

Business Network nei processi Finance e Procurement

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Oct 30th 2014

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Public

Global trends are impacting the network and procurement line of business future

- The networked economy
- Big Data and business insight
- Productivity
- Innovation



The networked economy

- Faster, more effective collaboration
- Lower costs
- Greater opportunities

Big Data and business insight

- SAP HANA platform and in-memory computing
- Predictive analytics
- Network intelligence

Productivity

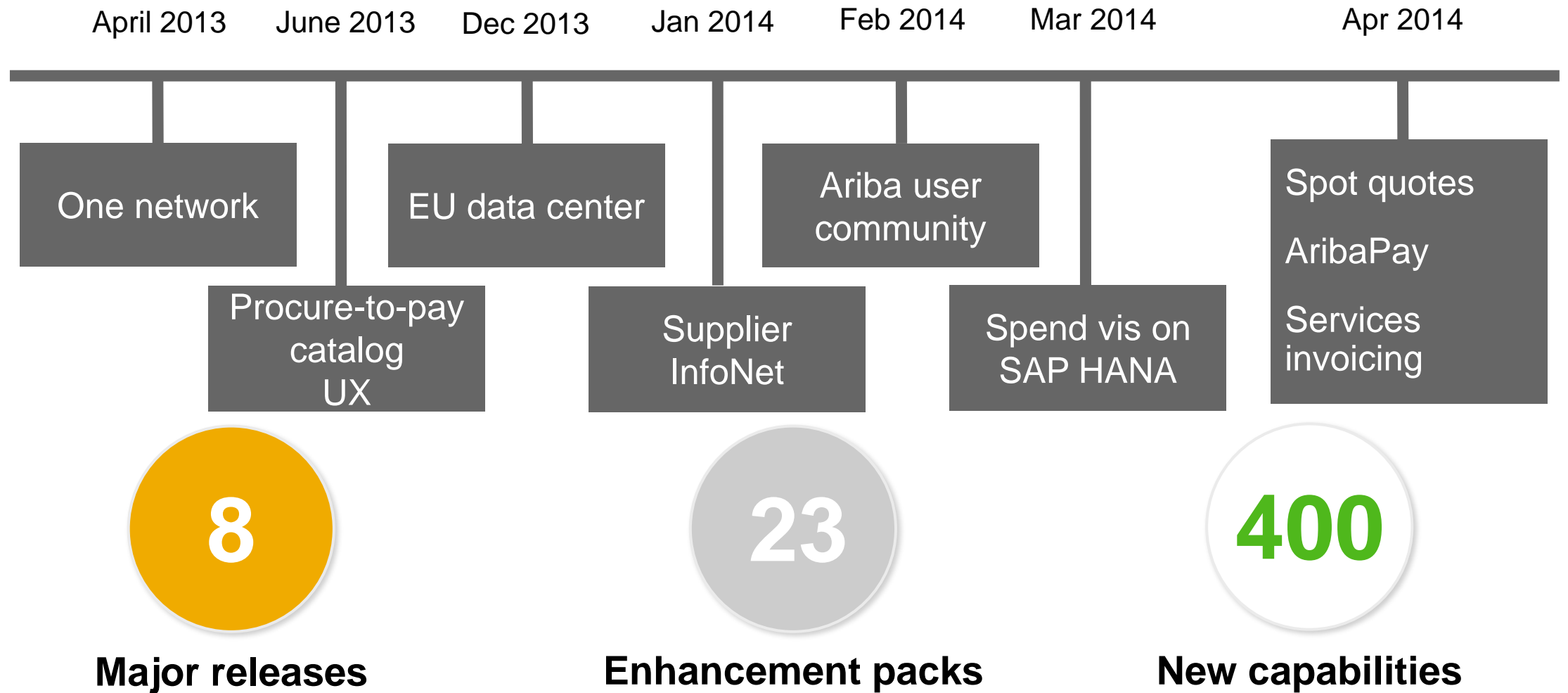
- Cloud computing
- Consumer-grade user experience
- Enterprise mobility

Innovation

- Faster, more effective supply chains
- Compliance and risk management
- Globalization

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Looking back . . .



