SAP Ariba Snap

ready, set, buy.. Now buying is a snap!

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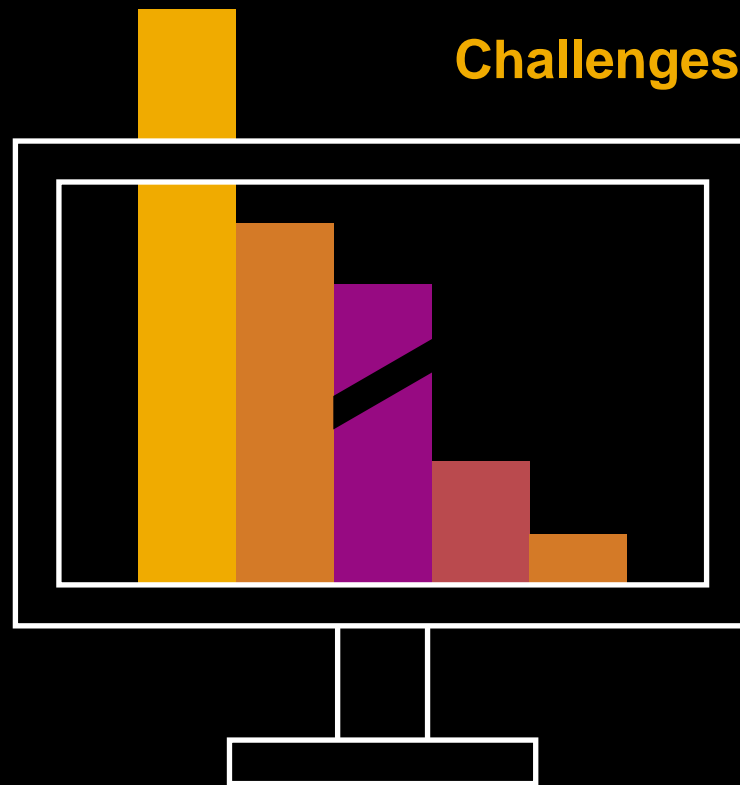
October 2020

SAP Ariba

SUPERNOVA

Consulting | Technology | Transformation

AGENDA

☐ Challenges in Procurement

☐ Procurement Transformation with Ariba

☐ SAP Ariba Demo

☐ Ready, Set, Buy with Supernova

☐ Q & A

SUPERNOVA

Take the complexity out of buying

Challenges
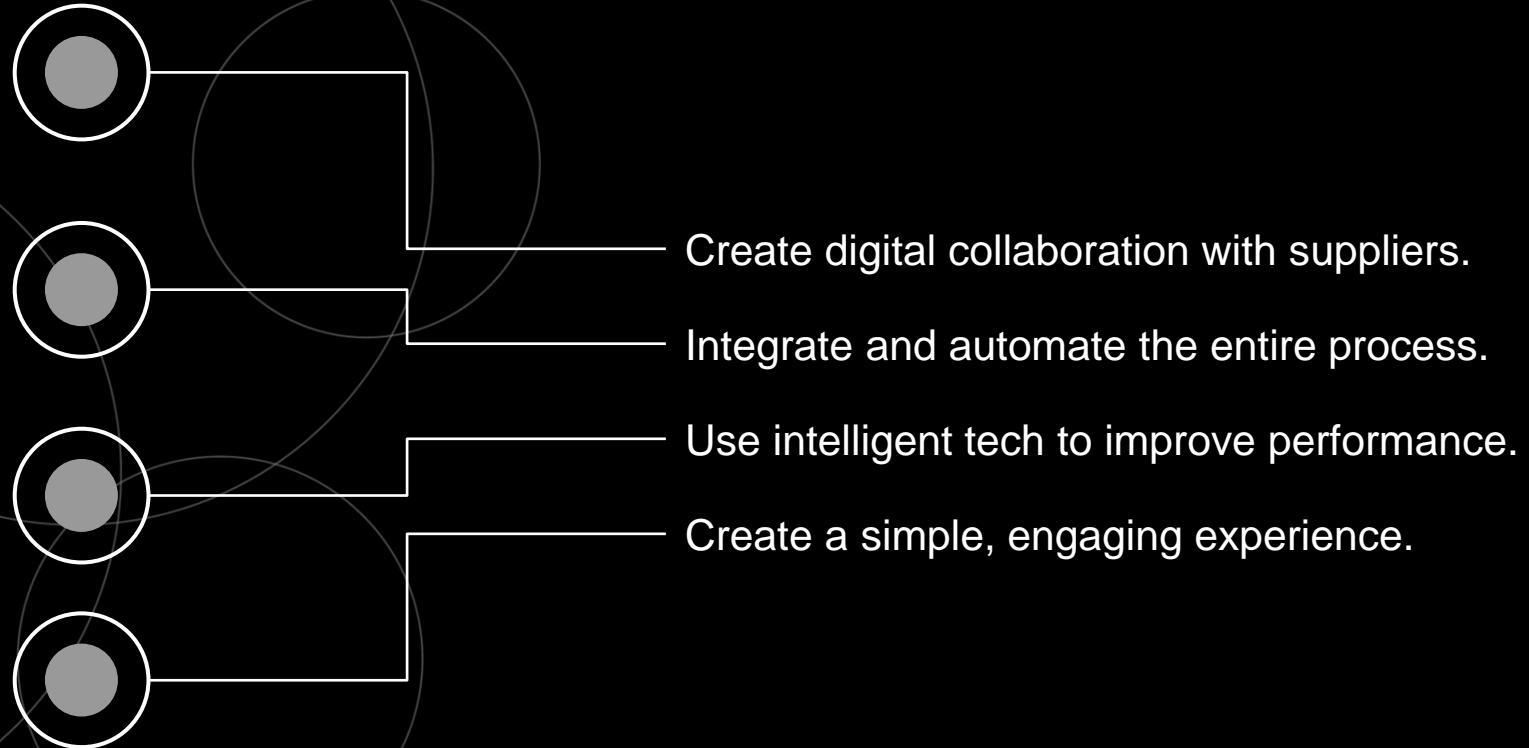
Too many manual processes and paper

