



## Digitize supplier collaboration with SAP® Supplier Portal

Building 'disruption ready with core digitization' of supply chain operations

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As business disruption intensifies and customer expectation heightens, how you engage with your partners matters more than ever. Quickly connecting and collaborating with your existing supplier network—as well as new suppliers—has become key to addressing shifting demand, exploring alternate sources, and ensuring that goods and services flow smoothly to customers.

### It's about *time*

In today's dynamic environment, however, many organizations continue to rely on tedious, slow, and inefficient methods for engaging with suppliers. Essential processes across the procure-to-pay spectrum often follow the traditional approach using paper, phone, fax, e-mail, and EDI. This legacy approach is inherently inefficient in nature and results into higher cost, lower service attainment, and disruption in the manufacturing and customer fulfillment processes. There is a need to improve the collaboration and integration process with suppliers to make it more efficient and cost effective.

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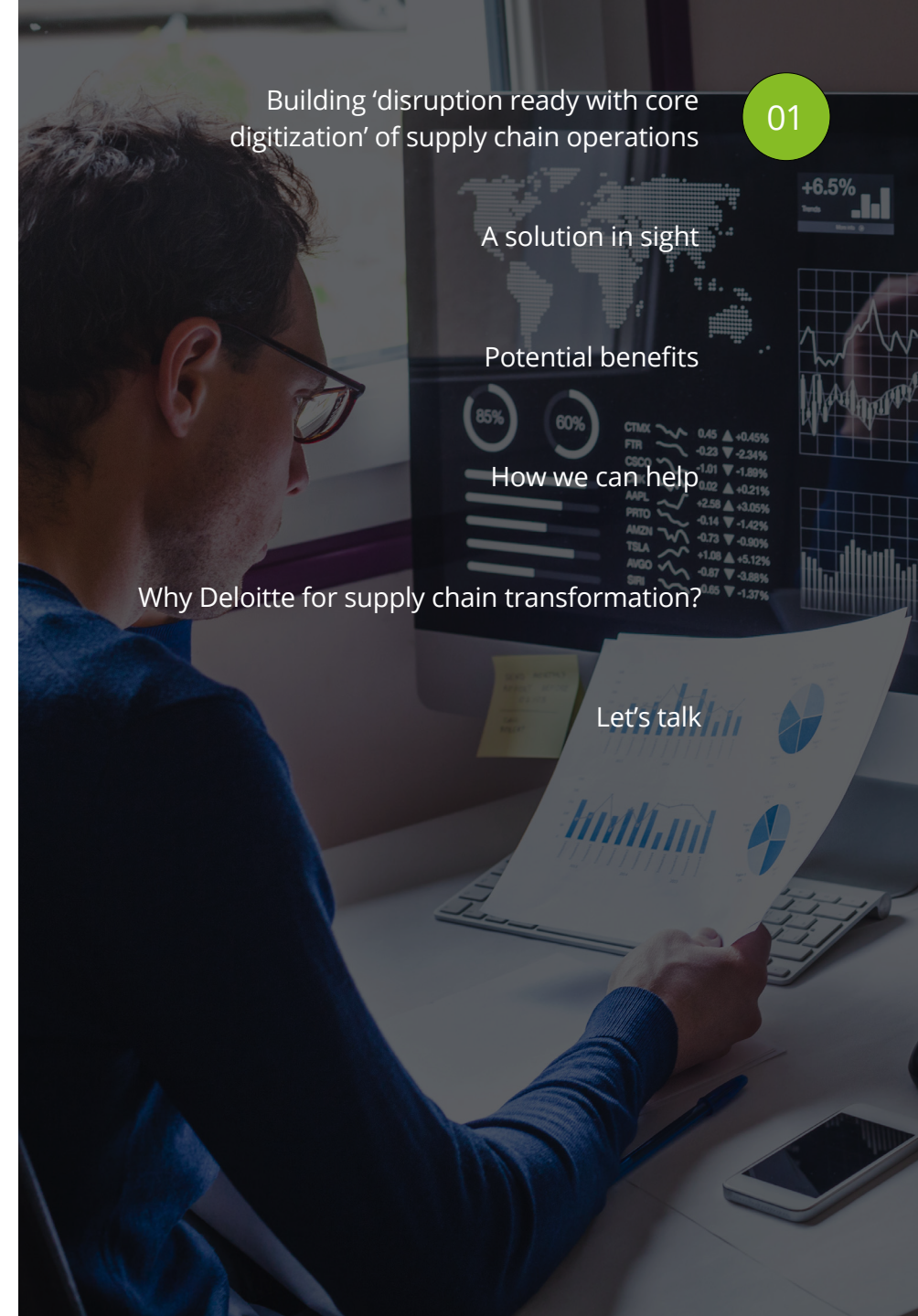
A solution in sight

Potential benefits

How we can help

Why Deloitte for supply chain transformation?

Let's talk



# A solution in sight

To help businesses rapidly transform supplier relationships, SAP has stepped forward with SAP Supplier Portal. The new offering is designed to help organizations bring speed, efficiency, and transparency to supplier collaboration and reduce operational cost—without the need to invest in a major transformation with the SAP S/4HANA® digital core ERP or SAP® Ariba® solutions.

SAP Supplier Portal digitally extends your core business processes for purchase order (PO) delivery, order acknowledgements, advance ship notices (ASNs), goods receipt, invoice receiving, and approval status—providing total visibility for you and your suppliers.

