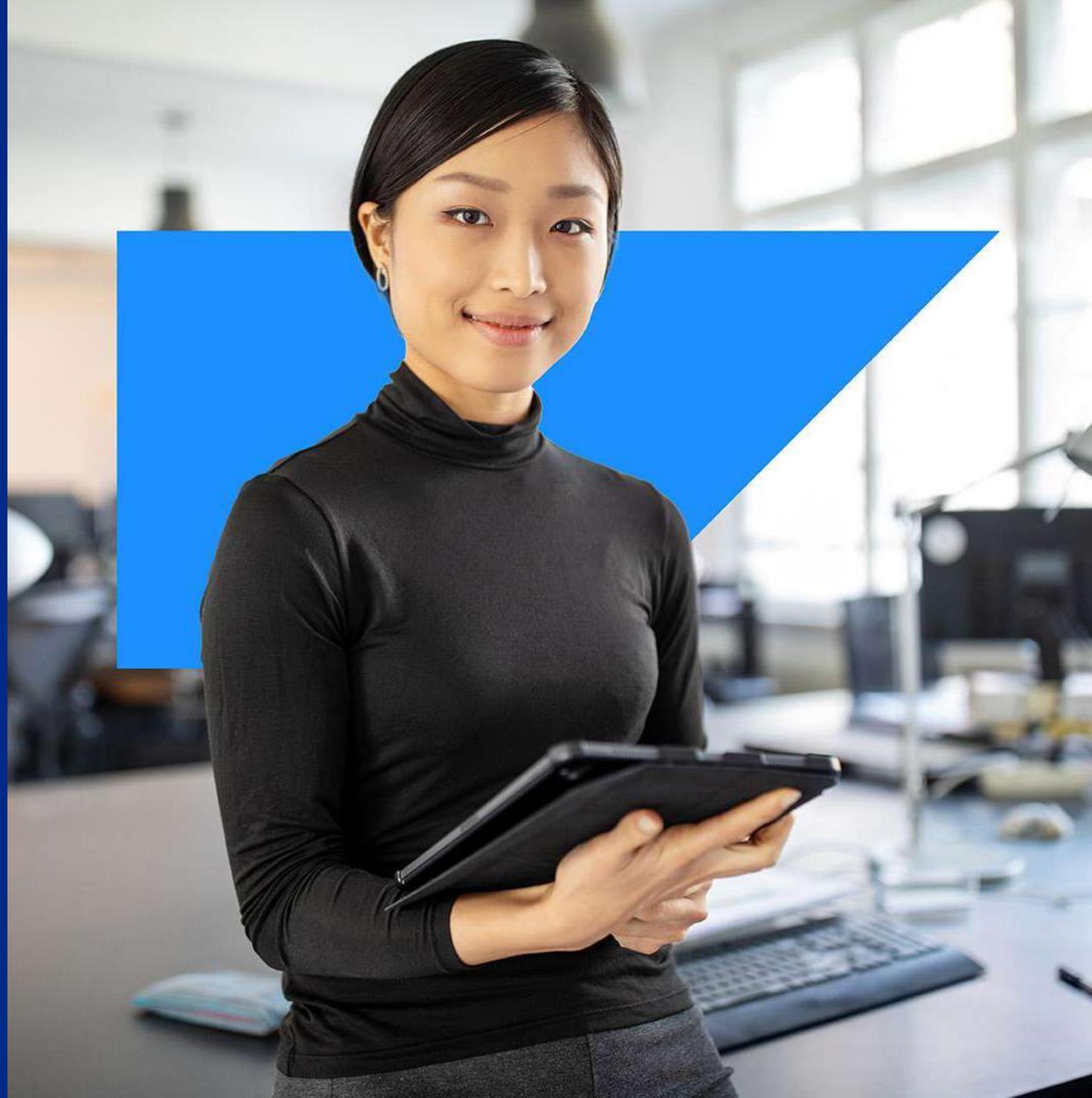




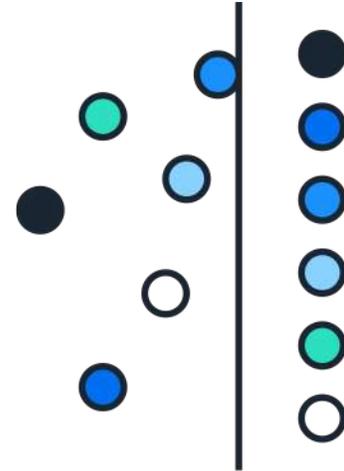
# Redefining Supplier Management with SAP Ariba



Supplier relationships have never been more critical

94%

of companies experience procurement and supply chain disruption in 2020.





YET MOST  
SUPPLIER  
MANAGEMENT  
SYSTEMS  
CAN'T  
KEEP UP

1 Not integrated with source-to-pay

6 Risk types and exposure are underestimated

2 Lack supplier collaboration capabilities

7 Rigid templates don't match your processes

3 Risk/disruption processes are reactive

8 Supplier information is siloed and inaccessible

4 Limited support for multiple spend types

9 Lack comprehensive third-party data sources

5 Sensitive supplier data not managed securely

1 Lack program management expertise

0



The right solution is:

