22-05-2013

THE GLOBAL ORGANIZATION
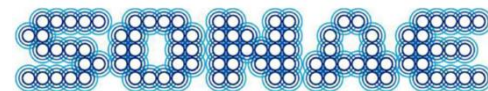
SONAE MC & SONAE SR
Food and Specialized Retail
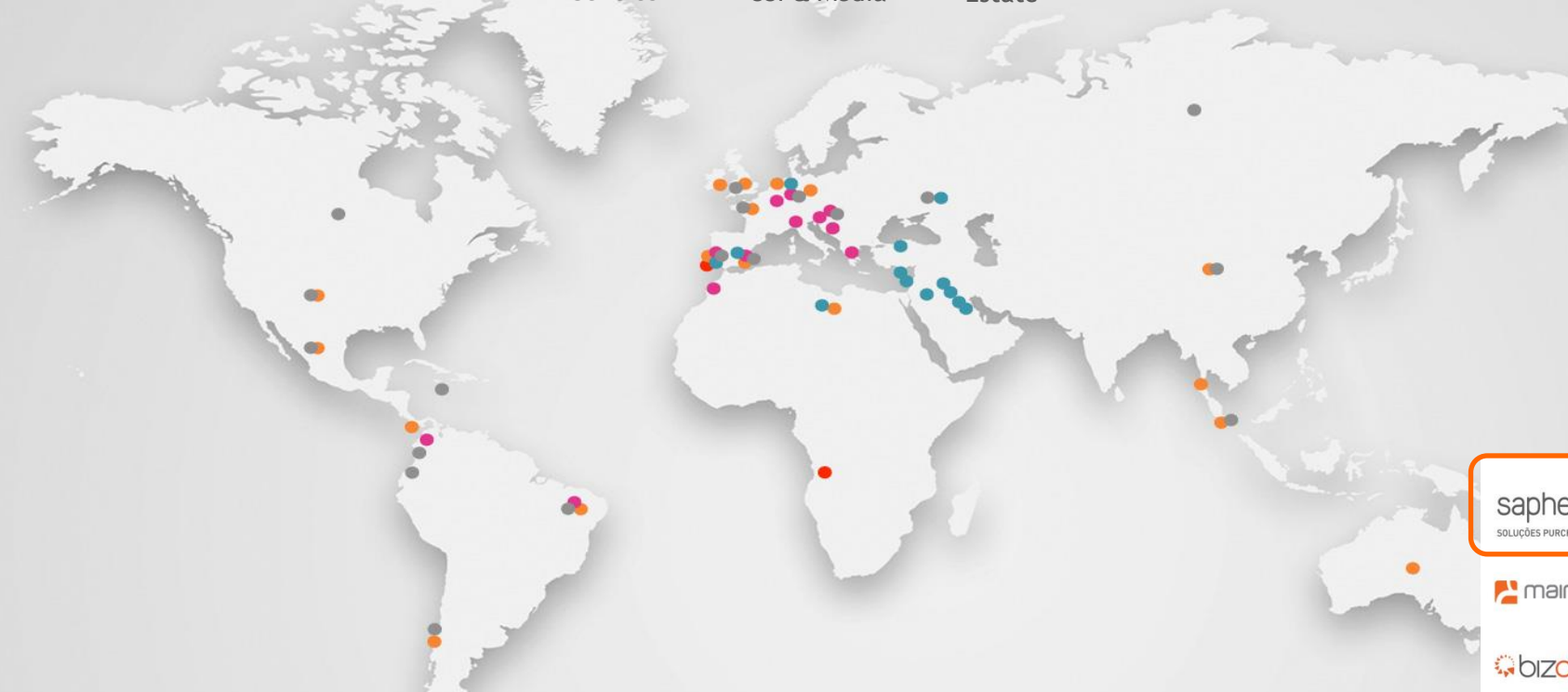
SONAESIERRA
Shopping Centres