Suitable for organizations using SAP® ECC or SAP S/4HANA, SAP Supplier Portal can provide a path to broader digital enterprise transformation—as a first step that replaces legacy processes such as fax and e-mail with guided digital interactions. SAP Supplier Portal connects your business with your supplier base seamlessly while also delivering mobile functionality.

### The solution comes with layers of digital capabilities:

#### Supplier Collaboration



**Supplier discovery**



**POs, PO changes, order confirmation, ASNs, goods receipts and service entry sheets**



**Invoice and remittance advice**

# Potential benefits

For organizations looking to shore up the supply chain and manage costs—for both business operations and business transformation—SAP Supplier Portal offers the potential for rapid time and cash savings, without the upfront investment required for a full-blown transformation. Some organizations may even qualify for a no-fee version of the solution, based on their number of annual transactions.

By working with Deloitte to deploy SAP Supplier Portal, you can dramatically transform supplier communication, visibility, and intelligence at every step—unlocking a number of possible benefits.



**Gain efficiencies, reduce costs, and accelerate procure-to-pay (P2P) processes by digitalizing manual, time-intensive legacy activities**



**Improve invoice accuracy, supplier negotiation, and overall supplier relationships**



**Unlock data-driven insights you can use to improve decision-making, streamline P2P processes, and deliver for customers**



**Enhance information transparency for both your organization and your suppliers**



**Capture missed early-payment discounts**



**Improve spend compliance**



**Become a more predictive, proactive, agile organization**



# How we can help

We have been a trusted partner to multiple Supplier Collaboration initiatives implemented by the industry leaders from multiple sectors. Our proven process expertise, SAP technology innovation, and ability to execute will be a crucial factor for successful delivery and value realization for your supplier collaboration vision. We will partner with you for your transformation journey from Sourcing to Intelligent Supply with the process transparency, automation, and intelligence.

Getting maximum value from your supplier relationships and P2P activities requires more than an ability to plug in technology. Deloitte brings a full suite of services and solutions that can help you move forward on the digital enterprise journey to be more connected, automated, and proactive.

The ultimate vision? To become a Kinetic Enterprise™—an intelligent, responsive, cloud-enabled enterprise capable of moving at the pace of disruption, supported by a clean core and an inclusive ecosystem of capabilities.

Whether you are looking to extend the life of your SAP ECC system, complement your SAP® Supplier Relationship Management solution, or lay the groundwork for a broader enterprise transformation with SAP S/4HANA and SAP Ariba solutions, we can provide critical support.

## Some of the Digital Supplier capabilities we can help you with:

- Make the business case for SAP Supplier Portal
- Enable additional capabilities beyond the core SAP Supplier Portal functionality, including:
  - Dynamic discounting
  - Supplier risk management
  - Invoice reconciliation
  - Direct materials
  - RFX/RFQ requests
  - Catalog access and auction hosting
  - PO/requisition creation
- Develop a broader strategy and roadmap for supply chain transformation
- Deploy and integrate solutions from end to end—creating a unified platform that connects business planning, ERP, and procurement functionality
- Jump-start transformation and realize value sooner—using proprietary accelerators and industry solutions to support effective technology implementation
- Identify and prioritize new opportunities for efficiencies, savings, service, and growth

# Why Deloitte for supply chain transformation?

Enhancing the way you interact with suppliers remains a top-tier issue. But how do you get from here to there? Deloitte can help you move forward with confidence. We operate at the intersection of business and technology transformation. Our diverse team of specialists understands not only how to help to deploy SAP solutions effectively—but how to align those technologies with the way you operate for achieving your business goals.

It's about more than integrating technologies. It's about deeply understanding the details and the demands of your business—and then prioritizing them to help you make an impact. And it's about more than one project. It's about continuously working with your organization to get to the next stage, as part of an ongoing transformation journey.

**Focused.** Our worldwide team of more than 25,000 SAP specialists brings a tested methodology for creating value with the “built to evolve” Kinetic Enterprise—an intelligent, responsive, cloud-enabled organization powered by a clean core and an inclusive ecosystem of capabilities.

**Experienced.** When you work with Deloitte to transform supplier relationships, you get access to our deep industry-specific experience—which grows daily as we help enterprise leaders across the globe solve complex business challenges. Our relationship with SAP dates back more than 30 years, with a lengthy history of collaboration and co-innovation.

**Recognized.** Deloitte has a trophy case full of awards showing that we understand what it takes to help clients deliver real-world results with SAP solutions—earning us the 2019 North America SAP® Ariba® and SAP® Fieldglass® Services Partner of the Year (2019) Award as well as multiple SAP® Pinnacle Awards, including:

-  SAP S/4HANA Partner of the Year—Large Enterprise (2016, 2017, 2018, 2020)
-  SAP S/4HANA Cloud Partner of the Year—Large Enterprise (2020)
-  The inaugural Digital Partner of the Year Award (2019)
-  Finalist: SAP Ariba Partner of the Year—Large Enterprise (2019)

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# Let's talk

More effective supplier collaboration, stronger supplier relationships, greater business agility, and reduced costs—they are all critical needs that have become even more important as disruption enters a new dimension. So, what's your plan? How will you transform the way you engage with suppliers? And how will you get maximum impact with the investments you make?

A conversation with Deloitte is a great place to start. If building a more collaborative, disruption-ready supply chain and enabling the intelligent Kinetic Enterprise is a priority for your organization, we should talk. Contact us to schedule a demo of SAP S/4HANA Supplier Portal, to get additional transformation insights, or to discuss a specific supply chain challenge your organization is facing.

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