



Feature at a Glance

SAP Supplier Financing – PAY-9757

Andrew Baxter, SAP
Target GA: November 2022 (2211 Release)

Public

Feature at a Glance

Introducing: SAP Supplier Financing

Ease of implementation



Low touch / simple

Geographic relevance



USA

Customer challenge

Small and Mid-Sized Businesses (SMB) constitute the tail end of supply chains. They struggle with cash flow and working capital needs making it difficult for them to sustain and grow their business.

Meet that challenge

SAP Supplier Financing is an embedded receivables financing solution on the SAP Business Network, giving suppliers an efficient and flexible way to access liquidity within their outstanding receivables.

As a self-service solution, now powered by Taulia, SAP Supplier Financing leverages a supplier's Business Network transactional history to provide tailored financing by connecting suppliers with financing offers. Small to medium sized businesses can benefit from faster access to capital with less time spent dealing with long applications and loan approval processes.

Experience key benefits

- Improve your working capital position and reduce your Days Sales Outstanding (DSO) by getting paid for your invoices earlier.
- Accelerate your online application process by leveraging your pre-existing transactional data on SAP Business Network to provide tailored and attractively priced receivables financing.
- Unlock liquidity from your approved invoices over the SAP Business network without taking on additional debt.

Solution area

SAP Business Network

Implementation information

- This feature is ready to use for eligible suppliers, with either Standard or Enterprise subscriptions, with no implementation requirements.
- Current eligibility: US-based SAP Business Network suppliers with revenue greater than \$250K
- Enablement will follow a phased-approach in the weeks following GA.

Prerequisites and Restrictions

- Available to US-based SMB suppliers with plans to expand to additional regions in the future.
- Suppliers must have invoice generation permission to view the SAP Supplier Financing widget.
- Agreement to the Terms of Use is required to share your data with our financial partner.
- Suppliers must provide estimate of annual revenue.

Feature at a Glance

Introducing: **SAP Supplier Financing**

SMB Financing Solution for SAP Business Network Suppliers.

100% Online Borrowing
with access to personalized offers anytime, anywhere.

Immediate access to cash flow
leveraging your SAP Business Network data to streamline access to financing

Flexible working capital
choose the receivables to sell when you want based on needs

