

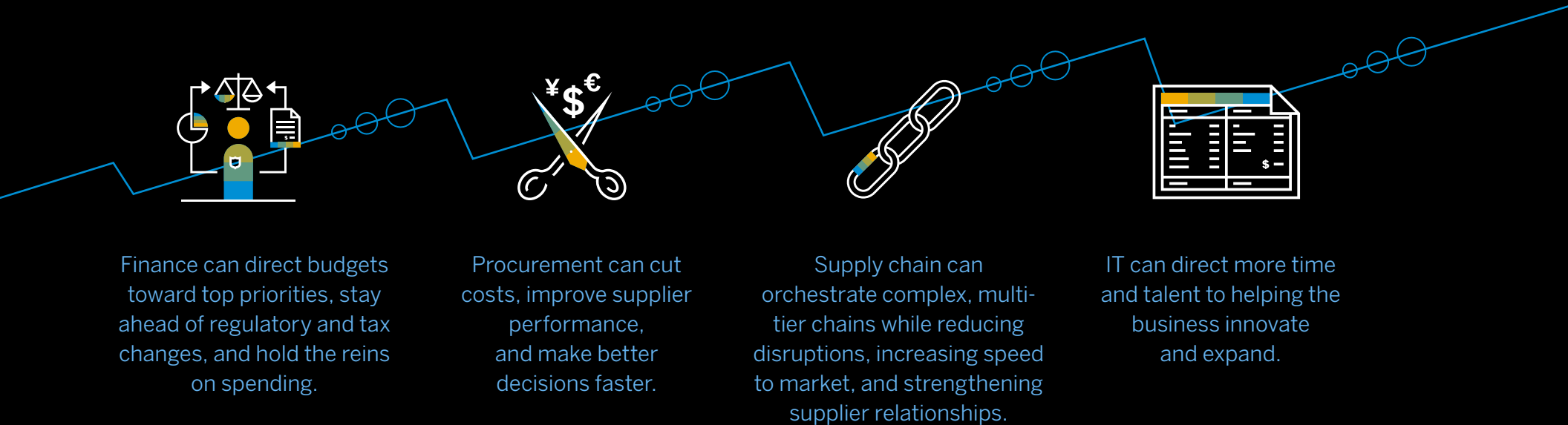
# 3 things four departments can do to get one view of spend.

**Collaboration and best-in-class control.**

# If you want a unified view of spending, it helps to be unified.

Finance has one set of needs. Procurement has another. Same goes for supply chain and IT. But if there's one thing they can all agree on, it's the need to control spend.

Making that happen means coming together, and this connection not only allows these teams to meet individual demands, it enables them to examine and address the organization's broader priorities.



Exiting the silos in which these teams work can give them a view (and ultimately control) of spending most companies have never imagined.

## Intelligent Spend Management means seeing every source and every category. In one, unified view.

Direct spending. Indirect spending. Services. Travel and expense. All these categories, all at once, all in one place. To get this kind of clarity, companies have to collaborate; they must bring together every unique category of spend, covering every supplier and every possible policy — so they can easily see where all the money is going, because it's all connected.

**According to IDC, that's precisely what they're hoping to do.**

**So where do you start?** How do you bring the best-in-class control of Intelligent Spend Management to your organization and bring everyone together?

**You do three things.**

In a recent survey of 800 executives globally,

# 94%

say it is a priority to **harmonize vendor data and spend policies** across all types of spend.



Another

# 94%

believe it's important to **have a single platform for integrated spend**—that this will improve spend management, supplier management, and both budgeting and working capital.



Yet only

# 15%

of these corporations are currently investing in the technology that makes it possible.



Source: IDC Webinar, sponsored by SAP, *Insights on the Future of Intelligent Spend Management* – Appendix, February 2020



