SAP Ariba and Standard Chartered
Financial Supply Chain Solutions

Standard Chartered and SAP Ariba are dedicated to delivering a seamless experience for our customers, while supporting them throughout their procure-to-pay process.

By joining forces to bring additional financial supply chain solutions to Ariba Network, SAP Ariba and Standard Chartered help customers manage their payments and financing needs on a single platform, and access foreign exchange (FX) services through Standard Chartered.

2 Solution Overview

4 Solution Requirements and Set-up

6 Support
What are the solutions that Standard Chartered and SAP Ariba will be providing?

Standard Chartered and SAP Ariba’s joint vision is to deliver a seamlessly integrated platform that brings our customer’s physical and financial supply chains together.

As such, the solutions will use our customers’ existing source-to-pay processes, while tapping into Standard Chartered to easily access payment, financing, and FX capabilities.

These solutions are broken into the following two categories:

- **Financing:** Enable suppliers to get access to financing through Ariba Network at different stages:
  - Purchase Order (PO)/Pre-shipment Finance for purchase orders: Enable suppliers to access financing early for purchase orders to ensure that they can fulfil orders on time and to minimize delays.
  - Invoice Finance for pre-approved invoices: Enable suppliers to access financing for invoices that take a long time to be approved by the buyer whilst helping them further strengthen their working capital ability to manufacture and fulfil orders.
  - Supply Chain Finance for approved invoices: Facilitate early payments based on approved invoices and foster sustainable growth with access to financing at lower rates.
- **Payments:** Facilitate payments to suppliers through a single platform directly via Ariba Network. Suppliers can choose to receive payment in the currency of their choice.
The Standard Chartered and SAP Ariba partnership strives to give our customers access to best-in-class financing and payment solutions using their existing source-to-pay process. Benefits to our customers are as follows:

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<th>Solution</th>
<th>Buyer Benefit</th>
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| **Purchase Order (PO)/Pre-shipment Finance** | • Greater efficiency: Use your existing integration with SAP Ariba to facilitate financing access for your suppliers  
• Lower procurement costs: Decrease your suppliers’ reliance on traditional bilateral funding  
• Strengthen supplier relationships: Help suppliers access liquidity before shipment to ensure a stable supply base |
| **Invoice Finance**        | • Greater efficiency: Use your existing connectivity with SAP Ariba to enable suppliers to access financing for your invoices  
• Support supplier sustainability: Provide suppliers an alternative source of working capital to ensure the sustainability of their businesses, enabling you to secure increased capacity or help suppliers with sustainable practices  
• Reduce cost: Potentially negotiate better purchase prices with suppliers on the back of their improved access to liquidity |
| **Supply Chain Finance**   | • Greater efficiency: Use your integration with SAP Ariba to facilitate financing for your suppliers  
• Optimize working capital and standardize payment terms  
• Reduce cost of goods sold  
• Strengthen supplier relationships:  
  – Improve supplier access to liquidity at lower rates and without collateral requirements  
  – Reduce supply chain and procurement risk |
| **Payments (including FX)** | • Minimal configuration: Use existing SAP Ariba connectivity to facilitate supplier payments. Minimal effort required and no additional software licensing cost  
• Greater efficiency and control: Replace manual processing with straight-through payments processing  
• Effective FX management: Set up pre-agreed FX conversion spreads to automate FX execution and settlement  
• Better visibility and accuracy: Avoid delayed payments through seamless banking interface and connectivity (outbound and inbound feeds) |
When will the solutions be available?
The Standard Chartered solutions are currently available to all SAP Ariba customers. Once a customer has enrolled in the program, technical setup will be required to enable the solution functionality.

How much does these solutions cost?
There is no incremental cost for buyers who are members of Ariba Network by way of subscription to SAP Ariba Commerce Automation. SAP Ariba Cloud Integration Gateway is included free of charge and there is no transaction cost associated with the additional document types required for the solutions.

Do buyers need to be on 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 fulfil the following CIG/ CI, ERP requirements:
   a. Supply Chain Finance
      i. Adaptor- CI9 SP2 or CIGV7
      ii. ERP - SAP ECC 6.0 EHP5 with ECC-SE 605 , S/4 HANA 1610+
   b. Payments
      i. Adaptor - CIGV7
5. SAP PI (OPTIONAL USAGE) 7.1, 7.3, 7.4, 7.5
Do suppliers need to be on the network? Yes, suppliers must be already setup as Ariba Network suppliers and must have established a trading relationship with the buyer before utilizing any of the Standard Chartered solutions. A trading relationship is a link between the supplier account and a buyer account on Ariba Network that allows for the transfer of documents such as purchase orders and invoices between buyer and supplier. Additionally, supplier enablement services will be available to establish trading relationships with net-new suppliers.

Do suppliers pay to be on the network to use just this solution? No, suppliers do not pay any Ariba Network fees for this solution alone. Suppliers can join Ariba Network with just a standard account (basic functionality, completely free for suppliers).

Does using this solution impact suppliers’ document counts on the Ariba Network? No, the combined Ariba Network and Standard Chartered solutions do not impact the document count on Ariba Network.

What does the set up involve and how long does it take to set up? For supply chain finance and payments, the estimated customer effort and timing to go live will depend upon several factors including, but not limited to, system requirements, system landscape, and staffing availability. That said, we estimate that the IT effort will be approximately 80 hours over four weeks part-time and the business effort will be approximately 40 hours over four weeks part-time.

The high-level steps to deployment are as follows:
1. The buyer needs to integrate its ERP to Ariba Network. Most buyers using SAP Ariba solutions have already done this, but additional document types (payment batch request and payment proposal 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 utilizing this solution must have an active trading relationship with the buyer on Ariba Network and will have to go through a light enrollment process with Standard Chartered.
5. The buyer must be an existing Standard Chartered client or will have to be on-boarded as a client.
What training is involved and who does it?

The SAP Payables Customer Success Organization (PCSO) and Standard Chartered will guide buyers through the setup process providing documentation, integration support, and training.

Is my data secure and private?

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 https://www.ariba.com/gdpr

What reporting is available?

For supply chain finance and payments: Buyers and suppliers will have visibility over transaction statuses on Ariba Network. In addition to that, Standard Chartered will also separately send reports and advices to buyers and suppliers (where applicable).

Learn more

SAP Ariba and Standard Chartered Solution Brief