The **Global Payments Solution** is a streamlined process for paying foreign suppliers in local currencies at lower cost with competitive foreign exchange rates by leveraging the data and breadth of the Ariba Network with the capabilities of Goldman Sachs' best in class investment banking and securities expertise.

---

2 Solution Overview

4 Early Adopter Program

5 Requirements and Set-up

7 Support
SOLUTION OVERVIEW

What is the offering?
The Global Payments Solution, available for all invoice payments on the Ariba Network, simplifies the complex cross currency payment flow into one step, providing buyers with pre-negotiated, competitive FX rates for 114 currencies, and suppliers with real-time payment status tracking, and no hidden bank fees.

What is the value to Procurement and Accounts Payable?
- Real-time payment tracking, reducing manual payment-related supplier inquiries
- Protect against suppliers buffering prices due to settlement uncertainties
- Improved buyer-supplier relations with transactions conducted in each party’s preferred currency
- Minimal change management as solution functionality integrates easily with existing SAP Ariba workflows

What is the value to Finance and Treasury?
- Savings per cross currency transaction as a result of competitive and transparent FX rates
- FX conversions done automatically according to pre-negotiated rate tables helps to provide certainty to Global cash forecasting
- Reduction in costs associated with currency conversions
- No hidden bank fees or transaction costs

How am I going to save money?
In addition to qualitative benefits such as improved supply chain health and efficiency, savings levers include competitive and transparent FX rates, reduction in wire fees, protection against supplier price buffering, and savings associated with reduction in supplier inquiries.

When will the solution be available?
The solution will be available in mid-August 2020.
What financial solutions does SAP offer within its financial ecosystem?

SAP, a market leader in end-to-end enterprise application software, database, analytics, intelligent technologies, and experience management, helps businesses of all sizes and in all industries to operate profitably, adapt continuously, and achieve their purpose.

SAP also offers select financial solutions for our customers through a curated, best-in-class partner ecosystem. These partnerships leverage the depth and breadth of the Ariba Network and the financial expertise and relationships of our partner institutions to provide targeted solutions for some of our customers most important operational needs. These partner offerings include a variety of options for optimizing working capital including Virtual Cards, supply chain financing, receivables financing, dynamic discounting options, and others.

How does Goldman Sachs provide competitive FX rates for clients?

As a FX market maker, Goldman Sachs will work with clients to pass along wholesale, live rates at pre-negotiated spreads that are as close to the market as possible. By harnessing a best-in-class digital cloud platform, Goldman Sachs strives to provide transparency thus lowering cost per transaction, efficiently from currency conversion to payment.
**EARLY ADOPTER PROGRAM**

**What are the benefits of being an early adopter?**

As an early adopter of the cross-border payment solution you will have a direct connection to the deployment and go-to-market teams responsible for building and rolling out the technology.

You will be an important part of design, build, and testing of the product, and your direct feedback will be crucial in the rollout and growth of the solution. Furthermore, with your firsthand knowledge of the product, our teams will rely on early adopters to help evolve and improve the technology over time.

Finally, your involvement as an early adopter will result in you being a thought leader and open up opportunities to connect as an expert with other organizations interested in making their cross-border payment process easier, more transparent, and efficient.

**How much does this cost from SAP Ariba?**

There are no additional SAP Ariba costs or subscription fees for this solution; however, buyers must have a current Commerce Automation entitlement.

**How much does this cost from Goldman Sachs?**

The only costs associated with the solution from Goldman Sachs are associated with the FX spread when payments cross borders. These spreads are pre-negotiated and fully transparent and auditable by clients.

**What do I have to sign to use this, who do I sign paperwork with?**

A contract between the buyer and Goldman Sachs will need to be signed. No contract is required between SAP and the buyer; however, the buyer must own, and have a current contract for, SAP Ariba Commerce Automation.

**Who can I contact to get additional information?**

Please contact the following individuals for additional information:

- Brent Kinman, SAP (brent.kinman@sap.com)
- Scott Moon, Goldman Sachs (scott.moon@gs.com)
REQUIREMENTS AND SET-UP

Do buyers need to be on the Ariba Network and what are the technical requirements?