Insufficient financial reporting and controls

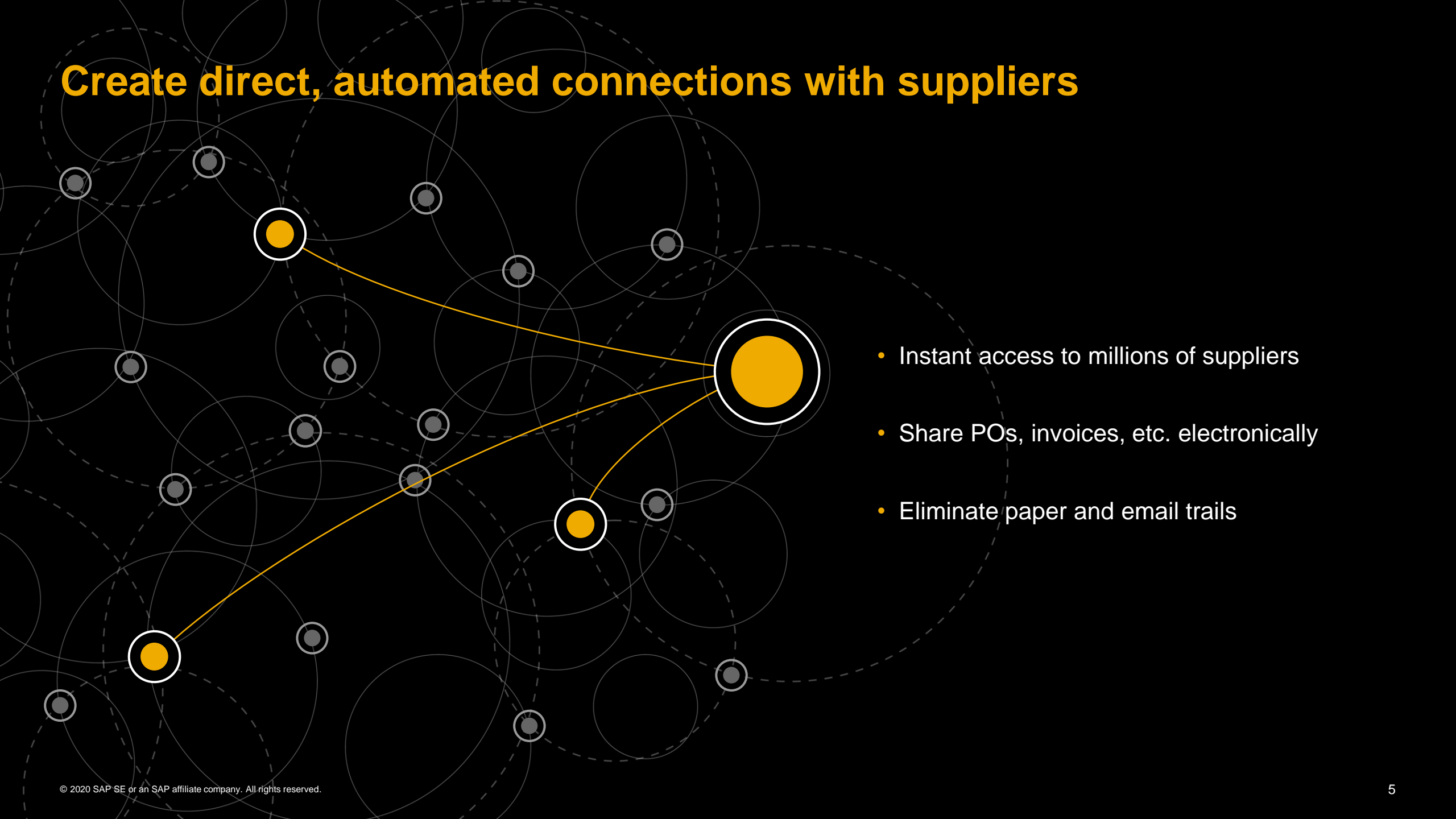Disconnected steps lead to compliance gaps, risks and distract top talent.

Limited adoption and use of preferred suppliers can impact process and bottom line.

Lack of visibility creates cash flow, forecasting and budget challenges

Intelligent Procurement increases control without adding complexity

Create digital collaboration with suppliers.

Integrate and automate the entire process.

