



SAP Ariba 

Genting Malaysia Berhad Supplier Summit

No dial-in required – Audio is available through your computer speakers or headphones.

PUBLIC



THE BEST RUN 

Agenda

Speaker Introductions

- Genting Malaysia Berhad
- SAP Ariba Enablement Team

Genting Malaysia Berhad Initiative

- Project Overview

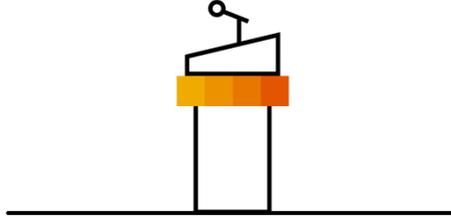
Describe Impact & Benefits

- Next Steps

Q&A



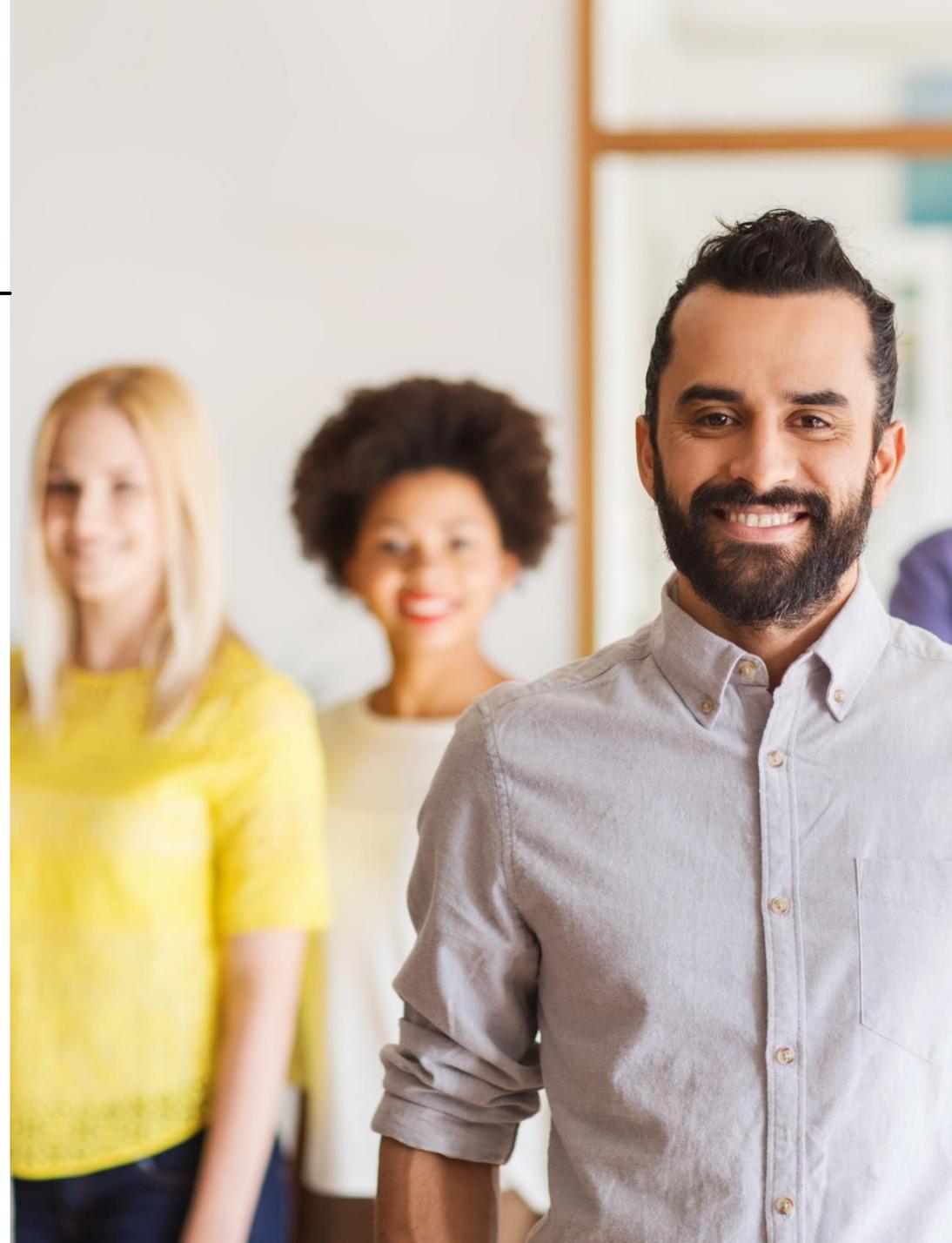
Speaker Introductions



- **Koh Poy Yong**
• **Chief Financial Officer, Genting Malaysia Berhad**

- **Malathi Satiamurti**
• **Supplier Enablement Lead, SAP Ariba**

- **Mona Joan Vardhan**
• **Senior Supplier Education Specialist, SAP Ariba**



Genting Malaysia Berhad Initiative Overview



Why A Business Network?