For Buyers, the requirements are as follows:
1. Buyer should be setup as Ariba Network Buyer
2. Buyer should have a subscription to SAP Ariba Commerce Automation
3. Buyer must install Cloud Integration Gateway (CIG) for SAP ERP and the associated service pack for GS Global Payments
4. SAP ERP (i.e. EHP5 – EHP8 for SAP ERP 6.0 or S/4 HANA On-Premise Edition 1511, 1610, 1709, 1809, 1909. SAP PI (OPTIONAL USAGE) 7.1, 7.3, 7.4, 7.5). Note that future versions of the solution may support non-SAP ERPs.

Do my suppliers need to be on the network?

Yes, suppliers who will receive FX payments via the Goldman Sachs solution should be already setup as Ariba Network Suppliers and must have established a trading relationship with the Buyer before initiating the FX payment.

A trading relationship is a link between the supplier account and a buyer account on the SAP Ariba Network that allows for the transfer of documents such as purchase orders and invoices between buyer and supplier.

Describe the functional flow of the FX Payments solution.

1. **Generates purchase order in their ERP system**
   - Buyer

2. **Invoice is validated, reconciled, approved and ready to pay**
   - Buyer

3. **Buyer makes payment, which is sent from ERP to Ariba Network**
   - Buyer

4. **Ariba Network sends payment instructions to GS Global Payments**
   - Ariba Network

5. **Payment transferred to supplier’s bank account**
   - Supplier

6. **Supplier sends buyer an invoice via Ariba Network**
   - Supplier

7. **Payment progress status is sent to Ariba Network with final exchange rate**
   - Goldman Sachs

8. **Deliver statements to buyer’s ERP**
   - Goldman Sachs
What does the set up involve and how long does it take?

The high level steps for setup are as follows:
1. The buyer needs to integrate its ERP to the Ariba Network. Most buyers using Ariba have already done this, but an additional document type (Payment Batch Request) must be configured.
2. The buyer must create a new payment type in its ERP and assign the appropriate suppliers to this new payment type.
3. The ERP integration and the payment type need to be tested by the buyer and SAP Ariba.
4. The suppliers to be paid by this new payment type must have an active trading relationship with the buyer on the Ariba Network.
5. The buyer also must go through the Goldman Sachs Transactional Banking onboarding process.

Who from my organization should be involved in this project?

The solution provides benefits to Procurement, Accounts Payable, Treasury, and Finance, so representatives from all of these teams should be aware and involved in the project. IT will play a central role in project deployment working directly with SAP Ariba and Goldman Sachs in the technical integration work needed.

How do we control it, manage it? Is there a configuration panel?

Configuration will take place in a Buyer’s ERP, where Buyers will assign the new “FX Payment” method to suppliers that they will be processing payments to via the Global Payments solution.

How do I fund my payments?

Clients can choose to use Goldman Sachs as the funding bank or you can continue to use your existing bank relationship(s).
<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>What training is involved and who does it?</strong></td>
<td>SAP’s Payables Customer Success Organization (PCSO) and Goldman Sachs will guide buyers through the setup process providing documentation, integration support, and training.</td>
</tr>
<tr>
<td><strong>How does support work? What if I have a question about a rate or transaction?</strong></td>
<td>Support on SAP Ariba functionality is provided via normal SAP Ariba support channels. Note that SAP Ariba cannot answer questions about why a particular FX rate was applied; however, Goldman Sachs will be able to provide further clarification. During the early adopter phase, SAP Ariba support will be provided by the Payables Customer Success Organization.</td>
</tr>
<tr>
<td><strong>Is my data secure and private?</strong></td>
<td>SAP is committed to ensuring compliance with the GDPR as a company, and is also supplying technologies that support customers in GDPR compliance. SAP has been consistent in its approach to data protection as part of its general product standards, and this is now being extended to reflect the new requirements of the GDPR. More information at ariba.com/gdpr</td>
</tr>
<tr>
<td><strong>What reporting is available?</strong></td>
<td>Statements sent to Buyers from Goldman Sachs will provide the necessary details on the FX transactions and rates.</td>
</tr>
</tbody>
</table>

Learn more

[SAP Ariba & Goldman Sachs](#)