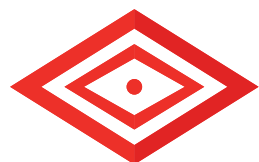




SAP DIGITAL SUPPLIER NETWORK



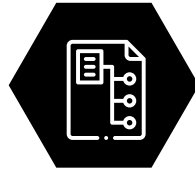
COGNITUS

WHY THE SAP DIGITAL SUPPLIER PORTAL?



DIGITIZE

No more manual and email PO's. Digital supplier collaboration capability and stop relying on email, paper, and phone.



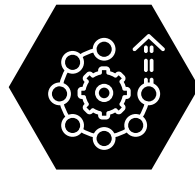
SUPPLY CHAIN VISIBILITY

Automate the procurement process with real-time, ongoing, two-way supplier communication - bringing intelligence to every step.



PAYMENT COMPLIANCE

Quick invoice processing and data accuracy, minimizes wrong or duplicate payments, while improving accounting processes and overall financial visibility.



INVOICE AUTOMATION

The Supplier Portal allows one AP resource to process 10 times more invoices and real-time visibility into status.

\$3.1 TRILLION
in commerce
on an annual basis

4.1 MILLION
companies on
the Network

490+ MILLION
business commerce
transactions
per year

76%
of Fortune 2000
companies

HOW WE DO IT? METHODOLOGY



PREPARE

Goals, scope
Install prep
Technical checklist

1 Week



EXPLORE

Design Workshop
Install CIG Supplier
Network

2-4 Weeks



REALIZE

Customization
Extensions
Training

1-2 Weeks



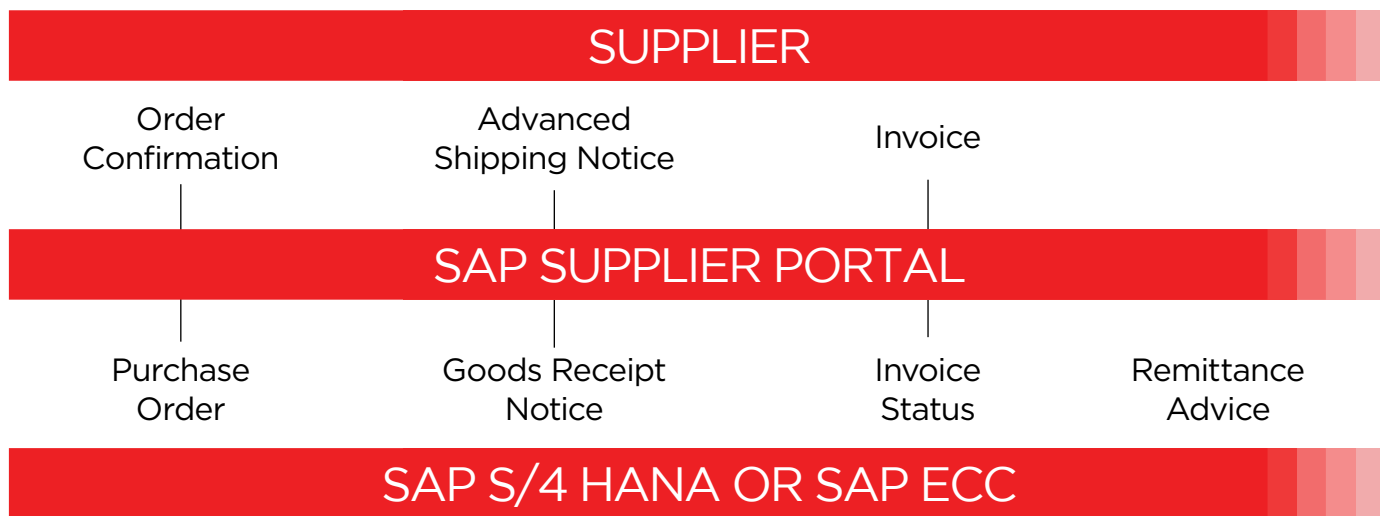
DEPLOY

Production setup
Launch

1 Week



INTEGRATION



WHAT IS THE SCOPE?

SAP SUPPLIER PORTAL PACKAGES	LIGHT 4 WEEKS \$34.000	PREMIUM 7 WEEKS \$49.000
PO Collaboration	X	X
Messaging/Chat for Buyer & Supplier	X	X
Reporting for Buyer & Supplier	X	X
Supplier Enablement Strategy	X	X
SAP Digital Supplier	X	X
Spend Analysis	X	X
Order Confirmation	X	X
Advance Shipping Notification		X
Goods receipt Collaboration		X
Invoice (AP) Automation		X
Remittance Advice		X
Unlimited Users	X	X