## COMPREHENSIVE

including capabilities and data sources covering all spend and risk types

## INTEGRATED

with source-to-pay to link mitigation plans and processes

## NETWORKED

with suppliers for unparalleled collaboration and visibility

## OUTCOME-FOCUSED

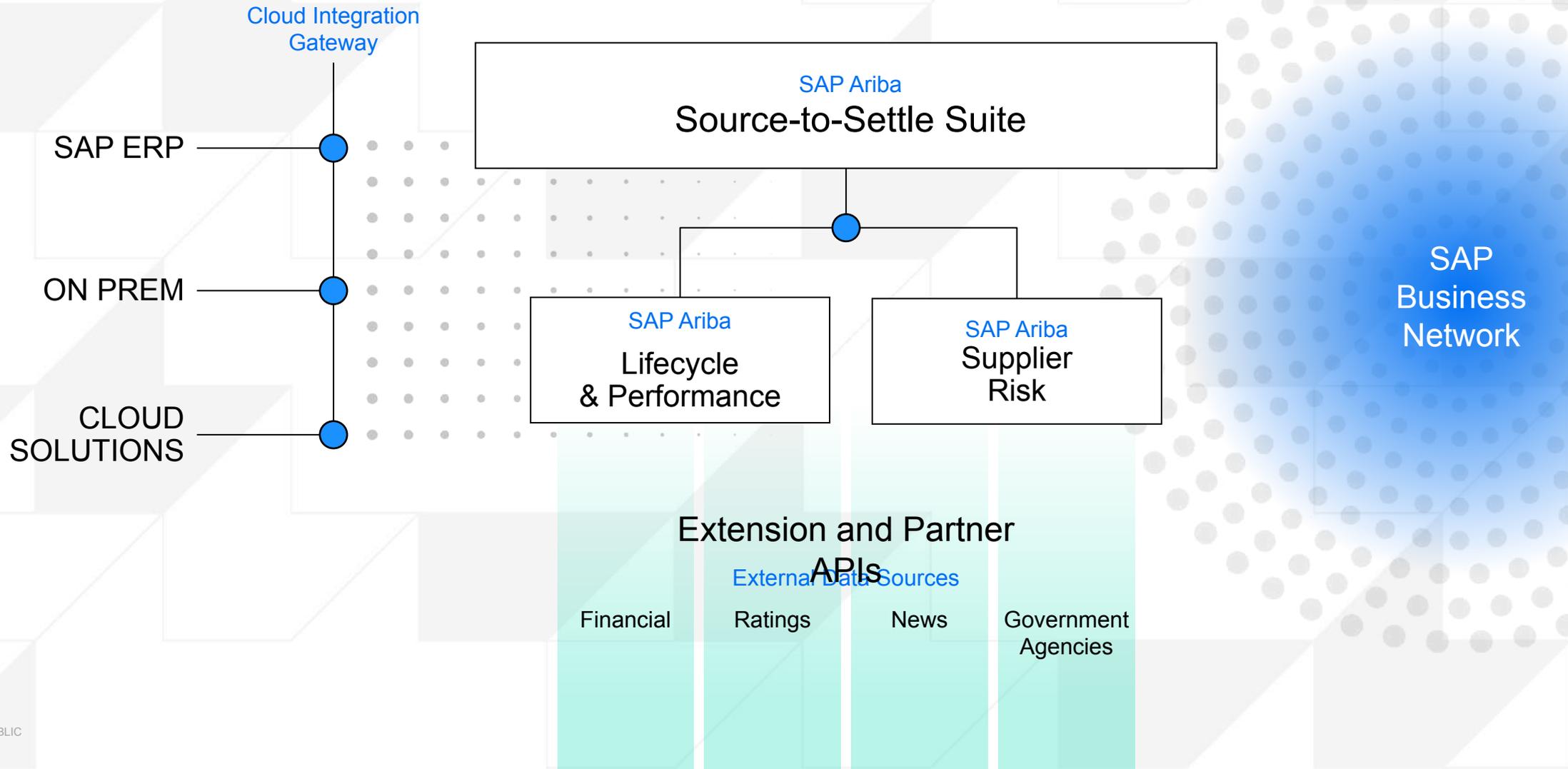
from setup to ongoing adoption and management



## SAP Ariba Supplier Management

Integrates with the rest of your procurement processes and lets you manage supplier information, lifecycle, performance, and risk all in one place.

# SAP Ariba Supplier Management solution portfolio





## SAP Ariba Supplier Management Solution Portfolio

# Source-to-Settle Suite

### Source

- Search and filter by registration, qualification, and preferred status
- Apply supplier risk information when inviting suppliers to sourcing events

### Contracts

- Promote risk-conscious contracting by linking risk engagement projects with contract workspace
- Get an at-a-glance summary of suppliers' contract-level engagement risk projects



## SAP Ariba Supplier Management Solution Portfolio

# Source-to-Settle Suite

### Buying & Invoicing

- Guide spend towards strategic suppliers with integration to Guided Buying
- Ensure relevant supplier data automatically flows into B&I and Guided Buying

### Spend Analysis

- Get actionable insights from turnkey Supplier Lifecycle Management reports
- Improve efficiency by building custom dashboards with supplier onboarding and lifecycle data



## SAP Ariba Supplier Management Solution Portfolio Lifecycle & Performance

### Vet and Manage Supplier Relationships

- Onboarding & Registration
- Due Diligence & Qualification
- Segmentation
- Performance Management  
(master integration+ self-service)
- Development & Phase Out



## SAP Ariba Supplier Management Solution Portfolio

# Supplier Risk

Minimize risks associated with suppliers

- Detect risk incidents across risk categories
- Segment supply base by risk exposure
- Initiate governance checks based on risk controls policies
- Conduct risk assessments and controls reviews
- Remediate risks
- Continuously monitor changes to risk signals

# Help where you need it:

## Setup services

Get up and running with SAP Ariba solutions.

## Solution consulting

Drive a successful project with functional and technical support as well as project and program management.

## Management and adoption

Give users the tools they need to get the job done right.



## Implementation services:

> 35

offices in

27

Countries, speaking

> 35

languages

1,000+

cloud solutions deployed

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1,700+

services professionals

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270+

awards for exceptional delivery  
services as nominated by customers

Learn more:

[Supplier Management Overview](#)



# Thank you

Contact information:

