

SAP Business Network Values for Suppliers

Public



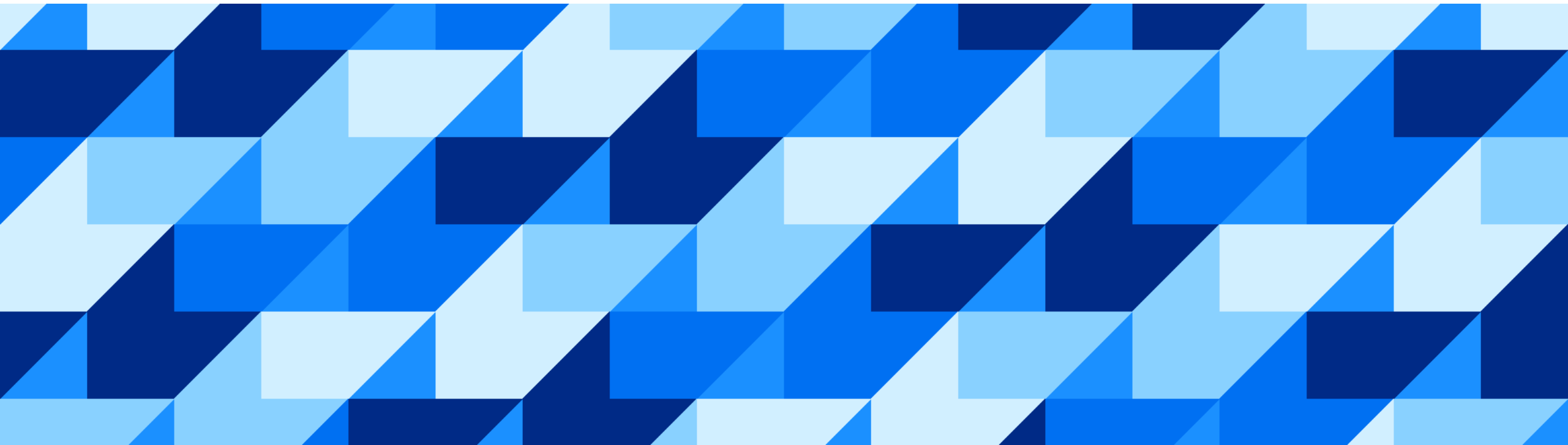
SAP Business Network **Overview**

SAP Business Network is a **Networking site** that handles both company exposure, Contracting, PO's and PO Invoicing for B2B interaction.

- Get your products and services in front of active buyers.
- Streamline communications and interactions with customers.
- Track invoice and payment status in real time and accelerate receivables.



4 Value Pillars to Join



Benefits for **Sellers**

Accelerate the sales Cycle

- 75% faster deal closure.
- 75% order processing productivity gains via cXML.
- 80% increase in order accuracy through PunchOut.

Improve customer retention

- 15% increase in customer retention.
- Up to 99% renewal rates.

Predict and apply Cash

- 64% reduction in manual intervention.
- 62% decrease in late payments.
- 68% improvement in reconciling payments.

Find Buyers ready to buy

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



Accelerate **the Sales Cycle**



Accelerate the Sales Cycle

End-to-End Process

Catalog enable
buyers to find
specific products
quickly

Fast process
increases the amount
of transactions



Predict and **Apply** Cash



Predict and Apply Cash

SAP Business Network as the most **optimum procurement technology** helps you to simplify your business operations:

- Faster resolution on document status issues.
- Integration between buyer and supplier ERPs.
- Invoice visibility.



Predict and Apply Cash

Invoice Visibility

- Real time visibility and explanation into rejected invoice.
- Status updates:
 - ✓ Invoice routing.
 - ✓ Invoice approval.
 - ✓ Invoice payment schedules.
- Potential for faster payments.



Improve Customer Retention



Improve Customer Retention

- Shift from non e-commerce > e-commerce required by most business.
- Safe transactions environments retain customers.
- Invoicing through SAP Business Network helps customers pay in term.



Find Buyers **Ready To Buy**



Find Buyers **Ready to Buy**

Benefits

- New and Existing Customers.
- New Business Opportunities with other Buyers via SAP BN Discovery.
- Find Buyers that are a Perfect Match to your business.



Find Buyers **Ready to Buy** With SAP BN Discovery

Through **SAP BN Discovery** you can:

- Gain immediate access to decision makers in the buying cycle.
- Automatically receive high-quality leads that match your capabilities.
- Communicate with buyers interested in your business.
- “SAP BN Discovery is the premier service for **matching** business, buyers and sellers **globally**”.



For more information about **SAP BN Discovery**, click in the link below:

<https://www.sap.com/products/business-network/find-suppliers.html>

Find Buyers **Ready to Buy** Without SAP BN Discovery

The journey to win new business opportunities...

Business Dinner

\$300

Usually coupled with expensive sales trip.

