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Get connected

Digitalization Purchase-to-Pay (P2P) **Electronic Supplier Integration (ESI)**

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3 focus e-Platforms as enablers towards Efficiency, Leverage and Control



P2P e-Platform	Direction	Functional RangeSTANDARD (e-order + e-Invoice)ADVANCED e-messages (e.g. F. Forwarder)ADVANCED Processes (e.g. Doc. Mgt)
	 Bi-directional high performance for high transaction volume highest effort to connect selected suppliers 	
SUPPLY ON	 "Advanced" Needs for advanced sourcing & collaboration models 	
© GXS opentext " Business Network	 "Mass Market" and Tail End for Standard e-messages (e-order + e-invoice) 	

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Get connected: ESI+ by SCM & CF R

Today Invoice High manual effort confirm Order Invoice print & send via Mail / via email / Manual Change request scan, OCR, verify by Mail • Error-prone processes Phone / Fax email / Fax Change in via email / Systems Phone / Fax Manual Data mismatch Entry -> Payment delay Y Critical Process Steps with Media Discontinuity and high Risk of Errors 5 e-messages **Tomorrow** Order Order Dispatch Order Invoice e2e digitized P2P Confirmation Advice Change Efficiency & Speed • EÐ Save up to 39 minutes per process through digitalization

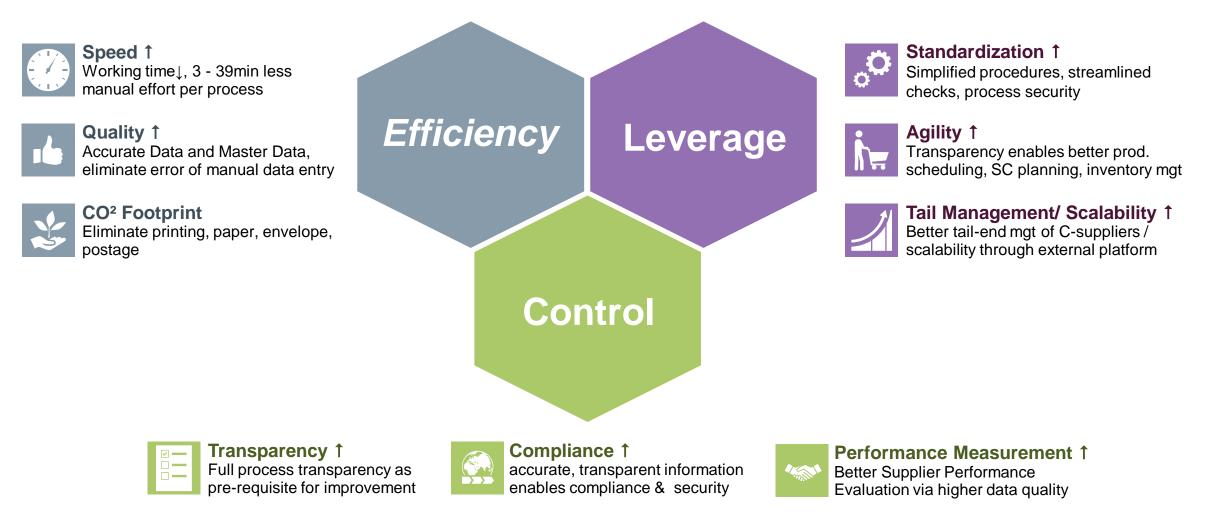
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What is the change? End-to-end solution is covering transactions from Order to Invoice



What will be better/ what will be improved?

