

What do you get when you package best-in-class procurement with S/4 HANA?

8 reasons to add SAP Ariba to your S/4 HANA transformation.



1 Your savings cover the cost.

With SAP Ariba, you'll see hard and soft savings like these within months:

- **4–15%** cost savings from sourcing events¹
- **2%** compliance and cash management savings¹
- **4%+** tail spend savings¹



2 You deliver a simple, centralized, more-efficient procurement process.

When everyone has one place to buy, buying gets easier. And when all your contracts, bids, and approvals come through SAP Ariba, you'll see:

- **80% faster** requisition-to-order cycle time²
- **89% of PO spend** coming from contracts and catalogs²



3 You can manage all your spending in one place.

Get control of each spend category – direct, indirect, T&E, services, and external labor – and orchestrate spending and processes across categories. All in one, easy-to-see, centralized location.

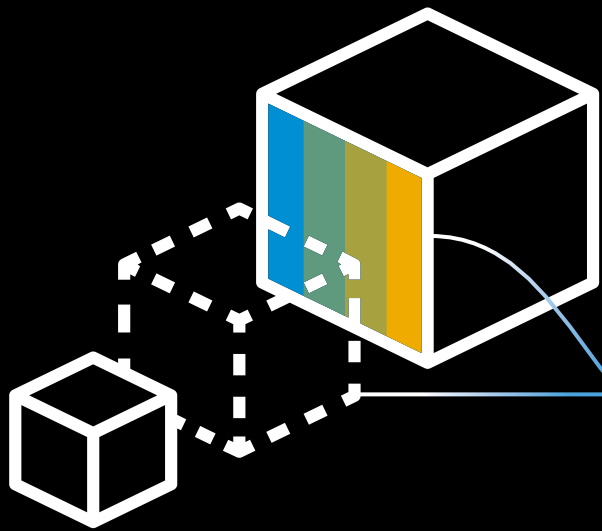
- Get a **unified view** of spending
- See where **every dollar** is going and make sure they're directed to top priorities
- **Manage risk** and regulatory requirements



4 You redefine collaboration with suppliers.

Automate the process – replacing paper with real-time, ongoing, two-way supplier communication – and bring intelligence into every step.

- Be part of **3 million** businesses transacting **\$3 trillion** annually
- See **70%** of invoices processed without exceptions²
- Increase discount savings **3.8X**²



5 You can start small and scale at your own pace.

You don't have to tackle the entire source-to-pay process all at once.

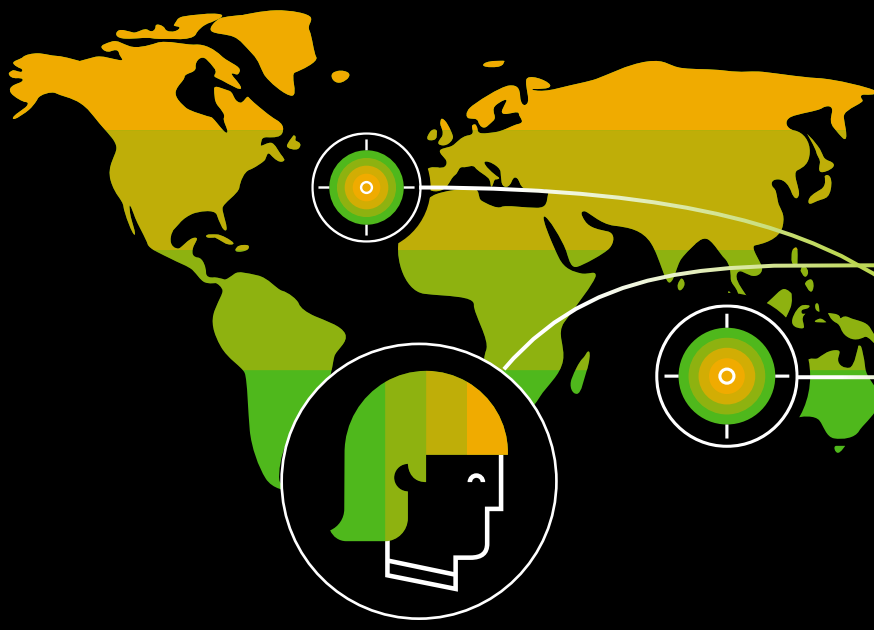
- Start with a **specific sourcing** issue
- **Improve** that part of the process **and move up**



6 You create an experience that drives adoption.

A consumer-simple buying experience with built-in catalogs, contracts, forms, and preferred suppliers means you can:

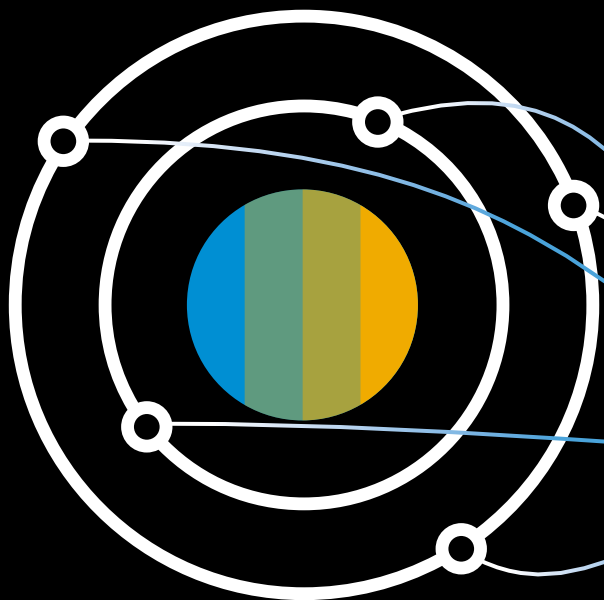
- Drive employee satisfaction, engagement, and purchase compliance with the tool
- **Reduce** maverick spend by **50%**²



7 You'll never outgrow SAP.

SAP is a #PlatformForLife, no matter where your business takes you.

- **Manage one relationship** for ERP, procurement, and spend management
- **Add new markets** and business units or merge with other organizations – without needing a new provider



8 You're connected to a thriving ecosystem of innovators.

Connect with partners who know how to get midsize businesses up and running quickly and can enhance your solution with built-in, industry-specific innovations.

- **Collaborate with 18,000** SAP Partners around the world waiting to work with you

Run SAP Ariba as part of your S/4 HANA transformation, and help your business run at its best.

Learn more at ariba.com/solutions/midsize-and-growing-companies