Buyer Participants



Global Enterprises



Midmarket Companies



Individual Buyers



Supplier Participants



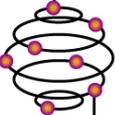
Direct Materials



Indirect Materials



Services



Why Ariba Network?



World's Largest Trading Community over \$3 trillion

- Helps active Global 2000 buyers find your products and services.
- Best in class expertise, experience, and advice for B2B eCommerce and Integration



Single Point for Business Collaboration

- Manage leads, proposals, contracts, orders, invoices, and payments.
- Collaborate with multiple customers.



Works With How You Do Business

- Access a wide range of transaction options.
- Use many browsers, formats, languages, and currencies.

SAP Ariba Helps You...



60% average reduction in operating costs

Lower costs

- Reduce time and paper usage
- Eliminate postage costs
- Reduce costs associated with resources used to generate/ rework the invoices



30% growth in existing accounts
35% growth in new business

Increase your revenue

- Become searchable customers using the AN worldwide
- Establish new customer relationships via Ariba Discovery
- Publish your Catalogs in front of thousand customers



15% increase in customer retention

Satisfy your customer

- Support your customer's strategic business plan
- Become a preferred supplier
- Simplify the communication process

80% efficiency & transform business operations



Stay organized

- Consolidate Network relationships under one account
- Enjoy a simple way to store POs and invoices
- Get better visibility into customers' spend and payments
- View invoice status in real time

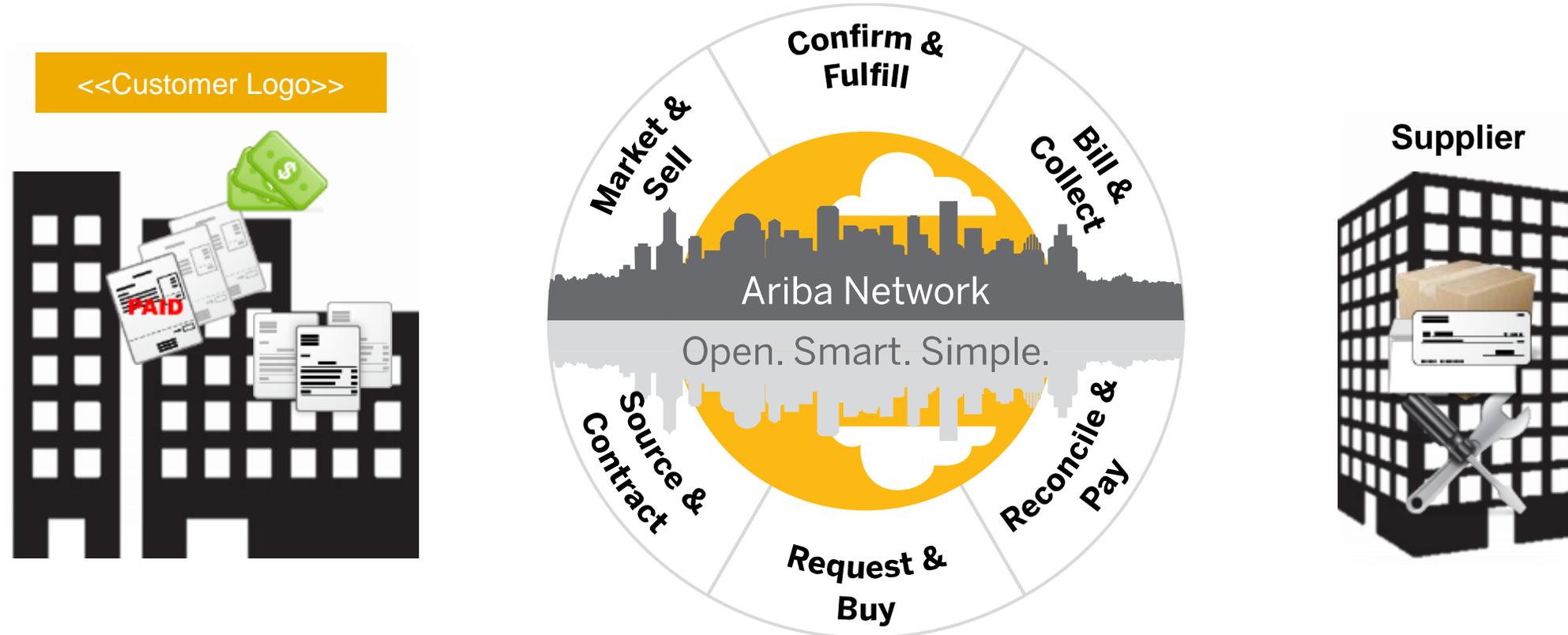
62% decrease in late payments



Receive faster payments

- Help your invoice reach the correct contact in the approval flow
- No need to confirm the orders via email/phone
- Feel confident all order information is complete and accurate
- Prevent errors through system checks

