

Intelligent Spend Management: Fulfilling the Promise of the Intelligent Enterprise

THE BEST RUN 





Move beyond the traditional with Intelligent Spend Management

For those charged with managing spend—procurement, supply chain, finance, and accounts payable (AP) leaders—an **evolution** is underway.

Businesses of all categories face increasing pressure to become more flexible, disruptive, and nimble. As a result, spend management professionals must find effective ways to help their organizations quickly adapt to changing needs, drive transformation, and adopt new business models.

You still need to deliver what you always have—efficiency and productivity, visibility, compliance, and savings. But there's more to do as well. The new priorities for managing spend have evolved into the Intelligent Spend Management agenda, focused on:



- Delivering transparency to manage supplier risk and brand reputation
- Revolutionizing the information used to make decisions plus the quality and speed of those decisions
- Creating more-effective ways to help you connect with suppliers and business partners
- Providing insights by enabling you to quickly gather and analyze information from an expanding array of new data sources
- Developing new business and delivery models

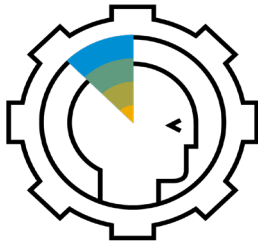


Transcend technology barriers

To tackle these new challenges, you need ways to bring more and more intelligence into every part of the spend management process. But that requires the right infrastructure and systems, and those aren't always in place.

Too often:

- Complex and clunky user experiences push users away and drive down adoption
- Disparate data is spread across the organization and throughout the supply chain
- Disjointed systems constrain collaboration with key partners and suppliers outside your company
- Disconnected teams and processes can't collaborate and share information

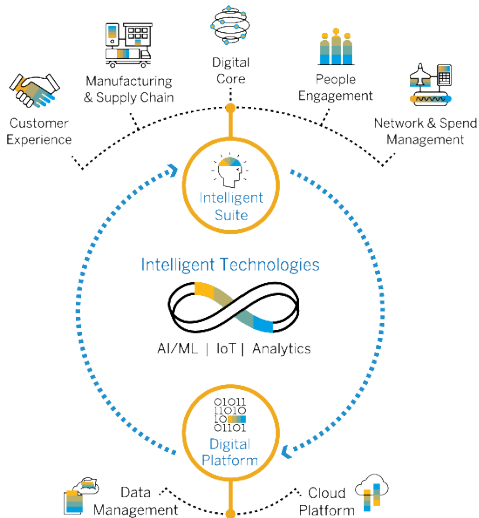


Driving **more intelligence** into the process is critical. But technology barriers can hold you back.



The Intelligent Enterprise framework

SAP has the technology, expertise, and infrastructure to help you put intelligence to work in a consumable, predictable, and valuable way across your entire company.



- It starts with a foundational digital platform that can manage data from any source (first or third party) in any format (structured or unstructured) and supports the development, integration, and extension of business applications.
- It includes intelligent technologies—like artificial intelligence (AI), machine learning (ML), the internet of things (IoT), blockchain, and other innovations from SAP® Leonardo—that apply intelligence to data and processes.
- And it moves through intelligent suites that bring intelligence across business functions, from accounting and finance to managing customers, supply chains, employees, and spending.

The Intelligent Enterprise is our framework to deliver **digital transformation** leveraging advanced technologies like AI, ML, and blockchain.



Five critical requirements for Intelligent Spend Management

To get the most impact out of intelligent technologies across the spend management process, we tap into the Intelligent Enterprise framework from SAP in five critical ways, allowing you to:

1 Manage data with a nimble approach

The first step in helping you bring more intelligence into spending to tackle the new spend management agenda focuses on data. Here's why:

- Spending generates all kinds of data, and in order to manage spend, your systems need to interact with data from business processes, social sources, suppliers, and many other areas.
- This requires a new approach, instead of a 90s-era model that moves data from one place to the next.
- Our solutions will access data from any source, but the data stays where it is, and the system:
 - Knows how to identify and manage it
 - Automatically improves and enhances it
 - Puts it to work instantly when and where you need it





2 Embed intelligence from end to end

With the data in place, it's time to put it to work. We're continuing to enhance our solutions by investing in technologies like AI, ML, and blockchain in order to infuse intelligence across the entire source-to-pay process.

- Disconnected, siloed solutions only learn from the parts of the process they manage, so you need a holistic view in order for these intelligent technologies to:
 - Learn from experiences
 - Solve problems
 - Apply acquired knowledge to adapt to new situations
- SAP Ariba® solutions use data and results from each step to continually refine and improve the rest of the process.
- Expanded visibility allows you to see the whole picture, so you can make smarter, more informed choices at every decision point.
- With an intelligent suite that manages it all, you're equipped to more effectively capitalize on new innovations that can optimize efficiency and outcomes.





3 Connect across your organization

The process of managing spend touches many other parts of your business, including your core financial, manufacturing and supply chain, human resources, sales, and marketing processes and systems.



That's why SAP Ariba solutions integrate with the digital core of SAP S/4HANA® as well as the rest of the SAP intelligent enterprise suite in areas such as manufacturing and supply chain in order to:

- Keep data flowing between the systems
- Keep the process moving—automatically
- Give your organization the ability to quickly and continuously change and enhance results

Intelligent Spend Management lets you tap into the **power and value of SAP**, one of the most influential technology companies in the world.



