**SAP Ariba** /\\

# Feature at a Glance
## Ability to prioritize buyer-initiated discount offers over payment term offers

Chris Chase, SAP Ariba
Target GA: February, 2202

THE BEST RUN **SAP**

# Feature at a Glance

Introducing: **Ability to prioritize buyer-initiated discount offers over payment term offers**

## Customer challenges

Ariba Network can help buyers obtain additional early payment discounts for invoices with pre-existing discounts if paid upon discount due date (e.g. 2% 15 NET 30) using Ariba's buyer-initiated discount functionality.

If Payment Term Offer types apply and a scheduled payment is approved before the discount due date then buyers are unable to obtain additional early payment discounts for invoices.

## Meet that challenge with
### SAP Ariba

Buyer-initiated offer types now take precedence over  Payment term offers types if a buyer passes a pre-existing discount in the standard <DiscountAmount> field.

## Experience key benefits

Buyers may obtain additional early payment discounts for invoices with pre-existing discounts.

## Solution area

Ariba Network
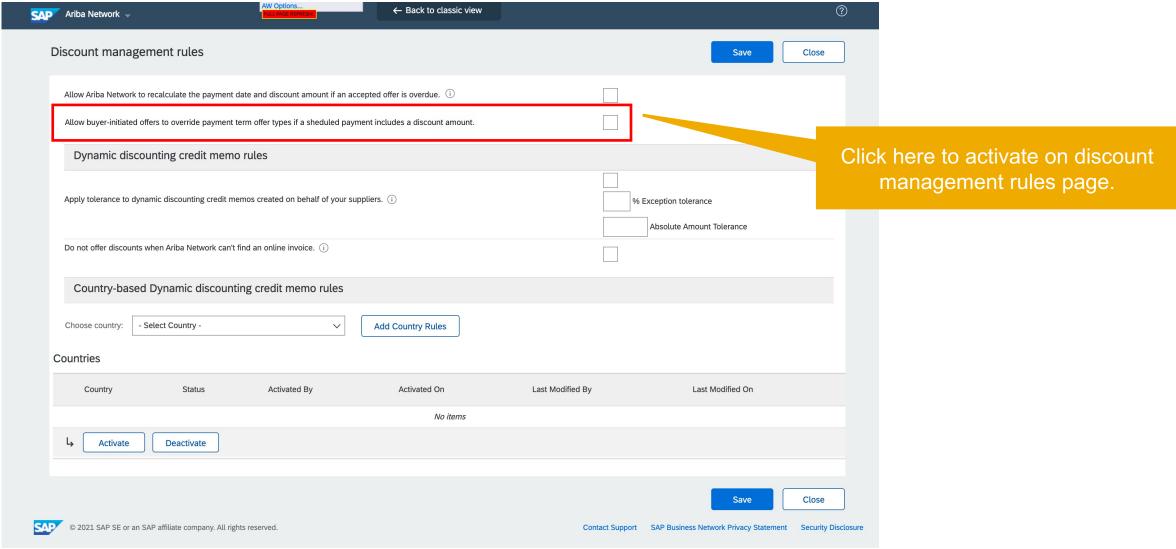SAP Ariba Discount Management

## Implementation information

This feature is automatically on for all customers with the applicable solutions but requires **customer configuration**.

