Road 2 All Spend

Supplier Information Summit

Acknowledgement of Traditional Owners and Elders

I'd like to begin by acknowledging the Traditional Owners of the land where we meet today. I would also like to pay my respects to the Elders both past and present.

I also extend that respect to the Aboriginal and Torres Strait Islander people here today.

'Travelling' by Gilimbaa

WELCOME B2B Solutions

Presenters today

Karolina Ten Cate
R2AS Project Manager

Shane Ravenswood
Relationship Manager

Andrew Paradzik
TMR Business Lead

Martin Sery
SAP Consultant

14 August 2025

TMR digital transformation pathway

Andrew Paradzik

TMR's Digital Procurement Evolution

A modern approach to buying, invoicing and supplier collaboration

A strategic shift: In April 2022, TMR began implementing **SAP Ariba** and **SAP Fieldglass** as part of a staged rollout to modernise procurement processes.

Buy channels enabled so far:

- Contingent Labour
- Dry Hire
- Personal Protective Equipment (PPE)
- Office Supplies
- Facilities Maintenance
- More categories coming soon!

Key Milestones to Date

- 730 suppliers already onboarded and transacting with TMR
- 17,000+ Purchase Orders created
- 93,000+ Invoices processed
- $600M+ spend through SAP Ariba and Fieldglass
- On-Time Payment (OTP) Performance
- SAP Ariba: 97% (Non-Ariba: 85%)

Why does it matter?
Faster processing, greater transparency, and improved cash flow this is just the beginning of delivering better outcomes for both TMR and our suppliers.
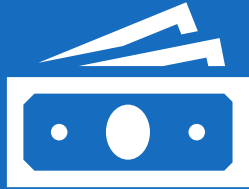
Long term benefits for our Business Partners / Suppliers

Electronic Invoicing

SAP Ariba & SAP Fieldglass simplifies the invoicing process by allowing our Suppliers to submit electronic fees & invoices reducing errors and speeding up on-time payments.

Spend Analysis

SAP Ariba & SAP Fieldglass offers spend analytics, allowing organisations to gain insights into their spending patterns and make better data-driven decisions for cost savings.

Streamlined Procurement

It automates and simplifies the procurement process, making it more efficient and less error prone, plus the additional audit trail means full transparency of all work process.

Business Partner Collaboration

Our Business Partners / Suppliers can interact with TMR on a single Cloud based platform, facilitating real-time collaboration. This can lead to faster response times and improved supplier relationships.

Business Partner Onboarding

It makes it easier for TMR to ensure that our Business Partners / Suppliers information is up-to-date and compliant.

Road 2 All Spend (R2AS) B2B Solutions

Karolina ten Cate

Introducing Road 2 All Spend (R2AS)

The Road 2 All Spend (R2AS) program is a key digital transformation initiative led by the Enabling Solutions Group. It aims to transition all purchasing activities under a single, streamlined digital environment using SAP Ariba and SAP Fieldglass.

This is about more than systems, it's about designing a better experience for you, our valued suppliers.

What's happening now?

We are currently in the supplier registration phase — bringing suppliers onto the SAP Business Network to prepare for future digital transacting.

What is our goal?

From July 2025, over a two-year period, we will gradually direct $10 billion in TMR spend through digital solutions, simplifying how we buy, pay, and collaborate.
R2AS is one of the next steps towards TMR modernising our procure-to-pay processes for suppliers to deliver:

- Faster, more reliable payments
- Real-time visibility into the status of invoices and purchase orders
- Improved communication and collaboration with TMR
- A standardised platform to manage orders, invoices, and performance

What to Expect – Two Key Steps

Step 1: Supplier Registration

Right now, we're focused on registering all existing suppliers to the SAP Business Network.
The R2AS and SAP Outreach Teams will guide you step by step through a straightforward process to get your organisation connected.

This stage is about setting up your account — there is no change to how you currently receive orders or submit invoices.

Step 2: Enablement (Coming Mid-2026)

Once your Ariba account is active, TMR will begin working internally with relevant business units to progressively enable digital transacting.