Standard Procure-to-Pay Cycle



SAP Ariba Supplier Mobile App

Business Insights

PO trending

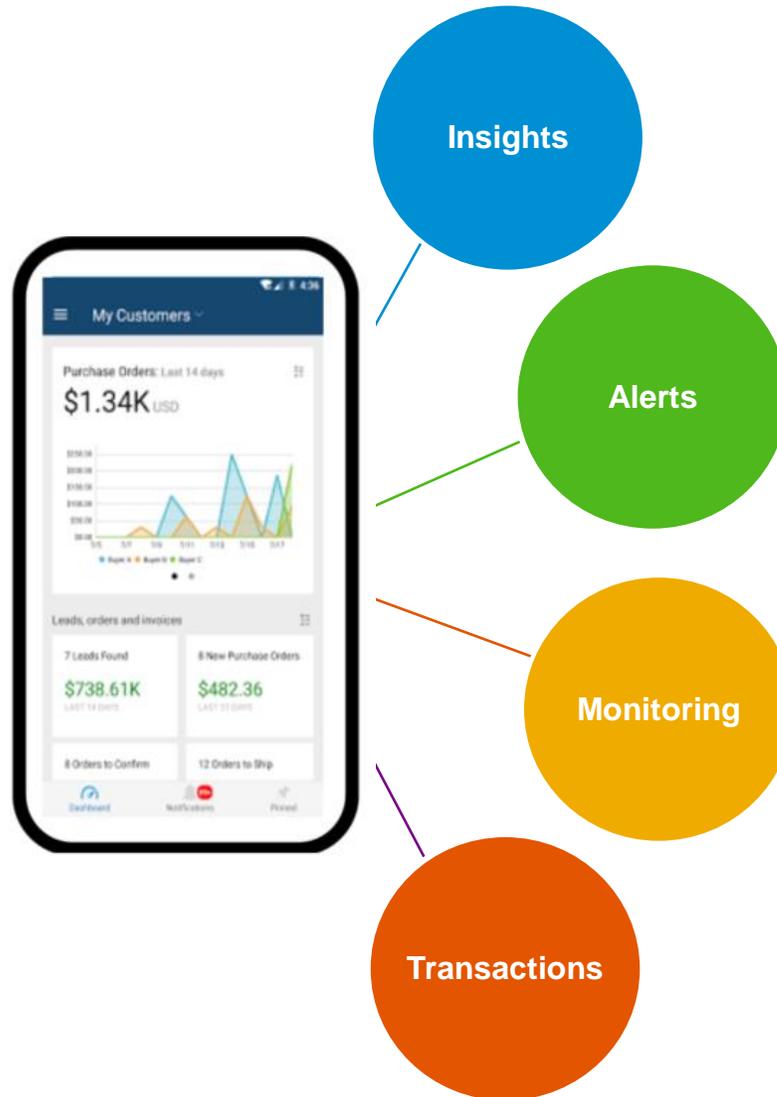
Invoice aging

PO and invoices by customer

Work on-the-go

Manage your POs & Invoices

Pin important documents for later



Real-time Alerts

View network activity

Receive push alerts for business critical events

Monitor Key Activity

View PO and invoice information

Search for PO and invoices using HANA

Standard Account Vs. Enterprise Account On Ariba Network

Features	Standard Account	Enterprise Account
Access	Through email notifications	Online dashboard
Company Profile	✓	✓
Purchase Order, Order confirmation (full & partial), Ship Notice, Service Entry Sheet, (Non-PO) Invoice, Credit Memo	✓	✓
Electronic Catalogs	✓ Self-service only	✓
Invoice status	Email notifications	Outbox with easy access from any browser
Legal Archive	Email notification and online download	<ul style="list-style-type: none"> • Long-term invoice archiving for global compliance (Regional restrictions apply) • Capability to mass download invoices for local archiving
Ariba Support	Online Help Center	<ul style="list-style-type: none"> • Support via phone, chat, or email • Direct access to enablement experts for onboarding assistance • Technical support for configuration and integration assistance • Online educational training courses
Integration	✗	✓
Reporting	✗	✓
Multiple customer relationships	✓	✓
Multi users	✓	✓
Mobile App	✓	✓
Ariba Discovery	✓ Fees may apply to respond to leads. Click here for more information.	✓ Fees may apply to respond to leads. Click here for more information.
Fees	FREE	Fees may apply, See complete details .

