



Xponential - It's About the **Integration**™

The power, control and efficiency of ERP combined with the ease-of-use and financial benefits of a P-Card



P-Card and ERP Disconnection

For more than a decade, Purchasing Cards (P-Cards) have brought enormous financial and ease-of-use benefits to organizations world-wide. Unfortunately though, as complex large-scale Enterprise Resource Planning (ERP) systems become the norm rather than the exception, the “chinks in

the P-Card armor” have begun to surface. Typical P-Card programs using interfaced technology applications hit a “brick wall” at ERP integration and limit the ability of organizations to tap into value-added Business-to-Business (B2B) and e-Commerce opportunities.



Utilizing interfaced P-Card technology results in business processes that are “disconnected” from all of the other ERP-based functions and processes, and organizations. Even more important though, the P-Card program is also disconnected from the organization’s ERP control mechanisms. Thus, business process disconnection results in “ERP inefficient” P-Card program processes and limited opportunities to tap into the P-Card growth opportunities that are present deeper within the organization’s ERP-based processes and functions.

Interfaced P-Card technology applications also drive “information disconnection” between the industry-based P-Card data elements and the organizationally relevant ERP data elements. Non ERP-conforming data elements combined with the interfaced P-Card technology results in

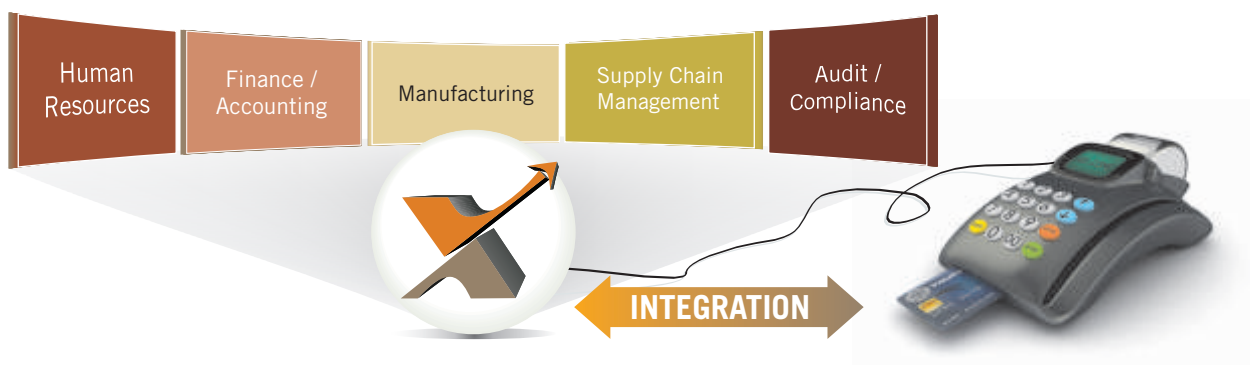
sub-optimal P-Card related data within an organization’s ERP system. Information disconnection limits the overall usefulness of P-Card data for integrated ERP reporting and leads to a weak P-Card transaction audit trail in the organization’s ERP system.

Non-Conforming P-Card and ERP Data	
ERP Data / Schema	P-Card Data / Schema
Organization Relevant	Industry Relevant
Vendors	Merchants
Purchase Orders	Transactions
PO Line Items	Levels of Data

Xponential -The ERP-Card Solution™

Xponential – The ERP-Card Solution™ is engineered to sit within each organization’s unique SAP architecture and configurations providing seamless integration with all of the organization’s SAP business processes, functions and data

elements. All ERP-Card program management activity from user access to cardholder reconciliations to program reporting is integrated with and performed inside of each organization’s core SAP system.



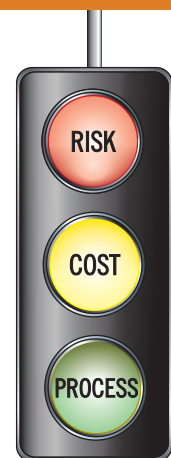
Fully Integrated with SAP Business Process / Data Elements

- | | |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> ▪ Program Administration ▪ User Access / Security / Roles ▪ Cardholder Reconciliation ▪ Reconciliation Approvals ▪ Audit and Compliance | <ul style="list-style-type: none"> ▪ Sales and Use Tax Identification / Reporting ▪ Merchant Volume Reporting ▪ Small Business Reporting |
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Safeguarding a high-risk business process is one of the most important features of Xponential. The Xponential control foundation is laid by inheriting all the native Governance Risk & Compliance (GRC) features of the organization’s SAP system as the basis for ERP-Card user access, roles and privileges. Detailed user data is also inherited from the organization’s integrated HR module.

As all Xponential program activity occurs within the ERP systems, so do all of the ERP-Card controls and audit trails. This brings great efficiency to the ERP-Card control environment and substantially reduces the risk factor of the ERP-Card program.

Xponential’s powerful SAP Purchase Order, Goods Receipt, Vendor Master, and Finance integration provides an additional level of control as well as deeper ERP business process penetration. This integration combined with Xponential’s SAP-conforming P-Card reporting substantially increases growth opportunities by unlocking new P-Card spend categories and supplier segmentation strategies.



Xponential Return-on-Investment

As an organization's success is deeply rooted in the interoperability and efficiencies of its ERP system, a disconnected P-Card program limits value-added opportunities that are present in today's dynamic and complex B2B marketplace. By moving its P-Card program management inside of its core SAP system, organizations combine the structure, control and efficiency of the ERP systems with the ease-of-use and financial benefits of a traditional P-Card.

Xponential's powerful SAP integration brings ERP control to the complex task of P-Card program management greatly reducing program risk, while at the same time increasing the ERP efficiency of the processes and providing ERP-conforming data for holistic supply chain reporting purposes.

Additionally Xponential enables organizations to leverage their SAP investment more broadly by eliminating from its technical landscape a non-SAP system that it does not control. This typically simplifies the technical landscape by eliminating the P-Card technology interface and the associated maintenance efforts.

Xponential simply cuts through the complexity of P-Cards, e-commerce and payment convergence, and provides one single solution for them all. And that solution is right inside the SAP system where the organization has already made its investment in enterprise efficiency.

Explore the Xponential value proposition, reap the Xponential benefits, and realize an Xponential return on investment for your organization.

About WNS

WNS (Holdings) Limited (NYSE: WNS), is a leading global business process solutions company. WNS offers business value to 200+ global clients by combining operational excellence with deep domain expertise in key industry verticals, including Travel, Insurance, Banking and Financial Services, Manufacturing, Retail and Consumer Packaged Goods, Shipping and Logistics, Healthcare and Utilities. WNS delivers an entire spectrum of business process outsourcing services such as finance and accounting, customer care, technology solutions, research and analytics and industry-specific back-office and front-office processes. WNS has delivery centers world-wide, including China*, Costa Rica, India, the Philippines, Poland, Romania, South Africa, Sri Lanka, UK and US

*Services delivered through local partnership.

WNS Technology Services (WTS) provides clients with a broad array of technology services that delivers business value through improved performance. WTS offerings include Business Process Management (BPM) Practice, Enterprise Resource Planning (ERP) & Business Applications, SAP Practice, Application Development & Maintenance (ADM), WNS Technology Capabilities, Product Development and Business Intelligence.

WTS has a skilled team of IT personnel with experience across industry domains. WTS offers innovative, high-quality solutions to clients that ensure low downtime, thereby ensuring business excellence and customer delight. The cost-effective IT solutions enable clients to derive tangible business results and a competitive edge.

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