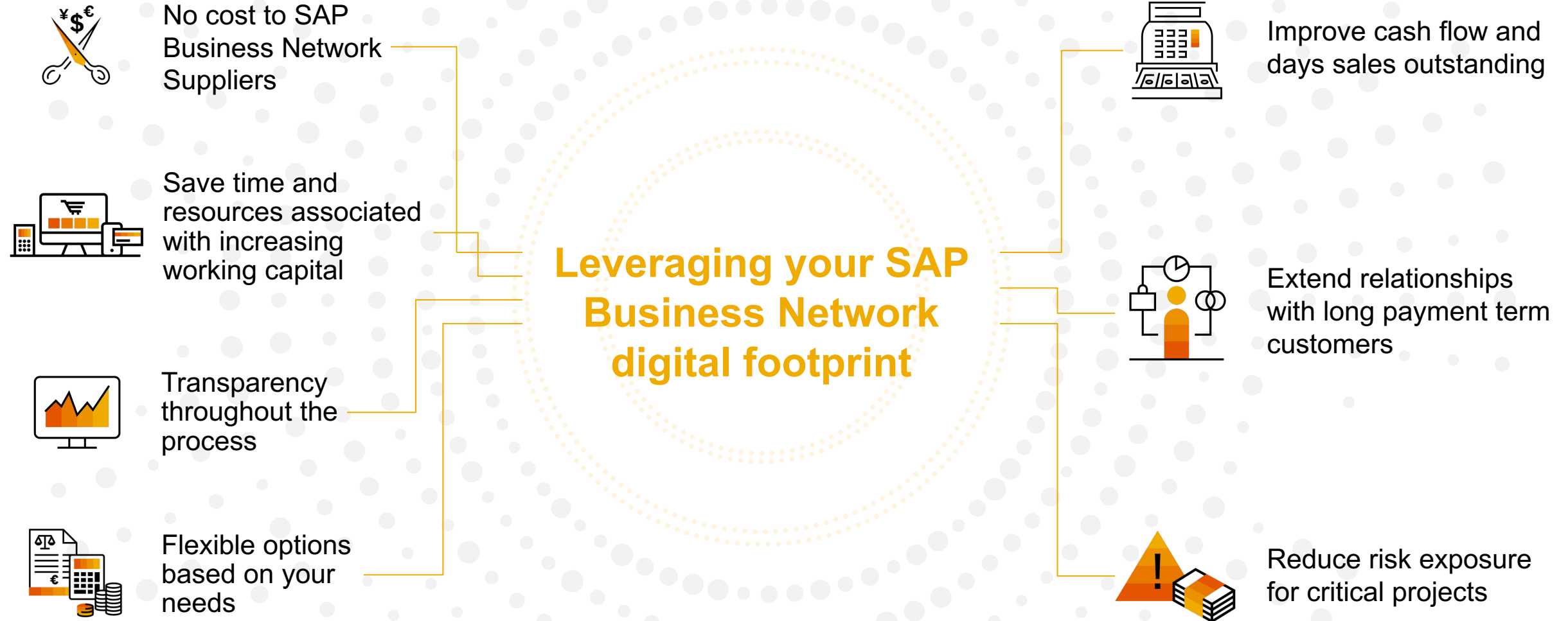


**Leveraging the
SAP Business
Network**

**To reduce friction for
SMBs in pursuit of
financial health**

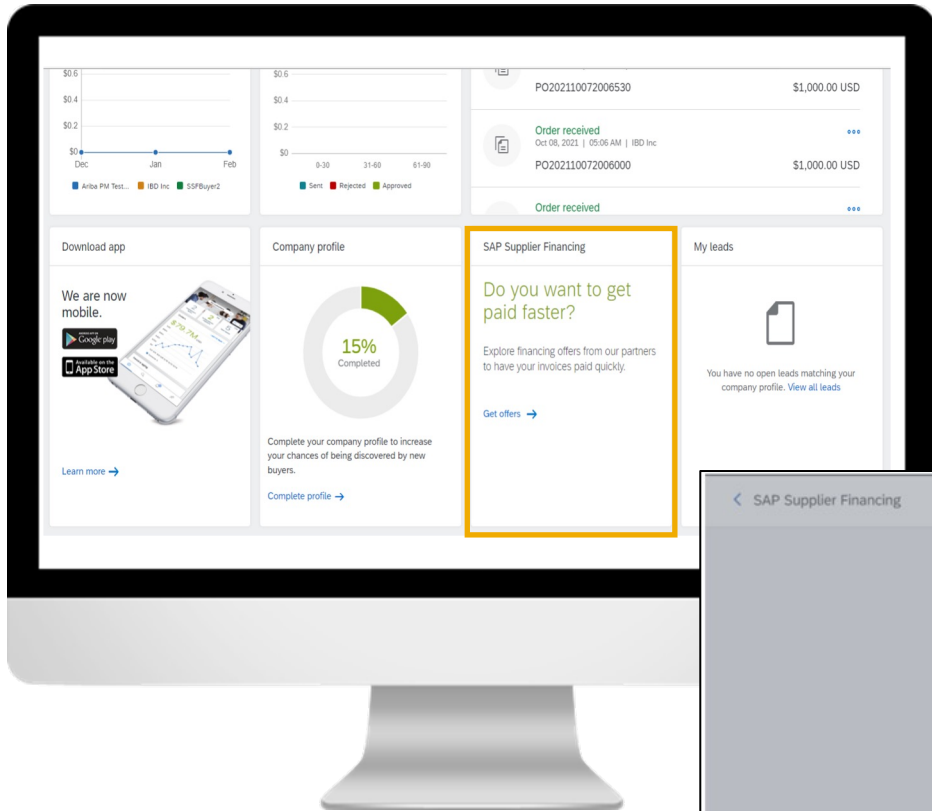
SAP Supplier Financing

Get Paid Now



Feature at a Glance

SAP Supplier Financing



1 Introduction of service & Taulia

SAP Business Network - Enterprise Account

SAP Supplier Financing

taulia

Taulia is part of SAP and is committed to adding value and providing customers better financing options. Taulia Accounts Receivable Financing (AR Financing) offers you an efficient, flexible way to access the capital in your outstanding receivables by getting paid earlier on your customer's invoices. Simply put, you sell the invoice due weeks from now and you get payment today.

- Avoid the high charges and inflexibility of banks.
- Gain insight on your payments history and receivables performances.
- Choose the receivables you want to sell - when you want, how you want.
- Remove the hassle of multiple agreements with various funders. With just one agreement and integration you can access funds around the world.
- Fund all your receivables by leveraging multiple funders with different risk appetites.
- Use the proceeds to pay your suppliers early and enjoy the freedom or greater flexibility in your cash flow.

Proceed

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3 Supplier enters annual revenue for qualification purposes

SAP Business Network - Enterprise Account

SAP Supplier Financing

Welcome! Enter your revenue so we can get personalized offers for you.

What was your company's total revenue last year? [Ⓜ]

Next

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2 Accept terms and conditions to proceed

SAP Business Network - Enterprise Account

SAP Supplier Financing

Give consent

When you use SAP Supplier Financing, you agree to share the following information with financial partners:

- Your company profile
- Invoice header information
- Purchase order header information
- Resittance information

By selecting "Accept" you agree to the [Terms of Use](#) and understand that you are instructing SAP Business Network to provide data to SAP Supplier Financing. You can learn more about how SAP Supplier Financing collects and uses information in the [SAP Supplier Financing Privacy Statement](#).

Accept Cancel

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4 Supplier lead is sent to Taulia. Taulia team will reach out with next steps.

SAP Business Network - Enterprise Account

SAP Supplier Financing

Send We received your request. Taulia will reach out to you soon. Contact us at configurable-email@taulia.com

Revenue entered Request sent May 24, 2022 Request approved

taulia

Accounts Receivable Financing

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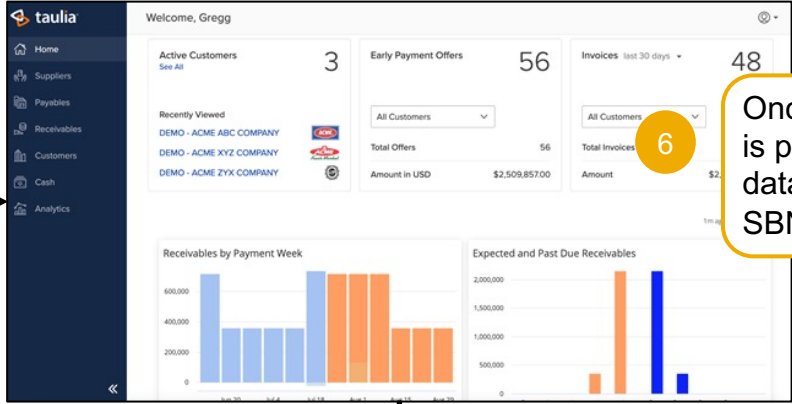
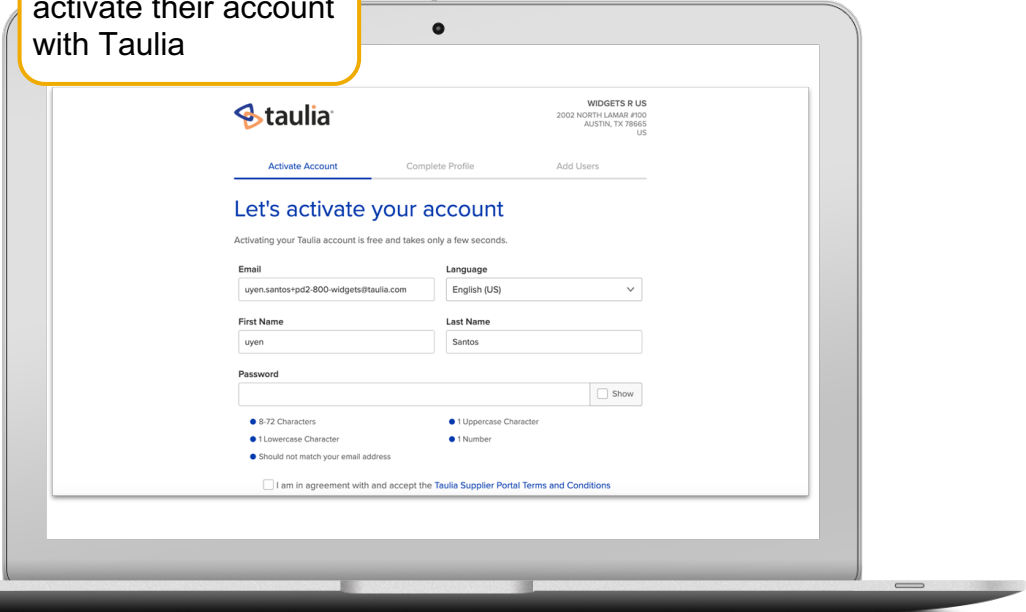
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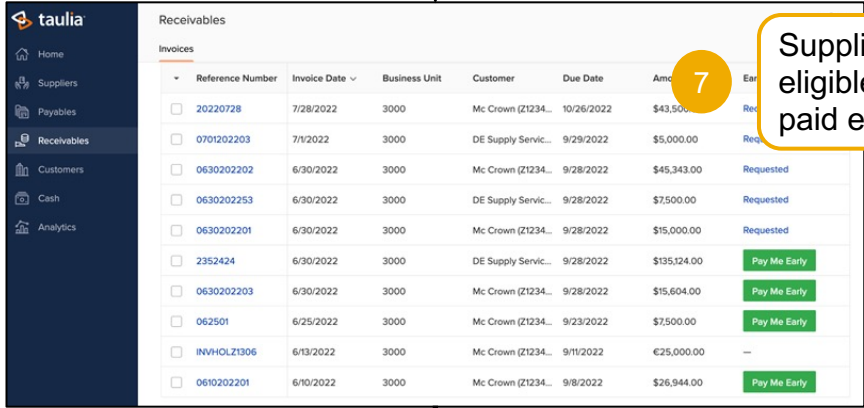
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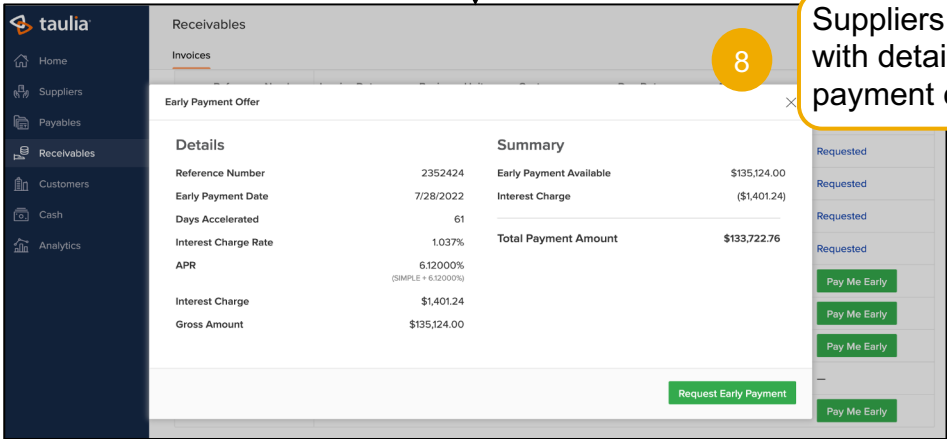
5 Supplier is invited to activate their account with Taulia



Once activated, a user is presented with all data flowing from the SBN



Suppliers can choose eligible invoices to be paid early



Suppliers are presented with details of early payment offer

Key Takeaways



Simple

Applying your existing network data allows us to qualify you and personalize your options.



Embedded

Fully integrated to the SAP Business Network – with your permission, historical trading and payment information is shared with financial partners, expediting the borrowing process.



Trusted

With access to deep global liquidity reserves with broader risk appetites than legacy institutions, Taulia can beat banks on efficiency and other fintechs for scale.

Thank you.

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