



Source To Pay – Deep Dive

Connect persona, processes, applications & data

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Updated Portfolio Visual
13.02.2025



Cross Product
Engineering &
Experience



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Agenda

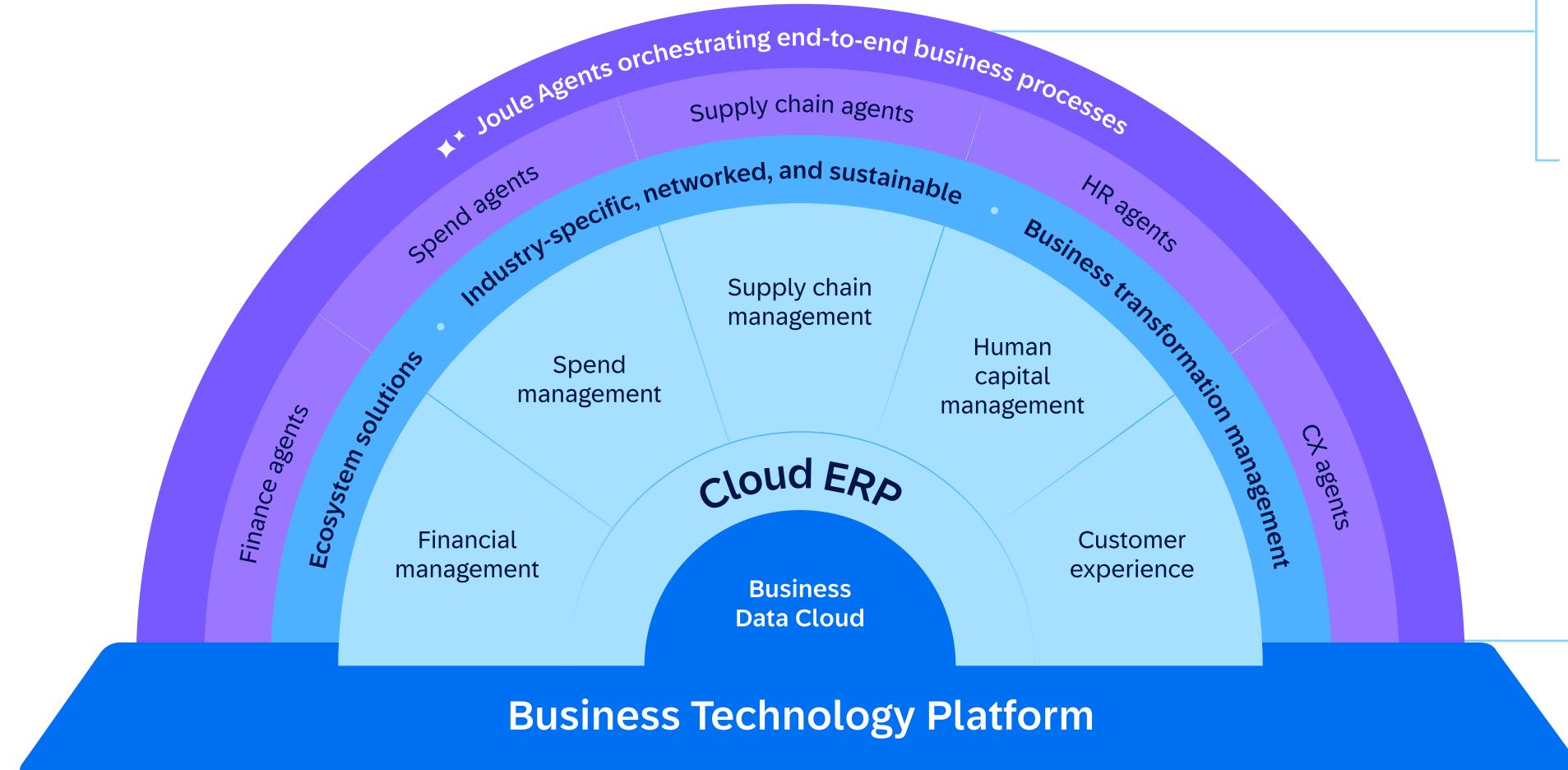
- 01. – E2E Source To Pay Overview**
- 02. – Source & Contract**
- 03. – Plan & Forecast**
- 04. – Buy & Deliver**
- 05. – Invoice & Pay**
- 06. – Solution Landscape**
- 07. – Personas Flow**