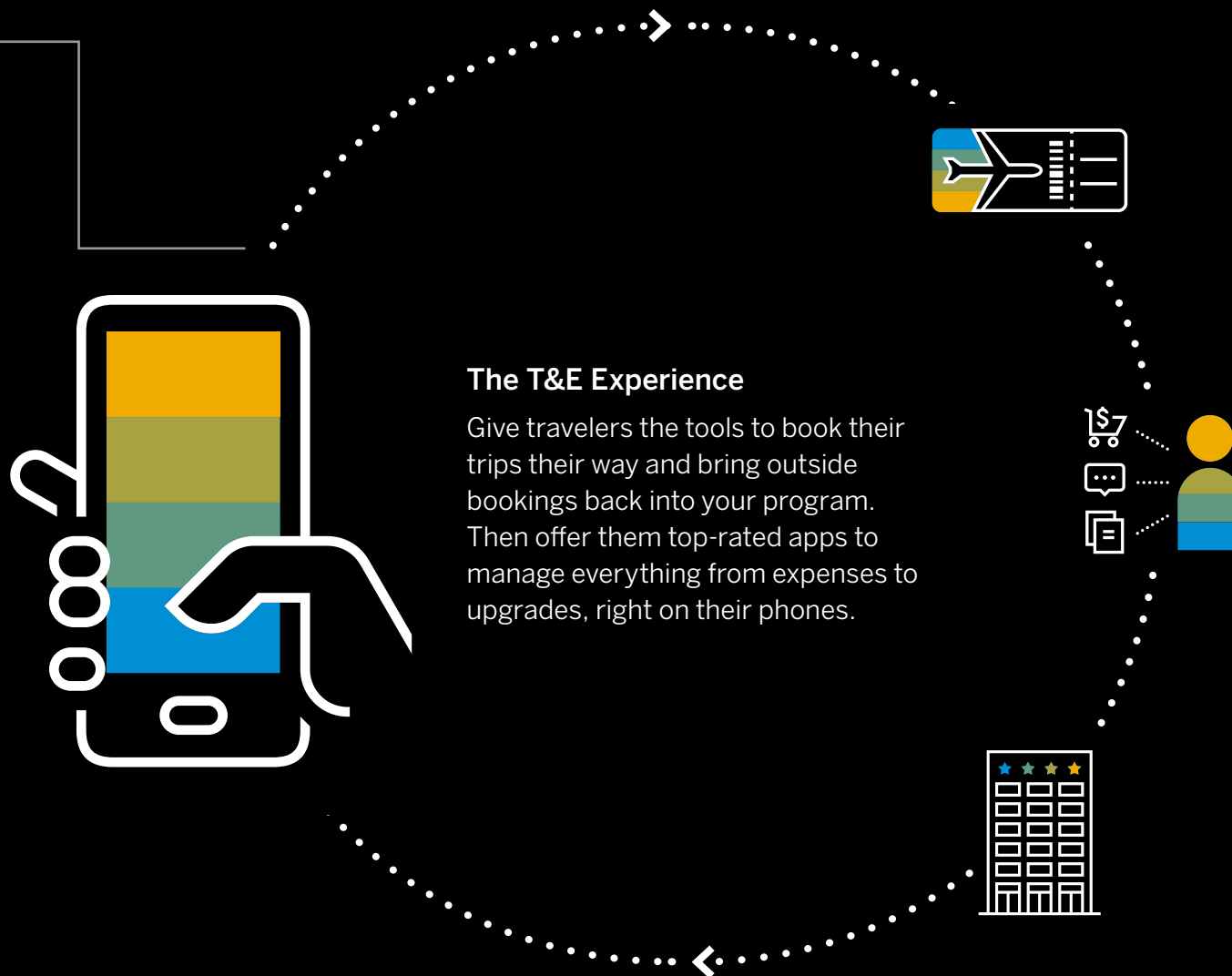
# 1

## **Create an engaging user experience.**

Your employees are spending your money in more ways and with less oversight than ever. It's easy to tap an app and book a business trip outside your travel program, for example — it's difficult not to, actually — so you need to make purchasing experiences as simple, desirable, and adaptable as possible. Because when employees *want* to follow the rules, you don't have to enforce them.

1

Create an engaging  
user experience.



