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Topic: 1
Unified Scenario Simulation
Spend Management Across One Connected Suite
Business context
Company Background
Rhodell Textiles is a fabric and apparel manufacturer headquartered in Coventry, England, supplying woven textiles to retail and industrial buyers across several countries. Over the past decade the company grew through acquisition, leaving finance, procurement, and travel teams running on a patchwork of spreadsheets, regional purchasing tools, and a legacy on-premise system. Leadership has approved a multi-year initiative to consolidate spend processes onto a single cloud suite, and a presales consultant has been invited to shape the initial value story before the formal evaluation begins.
Fragmented Purchasing Landscape
Direct materials such as yarn and dye are purchased through a mix of regional contracts and manual purchase orders, while indirect categories like packaging, maintenance supplies, and office goods are bought off-contract by whichever team needs them. Sourcing events happen in spreadsheets emailed between buyers and suppliers, with no shared record of savings won or contracts signed. The procurement leader wants a single place to run sourcing, contracting, and buying for both direct and indirect categories, rather than stitching together separate regional tools for each spend type.
Reliance On External Labor
Seasonal demand swings mean Rhodell Textiles brings in contingent workers and specialist services firms to staff production lines and cover short-term design projects. Today these engagements are arranged through informal purchase orders and local staffing agencies, with little visibility into who is on site, what they are paid, or whether statements of work are being followed. Finance cannot easily see total spend on external labor alongside spend on goods, which makes it difficult to plan budgets or negotiate better rates with the staffing agencies the company relies on.
Travel And Expense Sprawl
Sales and merchandising staff travel frequently to visit mills, trade shows, and retail buyers, submitting expense claims on paper forms that a small finance team keys into the general ledger by hand. Policy exceptions are common because there is no automated check against travel and spending rules, and invoices from travel vendors arrive separately from expense claims, so finance reconciles them manually each month. The finance director wants employee-initiated spend, from booking a flight to submitting a receipt, brought under the same visibility as procurement spend.
Supplier Collaboration Gaps
Rhodell Textiles works with dozens of dye houses, mills, and logistics partners, but supplier onboarding, catalog updates, and invoice status checks all happen over email and phone calls. Suppliers have no self-service way to confirm order status or submit invoices electronically, which slows payment cycles and creates disputes. A sourcing manager has asked whether a shared network could let suppliers see orders and submit invoices directly, cutting the back-and-forth that currently ties up the purchasing team every week.
Ambition For One Connected Suite
Ahead of the evaluation, the procurement leader has been clear that Rhodell Textiles does not want to buy separate tools for sourcing, contingent labor, and travel expense that each need their own login, data model, and support contract. The stated ambition is one connected spend management suite that a buyer, a hiring manager, and a traveling employee can each use for their part of the process, with a

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single view of total spend for finance. The presales consultant must show how the breadth of the suite meets this ambition without overselling any single module.

Your assignment

You are the SAP presales consultant advising Rhodell Textiles as its leadership evaluates a move from fragmented regional tools to a single spend management suite. Across four challenges you will recommend how to position the breadth of the suite, from sourcing and buying through contingent labor and travel expense, so the procurement leader and finance director see one coherent story rather than a set of disconnected products

1. CHALLENGE 1 — Mapping The Source-To-Pay Journey

• Recommend a single sourcing and buying capability spanning direct and indirect spend.
• Explain how contracts created during sourcing carry through to buying.
• Advise against pitching separate tools for direct and indirect categories.
• Anchor the recommendation to the procurement leader's need for one purchasing record.

Checkpoints

• The recommendation covers sourcing through buying as one connected flow.
• The recommendation addresses both direct and indirect spend categories.
• The recommendation avoids splitting the story into unrelated point tools.

2. CHALLENGE 2 — Positioning The Contingent Workforce Solution

• Recommend a solution purpose-built for contingent labor and services procurement.
• Explain how statements of work and worker visibility connect to one spend record.
• Advise against treating contingent labor as informal, off-system spend.
• Link the recommendation to the finance director's budget planning need.