Buyers must activate this capability in the discount management configuration rules page.
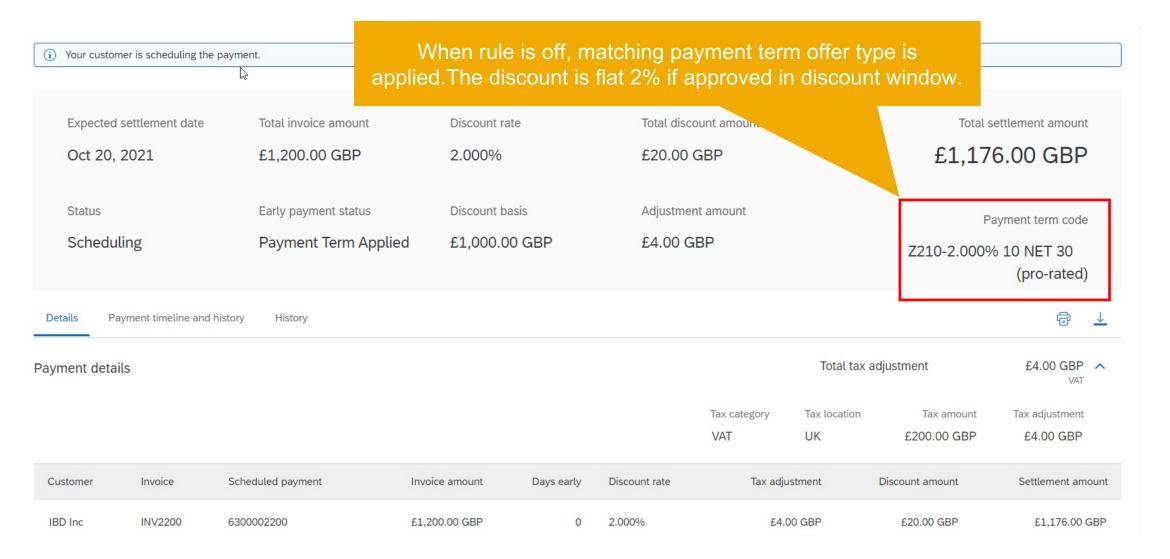
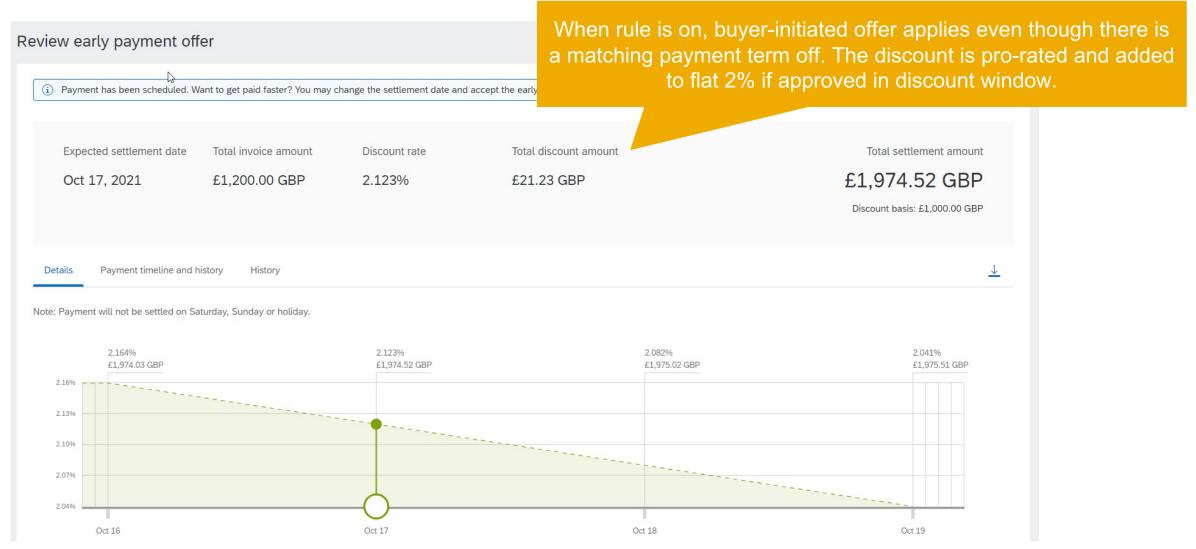## Prerequisites and Restrictions

None

# Feature at a Glance

Introducing: **Ability to prioritize buyer-initiated discount offers over payment term offers**



Click here to activate on discount management rules page.

# Feature at a Glance

Introducing: **Ability to prioritize buyer-initiated discount offers over payment term offers**

| | |
|---|---|
| ⓘ Your customer is scheduling the payment. | |

**When rule is off, matching payment term offer type is applied.The discount is flat 2% if approved in discount window.**

| Expected settlement date | Total invoice amount | Discount rate | Total discount amount | Total settlement amount |
|---|---|---|---|---|
| Oct 20, 2021 | £1,200.00 GBP | 2.000% | £20.00 GBP | £1,176.00 GBP |

| Status | Early payment status | Discount basis | Adjustment amount | Payment term code |
|---|---|---|---|---|
| Scheduling | Payment Term Applied | £1,000.00 GBP | £4.00 GBP | Z210-2.000% 10 NET 30 (pro-rated) |

**Details**     Payment timeline and history     History                                         🖨  ⬇

| Payment details ⌄ | | Total tax adjustment | £4.00 GBP ⌃ |
|---|---|---|---|
| | | | VAT |

| | | | Tax category | Tax location | Tax amount | Tax adjustment |
|---|---|---|---|---|---|---|
| | | | VAT | UK | £200.00 GBP | £4.00 GBP |

| Customer | Invoice | Scheduled payment | Invoice amount | Days early | Discount rate | Tax adjustment | Discount amount | Settlement amount |
|---|---|---|---|---|---|---|---|---|
| IBD Inc | INV2200 | 6300002200 | £1,200.00 GBP | 0 | 2.000% | £4.00 GBP | £20.00 GBP | £1,176.00 GBP |

# Feature at a Glance

Introducing: **Ability to prioritize buyer-initiated discount offers over payment term offers**



When rule is on, buyer-initiated offer applies even though there is a matching payment term off. The discount is pro-rated and added to flat 2% if approved in discount window.

**SAP Ariba and SAP Fieldglass**

Follow us

www.sap.com**/contactsap**

© 2021 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See www.sap.com/copyright for additional trademark information and notices.

**THE BEST RUN** SAP