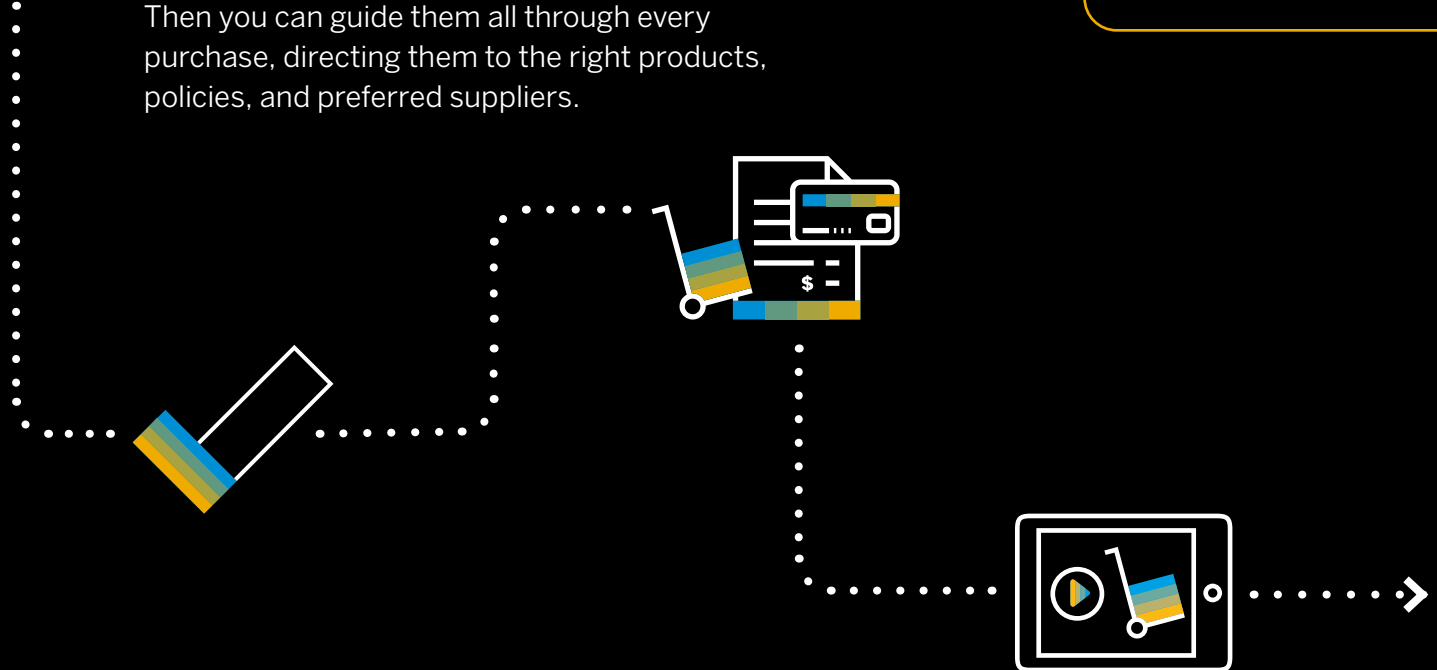
# 1

## Create an engaging user experience.



### Direct and Indirect Spending Experiences

Give employees a single, simple place to buy the goods and services they need to work. And give category managers powerful tools to qualify, select, negotiate with, and onboard direct-material suppliers. They'll be able to easily collaborate with trading partners and internal partners, like your engineering department. Then you can guide them all through every purchase, directing them to the right products, policies, and preferred suppliers.



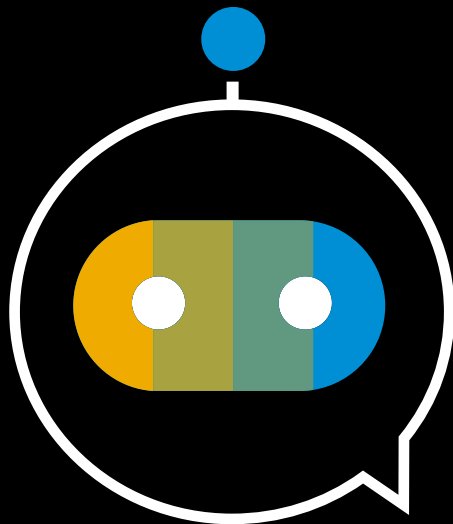
### Healthier healthcare.

What does it take to tighten spend under management while managing the enormous challenges of the healthcare industry? McKesson Corporation turned to SAP for the answer.