S2P



SAP Portfolio | End-to-End Processes and Suite Qualities

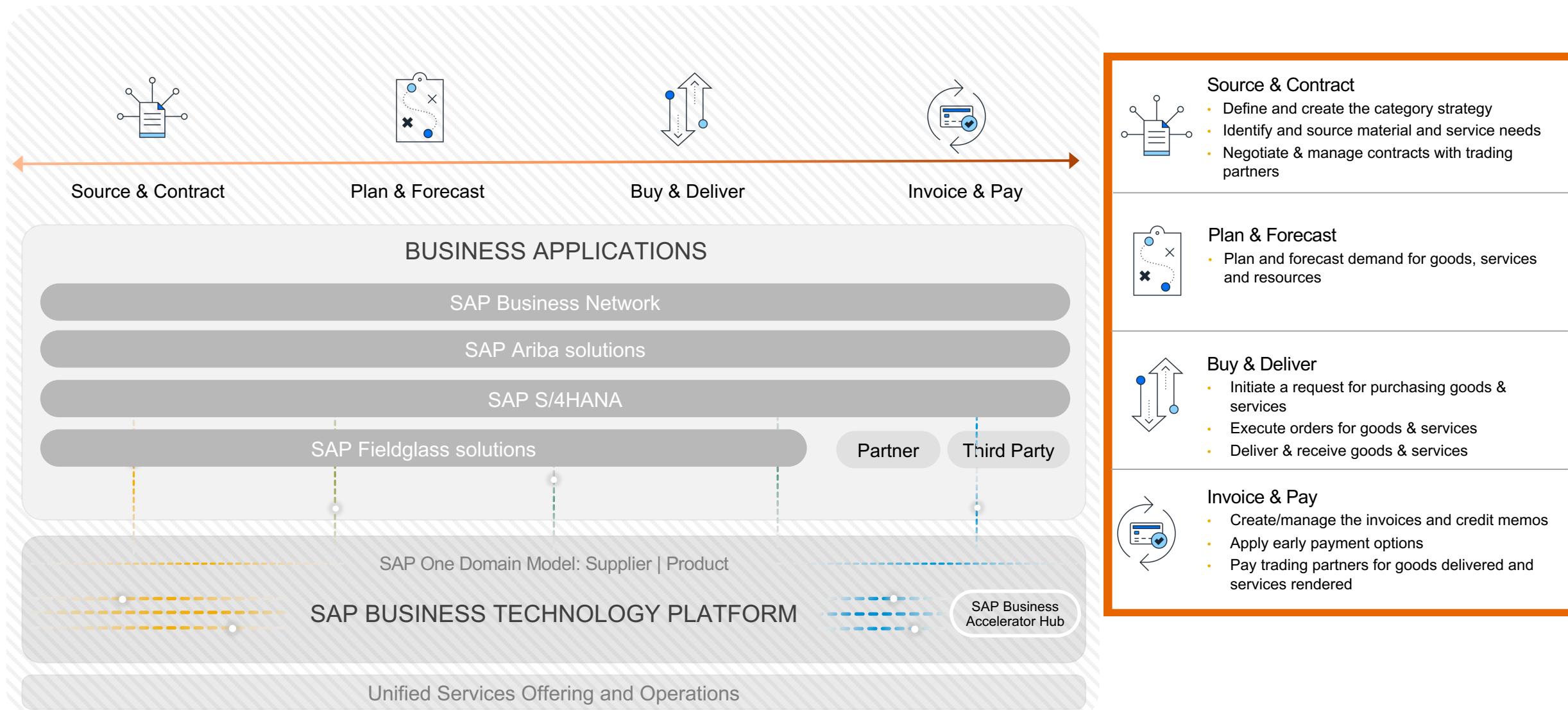
Out of the box **suite qualities** facilitate a **consistent experience** across applications, while the business technology platform provides the critical integration capabilities to ensure **connected end-to-end business processes**.



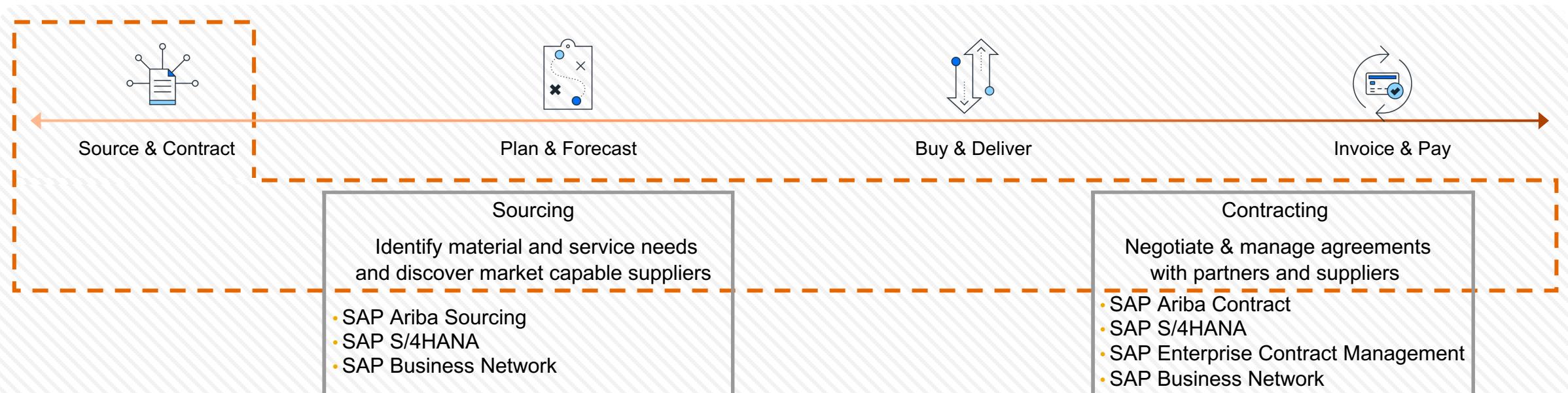
Suite qualities

- Seamless user experience
- Consistent security and identity management
- One workflow inbox
- Aligned Domain Models and integration content
- Embedded and cross-product analytics
- Coordinated lifecycle management
- End-to-end process blueprints

Integrated Source To Pay Process



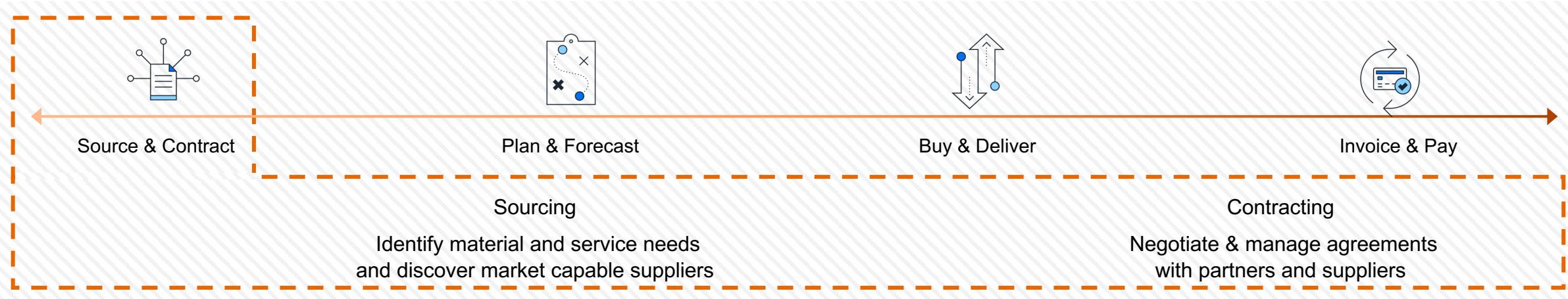
Source To Pay: Source & Contract – Applications and Personas