We anticipate enablement to begin from July 2026 — we'll keep you informed every step of the way.

There will still be no immediate changes to your procurement or invoicing process until you are specifically notified.

Department of Transport and Main Roads

DELIVERING FOR QUEENSLAND

Meet the R2AS team

Karolina Ten Cate
Project Manager

Shane Ravenswood
Relationship Manager

Sally Woolston
Change and Communications

Mark Harris
Functional Analysis

Xanthe Nightingale
Functional Analysis

Andrew Paradzik
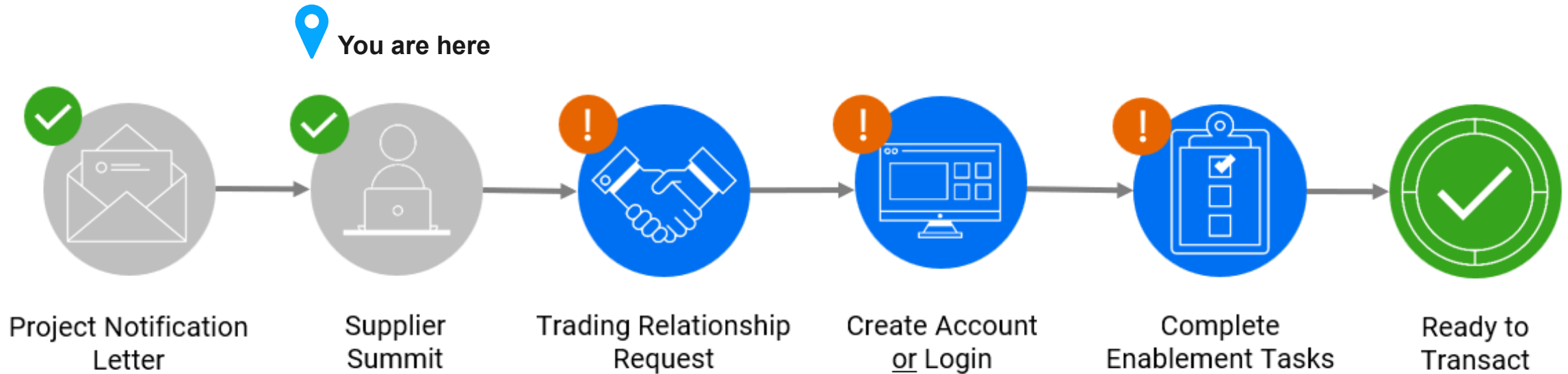TMR Business Lead

14 August 2025

Onboarding process

Shane Ravenswood (TMR)

Martin Sery (SAP)

The onboarding process

You would have now received a *Project Notification Letter*, advising you of the R2AS project within TMR.

You are here

Project Notification Letter → Supplier Summit → Trading Relationship Request → Create Account or Login → Complete Enablement Tasks → Ready to Transact

What Happens Next?

Getting registered, supported and ready for what's ahead

Step 1: Provide contact details

You'll first receive a Request for Information from TMR. This includes a Questionnaire asking for:
The most relevant business contact's name, email, and phone number.
This person must be able to complete the SAP Ariba registration on behalf of your company and have access to details like ABN, bank account info, and other relevant data.

They will also act as your SAP Business Network account administrator.
Advise if you have an existing SAP Business Network account (include ANID and administrator if you plan to use it).

Advise of any previous experience with SAP Ariba or SAP Fieldglass.

Step 2: Registration email from SAP

Your nominated contact will receive an email from the SAP Business Network with a link to create or access your account.

This is your entry point into the platform.

What Happens Next?

Getting registered, supported and ready for what's ahead

Step 3: SAP Outreach call

SAP will call your nominated contact to walk them through the registration process and answer any questions. This is a guided, supported process, you're not doing it alone.

Step 4: Complete onboarding tasks
Finalise your account by verifying details, confirming your trading relationship with TMR, and completing setup. Please action all requests within five business days to keep the process moving smoothly.