4 Reach beyond your four walls

The data affecting procurement and supply chain processes doesn't all sit within your organization. It comes directly from suppliers and vendors as well as any number of other sources and systems.

Through Ariba Network—the largest business-to-business network on the planet—and a host of SAP Ariba APIs, you can continuously build a more diverse, holistic data set. You benefit from the opportunity to:



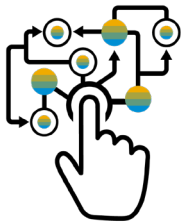
- Capitalize on a vast repository of insights and intelligence based on US\$2.3 trillion in annual global business transactions
- Rapidly access and utilize important supplier data
- Share documents automatically
- Collaborate on processes and projects, so the procurement cycle is smoother and more effective

With 3.6 million connected companies conducting US\$2.3 trillion in commerce every year, Ariba Network delivers a **dynamic digital marketplace** for modern business.



5 Customize with easy extensions and enhancements

To address unique regulatory requirements you may face or other nuances specific to your business, you need to be able to tailor and enhance your solutions quickly and easily.



Our open architecture, APIs, and partner ecosystem of solution developers provide a safe, secure way to customize your solutions so you can better control spend, allowing you to:

- Access data from a wide range of sources
- Connect to targeted third-party solutions
- Easily build your own extensions and functionality
- Integrate with proprietary systems you have in place

Easy-to-use tools and resources make it simple to **extend, integrate, and optimize SAP Ariba applications** and Ariba Network to meet your business requirements—without paying for costly development projects.



Intelligent spend: Countless inputs, powerful outcomes

With this nimble, modern approach to data—embedding intelligence from end to end and connecting people, information, and systems inside and outside your organization—SAP Ariba solutions help you bring more intelligence into every part of your procurement, supply chain, and spend management processes, augmenting and supporting the expertise of your employees. As a result, you're equipped to make not just incremental improvements, but massive leaps forward on everything from cost control to efficiency and supplier risk. This enables you to:



- **Deliver more intelligent experiences.** Today that means simple, consumer-like experiences for all types of direct and indirect expenses—so users can go to one place using any device, see contextual information relevant to them and their preferences, be guided to what they need, and have it all be simple. Tomorrow it may mean a simple voice conversation with the system to get whatever they require. SAP Ariba can do the former today, so the latter is within reach.



- **Deliver more intelligent processes.** With SAP Ariba, your processes don't just *run* better, they *get* better...and better...and better. By using intelligence to continually refine and guide you on how to enhance them, the systems move from standard, hard-coded if/then scenarios to processes that can dynamically evolve and adapt as the data, behavior, and results show ways to improve.



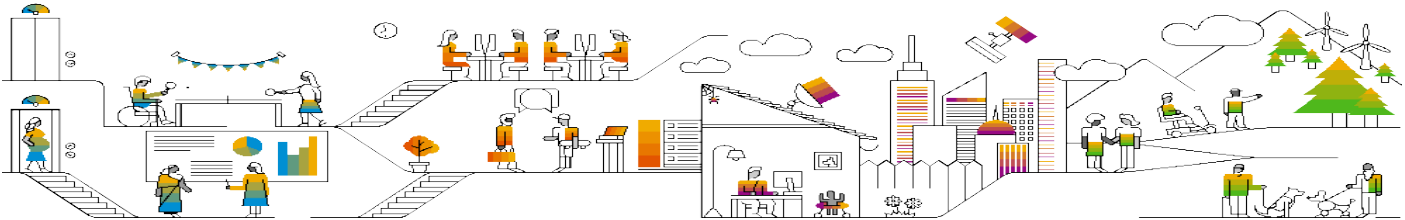
- **Deliver more intelligent insights.** With all this computing power applied to all this data across the entire source-to-settle process, SAP Ariba solutions can bring you more relevant, future-focused assessments and recommendations right at the point of action. So whether a user is deciding what to buy or a category manager is evaluating risk for a strategic supplier, the best option is served up and set up, helping them see exactly what to do and why.



Transform your business with Intelligent Spend Management

By putting intelligence to work across all your spend categories, you can equip your entire company to:

- **Make better decisions faster.** Sort through more spend, supplier, policy, and risk data than any individual or team can view or manage—guiding you to the best course of action at key points in the process.
- **Get more focused, get more effective, and get more work done.** Make every step of the source-to-settle cycle quicker, simpler, and smarter. You'll put mountains of data to work in an instant—in real time—so you can finish the work that really matters.





Learn More

For additional information about how SAP Ariba solutions can help your organization become an intelligent enterprise, visit our [Intelligent Spend Management](#) web page.

About SAP® Ariba® Solutions

SAP® Ariba® solutions support the marketplace for modern business, creating frictionless exchanges between millions of buyers and suppliers across the entire source-to-pay process. Our market-leading solutions enable companies to simplify collaboration with their trading partners, make smarter business decisions, and extend their collaborative business processes with an open technology platform. More than 3.6 million companies use SAP Ariba solutions to connect and collaborate around nearly US\$2.3 trillion in commerce on an annual basis. To learn more about SAP Ariba solutions and the transformation they are driving, visit www.ariba.com.



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