Business Value

- 1 Structure sourcing processes as appropriate for simple or complex projects. Specify key deliverables while centralizing content and communications using a single solution for all spend categories – services, indirect materials, and direct materials.
- 2 Leverage the digital collaboration capabilities with your suppliers and stakeholders to establish competitive bidding. Evaluate digital offers with questionnaires and smart templates to drive a collaborative, purposeful, transparent, and compliant sourcing process.
- 3 Get visibility and transparency of all planned and executed sourcing events or savings initiatives. Apply best practices across your organization and leverage category templates to standardize processes, increase efficiency, and manage knowledge.
- 4 Collaboration with internal stakeholders during the contract authoring process and externally with suppliers through negotiation to signature and publication. Paperless workflows create a digital audit trail and provide complete transparency to everyone involved in the contracting process.
- 5 Stay on top of deadlines, renewal dates, and modifications with automated notifications and alerts. The template and legal clause library helps streamline contract creation, while stored information such as bids and negotiated pricing and terms further aid the process. Dashboards and configurable reports provide users with pertinent information based on role.
- 6 Front-end compliance with internal requisitioning policies built into the solutions to minimize maverick buying. E-signature capabilities provide the same level of audit and regulatory compliance as pen and ink – without the need for paper. Tamper-proof master contracts are stored in secure data centers.

Source To Pay: Source & Contract - Applications and Personas



Personas



Head of Sourcing



Head of Supply Chain Management



Head of IT (Secondary)

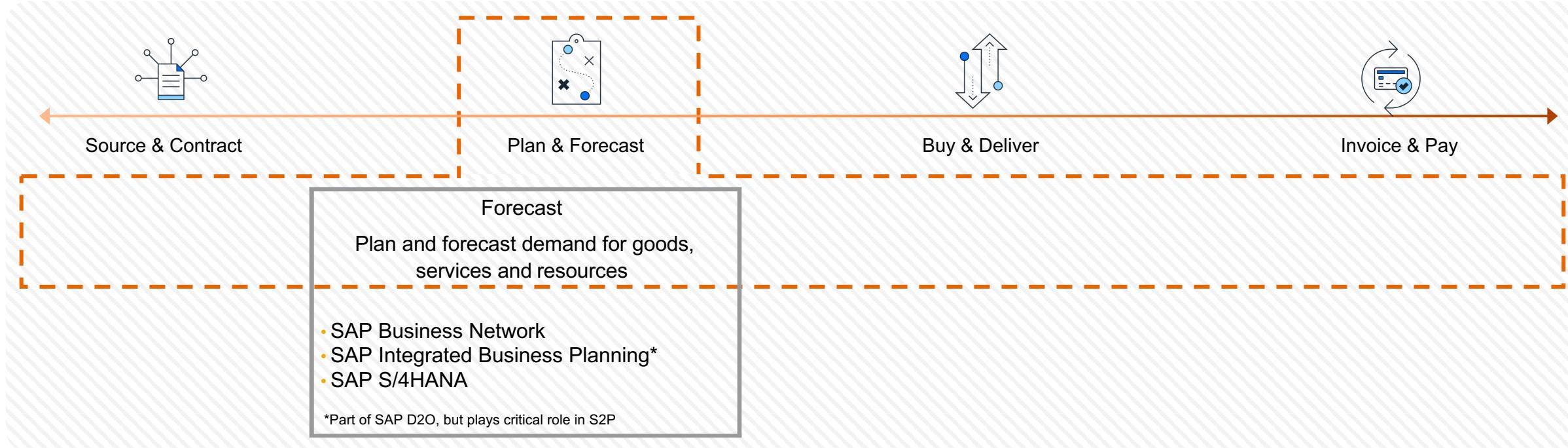


Head of Sourcing



Head of IT (Secondary)

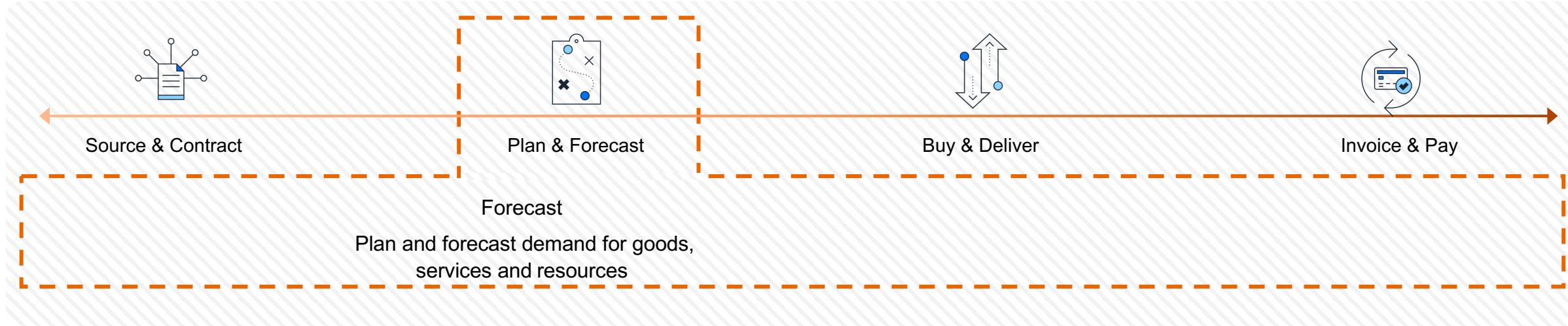
Source To Pay: Plan & Forecast - Applications and Personas