Use intelligent tech to improve performance.
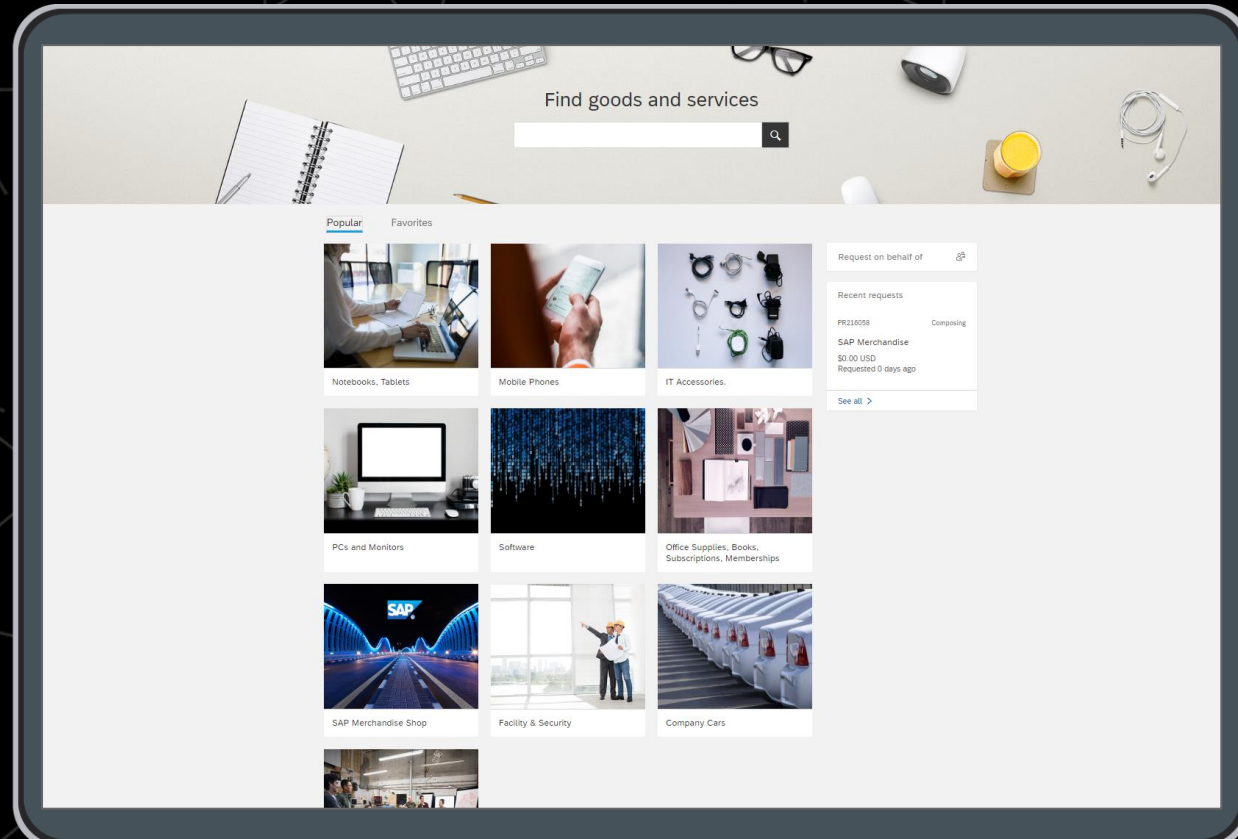
Create a simple, engaging experience.

4

Create direct, automated connections with suppliers

- Instant access to millions of suppliers

- Share POs, invoices, etc. electronically

- Eliminate paper and email trails

Integrate the entire process from end-to-end

Supplier Management — **Strategic Sourcing** — **Contract Management** — **Procurement** — **Invoices and Payables**

A better experience improves control

Content on Day One
Internal marketplace with catalogs, contracts, forms, preferred suppliers and products.

Elegant UI
Persona-based employee experiences that drive adoption.

Consumer-simple buying
Guided buying experience directs users to the right suppliers, right products, and right pricing.

This is what it looks like

Templated based on **Best Practices**

Best Practice Workflows **Including Invoices**

Portal-based **Purchase Orders and Invoices**

View in Presentation Mode

SAP Ariba for Midmarket Customers

Consumer-simple shopping app

Access a **marketplace** with 15+ million SKUs on **day 1**
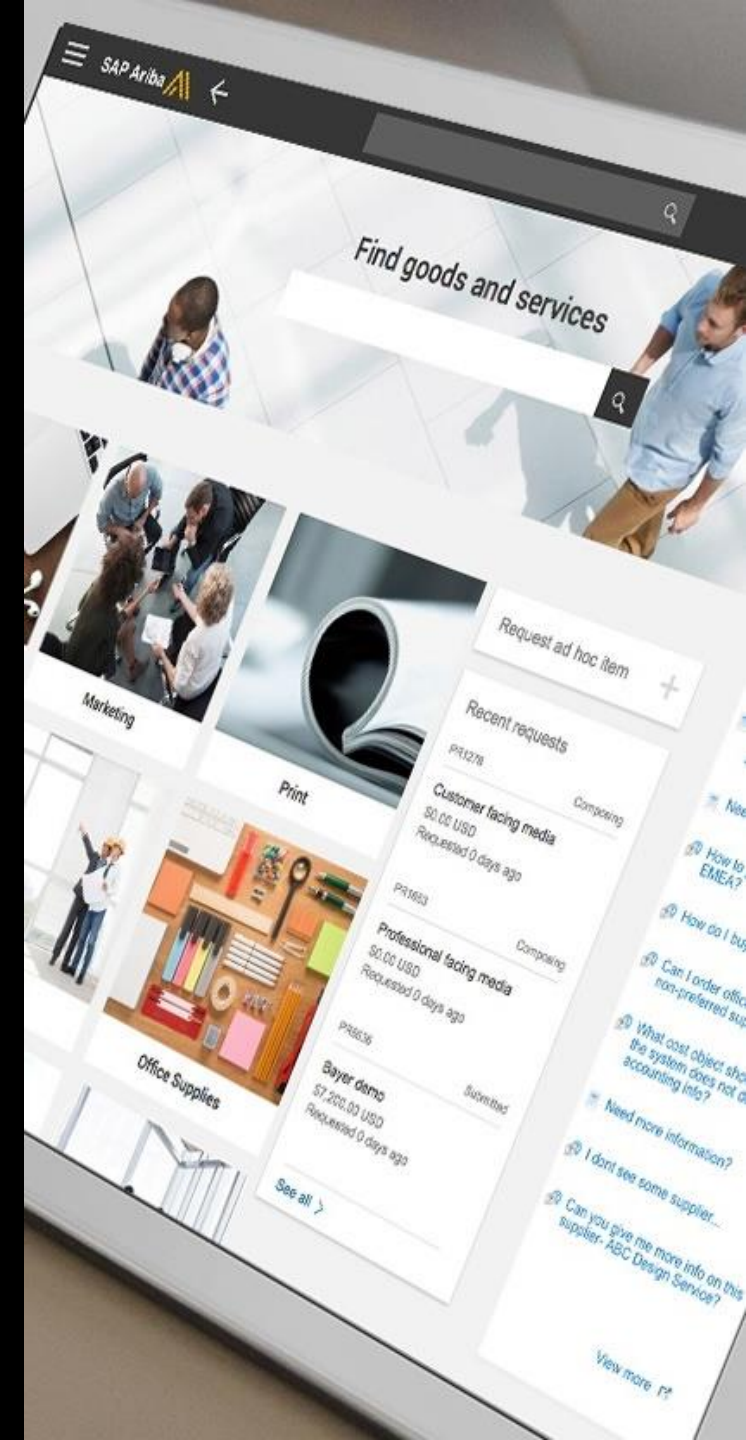
Deploys in **12 weeks** or less