Checkpoints

• The recommendation names a solution built for external workforce and services spend.
• The recommendation addresses visibility into statements of work and worker status.
• The recommendation connects contingent labor spend to the overall spend picture.

3. CHALLENGE 3 — Extending Reach To Employee-Initiated Spend

• Recommend automating travel booking and expense capture within the suite.
• Explain how policy checks reduce manual review for the finance team.
• Advise against treating travel and expense as disconnected from procurement spend.
• Tie the recommendation to reducing manual reconciliation work each month.

Checkpoints

• The recommendation names automated travel and expense capture.
• The recommendation addresses policy checks reducing manual work.
• The recommendation connects travel and expense to the wider spend picture.

4. CHALLENGE 4 — Unifying The Suite With Business Network And AI

• Recommend SAP Business Network for connecting suppliers across sourcing and buying.
• Recommend embedded SAP Business AI use cases tied to real process outcomes.
• Advise against treating the network and AI as optional add-ons.
• Close with a single connected-suite narrative for all stakeholders.

Checkpoints

• The recommendation names SAP Business Network for supplier collaboration.
• The recommendation ties SAP Business AI to a concrete process outcome.
• The recommendation reinforces one connected suite rather than separate add-ons.

Question: 1

CHALLENGE 1 — Mapping The Source-To-Pay Journey
Rhodell Textiles currently runs separate spreadsheets for direct-material sourcing and indirect-category purchase orders, with no link between the two. What should the consultant recommend to close this gap?

A. Position one sourcing and buying solution spanning direct and indirect spend under a shared process.
B. Recommend the fastest indirect-only buying tool now and plan to revisit direct materials sourcing again much later next year.
C. Suggest two separate specialist point solutions, one dedicated to direct sourcing and another dedicated to indirect purchase order processing.
D. Lead with a detailed technical comparison of purchase order data fields before discussing any business outcome with stakeholders at all.

Answer: A

Explanation:
This directly answers the fragmentation described and reflects how the suite unifies direct and indirect procurement.

Question: 2

CHALLENGE 1 — Mapping The Source-To-Pay Journey
The presales team is drafting the executive summary for Rhodell Textiles and debating whether to present sourcing and buying as one story or two.

A. Present sourcing and buying as two entirely independent workstreams so each team can evaluate its own preferred tool separately and slowly.
B. Present sourcing and buying as one continuous process feeding contract terms straight into purchase orders.
C. Focus the executive summary mainly on user interface screenshots rather than on how spend visibility improves for the finance team.
D. Recommend deferring the buying conversation entirely until a second, unrelated meeting scheduled sometime later in the overall sales cycle.

Answer: B

Explanation:
This shows the suite-first value of contracts flowing directly into buying, which is the continuity Rhodell Textiles lacks today.

Question: 3

CHALLENGE 1 — Mapping The Source-To-Pay Journey
A stakeholder asks why Rhodell Textiles shouldn't just keep its existing regional purchase order tools and add a new sourcing tool on top.

A. Agree that keeping the existing regional tools is fine as long as a brand-new sourcing tool is layered cleanly on top.
B. Explain that the regional tools are more customizable, so keeping them protects each site's own unique purchase order preferences.
C. Explain that a shared sourcing and buying foundation removes duplicate records and gives one accurate spend view.
D. Suggest adding a third separate integration tool whose only job is to synchronize records between all the existing systems.

Answer: C

Explanation:
This ties the recommendation to the single-view-of-spend outcome finance and the procurement leader both said they wanted.

Question: 4

CHALLENGE 2 — Positioning The Contingent Workforce Solution
Seasonal production staff at Rhodell Textiles are engaged through informal purchase orders with no record of who is on site or what they are paid. What should the consultant recommend?