Business Value

- 1 A common view for buyers and suppliers makes optimization of supply chain stock levels simpler and more efficient. Custom alerts deliver vital information on any under- or over-commitment of components so actions can be taken quickly to keep manufacturing processes going.
- 2 Supplier-managed inventory takes the guess work out of inventory management. Using replenishment orders or scheduling agreements, optimal inventory levels are maintained with a minimum of intervention and time spent monitoring in- and out-flow in warehouses. By sharing data over the network, all stakeholders can gain instant access to the status of materials needed for manufacturing.
- 3 Achieve complete supply chain visibility and equip your organization to work with multiple tiers of contract manufacturers and suppliers across key supply chain planning and execution processes. Suppliers can report the stock on-hand quantities in their inventory so buyers can use this information to better manage strategic components/ parts and proactively detect supply disruptions.

Source To Pay: Plan & Forecast - Applications and Personas



Personas



Head of Supply
Chain Management

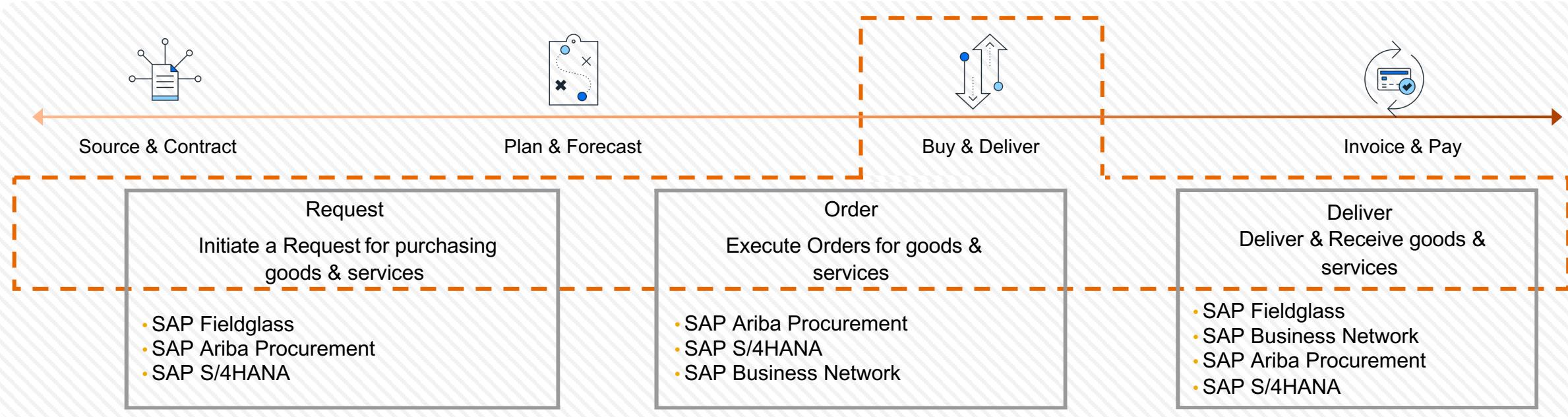


Head of Sourcing



Chief Procurement
Officer

Source To Pay: Buy & Deliver - Applications and Personas



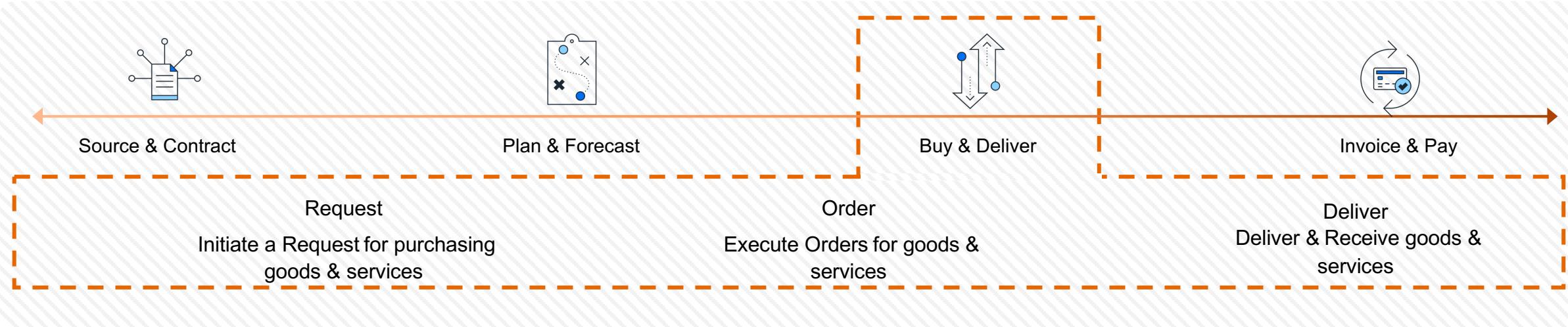
Business Value

1 Create and maintain the type of buyer/supplier relationships that best suit your business – whether transacting only with preferred suppliers or purchasing the same products from multiple sources. The policies and parameters you choose become part of the solution workflows, making user compliance part of the process.