[Learn more.](#)

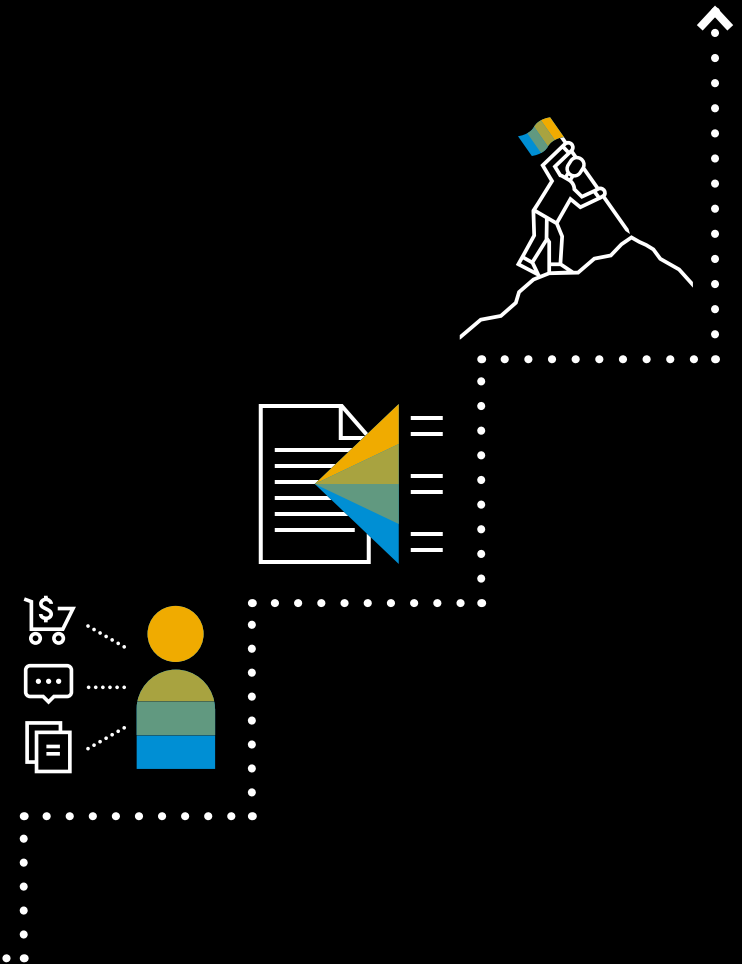
1

Create an engaging  
user experience.



### Services Experience

Give employees ways to track performance against project milestones, so they know they're getting their money's worth. Technology like virtual assistants and conversational AI should help guide them through creating job postings, work orders, etc., so they can be more effective more easily.







# 2

## **Establish direct, electronic connection with a network of suppliers.**

Automated, built-in, intelligent collaboration with suppliers isn't something new, it's simply something essential to controlling spend. What is uncommon, however, is the ability to create these in-depth connections with suppliers across spend categories. Why? T&E transactions aren't the same as securing external services, for instance, and the relationship you have with services vendors aren't like the relationship with your travel management company. You need to be able to collaborate and share data uniquely within each category in a way that fits each category.