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The results

1.5 million suppliers

450,000 added

>\$500 billion network spend

\$41 billion added

>2,000 network buyers

338 new buyers



6 million users

1.7 million added

>60 million invoices

>4 million invoices added

600 TB data

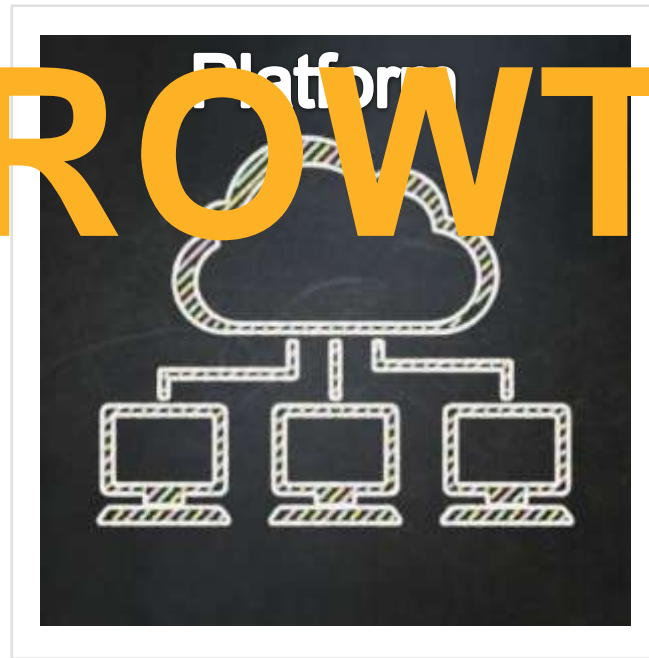
138 TB added

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Looking forward . . .



GROWTH



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Application innovation

Top priorities



Globalization

- Deep compliance and business process coverage globally
- Wave 1 (2014) – 50 countries compliance for invoicing
- Wave 2 (2015) – >75 countries
- 70% of world commerce covered



Total supplier enablement

- Easier, value-driven enablement of all suppliers, including small to midsize suppliers
- Single point for all supplier collaborations
- Light, self-service enablement solutions

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Application innovation

Top priorities



Increase spend coverage

- Deeper support for supply chain and inventory management collaborations
- Better coverage for services and contingent labor spend
- Industry focus
- Integration between cloud and on-premise solutions



Alexandria

- Single source of supplier information across multiple dimensions
- Easy creation, management, and syndication of supplier information
- SAP Product Stewardship Network – information integration first step

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Fieldglass

Delivering total workforce management

Together, SAP and Fieldglass will provide:

- Software, collaboration tools, network connectivity, and intelligence

Required to:

- Assess, engage, and optimize permanent, statement-of-work, and contingent workforces globally across the entire employee lifecycle