SONAECOM
Telecom, SSI & Media

SONAE RP
Retail Real Estate

INVESTMENT MANAGEMENT

Telecommunications

Media

SSI

SONAE GROUP

FINANCIAL PERFORMANCE | 2011

TURNOVER

5,738M€

RECURRENT EBITDA

671M€

FINANCIAL NET DEBT

2,660M€

MARKET CAP

0.92B€

DIRECT NET INCOME

130M€

FREE FLOAT

0.43B€

CAPEX

475M€

EMPLOYEES

43,268

SONAE IS THE LARGEST PRIVATE NON FINANCIAL GROUP IN PORTUGAL

systems integration SOLUTIONS

saphety
PURCHASE-TO-PAY SOLUTIONS

SAPHETY

DATA SHEET

Foundation Date: December 2000 | 12 years of experience

Shareholder: Sonaecom (86.99%), AITEC (7.83%) and BPI (5.17%)

Employees: 90

Number of customers: 5,300 corporate customers

Users in Saphety platforms: > 70,000

Saphety solutions used in: 17 countries

E-Invoices in archival: >35 Million

Transactions in 2012: > 60 Million

systems
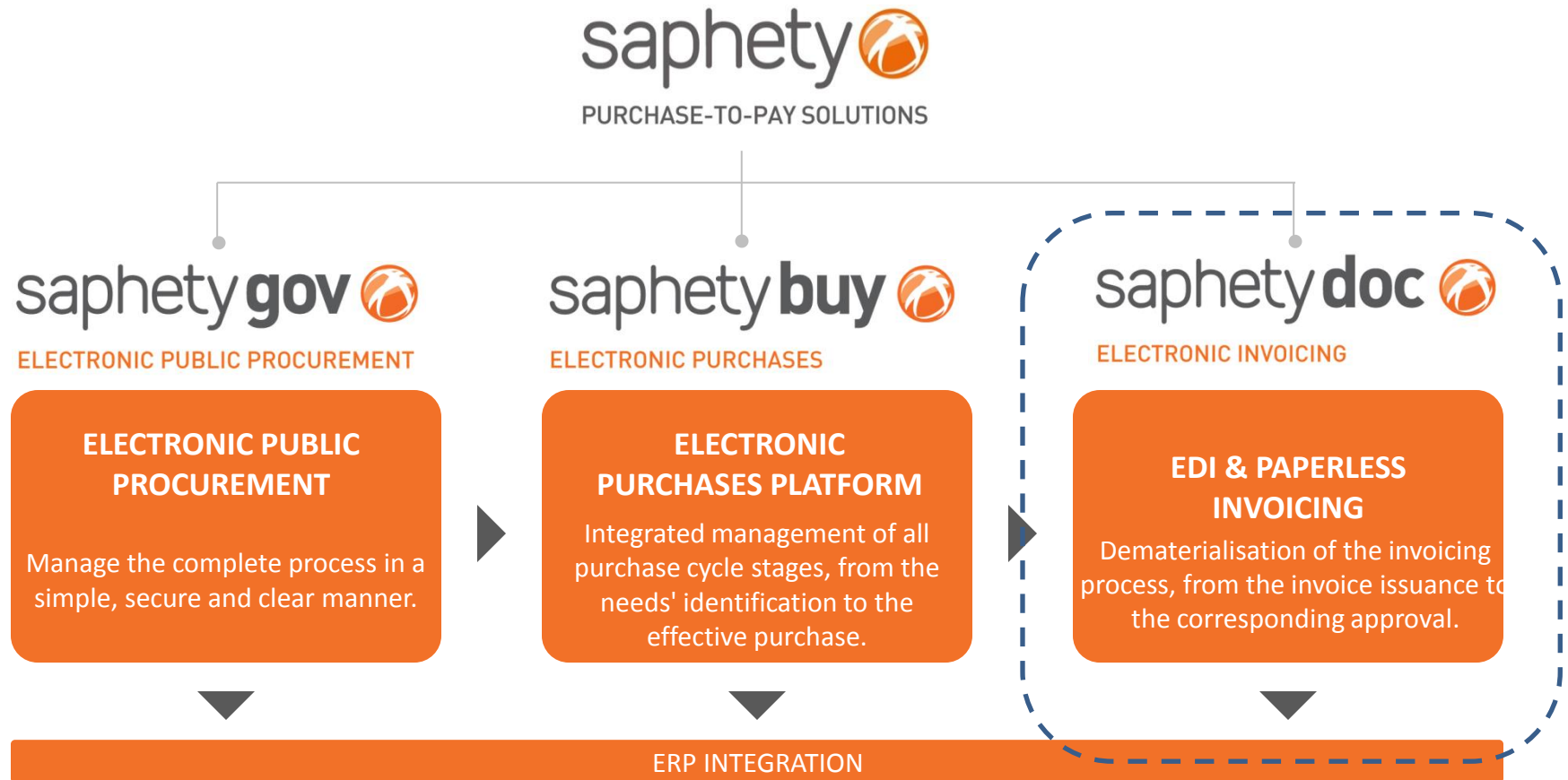**integration**
SOLUTIONS

saphety
PURCHASE-TO-PAY SOLUTIONS

GLOBAL OFFER

Saphety's P2P Solution allows for the complete dematerialization of the purchase process, from the need's identification to the payment.

saphety
PURCHASE-TO-PAY SOLUTIONS

saphety gov
ELECTRONIC PUBLIC PROCUREMENT

ELECTRONIC PUBLIC PROCUREMENT

Manage the complete process in a simple, secure and clear manner.

saphety buy
ELECTRONIC PURCHASES

ELECTRONIC PURCHASES PLATFORM

Integrated management of all purchase cycle stages, from the needs' identification to the effective purchase.

saphety doc
ELECTRONIC INVOICING

EDI & PAPERLESS INVOICING

Dematerialisation of the invoicing process, from the invoice issuance to the corresponding approval.