What's important to remember
This phase is only about getting registered — there is no change to your current procurement or invoicing process yet.

Category enablement will begin progressively from mid-2026.
You'll receive advance notice before any process changes

Next up: SAP Presentation
SAP will now take you through the platform, account types, and a demonstration of how it all works.
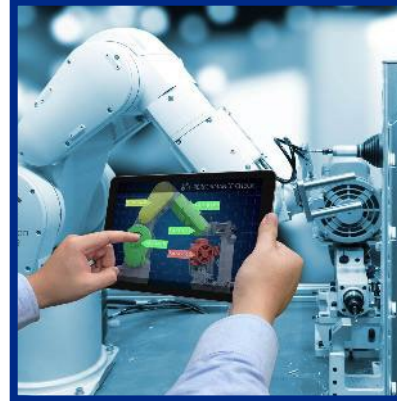
SAP Business Network

Standard Account

All the tools you need to boost efficiency, gain insights, and collaborate better with customers.

Free of charge!

Enterprise Account

The full-feature version provides extended support, automation, and data insights with performance tracking.

Fees may apply based on usage.

Please note: Your free TMR SAP Ariba Enterprise Account should not be linked to other businesses. While the SAP Ariba Enterprise Account is free when transacting with TMR, **linking this account to other businesses may result in fees or charges from SAP to your business.**