Ariba Discovery

Receive qualified leads

A quick 5 minute registration will activate qualified leads sent right to your inbox

Save time

Get in front of buyers when they are actively looking for new suppliers

Sell effectively

Take advantage of the Ariba Network community to get in front of buyers you're not already working with

Win new business

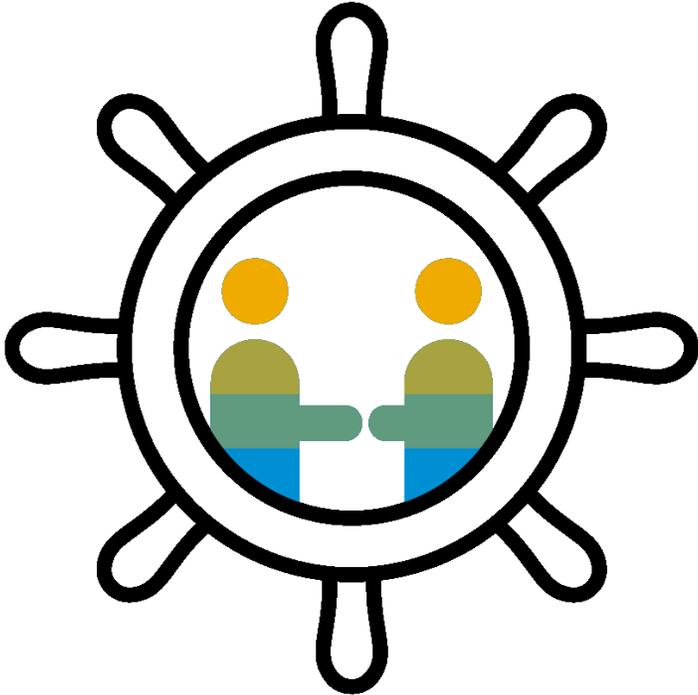
Tap into \$5 billion of new opportunities posted annually

Increase interactivity

Communicate with buyers and prospects in real time



Resources



Enablement Help Desk

- Account creation
 - Assistance creating first document
 - Configure your settings
-