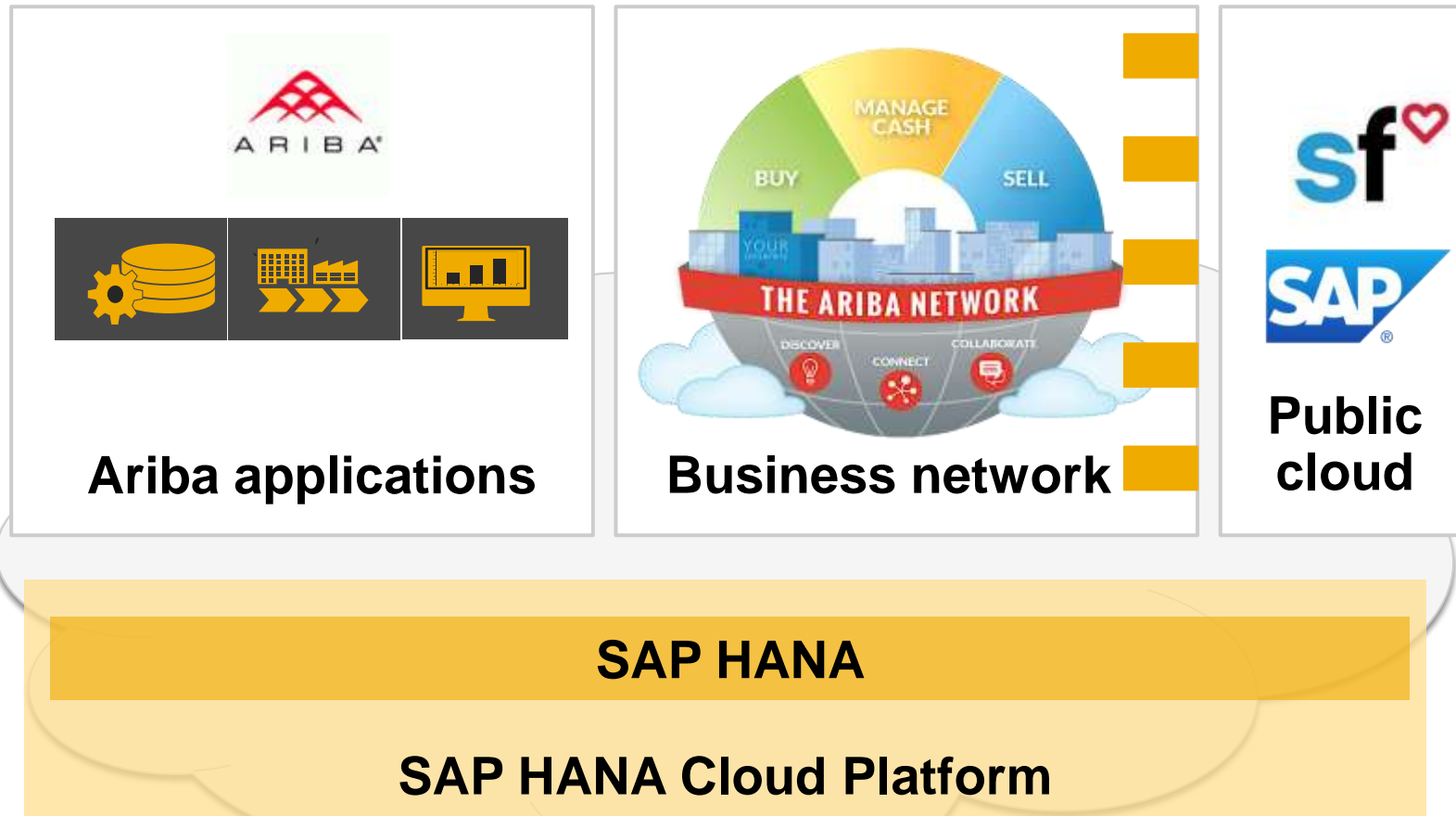
To deliver:

- Maximum workforce performance and spend control – all on a single, integrated platform



