



# SAP Ariba Customer Success Day Agenda

Event Host: S&P Global – formerly McGraw Hill Financial

SAP Offices

3999 West Chester Pike | Newtown Square | PA | 19063

Thursday, September 8<sup>th</sup>

9:00 am **Welcome and Networking** – McGraw Hill and SAP Ariba

9:30 am **Informal Introductions: One representative from each organization will tell their SAP Ariba Story and expectations for the day – NO SLIDES NEEDED! Examples include:**

- Solutions owned, when they were purchased, solutions interested in implementing
- Current challenges/success stories
- Expectations for today

10:30 am **Interactive Discussion – Supplier Risk Management:** Led by Lisa Gangewere

- Group discussions about who at-risk suppliers are, how SAP Ariba can assist in detecting them, and what best practices can support the cause

11:30 am **Lunch**

12:15 pm **Workshop/Demo on Guided Buying:** Led by Lalitha Rajagopalan

- Meet with one of our top experts on the new innovation of Guided Buying – a hands on experience that you will not want to miss!

1:15 pm **Ariba Open Platform** – Led by the SAP Ariba Product and Innovation Team

The Cloud platform is the foundation for SAP Ariba solutions. Two topics of focus are:

- Solution Extensions (Forms, Business Process, and Data Model)
- Open APIs (Standard APIs and Developer Resources)

2:15 pm **Break**

2:30 pm **Supplier Enablement Session:** Led by Eric Sanz and Valerie Blatt

- Tips and tricks on Best Practices for Supplier Enablement
- What is Light Enablement, and when should it be used?
- Discuss the Seller Value of the Ariba Network
- Group discussions on success stories/challenges on Supplier Enablement

3:30 pm **Closing Remarks: Next Steps for Customer Success Day Events**

- Complete Survey
- Topics that are top of mind
- Feedback from the day
- Anyone interested in hosting?

3:45 pm

**Wrap up – feel free to stay and network with your peers!**