Est. ACV \$25K to \$50K

ADD-ON FEATURES	SERVICES INCLUDED	COST
Service Procurement pack	Send service PO's on the Ariba Network and service entry sheets enablement on supplier network and posting in SAP S4/HANA or ECC.	\$7.500
Customization pack PO / Invoice form	Up to 5 customizations for PO and / or invoice form can be created and coordinated with Ariba Shared Services.	\$5.000
Supplier Onboarding pack	Supplier spend analysis, Wave plan for supplier enablement, communication plan setup and execution (including project notification letter, trading relationship requests over the buyer network, go-live letter), 2 Supplier summits and training sessions.	\$10.000
Extra Training pack	Develop training materials and conduct end user training for end-to-end PO to invoice automation process, 2 admin user training sessions for supplier portal maintenance and technical architecture.	\$2.500

TYPICAL BUSINESS CASE BENEFITS FOR THE SAP DIGITAL SUPPLIER NETWORK

SAMPLE RESULTS

For organisations of all sizes (values are per annum)

	\$550M REVENUE \$258 m spend 40k AP invoices	\$1.1 B REVENUE \$500m spend 100k AP invoices	\$2.2B REVENUE \$917m spend 170k AP invoices
Ensure your suppliers bill you accurately Mitigate overpayment of 0.1% - 0.3% of total spend	\$75K	\$147K	\$269K
Reduce the cost of processing invoices Increase AP productivity through automation >25k invoices per FTE	\$53K	\$92K	\$131K
Capture missed early payment discounts Capture discounts on ~30% of invoices with a nominal face value of 2.2%	\$105K	\$204K	\$376K
Five other key benefits to consider - Avoid late payment charges and order delays/cancellations - Reduce time spent on calls from suppliers chasing invoice status - Avoid paying duplicate/fraudulent invoices - Free-up broader employees from unnecessary approvals and issues - Improve supplier relationships and service level expectations			
Total annual steady-state benefits	>\$234K	>\$444K	>\$775K
Typical 3-year ROI (inclusive of implementation, software and 3 year adoption curve)	>5.0x	>6.5x	>8.6x
Payback period	< 12 months		

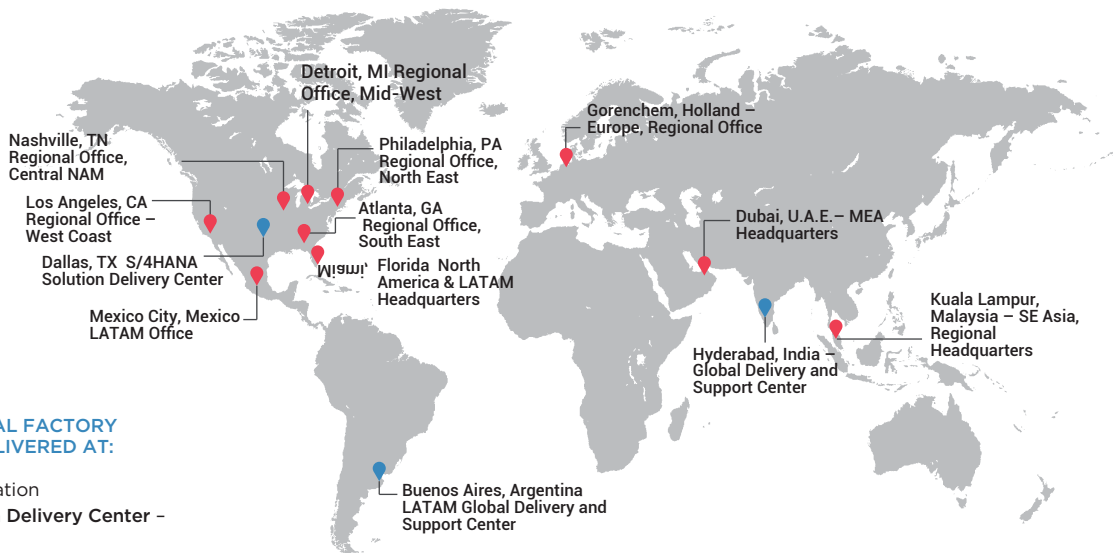
Based on benchmark data from SAP and analyst/research groups.

▶ ABOUT US

SCHEDULE A MEETING AND MOVE FORWARD TOWARDS THE FUTURE WITH US!

Cognitus is an SAP GOLD PARTNER that drives companies' growth with a full range of services and solutions for **SAP S/4HANA**. As SAP Build, Service, Sell and Run partners, we are committed to innovation and improvement of our partners' business processes. We have developed Gallop Intelligent Enterprise package which offers next-gen software integrations on **S/4HANA** platform for CPQ, talent acquisition, document management and is powered by amazon's AI chat bot and can be implemented for all **SAP** cloud LoBs including SuccessFactors and Ariba.

▶ REGIONAL OFFICES



UNIQUE VIRTUAL FACTORY APPROACH DELIVERED AT:

- Customer Location
- **North America Delivery Center** - Dallas, Texas
- **Global Delivery and Support Center** - Hyderabad, India
- **Global Delivery and Support Center** - Buenos Aires, Argentina



+500
SAP Employees
Globally.



13
Offices Across USA,
EMEA, APAC & LATAM.



2002
Established.

SCHEDULE A MEETING TO START YOUR ORGANIZATIONS SUPPLIER DIGITIZATION JOURNEY!

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