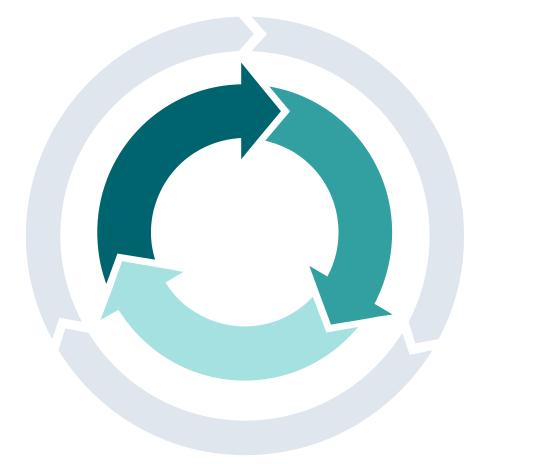




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How can we improve invoicing? Three options





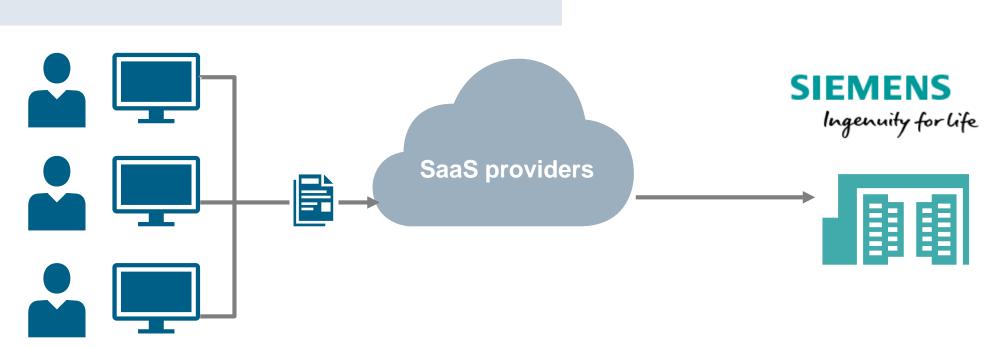
1. Electronic Invoicing Interface Use established protocols like EDI

2. Automated Processing OCR, Robotics

3. No Touch Solutions Self-billing Invoices

Unrestricted © Siemens AG 2019 Page 5 How can we improve Invoicing? Integration

1. Electronic Invoicing Interface Use establish protocols like EDI



Suppliers are connected to our systems and can submit invoices

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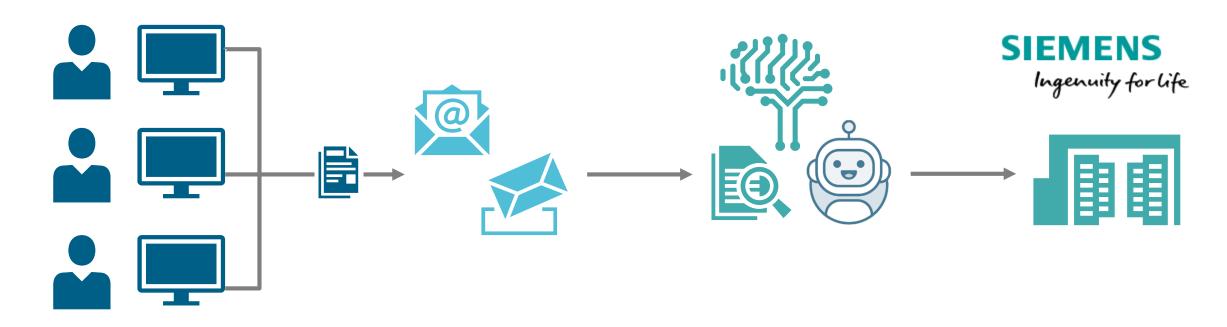
Invoices are received directly into ERP systems for payment



How can we improve Invoicing? Partial automation

2. Automated Processing OCR, Robotics





Suppliers send invoices through email, fax, or post

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Invoices are analyzed by OCR, AI, or RPA and processed

How can we improve Invoicing? Complete automation

3. No Touch Solutions Self-billing Invoices





Suppliers ship goods as per order but do not create an invoice

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Upon goods receipt the system will automatically generate an invoice and pay the supplier

Thank you

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