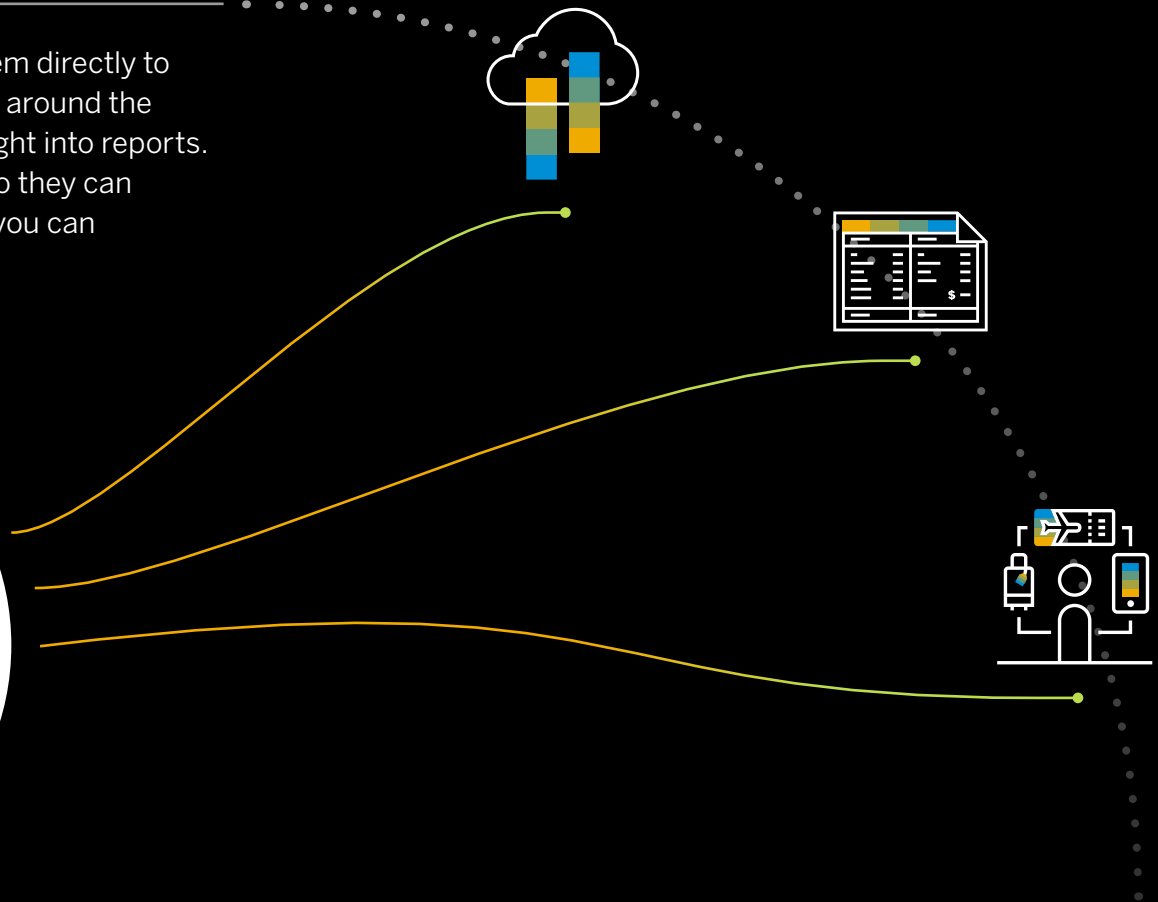


# 2

## Establish direct connection with suppliers.

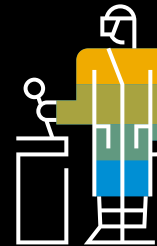
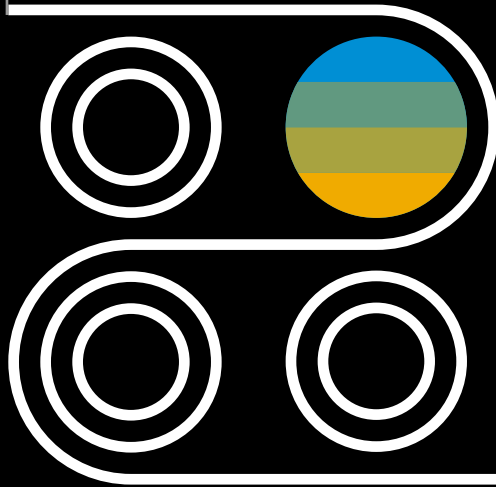
### The T&E Connection

Connect your booking tool and expense system directly to air, hotel, rental car, and credit card providers around the world, so travel is easier and expenses flow right into reports. Then give your travelers the apps they love, so they can access the sharing economy they enjoy, and you can capture everything they spend.



# 2

## Establish direct connection with suppliers.



### One smart system.

See how Danfoss standardized disparate ERP system across 72 factories and implemented indirect spend control across 100 countries — and how SAP exceeded expectations.

[Learn more.](#)

### Direct, Indirect, Services, and External Labor Connections

Get direct access to – and collaborate with – millions of suppliers in hundreds of categories, so you can effectively buy everything you need, everywhere you operate. Then streamline vendor selection, on/offboarding, time/deliverables tracking, and invoicing, while and invoices to keep your supply in line.





# 3

## **Connect to innovative, third-party solutions.**

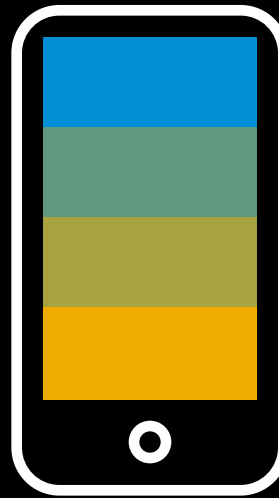
You can't do this alone, and if you're going to see and control spend effectively, you need an ecosystem of targeted app partners — specialty, third-party solutions who understand regional regulations, who manage suppliers around the world, who can address the unique elements of specific spend categories, and who can customize your solutions to your individual needs.