ERP INTEGRATION

systems **integration** solutions

saphety
PURCHASE-TO-PAY SOLUTIONS

Stronger Partners means adding extra value to our customers

Since 2013

The importance of EDI as part of the Purchase to Pay process

Enhance the relationship management between your Clients and your Suppliers

Reduce dramatically the administrative costs

Mitigate fraud occurrence by monitoring the documents workflow

Optimisation of Internal resources

Reduction of documents rejections (e.g. invoices, dispatch advise)

Reduction of errors associated with documents introduction or extraction in the ERP (e.g. invoice)

Environmental gains associated with the paperless process

Better cash flow management

New data source for business intelligence or reporting systems

More transparency & Control during the supply chain activities

WHY SAPHETYDOC IS THE SOLUTION?

With SaphetyDoc solution you can fully **automate the exchange business documents** in your company.

No need of acquiring **new technology**

No need of **changing** the actual processes

Better control of received and sent doc's

Also developed to answer to **SME's needs**

Fast roll-outs due to low tech requirements and Saphety EDI networking features

Can handle **large volume of message** interchange

From the **day 1 start sending** and receiving all documents through EDI

Paperless Invoices According to Directive 2010 45 EU

saphety doc

systems **integration** SOLUTIONS

saphety
PURCHASE-TO-PAY SOLUTIONS
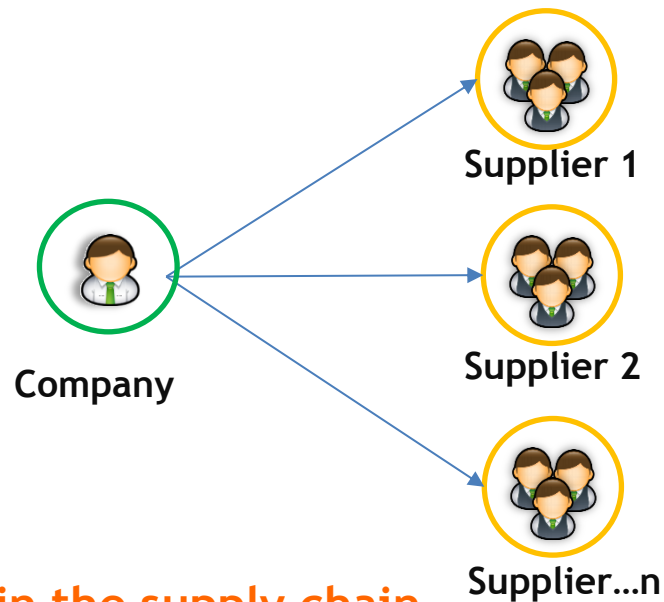
HOW IT WORKS?