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Cloud platform strategy



Uptime and scalability

- Increased system limits
- Improved uptime

SAP HANA

- Performance
- Real-time analytics

SAP HANA Cloud Platform

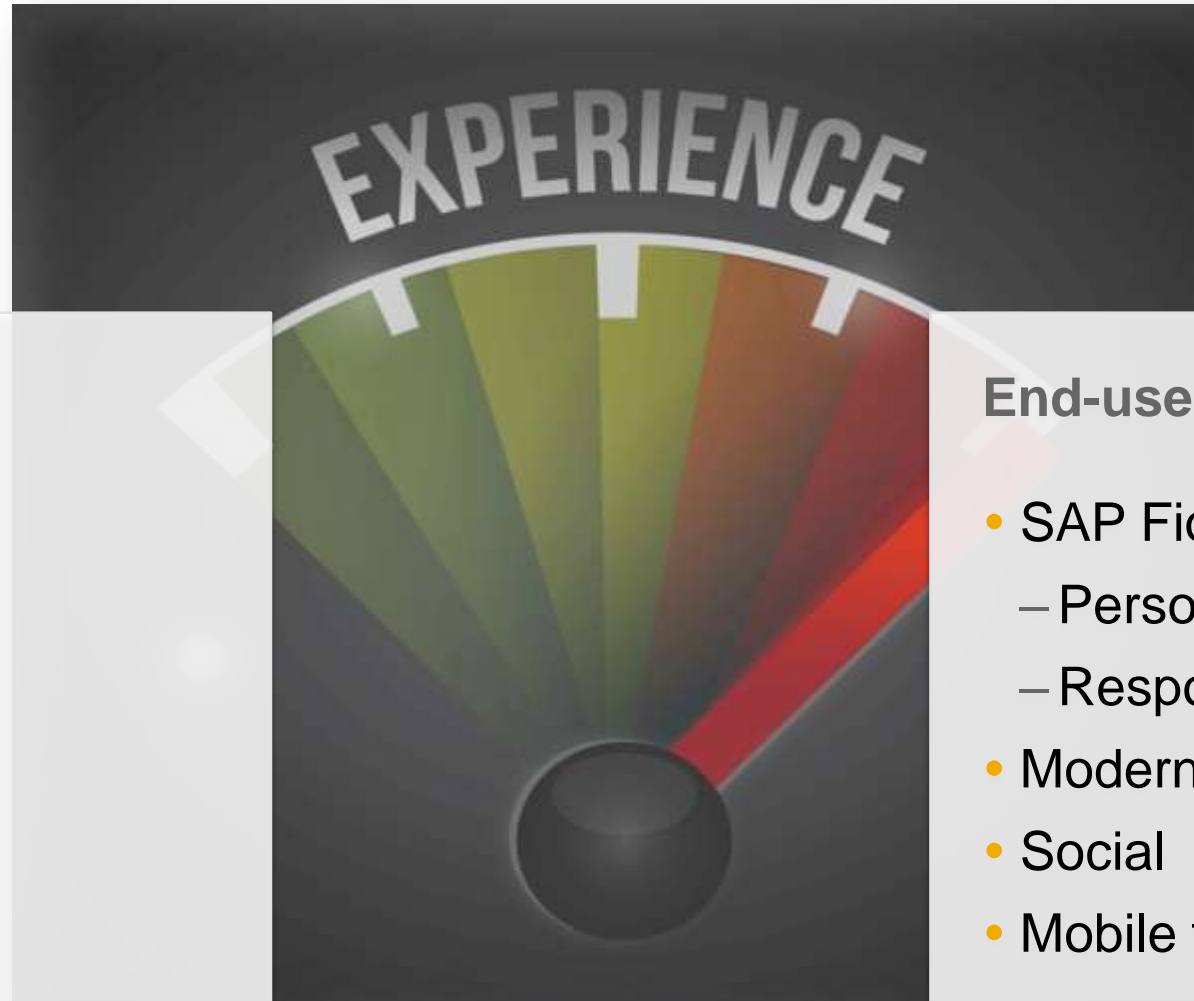
- Common services
- Across all cloud applications

Truly end to end

- Process coverage
- No integration needed

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Focus on enhanced experience