2 Customizable forms guide users through the purchasing process for a simple, streamlined experience. A single order can include both products and services, items from internal or external catalogs, or even non-catalog items. Your internal policies determine how the approval workflows are structured within the system, whether you need upfront enforcement of contract and budget checks or a specific approval routing based on order value.

3 Buyers can access requisition status at any point during the process. Online dialog options allow for easy and instantaneous communication between buyers and suppliers. For RFQs and POs, suppliers receive notifications and simply log into their accounts to submit responses and confirmations. When shipments go out, all necessary stakeholders can view courier, tracking ID, and bill of lading ID information to stay on top of the delivery.

Source To Pay: Buy & Deliver - Applications and Personas



Personas



Head Operational
Procurement



Head of HR
(External Workforce)



Head Operational
Procurement



Head of HR
(External Workforce)



Head Operational
Procurement



Head of HR
(External Workforce)



Head of IT (Secondary)

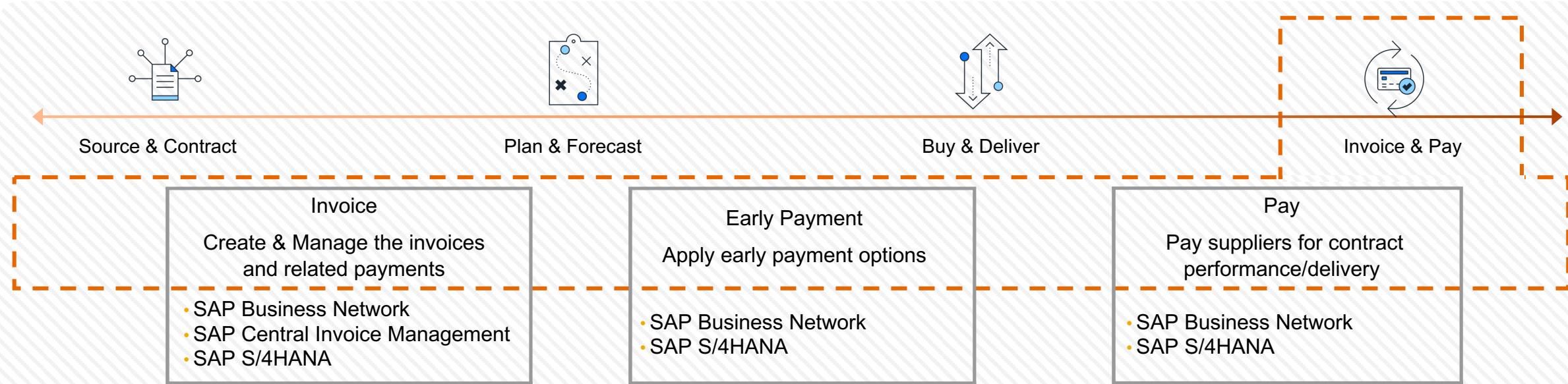


Head of IT (Secondary)



Head of IT (Secondary)