SAP Business Network
Supplier Account Types

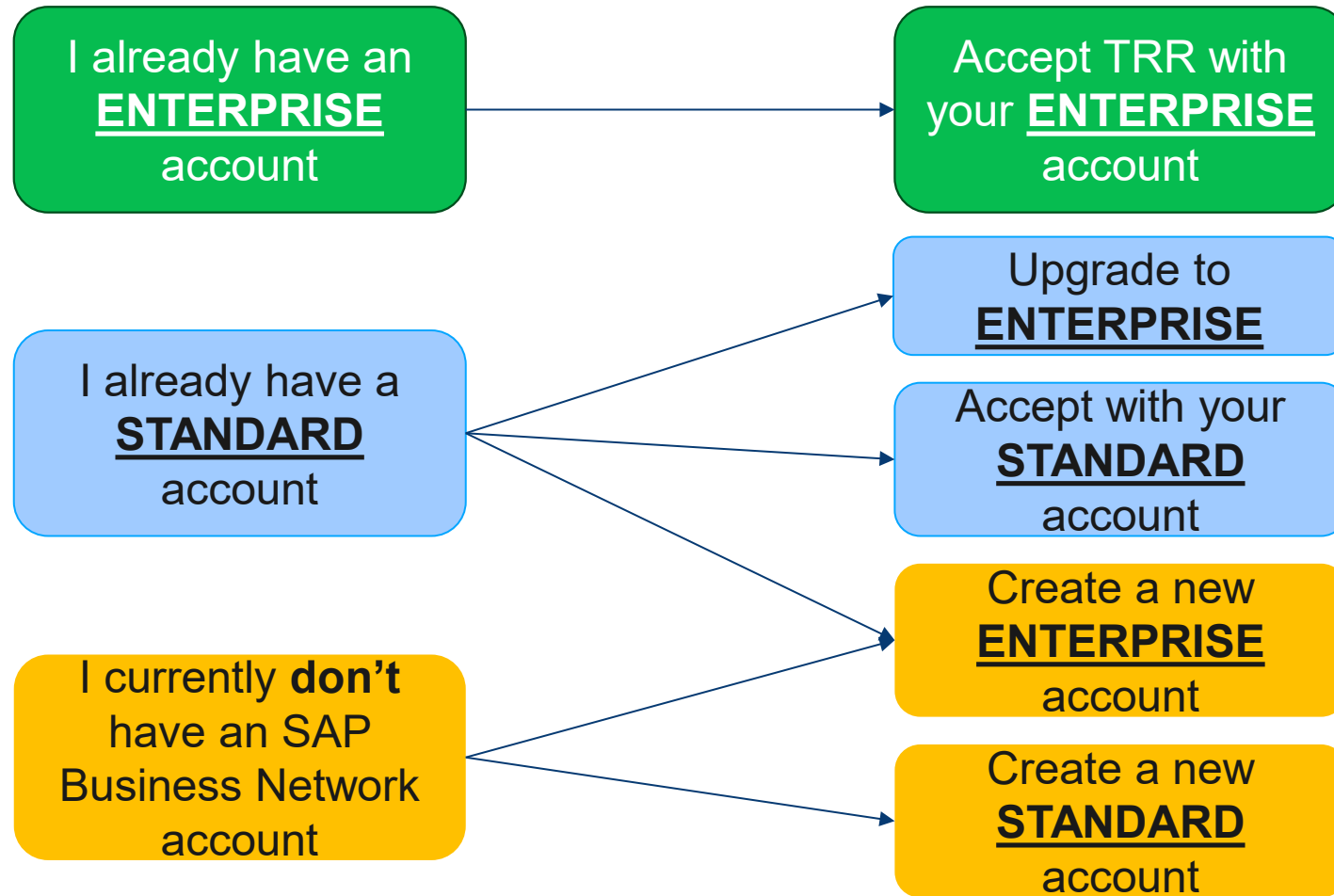|	**A** STANDARD ACCOUNT	**B** ENTERPRISE ACCOUNT	
		PORTAL USAGE	INTEGRATION
Process Impact	✓ **Manual Process** ✓ **Supplier Mobile App**	✓ **Manual Process** ✓ **Supplier Mobile App**	✓ **Semi-Automated to Fully-Automated Process**
Orders and Invoices	✓ Respond to emailed orders using order confirmations, invoices, etc.	✓ Skip the emails and leverage a central inbox/outbox to receive and manage orders and invoices all on SAP Business Network.	✓ Seamless and touchless customer orders and invoices.
Transacting Methods	✓ PO Flip ✓ Mobile App ✓ Catalog (self-service only)	✓ PO Flip ✓ Mobile App ✓ Catalog Enablement	✓ CSV Upload or PDF Invoicing (semi-automated) ✓ SAP Cloud Integration Gateway
Legal Archive		✓ Long-term invoice archiving for global compliance	✓ Long-term invoice archiving for global compliance
Reporting		✓ Get reports to track transactions and sales activities	✓ Get reports to track transactions and sales activities
Support	✓ Help Center	✓ Help Center, phone, chat, and webform	✓ Help Center, phone, chat, and webform
Cost	Free	May be subject to Transaction / Subscription Fees based on usage	Transaction / Subscription Fees based on usage + internal resources
SELLING			
SAP Business Network Discovery	✓ Join our business matchmaking service to get high quality sales leads. Fees may apply.		
Sourcing, Contract Management	✓ Get invited to RFx, auctions and other events. No fees apply.		

SAP Business Network

What are my options

I already have an **ENTERPRISE** account	→	Accept TRR with your **ENTERPRISE** account

There will be no fees associated in trading with TMR, but account may be subject to fees if you have other customer relationships.

I already have a **STANDARD** account	Upgrade to **ENTERPRISE**
	Accept with your **STANDARD** account

By updating your existing Standard account, There will be no fees associated in trading with TMR, but account may be subject to fees if you have other customer relationships.

Standard Accounts are always free.

I currently **don't** have an SAP Business Network account	Create a new **ENTERPRISE** account
	Create a new **STANDARD** account