saphety doc

- Provided as Cloud-Based Services (SaaS)
- Online access available 24 hours a day
- Hosting can be done in customer premises
- Integration capabilities with most of ERP
- Digital signature validation
- Format conversions
- Downloading documents directly from the web portal

Cloud-based, there is no updates and maintenance of complex on premise software, saving you time, money and frustration.

systems integration solutions

saphety
PURCHASE-TO-PAY SOLUTIONS

HOW IT WORKS?
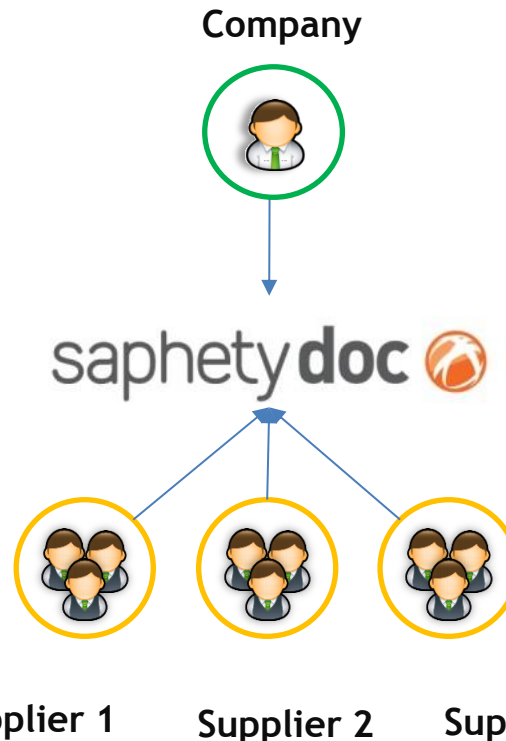
Interconnection with your Community – Phase 1

- **Low efficiency in the supply chain**

- **High cost for suppliers**

- **Every new EDI connection implies a new implementation**

systems **integration** SOLUTIONS

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PURCHASE-TO-PAY SOLUTIONS

HOW IT WORKS?

Interconnection with your community - Phase 2

Company

saphetydoc

- **High efficiency in the supply chain**

- **Lower Costs**

- **Win- Win solution For you and your suppliers**

Supplier 1   Supplier 2   Supplier..n

- **A single EDI implementation for multiple EDI integrations**

systems **integration** SOLUTIONS

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PURCHASE-TO-PAY SOLUTIONS

SAPHETYDOC – HOW IT WORKS

Suppliers

ERP

WEB PORTAL

SAPHETY BOX

Integration

On Line

Drag and Drop

saphety doc

Translation

Business Rules

Archive

Notifications

Digital Signature

Purchase order

Retailers

makro
Cash & Carry Portugal S.A.

AKI
Perto de si

worten

Auchan

fnac

pingo doce
sabe bem pagar tão pouco

CONTINENTE

ERP

SAP

ORACLE

Microsoft Dynamics ERP

systems integration SOLUTIONS

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PURCHASE-TO-PAY SOLUTIONS

SAPHETYDOC – HOW IT WORKS

Suppliers

ERP

WEB PORTAL

SAPHETY BOX

Integration →

Document
Turn Arround →

Drag and Drop →

saphety**doc**

- Translation
- Business Rules
- Archive
- Notifications
- Digital Signature

← Purchase order

Order Response →

Dispatch Advice →

Invoice →

Retailers

makro
Cash & Carry Portugal S.A.