Preconfigured with spend categories that **matter for Your industry**
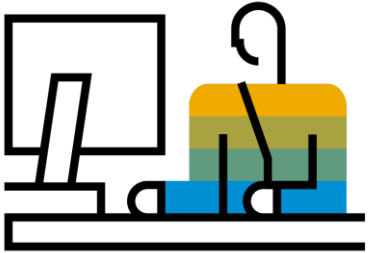
Built-in **best practice workflows**
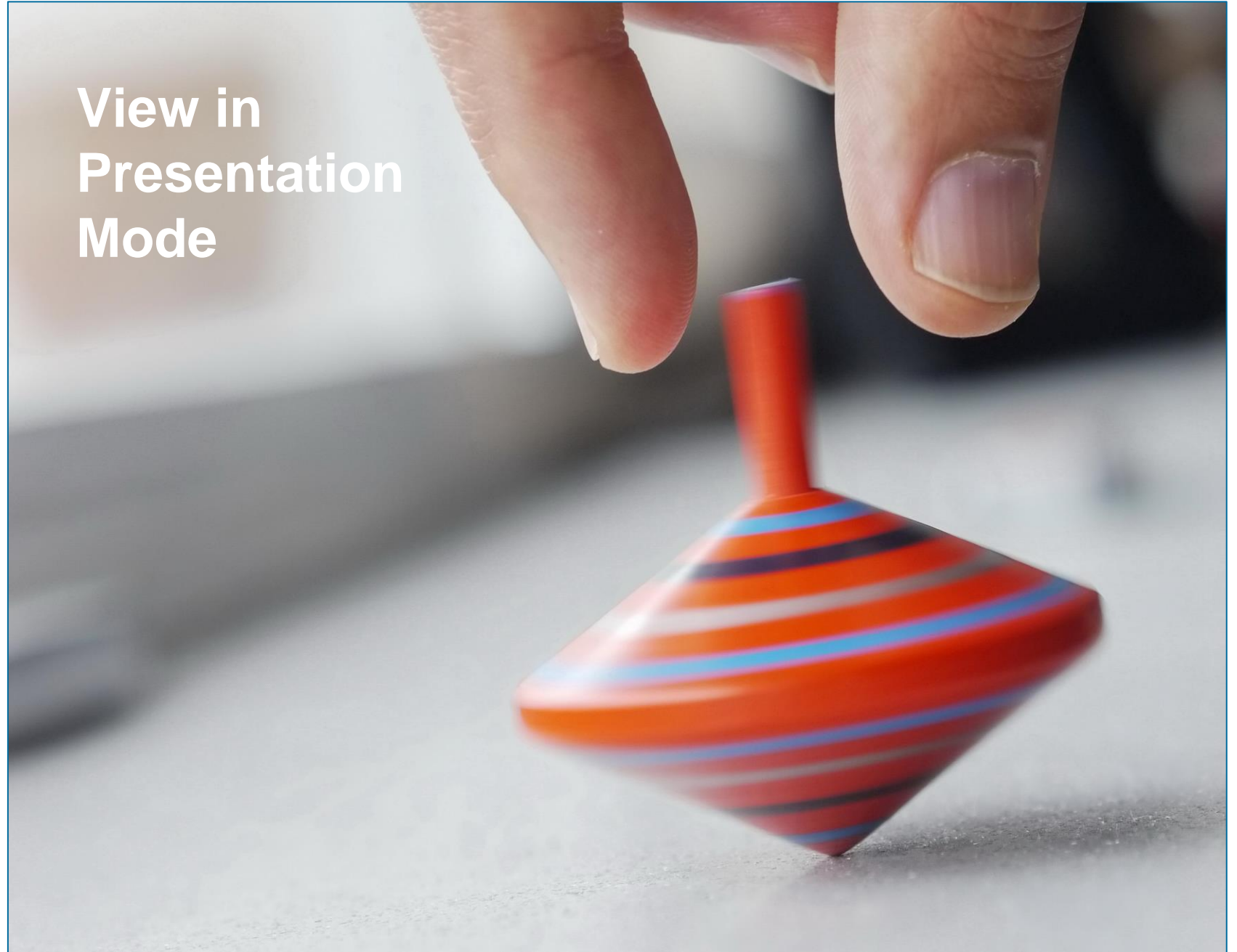
Email-based **Purchase Orders and Invoices**