Source To Pay: Invoice & Pay - Applications and Personas



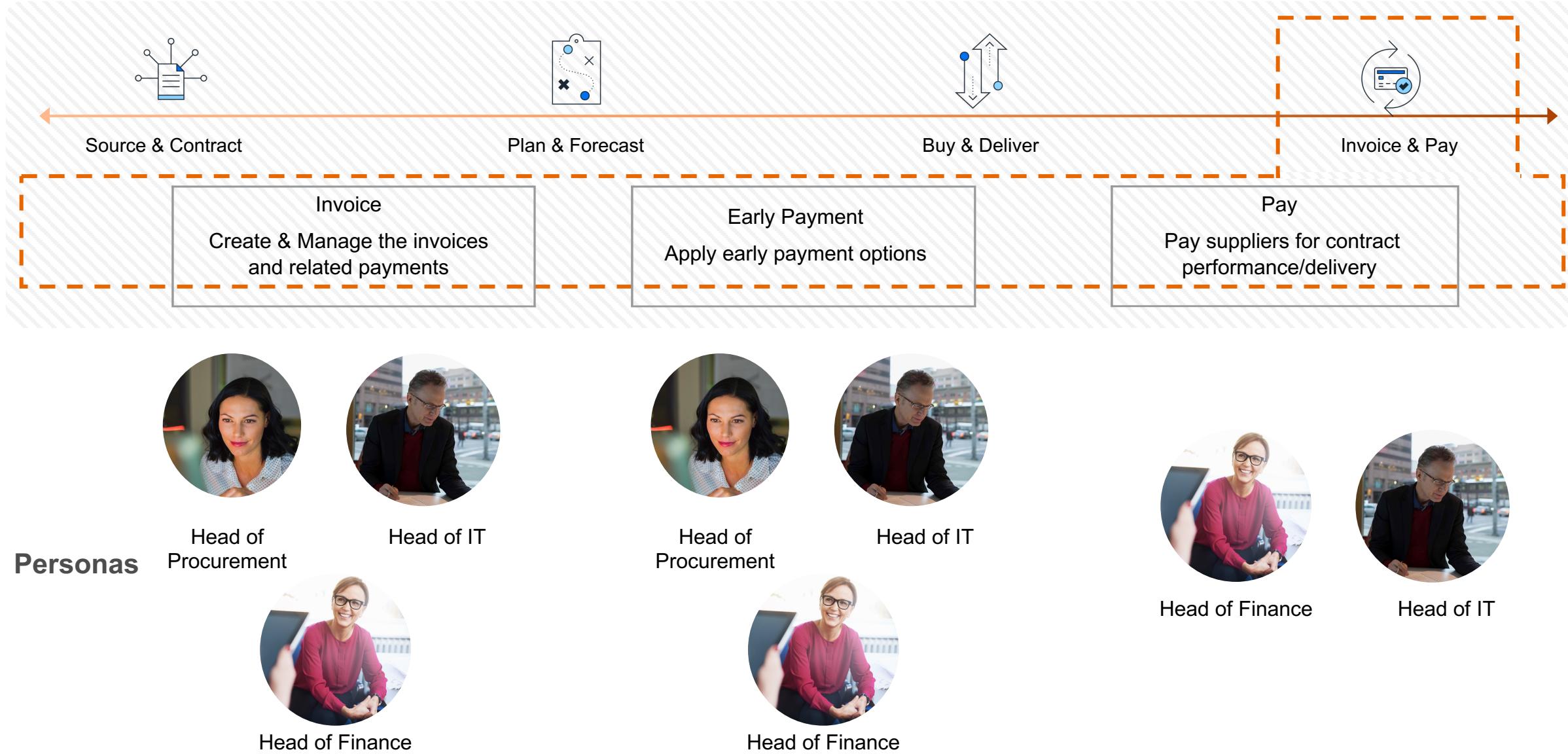
Business Value

1 A smart invoicing approach simplifies invoice processing to help you achieve new levels of processing performance and improve compliance while also helping your suppliers to get paid on time. By eliminating paper and manual entry through the use of electronic invoicing, your organization can greatly reduce or eliminate errors and missed or delayed payments.

2 Smart business rules automatically validate every invoice submitted, so your accounts team can spend less time processing invoices. Exceptions and errors are captured at the point of supplier submission – before they reach your payables or procurement team. Your suppliers also gain complete visibility to invoice status and cash forecasting.

3 Transform your payables into strategic assets that deliver significant benefits for your company. Increase your days payable outstanding (DPO), earn more on your short-term cash, deliver benefits to your suppliers, and close the loop on your procure-to-pay process.

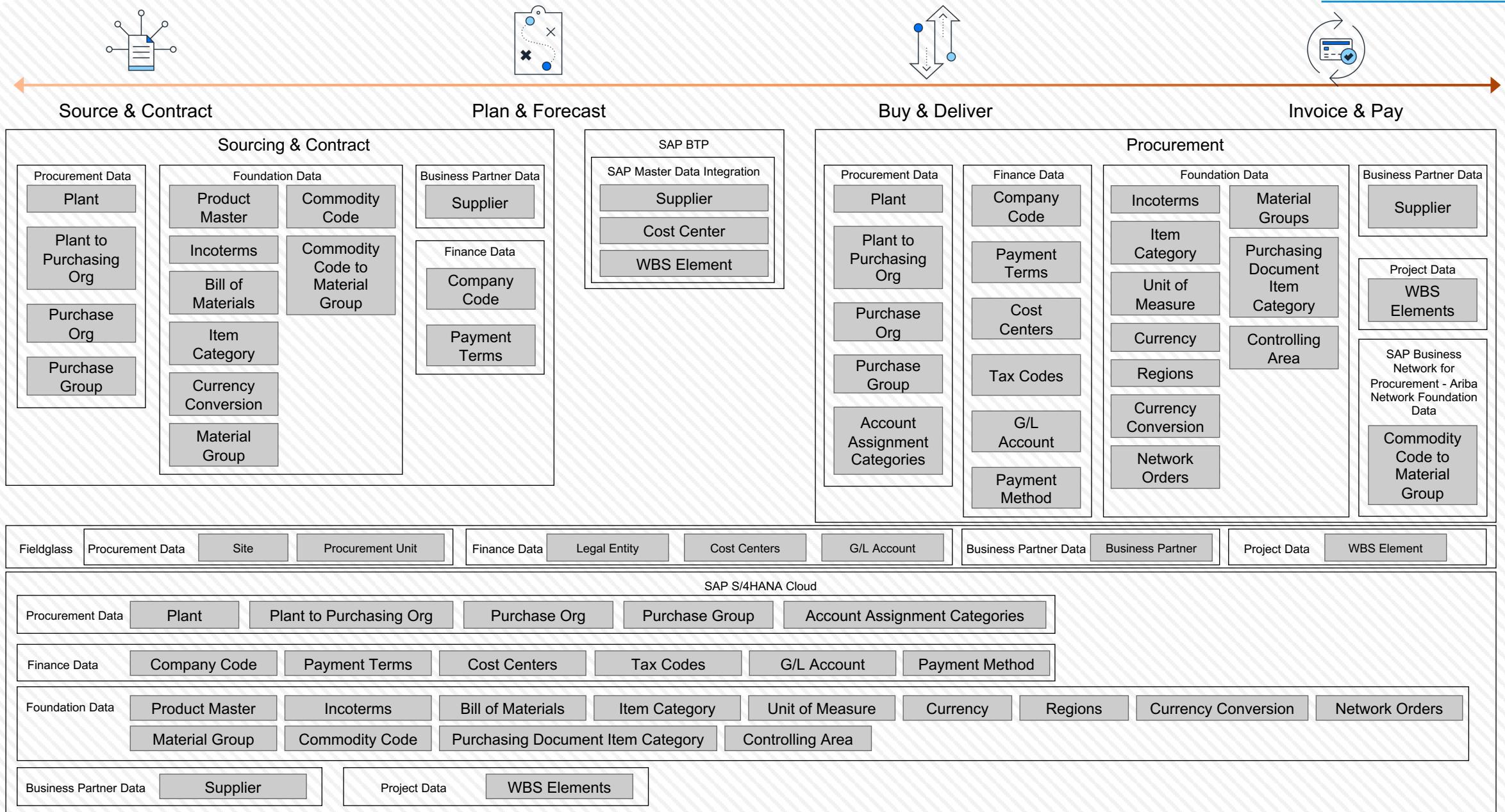
Source To Pay: Invoice & Pay - Applications and Personas