There will be no fees associated in trading with TMR, but account may be subject to fees if you accept other customer relationships in the future.
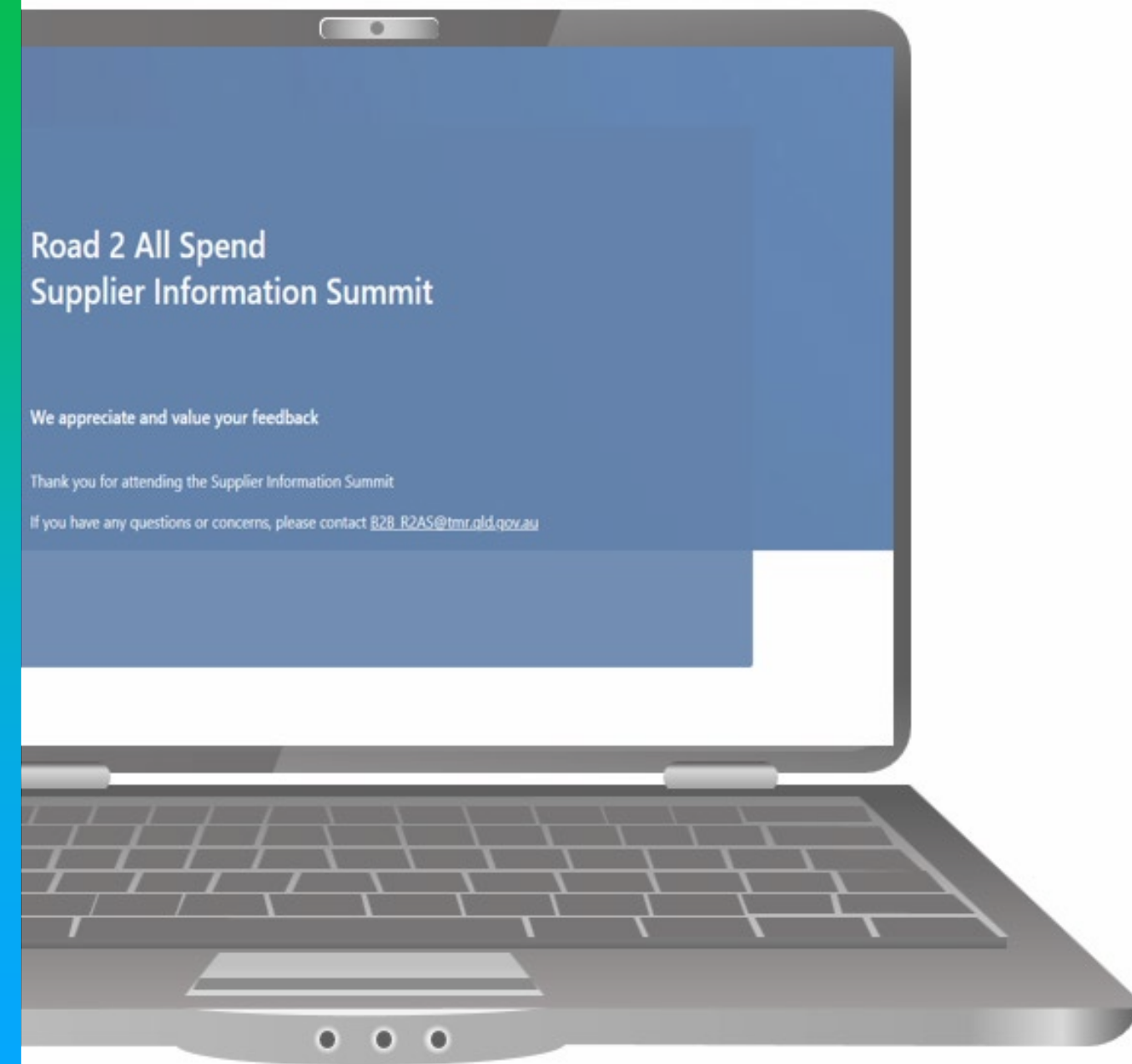

Standard Accounts are always free.

Open floor Questions & Answers

Please raise your hand, a team member

will unmute your microphone

Road 2 All Spend
Supplier Information Summit

We appreciate and value your feedback

Thank you for attending the Supplier Information Summit

If you have any questions or concerns, please contact B2B_R2AS@tmr.qld.gov.au

Your input and feedback is paramount to continuing to ensure you are supported when transacting with us!

Your insights are invaluable in helping us better meet your needs. You will receive a link via email, and we kindly ask that spare a few minutes to share your thoughts or challenges with us.

Your input will greatly assist us in enhancing our offerings.

Thank you and stay connected

www.tmr.qld.gov.au

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