A. Recommend expanding the existing regional purchase order spreadsheet so it can also track seasonal staffing engagements by hand.
B. Recommend a generic goods buying tool and ask site managers to log worker names in a free-text comment field.
C. Recommend that each staffing agency maintain its own separate portal for tracking hours and worker assignments completely independently.
D. Recommend a dedicated contingent workforce solution tracking statements of work and worker spend together.

Answer: D

Explanation:
This matches the missing visibility Rhodell Textiles described and points to the purpose-built external workforce capability.

Question: 5

CHALLENGE 2 — Positioning The Contingent Workforce Solution
Finance wants to plan next year's budget but cannot see how much Rhodell Textiles spends on contingent labor alongside spend on materials.

A. Show how contingent workforce spend rolls into the same total spend view as materials.
B. Suggest finance request a manual quarterly report from each staffing agency summarizing hours and estimated total labor cost.

C. Recommend finance track contingent labor spend in a separate finance-only spreadsheet kept disconnected from procurement's other records.
D. Recommend Rhodell Textiles simply reduce its use of contingent labor so the visibility gap becomes a smaller concern overall.

Answer: A

Explanation:
This directly answers the finance director's need to see external labor spend alongside all other categories.

Question: 6

CHALLENGE 2 — Positioning The Contingent Workforce Solution
A stakeholder argues that contingent labor is too small a spend category to justify a dedicated solution.

A. Agree and recommend dropping contingent labor entirely from the evaluation scope so the project can move forward faster.
B. Point out that seasonal scale and compliance risk make dedicated visibility genuinely worthwhile.
C. Argue that contingent labor spend will always stay small, so no additional visibility or control is ever really needed.
D. Suggest folding contingent labor tracking into the travel and expense tool already used for employee expense claims instead.

Answer: B

Explanation:
This reframes the category by its risk and seasonal scale rather than a raw dollar comparison alone.

Question: 7

CHALLENGE 3 — Extending Reach To Employee-Initiated Spend
Finance at Rhodell Textiles keys paper expense claims into the ledger by hand every month, with policy exceptions frequently slipping through unnoticed.

A. Recommend hiring an additional finance clerk to key paper expense claims faster during the busiest travel months.
B. Recommend a stricter written travel policy memo be circulated to employees without changing the underlying claims process at all.
C. Recommend automated travel booking and expense capture with built-in checks flagging exceptions.
D. Recommend employees simply email receipts directly to finance so the paper filing step can finally be eliminated for good.

Answer: C

Explanation:
This targets both the manual keying and the missed policy exceptions the finance director described.

Question: 8

CHALLENGE 3 — Extending Reach To Employee-Initiated Spend
The finance director wants employee travel and expense spend to be visible alongside procurement spend, not managed in a separate silo.

A. Recommend a standalone expense app chosen independently of the procurement evaluation to keep each project simple.
B. Suggest finance continue reconciling travel invoices against expense claims manually since the current process already mostly works fine.
C. Recommend postponing the travel and expense discussion until after the sourcing and buying decision has been completely finalized.
D. Position travel and expense within the same suite so its spend joins the total view.

Answer: D

Explanation:
This directly satisfies the finance director's request for one combined view of all spend categories.

Question: 9

CHALLENGE 4 — Unifying The Suite With Business Network And AI
Suppliers to Rhodell Textiles have no self-service way to confirm order status or submit invoices, which slows payment cycles and creates disputes.

A. Recommend SAP Business Network so suppliers can confirm orders and submit invoices directly.
B. Recommend that suppliers keep emailing invoice status questions to the purchasing team but ask them to copy finance on every message.
C. Recommend building a custom in-house supplier portal from scratch specifically for Rhodell Textiles outside of the evaluated suite.
D. Recommend suppliers call a dedicated phone line staffed by the purchasing team during business hours for status updates.

Answer: A

Explanation:
This matches the sourcing manager's request for a shared network that removes manual back-and-forth with suppliers.