Source To Pay Solutions and Processes: Product Master Data

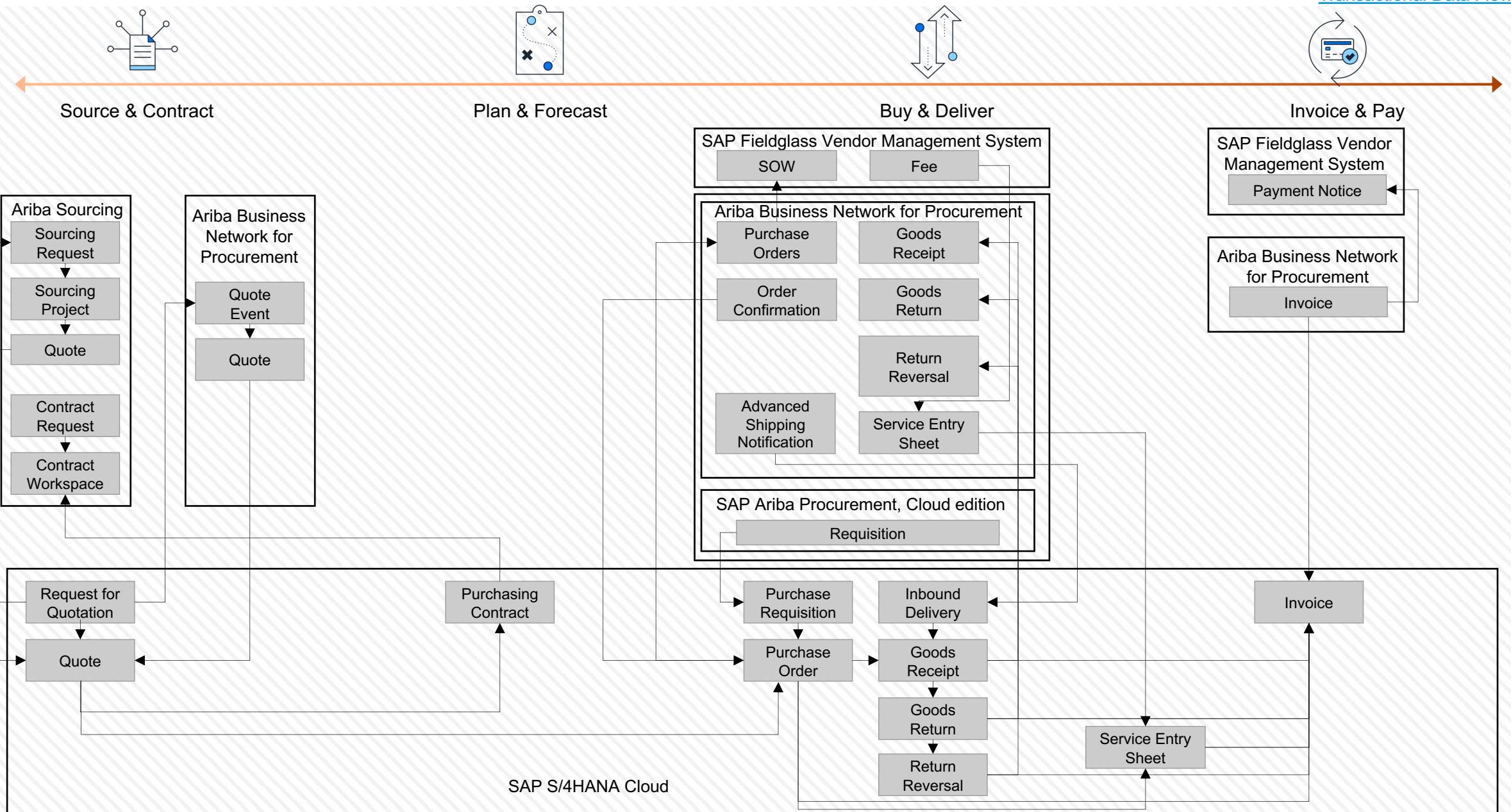
[Product Master Data Link](#)