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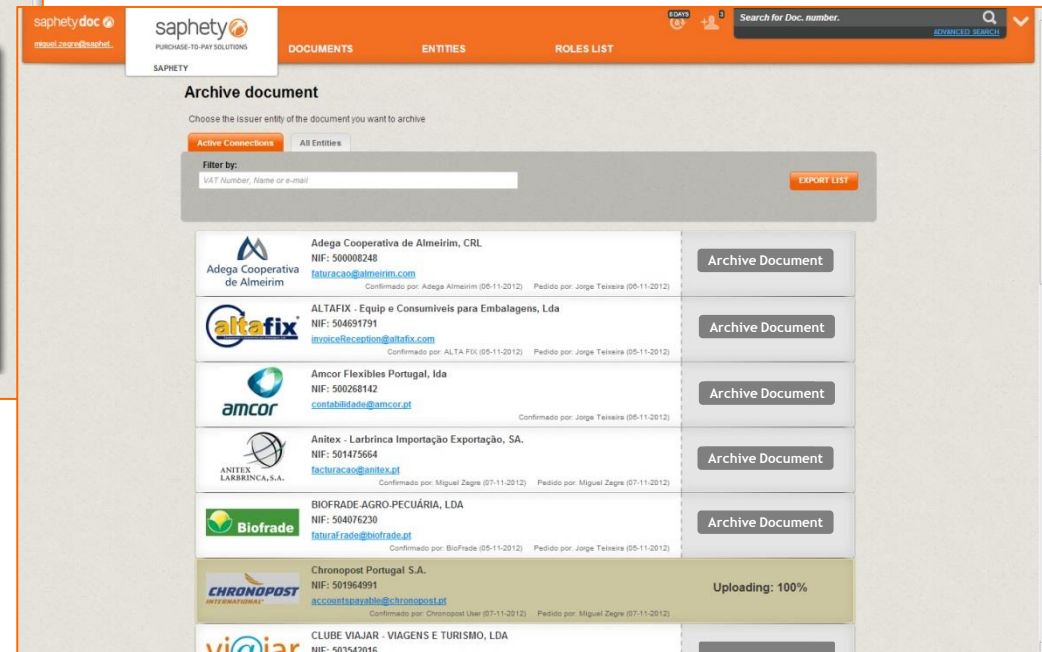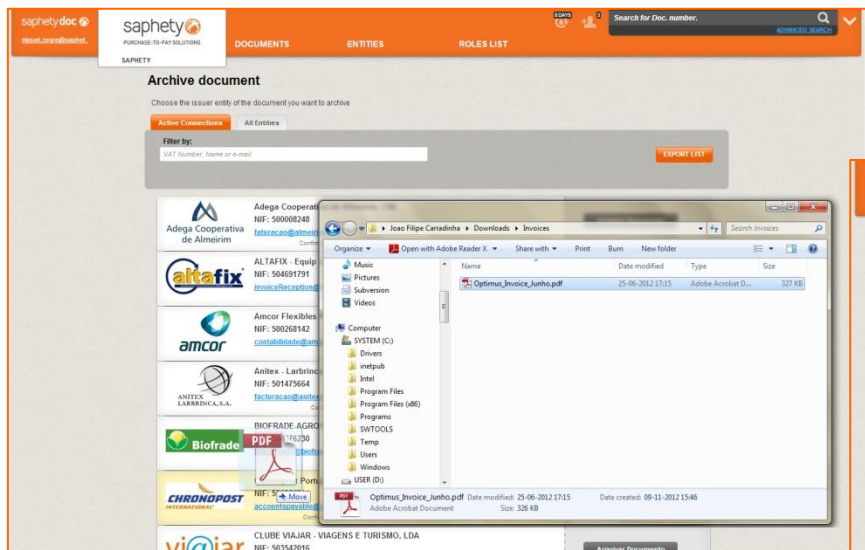
saphety
PURCHASE-TO-PAY SOLUTIONS

SAPHETYDOC - FEATURES

Enhance the exchange of electronic documents with your suppliers

▪ Through Saphety solution you can easily consult which of your suppliers are already in Saphety Global network, request connection and start immediately exchange electronic documents;

▪ Reduce the setup time when starting an EDI relationship.

