>
</tbody>
</table>

Contact

Stratus Retail Supplier

25 Transport Ave New York, NY 10002 United States

Supplier Part Number

os_130635_2

Supplier Auxiliary Part ID

Accounting

Cost Center (2300 (Procurement 1))
You have sent your request for approval.

**PR169360**  Jabra Pro 9450 Flex Mono Wireless Boom Headset

**Submitted**

**Approval Flow**

- **Request**
- **Paul Rozelle**
- **Approved**

**Comments**

Write your comment...

- Share with supplier
- Add

**Attachments**

Drag and drop file here, or **browse** to upload

- Share with supplier
- Add
Deliver more intelligent experiences
Simple, consumer-like, contextual experiences guide users to just what they need.

Deliver more intelligent processes
Processes that continually and dynamically improve based on data, behavior and results.

Deliver more intelligent insights
More relevant, future-focused assessments and recommendations right at the point of action.
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Use AI to strengthen contracts.
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Deliver more intelligent processes
Processes that continually and dynamically improve based on data, behavior and results.

Deliver more intelligent insights
More relevant, future-focused assessments and recommendations right at the point of action.

Automatically identify materials not under contract and recommend alternatives.
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Proactively manage risks in your supply chain.
SAP S/4HANA for Central Procurement

From SAP SRM to SAP S/4HANA for Central Procurement

Current Scenario
- Supports multi-SAP-backend installations
- Is the procurement backbone of every large SAP installed base customer
- End of Maintenance for SAP SRM in 2025

Target Scenario
- SAP S/4HANA system acts as a central system
- Support Central Requisitioning (available), Central Purchase Contracts (available) and Central Purchasing (planned for Q2 2018)
- Distributed to local operational backend systems, like S/4HANA and SAP ERP (starting from SAP ERP 6.06)
SAP Ariba Supply Chain Collaboration
Innovation highlights 2018

**Highlights**

- Quality Review Integration
- Handling Units & Packaging
- Advanced Order Collaboration
- Supply Chain Monitor/Intelligence (ML)
- Logistics Shipment Collaboration
- Continuous Improvements (Order, Forecast, SMI, Quality)
Please join us at SAP Ariba LIVE
April 1-3 in Austin, Texas

LIVE is the largest procurement and supply chain event globally. We bring together a diverse community for Buyers, Suppliers and Partners to experience the value of SAP Ariba – and – to discuss market trends, innovation and technology.

LIVE Panels and Sessions
Take Intelligent Supply Chain to a New Level with SAP S/4HANA and SAP Ariba
Driving Procurement Transformation with SAP Ariba Solutions and SAP S/4HANA
Source to Pay: Intelligent Technology, SAP S/4HANA, and SAP Ariba Solutions
Intelligent Enterprise Source-to-Pay Processes
Saving Money and Time Are Key Advantages of Any Procurement Transformation
Speed Procurement Transformation with SRM Accelerator Packages
Streamline Services Procurement with SAP Fieldglass Solutions
Increase Impact, Streamline Work with SAP Ariba and SAP Fieldglass
Future Procurement Innovation with SAP Ariba and SAP Fieldglass Solutions
Value Realization Fundamentals: 12 Keys to Success
The Intelligent Enterprise: Your Success Planning
SAP Ariba Solutions and ERP Transformation: Finance and Procurement
The True Power of Intelligent Spend
Be a Change Agent and Lead a Successful Procurement Transformation Program
SAP Ariba Process Mining Software by Celonis for Performance and Efficiency

3,800 Attendees + A&D Customers and Dinner
Thank you.

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