Source To Pay Solutions and Processes: Transaction Data Flows

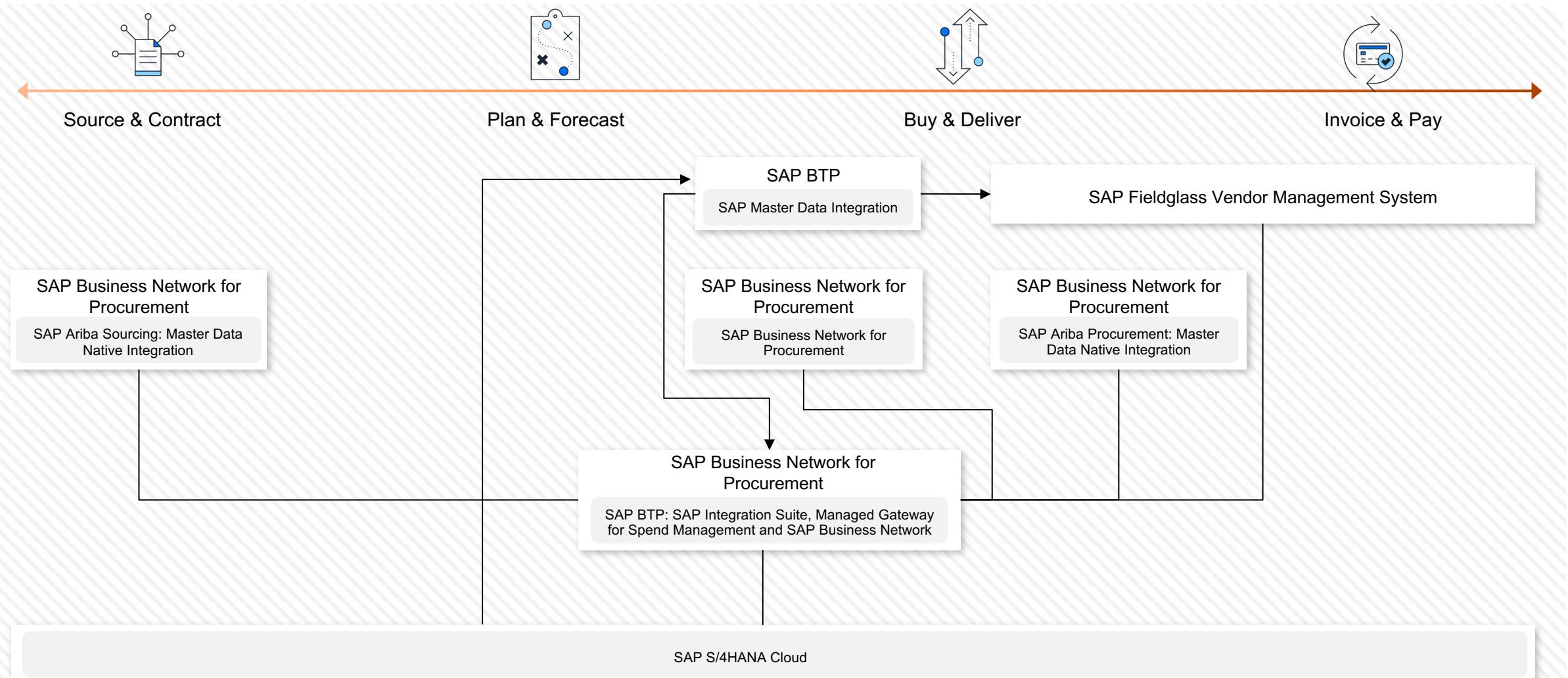
[Transactional Data Flow](#)



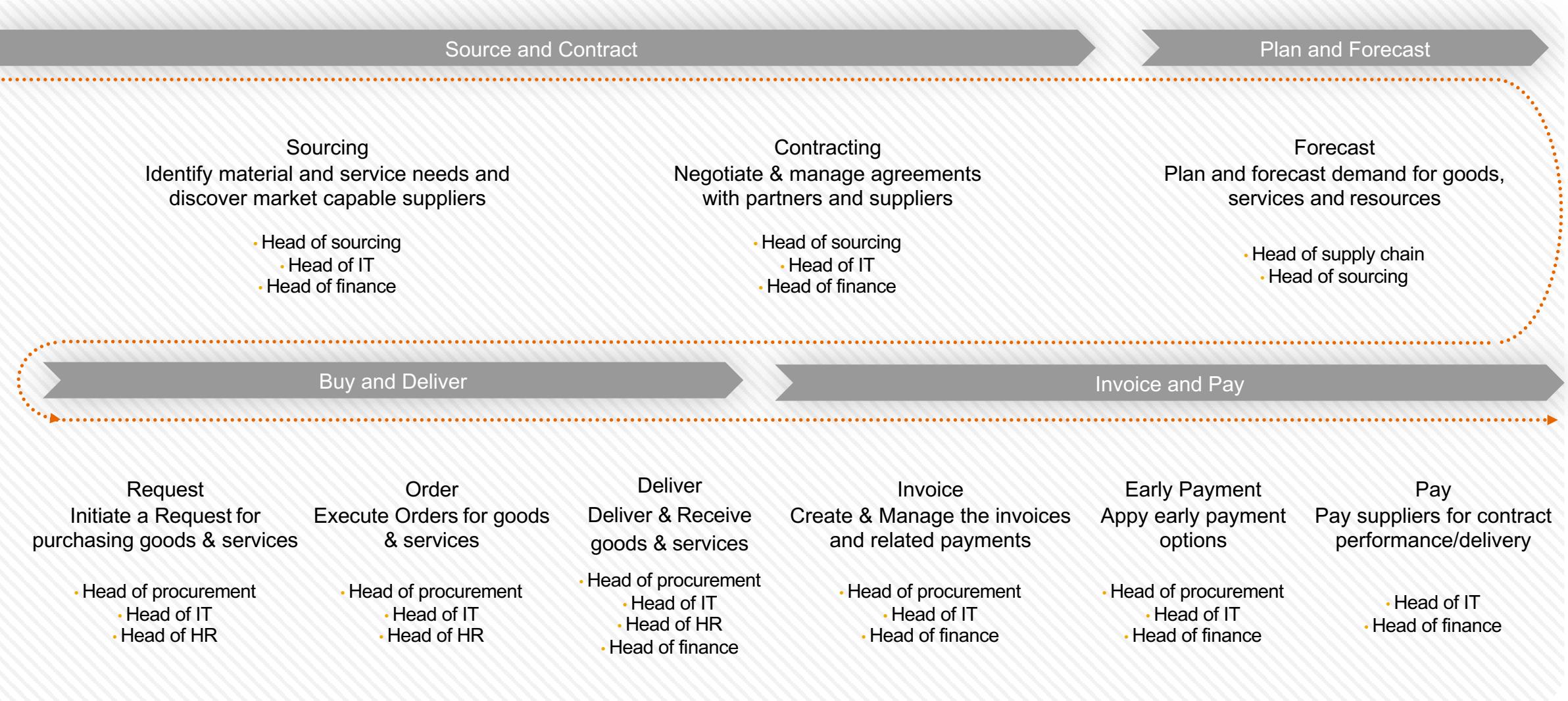


Source To Pay Solutions and Processes: Cloud Deployment

[Solution Components Diagram](#)



Source To Pay: Process Flow – Personas



Thank you.

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