



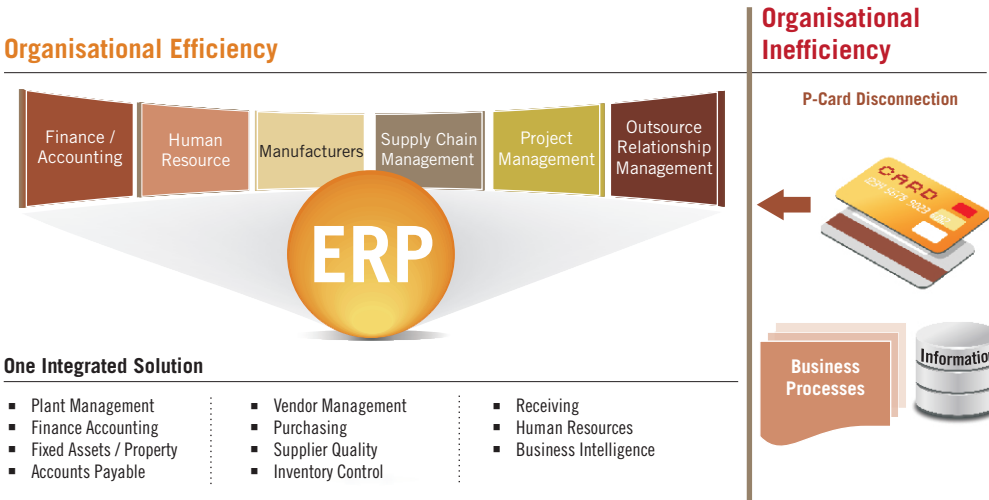
Xponential - It's about **Integration**[™]

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



P-Cards and ERP

For more than a decade, Purchasing Cards (P-Cards) have brought enormous financial benefits and ease-of-use to organisations 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. The biggest impact in terms of technology and resource utilisation, is felt by organisations that have implemented capital-intensive ERP systems. Typical P-Card programmes using stand-alone, interfaced technology applications hit a “brick wall” in ERP systems, and limit the ability of organisations to tap into value-added Business-to-Business (B2B) and e-Commerce opportunities.



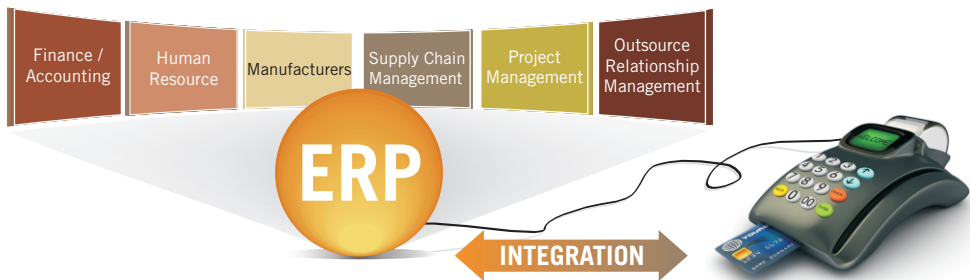
Typical P-Card programme management applications are, by definition, “inefficient” as they sit outside of an organisation's ERP landscape. This results in business processes that are disconnected from all of the other ERP-based functions and processes, and most importantly, disconnected from the ERP control mechanisms. As the P-Cards business is a complex and high-risk one, it poses a serious challenge for ERP-based organisations.

Typical P-Card technology applications also drive “information disconnection” between the industry-driven P-Card data elements and the organisationally relevant ERP data elements. This incongruent data combined with the interfaced nature of the P-Card programmes results in sub-optimal P-Card data within an organisation's ERP system leading to control exposures, and limiting the usefulness of P-Card data.

Incongruent P-Card / Schema	
ERP Data / Schema	P-Card Data / Schema
Organisation Relevant	Industry Relevant
Vendors	Merchants
Purchase Orders	Transactions
PO Line Items	Levels of Data

The ERP-Card

As an organisation's success is deeply rooted in the interoperability and efficiencies of its ERP system, a disconnected P-Card programme limits value-added opportunities that are present in today's dynamic and complex B2B marketplace. By taking its P-Card programme management inside of its core ERP system, organisations benefit from a “best-of-both-worlds” approach. The ERP-Card combines the structure, control and efficiency of the ERP system with the ease-of-use and financial benefits of a traditional P-Card.



This brings flexibility to an organisation's supply chain strategy and provides more efficient P-Card programme processes and controls as well as increased data integrity. This allows an organisation to optimise its P-Card utilisation approach, and maximise the bottom-line and working-capital opportunities that a strong ERP-Card programme can bring.

Xponential -The ERP-Card Solution™

Xponential, as an ERP-Card technology solution, provides seamless integration with all of the organisation's SAP business processes, functions and data elements. All ERP-Card programme management activity from user access to cardholder reconciliations to programme reporting is performed within the organisation's core SAP ERP system.