Digital **Collaboration**
The Ariba **Network**

Email-Based Process
with Suppliers

Email-based
Purchase Orders
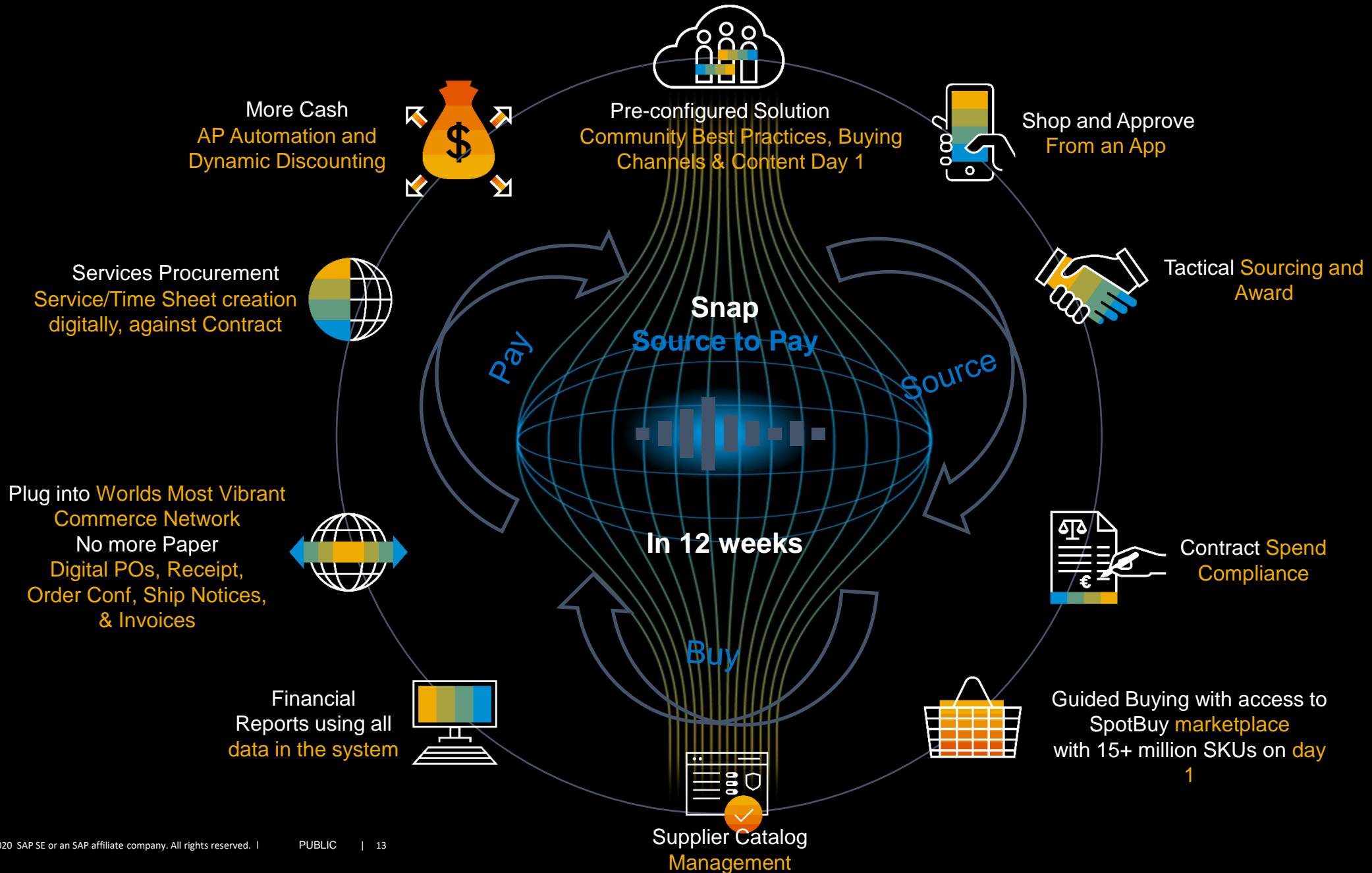and Invoices

View in Presentation Mode

Financial Reporting to make you in control

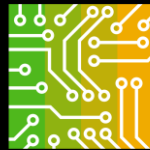You can report on all data in the system

View in Presentation Mode

SAP Ariba Snap

Snap
Source to Pay
In 12 weeks

Pay — Source — Buy

More Cash
AP Automation and Dynamic Discounting

Pre-configured Solution
Community Best Practices, Buying Channels & Content Day 1

Shop and Approve
From an App

Services Procurement
Service/Time Sheet creation digitally, against Contract

Tactical Sourcing and Award

Plug into Worlds Most Vibrant Commerce Network
No more Paper
Digital POs, Receipt, Order Conf, Ship Notices, & Invoices

Contract Spend Compliance

Financial Reports using all data in the system

Guided Buying with access to SpotBuy marketplace with 15+ million SKUs on day 1

Supplier Catalog Management

Faster, Easier Buying means Immediate Savings for Customers
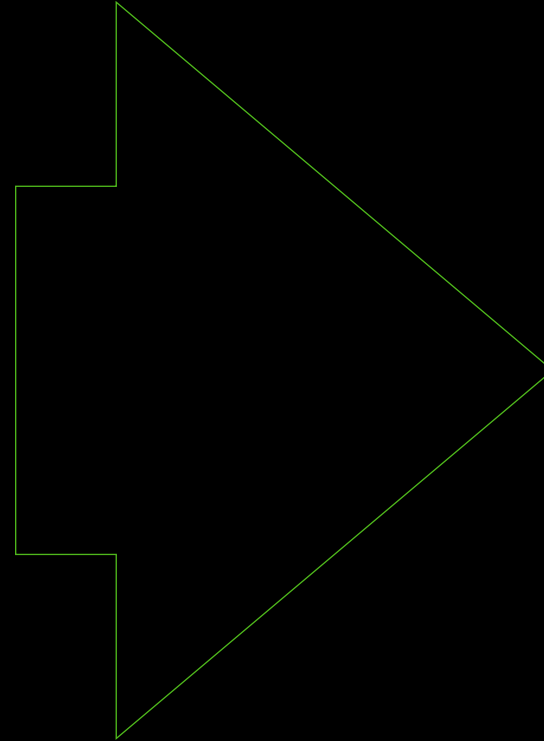
Shop and Approve
From an App

