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*REIMAGINING SUPPLIER COLLABORATION  
FOR THE MODERN ENTERPRISE*

**HOW SAP BUSINESS NETWORK AND TAULIA DRIVE VISIBILITY,  
AUTOMATION AND COMPLIANCE—EMPOWERING SUSTAINABLE  
FINANCIAL AGILITY WITHOUT DISRUPTION**

Supplier collaboration is essential for driving transformation and resilience in today's complex enterprise environments, yet the process of digitally onboarding suppliers and maintaining effective collaboration remains resource-intensive, particularly during major ERP programs.

The SAP Business Network, along with its integrated Discount Management solution, offers an effective way for organizations to overcome these barriers and unlock operational value. By providing a centralized digital hub, SAP Business Network greatly enhances visibility, giving organizations real-time insights into supplier status, transactional progress, and compliance metrics enabling proactive management and rapid response to minimize operational disruptions.

The platform also drives automation by streamlining collaboration process workflows, automating purchase orders, invoicing, and payment processes, and allowing for smooth

data synchronization with ERP systems, which collectively reduce manual effort and operational costs while freeing teams to focus on higher-value activities.

Additionally, SAP Business Network enforces compliance through built-in controls and automated policy enforcement, thereby minimizing risk and supporting audit readiness. Especially during ERP transformation projects, these capabilities help enterprises accelerate supplier onboarding, maintain strong governance, and ultimately build more transparent, efficient, and resilient supplier networks.

## **SUPPLIER ENABLEMENT**

# TACKLING A MAJOR HURDLE IN TRANSFORMATION

Onboarding suppliers into a digital ecosystem is a significant hurdle in any transformation journey. It demands cross-functional coordination and often relies heavily on already overburdened shared services teams. Fragmented processes can cause delays and prevent organizations from realizing early return on investments (ROI) especially when supplier enablement is managed as a critical path activity during the ERP transformation, rather than a catalyst for transformation without a need for a new ERP landscape.

### **COMMON CHALLENGES—WHETHER ENCOUNTERED DURING ERP TRANSFORMATION OR AFTERWARD—INCLUDE:**



**MANUAL AND REPETITIVE  
OUTREACH TO SUPPLIERS**



**DIFFICULTY ESTABLISHING A  
COMPELLING BUSINESS CASE  
FOR SUPPLIER ONBOARDING**



**INCONSISTENT  
DOCUMENTATION AND  
COMMUNICATION**



**LACK OF AWARENESS  
AMONG BOTH INTERNAL  
TEAMS AND SUPPLIERS**



**LIMITED SHARED  
SERVICES AVAILABILITY**

To address these roadblocks and streamline repetitive tasks, many organizations are exploring AI-enabled toolkits and self-service models. But the real breakthrough comes from moving early beyond simple connections to true, platform-based collaboration across procurement, planning, finance and logistics—all effectively centralized on one platform.

## FROM CONNECTION TO COLLABORATION

# THE SAP BUSINESS NETWORK ADVANTAGE

Traditional approaches like electronic data interchange (EDI), email-based processes, or custom third-party supplier portals often result in fragmented, point-to-point connections that fall short of enabling true supplier collaboration. In contrast, the SAP Business Network creates a secure and efficient environment for supplier engagement by supporting real-time process orchestration, streamlined document exchange, and instant visibility into order and payment statuses. This platform not only offers a smooth and rapid onboarding experience for suppliers already active on the network but also provides a structured framework to efficiently enable non-network suppliers. As a result, organizations can leverage the pre-existing network footprint of their supplier base to accelerate onboarding and value realization, while simultaneously planning a systematic approach to

integrate the remainder of their supplier community, which can ultimately drive greater collaboration and operational agility.

*Organizations can benefit from a data-driven, wave-planning approach to supplier onboarding with SAP Business Network, which uses supplier spend data to prioritize and sequence onboarding for maximum impact. By analyzing spend, organizations can segment suppliers into high, medium, and low spend categories, with the highest-spend and most critical suppliers forming the initial onboarding waves.*

This helps ensure that value realization begins quickly by enabling real-time collaboration and process automation with core suppliers who drive the greatest business outcomes.

Each subsequent wave targets suppliers with progressively lower spend, allowing for tailored communication and support based on segment needs. During execution, progress is closely tracked through analytics and feedback, allowing teams to address challenges and optimize the process for later waves. This spend-centric wave planning accelerates value capture, efficiently allocates enablement resources, and systematically expands the supplier community on the network—ultimately building a connected, high-performing supplier ecosystem that supports long-term operational excellence.



# ACCELERATING CASH FLOW AND FINANCIAL AGILITY WITH TAULIA

Efficiency is only part of the value. Modern enterprises also need financial flexibility—both to support ongoing operations and to fund strategic growth or transformation initiatives. SAP's Taulia solution delivers on this need as an integrated component of the SAP Business Network.

Taulia Discount Management allows suppliers to offer early payment discounts directly within the network, making it easy for buyers to track, approve and seize these opportunities. These early payment programs help organizations unlock measurable cash flow improvements and reinforce the strength of their supplier partnerships. For instance, when one global energy leader enabled 200 suppliers, they achieved approximately \$3 million in early payment cash discount savings in just three months—even before major ERP upgrades went live.

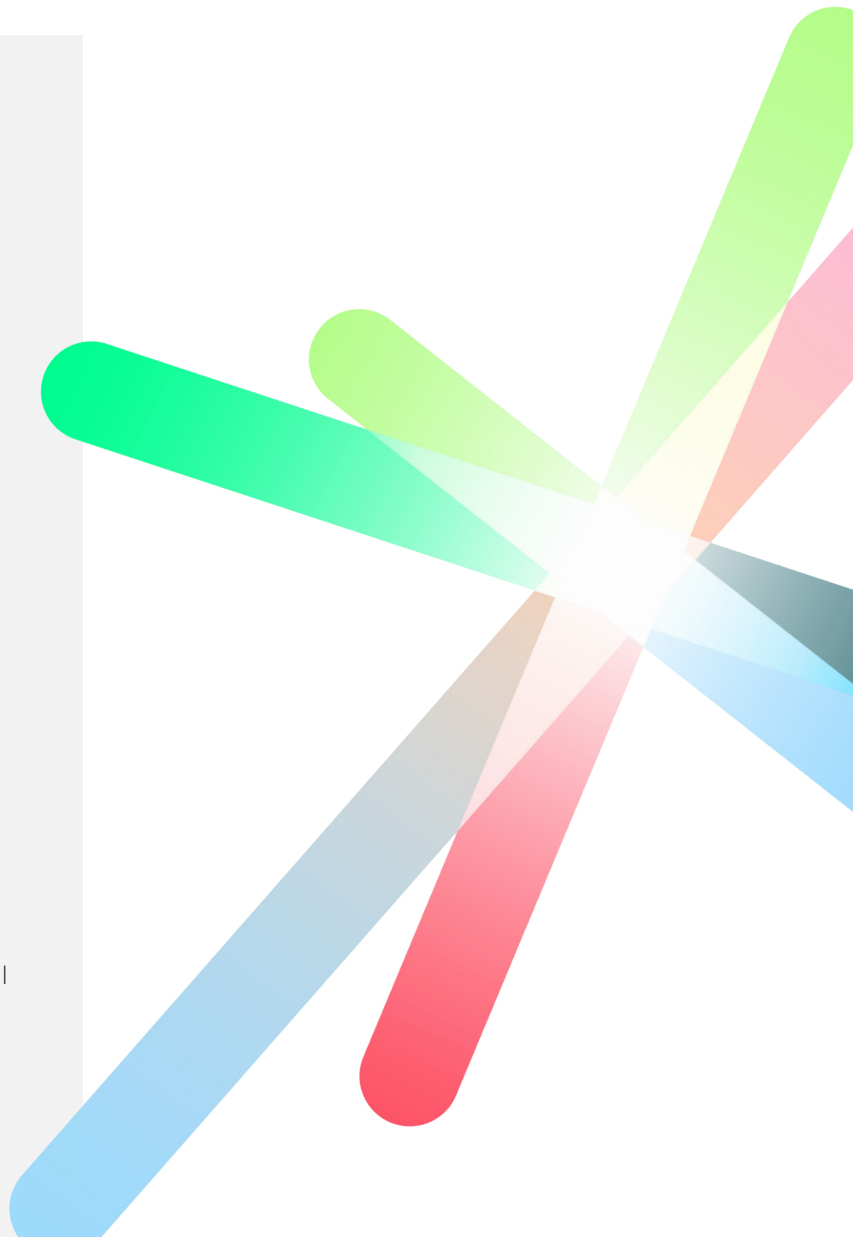
Taulia can also provide organizations with access to multiple funding sources in a way that doesn't require taking on new debt. Receivables finance empowers organizations to unlock liquidity from accounts receivable, allowing finance leaders to actively support both profit and loss (P&L) and balance sheet objectives. This makes it possible to fund key transformation projects, invest in innovation and manage through economic disruptions with greater agility.