# 3

**Connect to innovative,  
third-party solutions.**

## The T&E Connection

Link travelers to apps that make sure they meet the rules and regulations that come with global growth, like cross-border tax issues and VAT reclamation. Then tap into solutions that use travel data to automate visas, passports, and other required documents for international travel.



## Clean ERP and £10 million in savings.

Deloitte was looking for a spend-authorization process tied to its strategic partners, and with best-in-class solutions from SAP, it turned those goals into millions in annual savings.

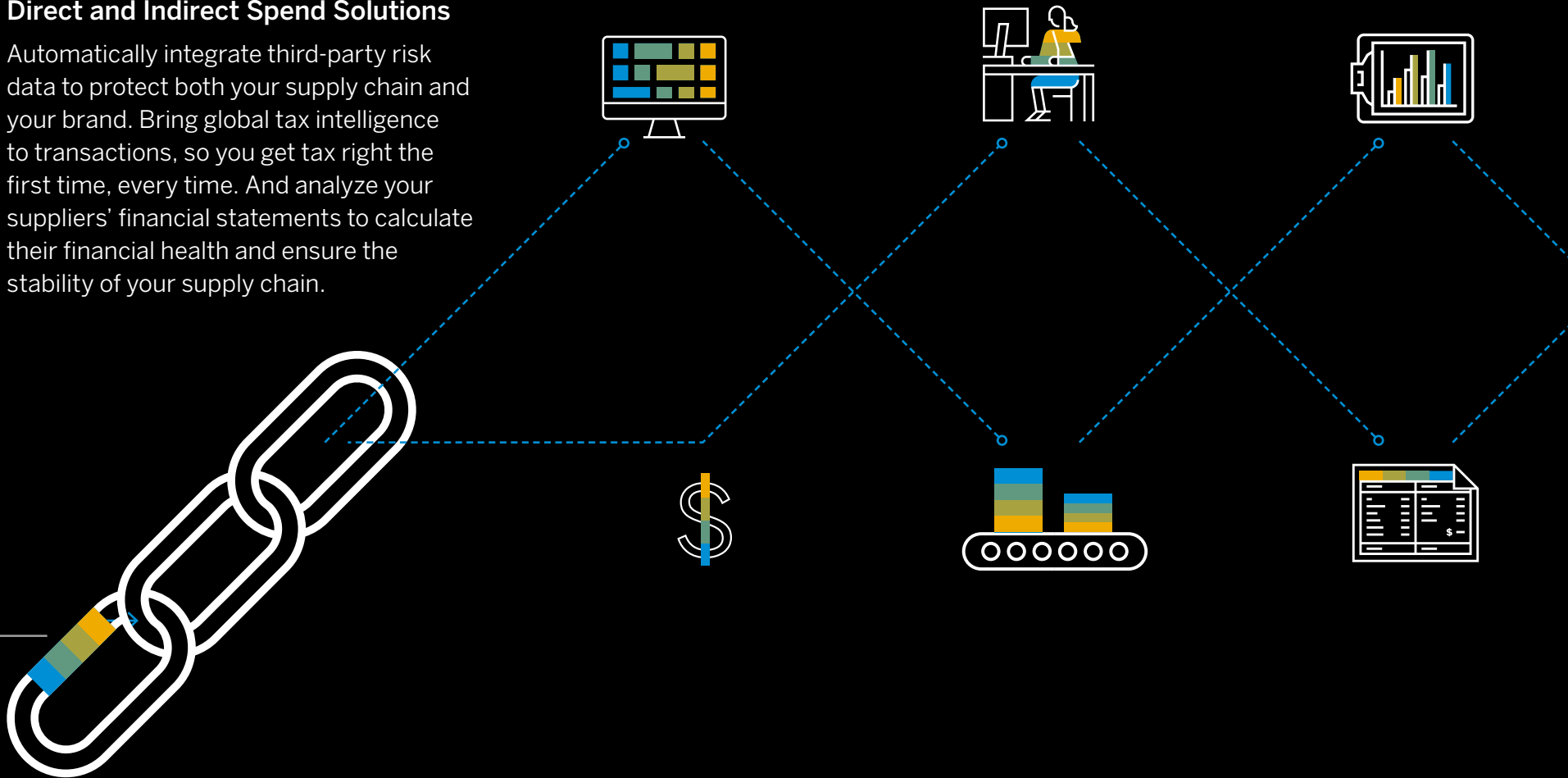
[Learn more.](#)

# 3

Connect to innovative,  
third-party solutions.