Tons of Suppliers
Ready to go

No more Paper
Electronic Invoices

Spend-Compliance
Savings

Process
Cost Savings

Savings across all
Spend Categories

SAP Ariba Snap Demo

How it's deployed

SAP Ariba Snap Deployment

Activate the Worlds-
Leading Solution

Best Practices, Content &
Industry Template on Day 1

Plug into Worlds Most
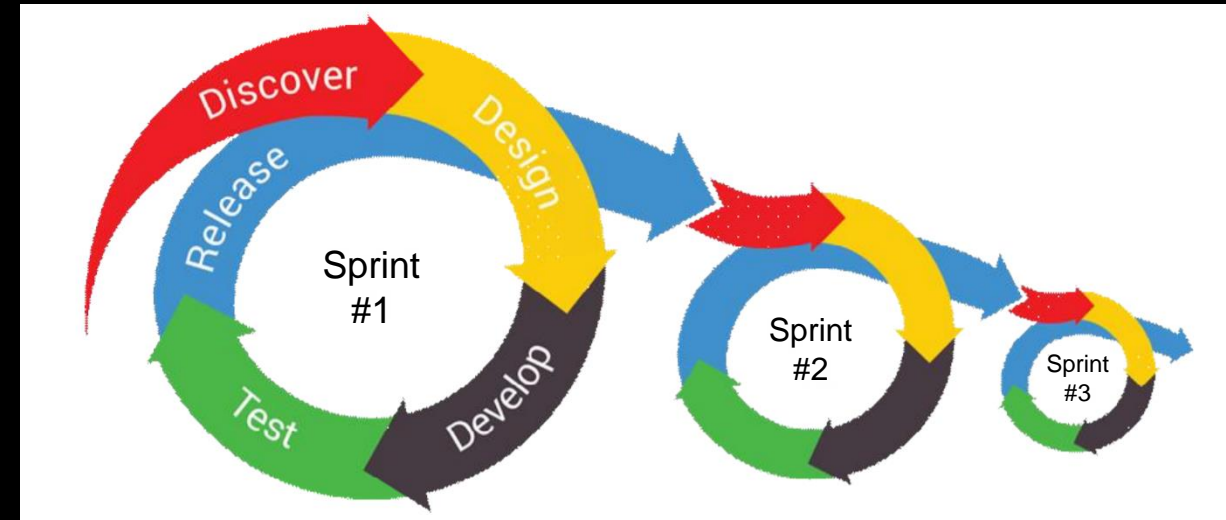Vibrant Commerce Network

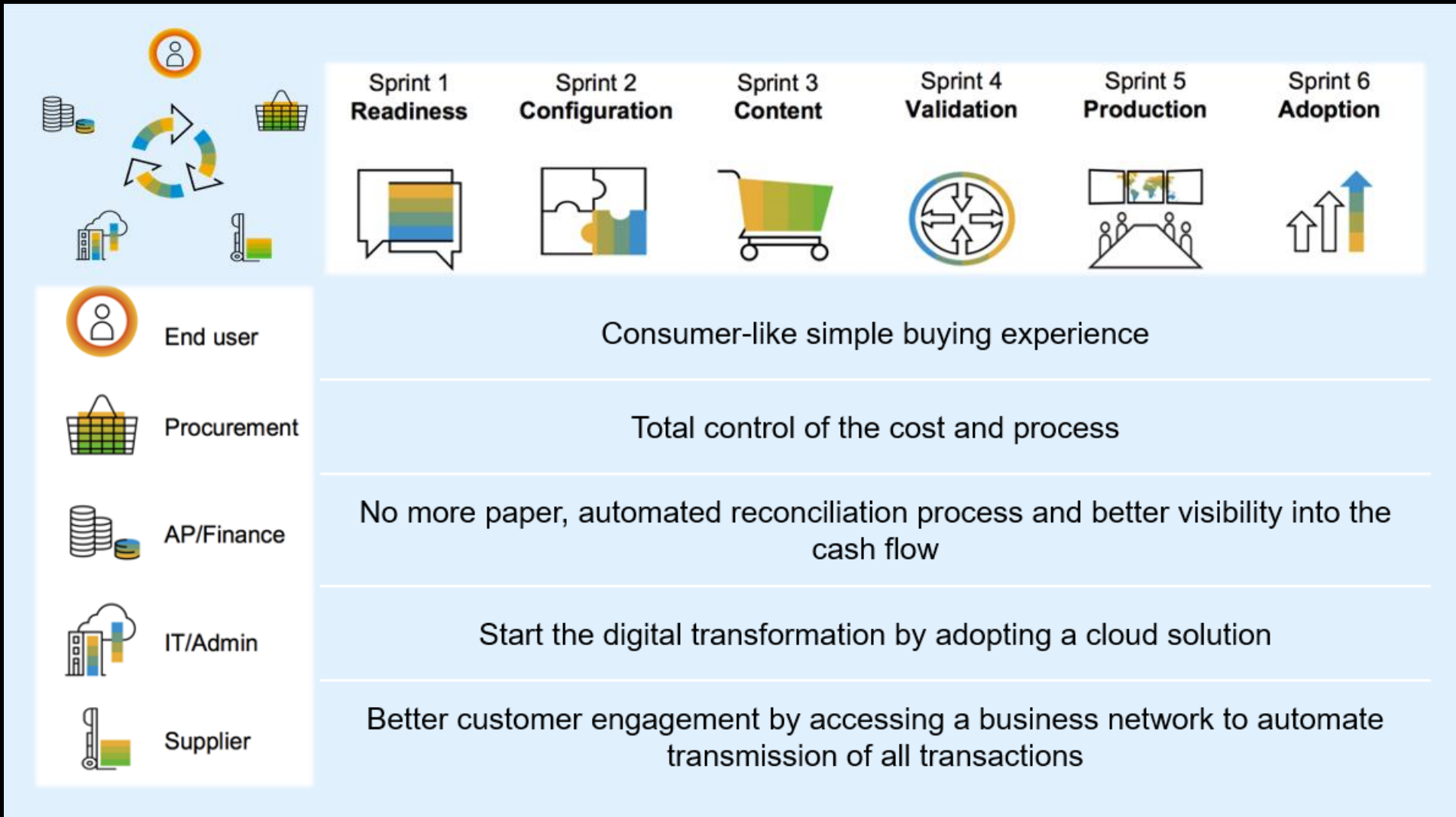# SAP Ariba Snap Methodology combines Persona focus and Agile principles