Question: 10

CHALLENGE 4 — Unifying The Suite With Business Network And AI

As the evaluation closes, the procurement leader asks how embedded AI fits into the story for Rhodell Textiles, beyond being a nice-to-have feature.

A. Describe the underlying AI model architecture in technical depth so the procurement leader understands exactly how it was trained.
B. Tie embedded AI to concrete outcomes, like flagging invoice exceptions and surfacing supplier risk.
C. Suggest embedded AI is an optional add-on to consider only after the core suite purchase decision is fully finalized.
D. Promise that embedded AI will fully automate every procurement decision without any human review going forward.

Answer: B

Explanation:
This grounds AI in relevant, reliable business outcomes rather than presenting it as an abstract technology feature.
Topic: 2
Micro Skill Drill Exam

Question: 11

Nordell Dairies, a dairy processor near Rotterdam, Netherlands, is already an SAP customer running core finance and supply chain on SAP Business Suite. The IT director is skeptical that spend management should be treated as a separate purchase from a different vendor, worried about yet another disconnected system to maintain alongside the systems already in place. A junior consultant on the deal wants to pitch spend management purely on its own standalone feature list, without connecting it back to the Business Suite investment Nordell Dairies has already made over the past several years.
Which positioning best addresses the IT director's concern about adding another disconnected system?

A. Suggest Nordell Dairies unnecessarily replace its entire Business Suite deployment with a newer platform bundled with the spend management modules.
B. Position SAP Spend Management as a native part of SAP Business Suite, not a separate, disconnected purchase.
C. Pitch spend management purely on its own standalone feature list, without connecting it to the existing Business Suite investment.
D. Focus the discussion on the spend management interface's configuration screens rather than how it fits the customer's current landscape.

Answer: B

Explanation:
This speaks directly to the IT director's worry by showing spend management extends the existing suite investment.

Question: 12

Halcyra Ceramics, a tableware manufacturer in Hanoi, Vietnam, is comparing spend management investments and wants proof of business value beyond a lower software price. The finance sponsor cares about faster savings realization, stronger compliance and control, shorter cycle times, healthier working capital, and a better experience for both employees and suppliers across the source-to-pay process. A junior account executive preparing the proposal drafts talking points that center entirely on the platform's dashboard look and feel, arguing that a modern interface alone, more than any measurable outcome, will convince the finance sponsor to move forward with the deal.
Which positioning best speaks to what Halcyra Ceramics' finance sponsor is evaluating?

A. Lead with measurable value drivers — savings realization, compliance, cycle time, working capital, and experience — not interface alone.
B. Center the pitch on the dashboard's modern look and feel, since a visually appealing interface will most persuade the sponsor.
C. Discuss only the licensing cost comparison against the incumbent tool, since finance sponsors primarily evaluate spend management on sticker price.
D. Promise that the platform will eliminate all sourcing risk and guarantee savings targets within the first quarter after go-live.

Answer: A

Explanation:
This directly ties the pitch to the value drivers the finance sponsor is actually measured on.

Question: 13

Bruwick Orchards, a fruit grower and exporter near the Maule region of Chile, sources packaging materials from dozens of small regional suppliers and struggles to onboard and collaborate with them electronically before each harvest season. The procurement leader wants a recommendation for the best synergy to highlight alongside spend management to solve supplier connectivity specifically, ahead of the next sourcing cycle. A teammate proposes leading instead with the enterprise-architecture mapping capability, arguing it is the most impressive integration story regardless of the connectivity problem actually raised by the procurement leader.
Which integration synergy should be positioned to solve Bruwick Orchards' supplier connectivity gap?

A. Recommend SAP Sustainability solutions as the primary integration story, since Bruwick Orchards is an agricultural exporter concerned with produce quality.
B. Position SAP Business Network alongside spend management to connect and collaborate with regional suppliers electronically.
C. Lead with the enterprise-architecture mapping capability, since it is the most impressive integration story to demonstrate in a meeting.
D. Propose a custom point-to-point integration built directly on the integration suite instead of positioning the purpose-built supplier network already available in the portfolio.