Sales Trip

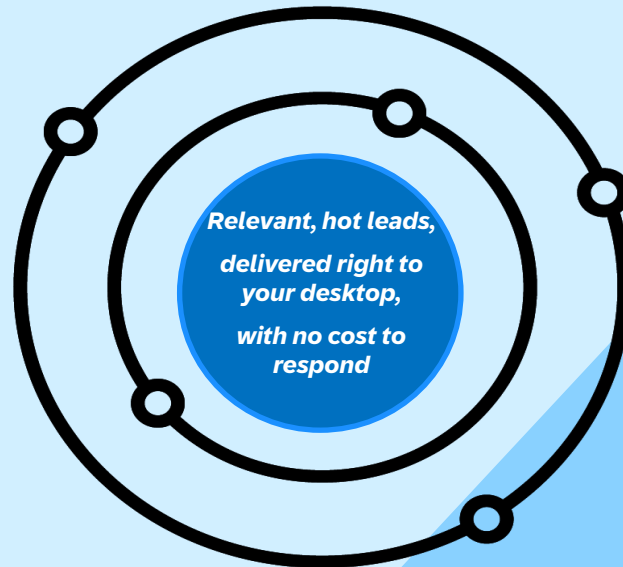
\$2,000

multiple trips may be required to close business.

Outsourced Lead-gen Tele-sale

\$60 - \$100/hour

*May not reach the right contacts
Prospects may not be ready to buy.*



Tradeshow

\$500 registration, \$5,000 show booth.

Prospects may not be ready to buy.

Google AdWords

\$5,000 - \$10,000 to run a successful search campaign.

Hard to reach the right target audience and decision maker.

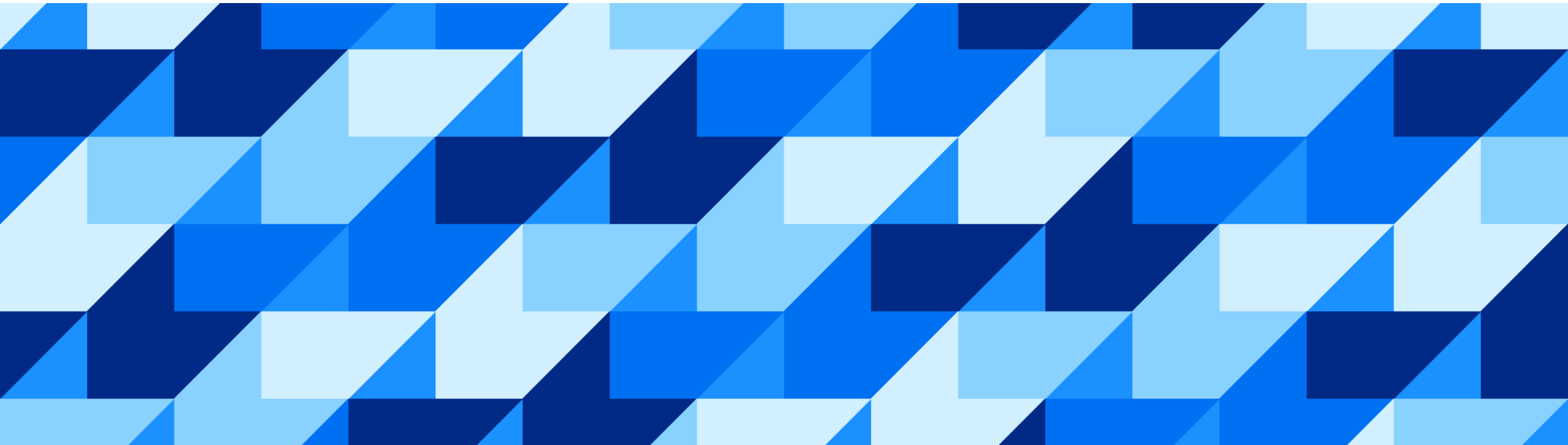
Purchase prospect list

\$20,000 - \$50,000

*Hard to reach real decision maker.
Too many "hot prospects" turning out to be window-shoppers.*



SAP Business Network Pricing



Pricing for Enterprise Accounts

Subscription fee

- Based on the annual document count from the year leading up to the invoice date.
- Billed only in the first quarter.
- Review the “Suppliers Schedule Brochure” to find the profitable package for your company and the conditions to apply.

Transaction fee

- Billed quarterly based on a percentage (.155% or .35%) of the transacted volume in the prior quarter.
- Based on the concept of a choreography of documents. A choreography is a specific identification number for documents that are related. It will be billed based on PO or Invoice volume, whichever is greater.
- Capped at \$20,000.00 USD per buyer relationship.



Fee model

Transaction Fee

(Billed quarterly)

Percentage of the value of purchase orders or invoices exchanged, whichever is greater

Subscription Fee

(Billed annually)

Set amount based on your account level, determined by the number of annual documents you transact across all customer relationships

0.155% of transacted value
for relationships without service sheets

0.35% of transacted value
for relationships with service sheets

Capped at \$20,000 per customer relationship

+

Number of documents per year

Subscription level

Yearly fee

5 to 24 documents
or <\$250,000

Bronze

\$50

25 to 99 documents

Silver

\$750

100 to 499 documents

Gold

\$2,250

>500 documents

Platinum

\$5,500

Thank you.

Contact information: [Help Portal](#)