Company Personas

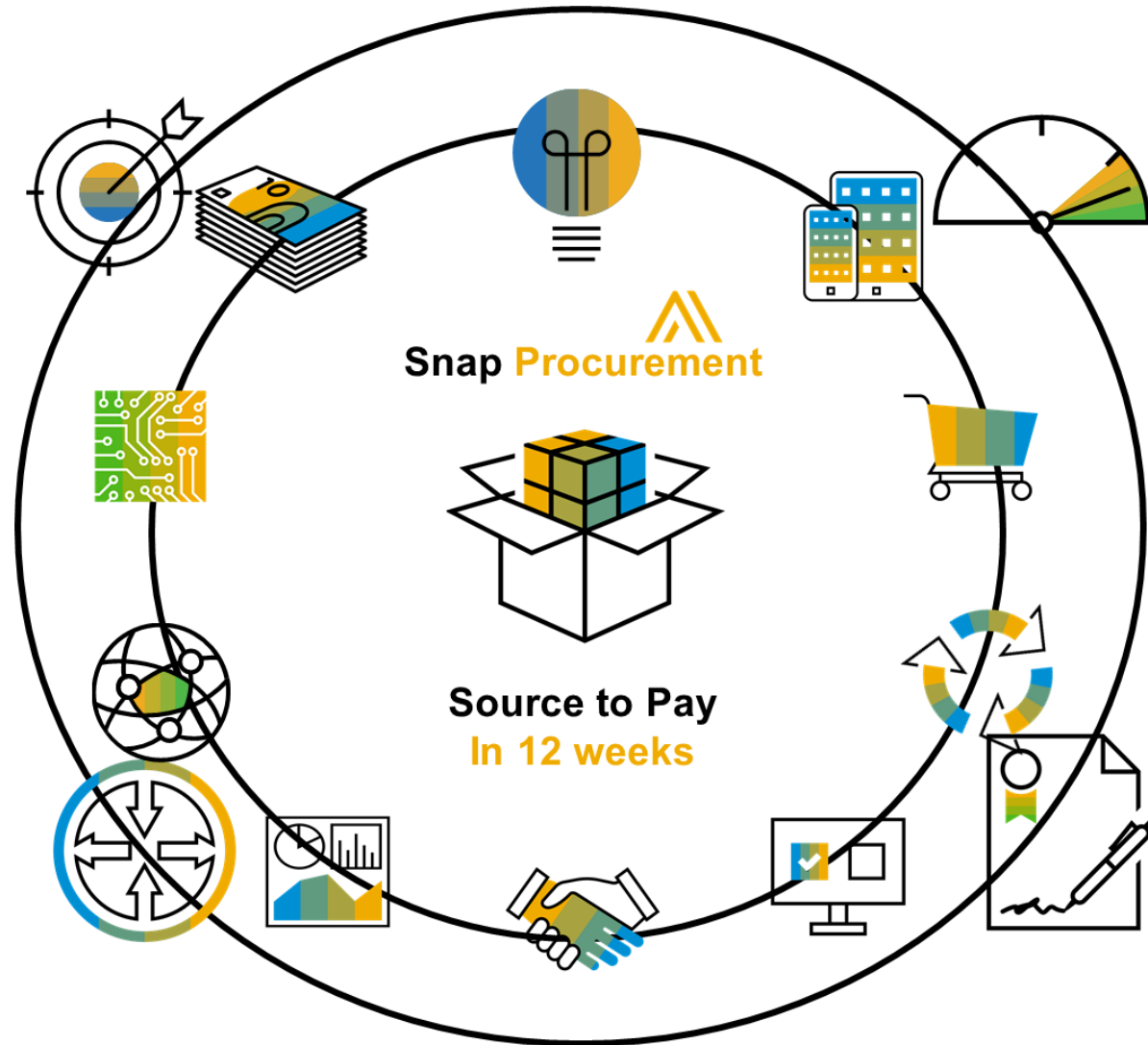**End-User, Procurement, AP/Finance, IT/System Admin, Suppliers**

Agile Method Principles

Workstreams driven by Business Outcomes

	Sprint 1 **Readiness**	Sprint 2 **Configuration**	Sprint 3 **Content**	Sprint 4 **Validation**	Sprint 5 **Production**	Sprint 6 **Adoption**

End user — Consumer-like simple buying experience

Procurement — Total control of the cost and process

AP/Finance — No more paper, automated reconciliation process and better visibility into the cash flow

IT/Admin — Start the digital transformation by adopting a cloud solution

Supplier — Better customer engagement by accessing a business network to automate transmission of all transactions
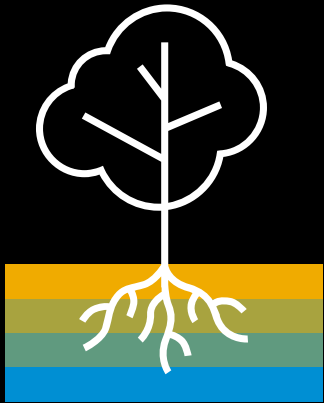
Supernova role on your SAP Ariba Snap Deployment

WHY
ARIBA SNAP

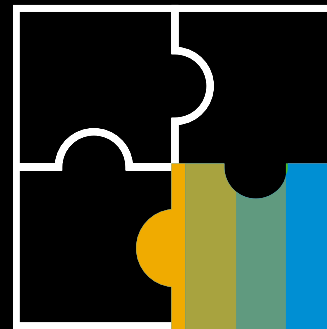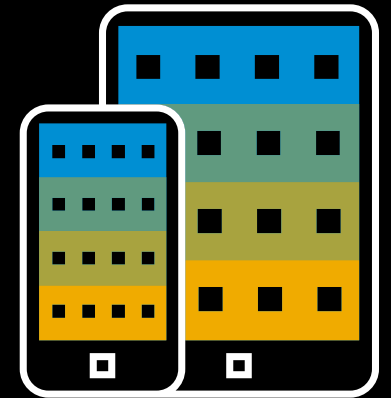# SAP Ariba is open