## **INTEGRATION WITHOUT DISRUPTION**

## *ERP-AGNOSTIC, RISK-REDUCING*

A common misconception is that achieving next-generation collaboration requires replacing existing ERP systems. In fact, SAP Business Network is ERP-agnostic and integrates with both SAP and non-SAP ERP platforms, including SAP ECC, S/4HANA, and even complex multi-ERP environments.

By enabling early activation of the network, organizations can decouple supplier onboarding from core system migrations, accelerating value delivery while minimizing the risk of delays associated with broader transformation initiatives. This strategy establishes a strong foundation for ambitious supply chain innovation, leveraging supplier enablement to drive further operational improvements such as enhanced on-time and in-full customer deliveries, reduced inventory levels, more accurate planning cycles thanks to real-time supplier data instead of static lead times—and shorter dock-to-stock turnaround for warehouse receipts.





## *THE POTENTIAL RISK OF STANDING STILL*

Organizations that postpone adopting advanced supplier collaboration tools may expose themselves to increasing manual processes, higher rates of error, and mounting operational inefficiencies.

Traditional approaches such as paper-based communications, point-to-point EDI, or fragmented portal solutions are unable to scale or adapt in today's rapidly evolving procurement landscape, which now extends well beyond direct suppliers to include contractors, logistics providers, and a wide array of business partners. This reliance on outdated methods limits visibility, slows response times, and restricts the organization's ability to capitalize on data-driven insights.

As competitors embrace digital supplier networks to streamline processes, enhance transparency, and foster innovation, organizations that maintain the status quo risk falling behind

industry leaders, missing out on cost savings, supplier-driven innovation, and stronger commercial relationships. Moreover, stagnant collaboration models make organizations less attractive partners, potentially jeopardizing supplier loyalty and supply chain resilience.

In the current environment, simply connecting digitally is insufficient; unlocking true value and agility demands proactive, transparent, and strategic supplier collaboration enabling continuous improvement and safeguarding competitiveness for the future.

## WHAT'S NEXT?

# BUILDING A FUTURE-READY COLLABORATION PLATFORM

Supplier collaboration is just the beginning. As SAP Business Network evolves, leading organizations have the opportunity to extend this collaborative platform beyond traditional suppliers to include logistics partners, contractors, and a full spectrum of third-party relationships.

Taking decisive steps to modernize supplier engagement today unlocks immediate efficiencies and, more importantly, establishes the strategic groundwork for continuous innovation and sustainable competitive advantage across the entire value chain.

By initiating early activation of SAP Business Network and Taulia, organizations can supercharge supplier engagement, accelerate working capital, and help mitigate risks especially amid large-scale

transformation projects. Deloitte brings deep experience to this journey by guiding clients through tailored onboarding programs, phased platform adoption, and the integration of advanced solutions like dynamic discounting and receivables finance. This end-to-end approach not only streamlines day-to-day operations but also drives substantial financial and operational gains through every phase of transformation.

Connect with our team to discover how SAP Business Network along with Taulia can power your next wave of growth enabling seamless operations, unlocking savings, and fueling sustained business transformation

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