Customer experience

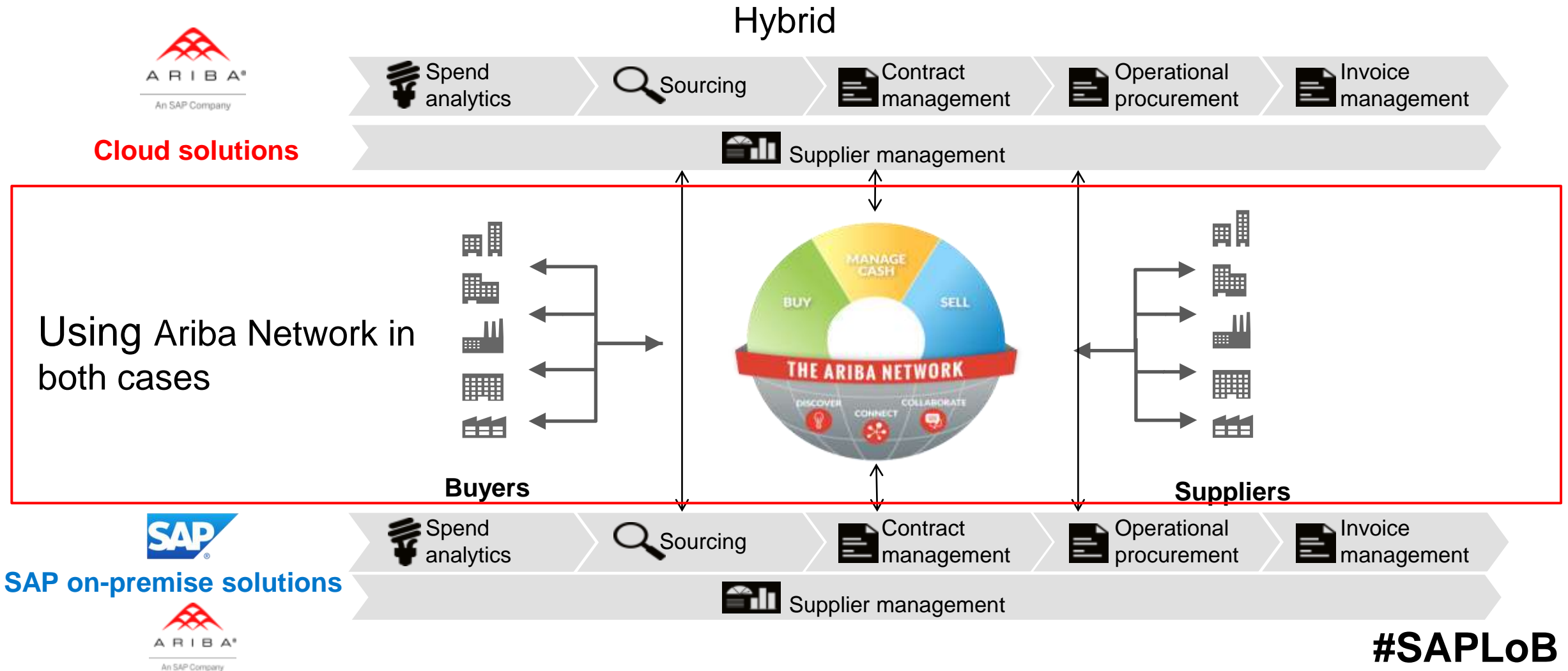
- Rapid innovation
- No downtimes
- Opt-in features
- Readiness focus
- Early access
- Customer support

End-user experience

- SAP Fiori – UX paradigm
 - Persona-based
 - Responsive
- Modern
- Social
- Mobile first

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Flexible deployment options for our customers



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Application innovation

Top priorities – SAP on-premise solutions



Many enhancements across the solutions

- Integration between SAP ERP and SAP SRM and Ariba Sourcing and Ariba Contract
- Additional processes addressed by SAP Fiori (such as supplier factsheet)
- Support for OCI5 standard between SAP SRM 7 UI add-on and Ariba catalog
- Graphical workflow editor in SAP Sourcing and SAP Contract Lifecycle Management (SAP CLM)
- Enhanced supplier questionnaires in SAP Supplier Lifecycle Management
- Web services framework in SAP Sourcing and SAP CLM
- New contract generation service in SAP CLM
- iPad workbench page in SAP Sourcing and SAP CLM
- Large document handling and sourcing cockpit optimization in SAP SRM
- Personal object work list (POWL) optimizations in SAP SRM

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Enabling the business of tomorrow



Broader

Expand Ariba Network horizontally to new geographies and new customer segments

Deeper

Provide rich support for new collaborative business processes and industries

Smarter

Provide intelligence and predictive capabilities to solve tomorrow's challenges today

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Thank you

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