Find and grow partnerships
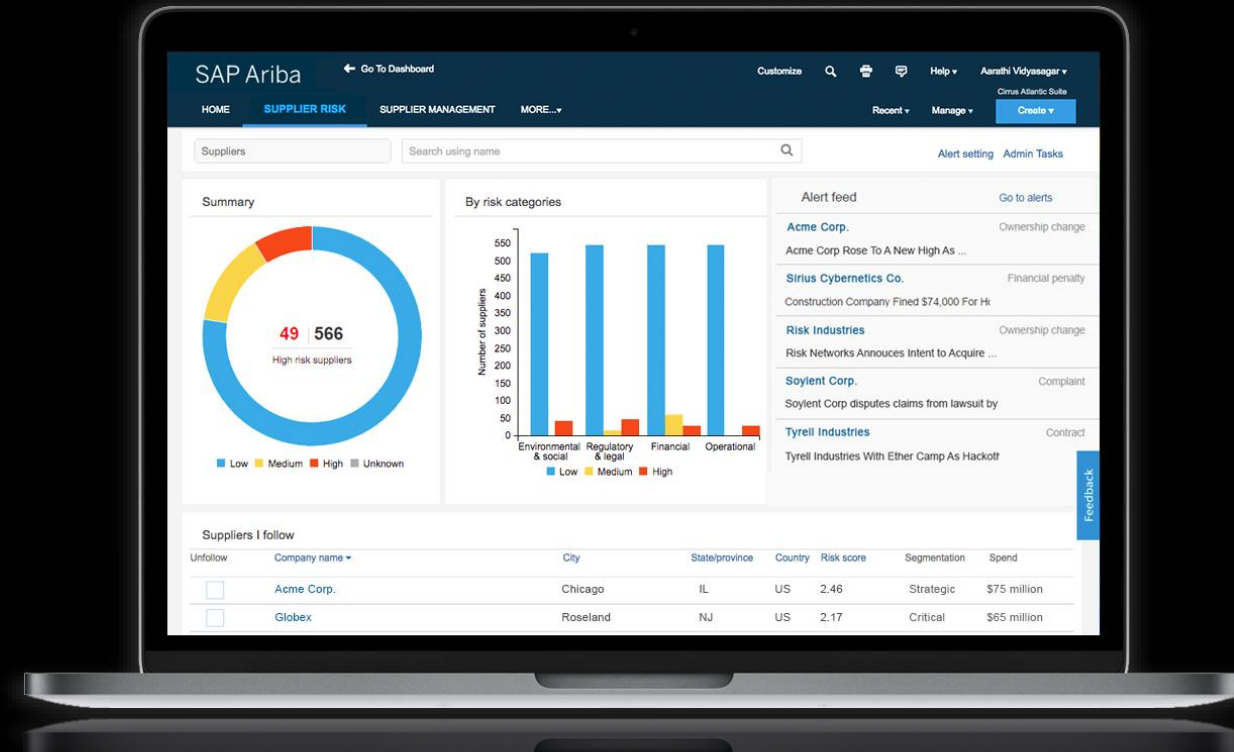
Collaborate with your partners

Integrate with ERP and back-office systems

Enhance your solution with partner applications and extensions

Ariba Snap is **smart**

Manage the risk in your supply chain
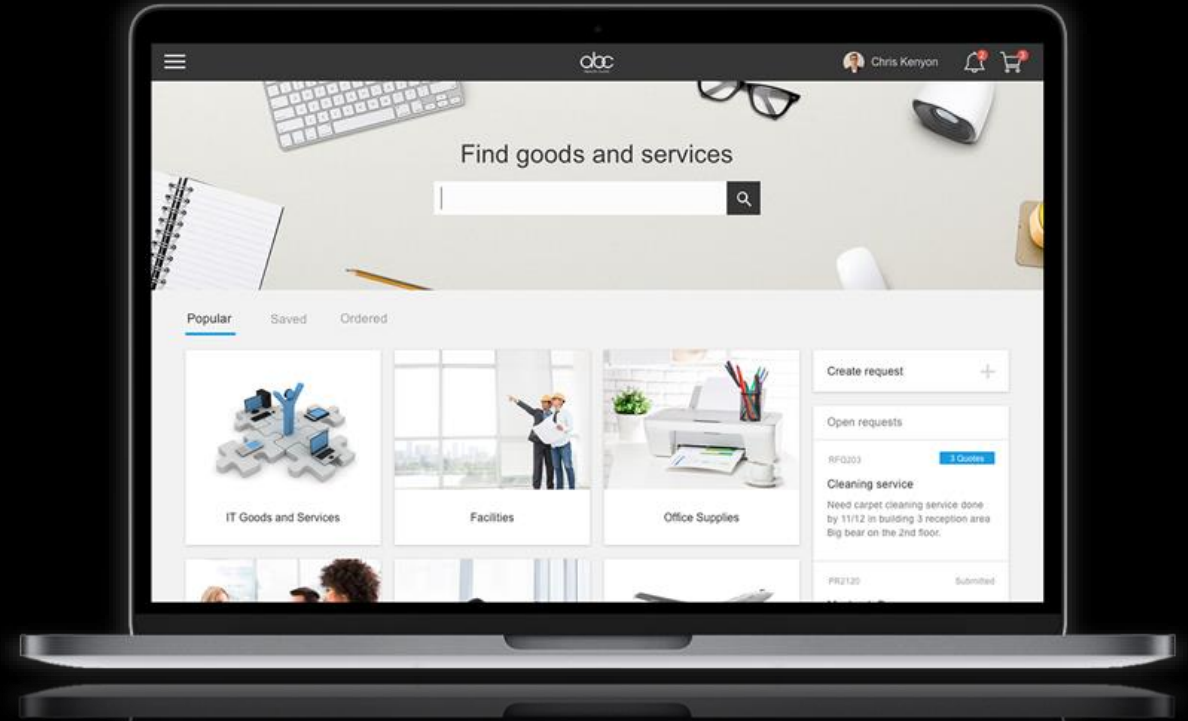
Deployed in 12 Weeks
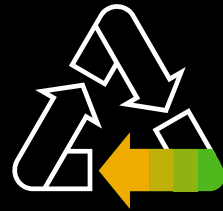
Preconfigured Content

Highlight savings opportunities

Tap into negotiation tools

SAP Ariba is simple

Guide users through each purchase

One place to buy goods and services

Reduce paper invoices and increase productivity

Easily connect with first-time suppliers

Supplier performance management

Thank you

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