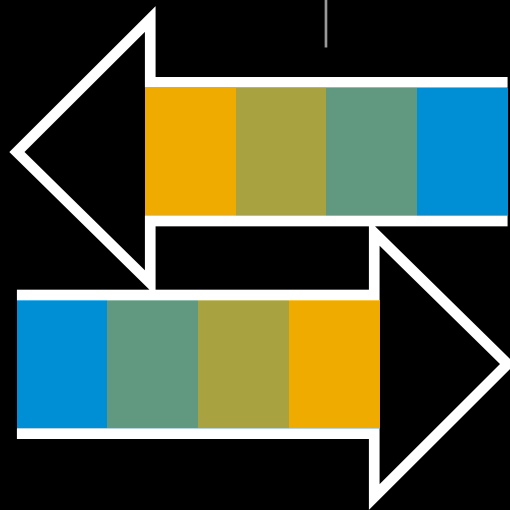
## Direct and Indirect Spend Solutions

Automatically integrate third-party risk data to protect both your supply chain and your brand. Bring global tax intelligence to transactions, so you get tax right the first time, every time. And analyze your suppliers' financial statements to calculate their financial health and ensure the stability of your supply chain.



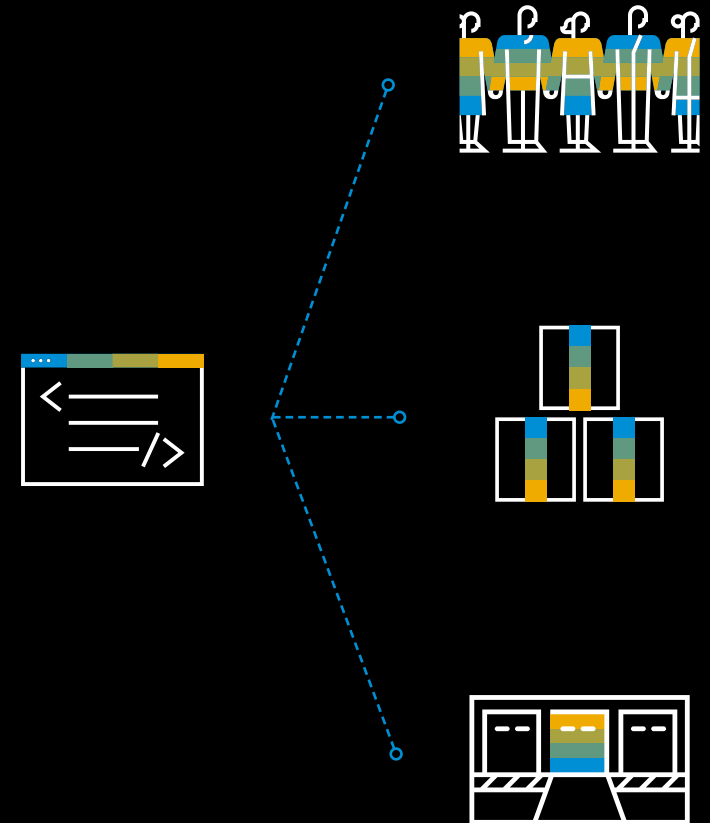
# 3

Connect to innovative,  
third-party solutions.



## Services Solutions

Take care of sourcing, engaging, and managing suppliers and contractors by automating information exchange; by accessing apps that track time and other workforce analytics; and by harnessing solutions that keep you on top of payments, from payroll and compliance to invoices and offboarding.







## **This is best-in-class control of all your spend. But for it to work, you all have to work together.**

From every employee who plans a trip or makes a purchase, to the leaders in finance, procurement, supply chain, and IT, Intelligent Spend Management works for everyone in your organization because it involves everyone in your organization.

### **So where do you find an intelligent solution**

that brings your company and its spend together? You look to the network that's brought buyers and suppliers together for years, to the solutions that keeps you on top of all your spending, and to the systems that helps businesses all over the world run at their best: SAP.

**[Connect with buyers and suppliers now.](#)**

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THE BEST RUN