SAPHETYDOC - FEATURES

Enhance the exchange of electronic documents with your suppliers

" Drag & Drop" PDF documents and transform it in XML files ready for EDI integration and archival;

SAPHETYDOC - FEATURES

Enhance the exchange of electronic documents with your suppliers

- Statistics to support your decisions within your supplier relationship management.

- Support your cash flow decisions

- Graphical front-end and several customize reports:

    - Number of documents by document type

    - Number of documents by month

    - Documents total value by month
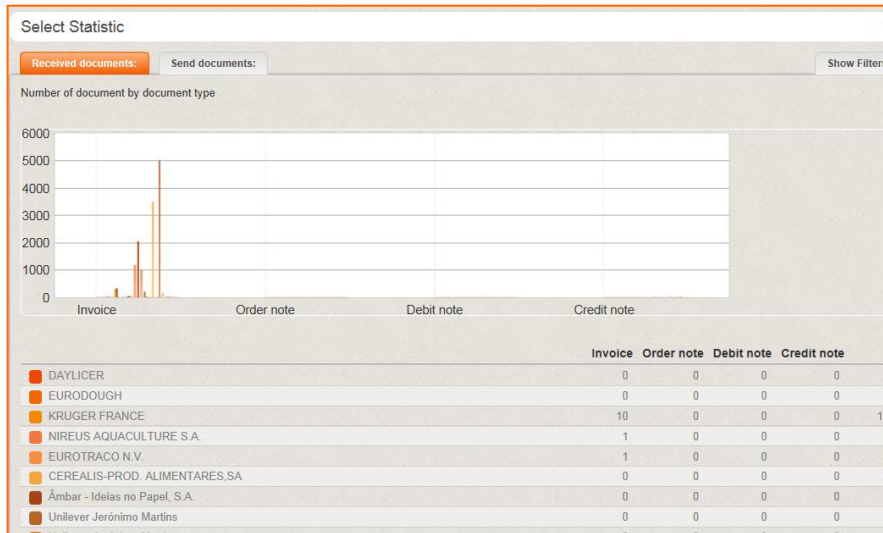
EDI results at CONTINENTE

(Largest Portuguese Retailer)

How to process **efficiently**

about **3.000.000** business

documents?

SAPHETYDOC – RETAILER CASE STUDY

- How to reduce the excessive time spent in manual document processing (40%)?

- How to convert manual processing time into productive analysis time?

How to implement a **technological solution**, extensible to a broad and heterogeneous universe of **suppliers & clients**?

Focus on the results

70%

Paperless invoices validated and approved, without human intervention(**touchless**).

(1.400.000)

systems **integration** SOLUTIONS

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PURCHASE-TO-PAY SOLUTIONS

74%

Effective cost reduction associated with

documents reception or sent, treatment

and archive.

systems
integration
SOLUTIONS

saphety
PURCHASE-TO-PAY SOLUTIONS

SAPHETYDOC – RETAILER CASE STUDY

UK Retail Grocery EDI cost savings (2009)