- Fully Integrated with ERP Business Process / Data Elements
- Programme Administration
- User Access / Security / Roles
- Cardholder Reconciliation
- Reconciliation Approvals
- Audit and Compliance
- Sales and Use Tax Identification / Reporting
- Merchant Volume Reporting
- Small Business Reporting

Xponential also brings the much-needed ERP data integrity and data conformance to an organisation's ERP-Card programme effectively, eliminating the P-Card tool's key historical weaknesses. Additionally, Xponential simplifies an organisation's technical landscape through elimination of the typical P-Card interfaces and the associated maintenance, and

Xponential – The e-Commerce Hub

With its powerful ERP integration, Xponential bridges the gap between AP and Procurement by serving as a hub for converging e-Procurement, e-Payable and e-Commerce options. With its Vendor Master connections, Purchase Order functionality and Good Receipt capabilities, Xponential allows the organisation to take full advantage of today's dynamic marketplace by using the ERP-Card as the centerpiece of its e-Commerce strategy.

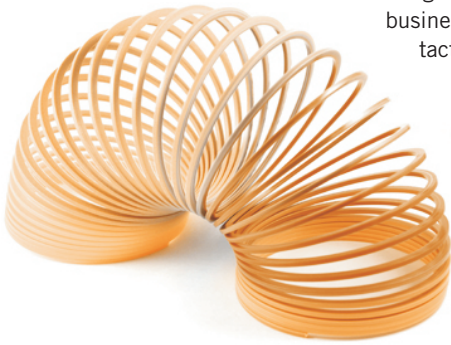


ERP-Card-backed electronic catalogues can transform the way that every day overhead purchases are made within any organisation. Presenting the ERP-Card as options within Reverse Auctions and Dynamic Discounting bring interesting growth opportunities, and virtual card e-Payable and non-PO AP payment options also exist.

Xponential Flexibility

Xponential simplifies the card landscape by administering all the organisation's P-Card programme activity in an integrated manner along with every other SAP business process. This provides the organisation the utmost flexibility in designing its ERP-Card approach.

An integrated ERP-Card programme presents many interesting business transformation opportunities from strategic to tactical to everything in between.



An organisation may choose to use the ERP-Card as a value-added piece of the supply chain complete with requisitions, purchase orders, vendor masters and / or goods receipts or simply as a non-PO-based tactical option. Xponential also provides the flexibility to configure each card programme differently. For example, one programme may be PO-based, one programme non-PO-based, while another programme may allow both methods.

Whether it is traditional programmes, catalogue programmes, e-payables or even non-PO card payments, Xponential provides the flexibility to manage all P-Card programmes from all P-Card providers all in one place.

Xponential Data Integrity

One of the key benefits of Xponential is its ability to bring ERP conformance to the industry-driven P-Card data elements. With its ability to link P-Card merchants to ERP Vendors, Xponential provides an opportunity to report and analyse ERP-Card "spend" in ways never before possible.

The ease-of-use of the Xponential EZ-PO Portal also provides an organisation a cost-beneficial opportunity to extend Vendor Masters and PO functionality to its traditional ERP-Card programme. This provides the opportunity for fully aggregated purchasing reporting, enabling the organisations to have a single holistic view of all of their enterprise procurement spend, including the ERP-Card.



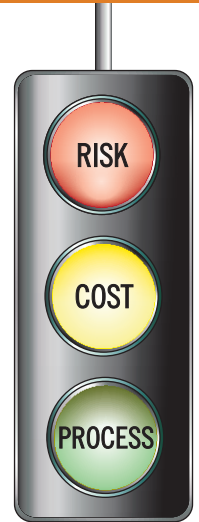
Xponential Control

Lastly, as a high-risk business process that spans the entire P2P value chain, cost-beneficial control 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 organisation's SAP system as the basis for ERP-Card user access, roles, and privileges. Detailed user data is also inherited from the organisation's integrated HR module.

Traditional P-Card programmes are often administered from a “one or the other” organisational ownership approach, which can limit the success of a P-Card programme if not managed properly. With Xponential, the power of the ERP process and data ownership methodology of the organisation is also inherited. This provides an opportunity for a “core competency” based split between P-Card stakeholder organisations.

A more balanced and ERP-aligned approach is the basis for all of the business transformation opportunities that lie with the ERP-Card. It also ensures that the data and process hand-offs are made between organisations ensuring the integrity of the data and the ERP efficiency of the end-to-end process.

As all Xponential programme 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 programme. Xponential's powerful PO, Good Receipt and Vendor Master integration can also provide an additional layer of powerful controls while increasing the usefulness of the ERP-Card reporting data.



Xponential Return on Investment

Xponential allows an organisation to leverage its ERP investment more broadly by eliminating, from its technical landscape, a stand-alone business system that it does not control. Xponential also brings the functional control of a high-risk and complex business process into its ERP environment greatly reducing risk, while increasing efficiency and providing greater data integrity.

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 organisation has already made its investment in enterprise efficiency.

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

BizAps is a market-leading SAP Services and Solutions provider, focusing on helping companies to optimise their use of SAP. BizAps provides SAP-integrated software solutions that save organisations money and enable more profitable use of cash assets by optimising and automating financial processes to increase efficiency and productivity within finance departments.

BizAps is part of WNS Group, the leading global business process outsourcing company. This extends the BizAps offering from optimising back-office processes to industry-specific front- and middle-office process solutions, all the way to complex, actionable research and analytics.

Procurement Card Solutions

To learn more, write to us at marketing@wns.com

About WNS

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