Customer Support

- User role changes
 - Billing & invoice inquiries
 - Password resets
-

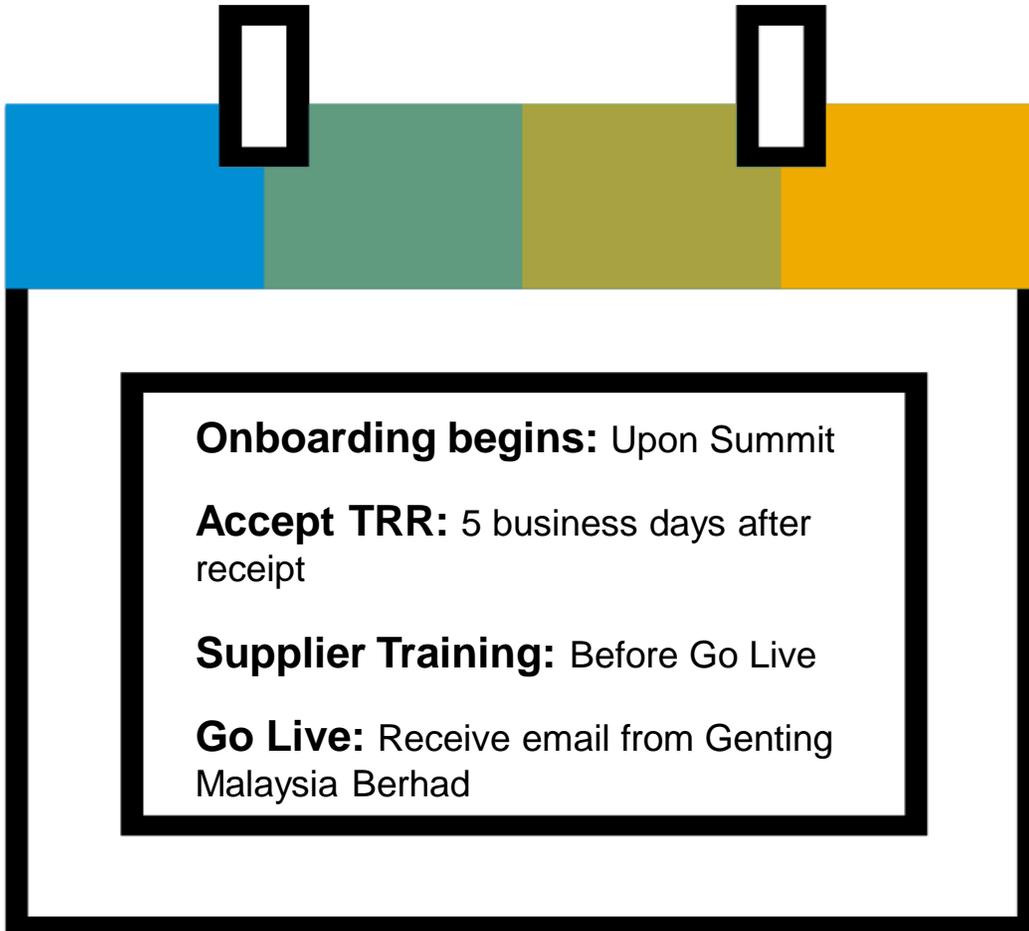
Live Demonstrations

- Customer Success Sessions
- Supplier live demos

Video Demo

Questions?

Please submit your questions via the Q&A Widget

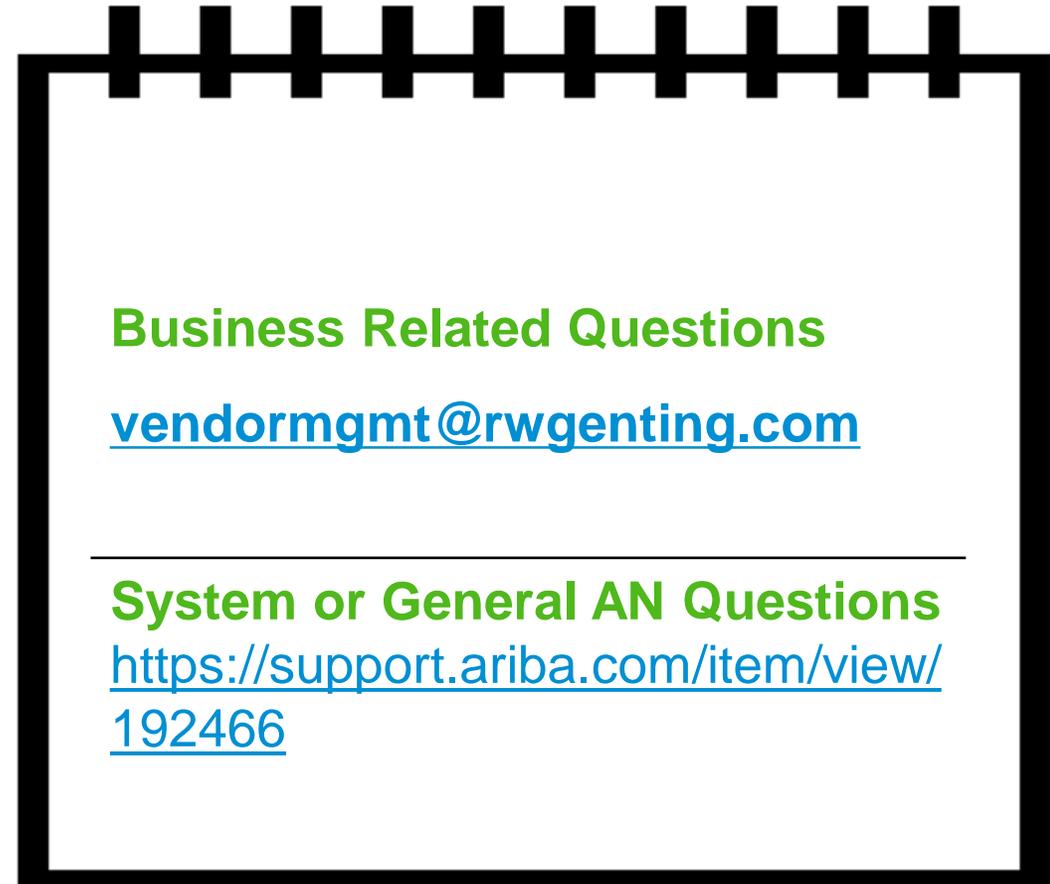


Onboarding begins: Upon Summit

Accept TRR: 5 business days after receipt

Supplier Training: Before Go Live

Go Live: Receive email from Genting Malaysia Berhad



Business Related Questions
vendormgmt@rwgenting.com

System or General AN Questions
<https://support.ariba.com/item/view/192466>

Thank You.