

Partner training SAP - IBX Spend Capture Cloud Introduction

Increase your Sales by tapping into the Cloud





Partner training on IBX Spend Capture Cloud

- Why we train SAP in IBX Solutions?
 - SAP has a large customer base not running SAP SRM or SAP Sourcing
 - Capgemini services and the IBX Spend Capture Cloud are designed to enhance SAP SRM and SAP Sourcing
 - A combined SAP/IBX solution is more attractive to customers than each solution offered separately
 - **Increase sales of IBX solutions**

- Why should I learn about Capgemini and the IBX cloud offering
 - Competitors are entering my SAP accounts instead of them running SAP SRM and SAP Sourcing - *40% of Ariba's business is on SAP installed base!*
 - Capgemini is focused on SAP as procurement partner
 - **Increase sales of SAP products**

- After the training, participants...
 - ...are familiar with the additional value IBX Solutions bring to SAP SRM
 - ... are capable of qualifying sales cases where IBX solutions would increase value delivered
 - ...have the contacts within Capgemini to ensure adequate support in the sales process



Webinar schedule

- **Session 1 – Jan 16, 10.00-11.00 CET**
 - What is the IBX Spend Capture Cloud & How it helps you sell more

- **Session 2 – Jan 30, 9.30 - 10.30 CET**
 - The procurement portal

- **Session 3 – Feb 3, 9.30 – 10.30 CET**
 - Content management & The contract implementation process

- **Session 4 – Feb 13, 9.30 – 10.30 CET**
 - Services procurement – spot buy of services



More information

- To know more & and to receive an invitation to the webinar series, please contact Jesper Lagerstedt
 - Jesper.lagerstedt@capgemini.com
- Recordings of all webinars are available on request



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