Answer: B

Explanation:

SAP Business Network is the synergy built specifically for electronic supplier connectivity and collaboration.

Question: 14

Keseline Foundry, a metal casting supplier in Nairobi, Kenya, has a new procurement leader who inherited a function seen internally as a cost center focused only on lowest-price purchase orders. The procurement leader's real priorities are broader: growing the share of spend actively managed, reducing exposure to supplier disruption, improving savings and compliance, and making the buying experience better for internal requesters and suppliers alike. A sourcing manager on the account team wants to open the next meeting with a slide about purchase-order cycle-time metrics alone, since that is the easiest win to show quickly, regardless of what the leader actually described as her priorities.
Which positioning best reflects what Keseline Foundry's procurement leader actually cares about?

A. Emphasize that the foundry's purchasing team merely needs faster approval routing today, since procurement is best understood as a pure cost-control function.
B. Present a competitor's point solution for supplier risk scoring as the fastest way to close this specific, narrow gap.
C. Open with purchase-order cycle-time metrics alone, since that is the easiest improvement for the team to demonstrate quickly.
D. Frame the conversation around growing managed spend, reducing supply risk, and improving savings, compliance, and user experience together.

Answer: D

Explanation:
This mirrors the exact set of priorities the procurement leader described, not a single easy-to-show metric.

Question: 15

Corvane Brewing, a craft beverage producer in Ontario, Canada, is expanding and now relies heavily on seasonal contract brewers hired under short-term statements of work, alongside its regular raw-material sourcing and employee travel needs. The operations lead asks a presales consultant which application should be positioned to manage the seasonal contract brewers specifically, separate from the raw-material sourcing and travel needs already being addressed elsewhere in the proposal. A colleague suggests recommending the sourcing and buying application for the contract-brewer need as well, since it is already part of the deal under discussion this quarter.
Which application should be positioned for Corvane Brewing's seasonal contract-brewer statements of work?

A. Recommend Concur Expense to manage the seasonal contract brewers, since their costs are reimbursed similarly to employee travel spend.
B. Position SAP Fieldglass, since it is built specifically for contingent workforce and statement-of-work services procurement.

C. Suggest building a custom extension on the sourcing platform to approximate contingent labor tracking rather than positioning a purpose-built application already in the suite.
D. Position SAP Ariba Buying for the contract brewers as well, since it is already part of the proposed deal.

Answer: B

Explanation:
Fieldglass is the application family purpose-built for exactly this kind of contingent, statement-of-work labor.

Question: 16

Velmora Textiles, a mid-size apparel manufacturer based in Porto, Portugal, has been running procurement through a patchwork of separate tools: a spreadsheet-based sourcing process, a manual expense reimbursement workflow, and a standalone system for onboarding contract workers during peak season. The procurement leader wants a single advisor conversation covering how one company could support sourcing, buying, invoicing, contingent labor, and travel-and-expense together, since the fragmented landscape makes total spend hard to see or control across the business. On the call, a sourcing manager suggests limiting the discussion to just the sourcing and buying gap, since that pain feels most urgent, and leaving the rest for a future, separate conversation entirely.
Which positioning best addresses Velmora Textiles' need for a connected view across all of its spend?

A. Present SAP Spend Management as one integrated suite spanning sourcing, buying, contingent labor, and travel-and-expense together.
B. Open with a detailed technical comparison of each module's configuration options before addressing the visibility problem the leader raised.
C. Recommend SAP Ariba Sourcing now and suggest Velmora Textiles source contingent labor and expense management from separate specialist vendors later.
D. Limit the discussion to the sourcing and buying gap only, since the sourcing manager named that as most urgent.

Answer: A

Explanation:
This directly answers the leader's request for shared visibility across every spend area, not just one gap.

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