	Savings per unit	Total cost savings
Orders	£14	£332m
Invoices	£8.50	£193m
Despatch Advices	£12	£124m
Total EDI cost savings/year		**£650m**
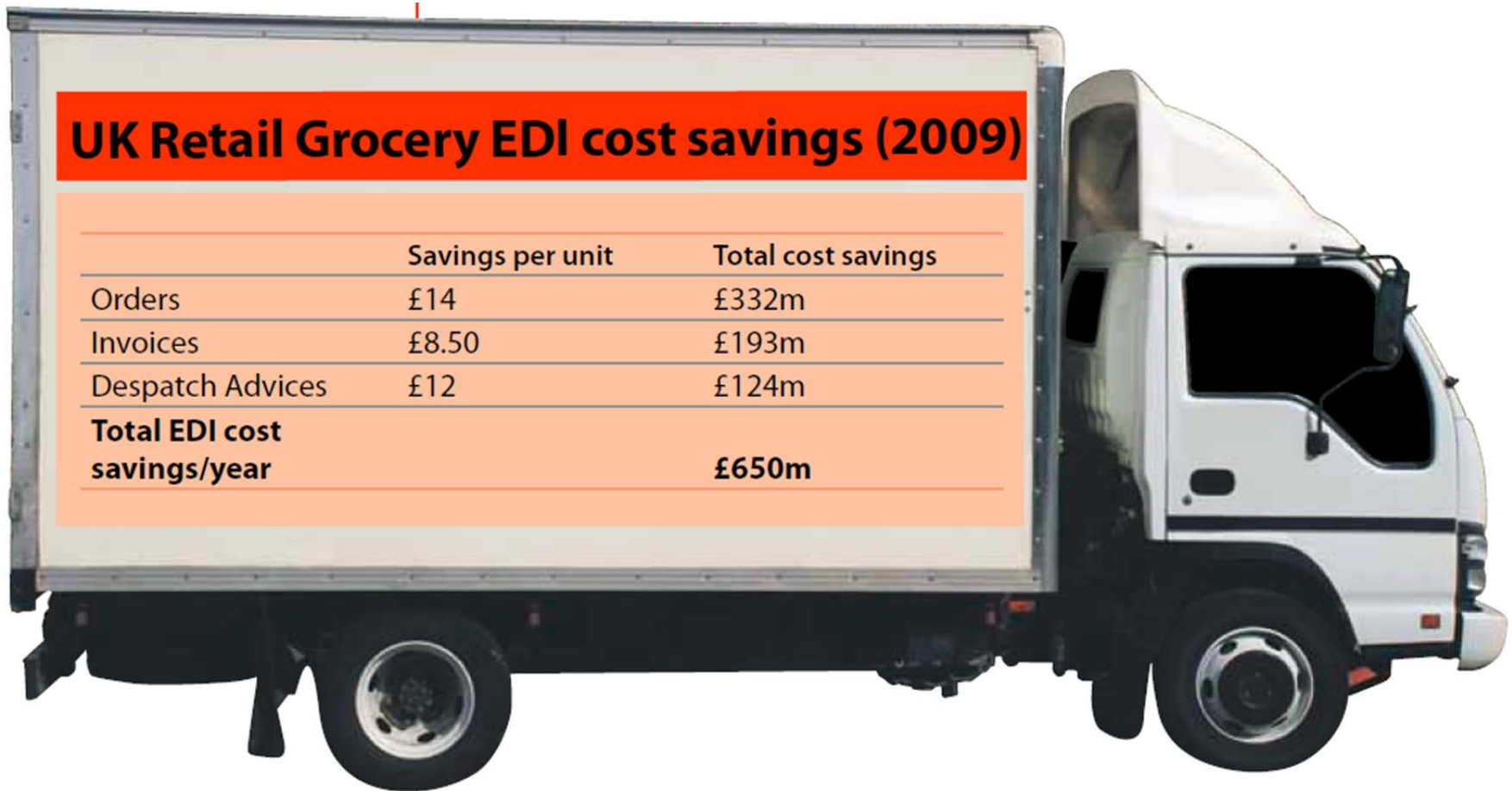
Elimination of invoice, paperwork, data entry and storage costs, reduction in the cost of disputes, management, administrative work and validation

*(GS1 UK in conjunction with Cranfield School of Management – "**EDI Cost Savings Report**" - September 2010)*

www.saphety.com
www.sis.lt

systems **integration** SOLUTIONS

saphety
PURCHASE-TO-PAY SOLUTIONS

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E-MAIL nuno.fernandes@saphety.com

Thank you