

A woman with her arms outstretched stands in front of a yellow wall. She is wearing a bright pink jacket, a yellow crop top, and light blue jeans. A large blue geometric shape, resembling a right-angled triangle, is overlaid on the wall behind her, with its hypotenuse running from the top right towards the bottom left.

## The One Guide for Virtual Cards Generalists

# Here's What We'll Cover



Get a clear understanding



Showcase the value



Identify the right corporates



Understand your role



# Introducing SAP- Embedded Virtual Cards

**Quick 20-Second Explainer**



# The Big Benefits to Corporates

**1**

Reduce  
manual effort

**2**

Minimize  
fraud risk

**3**

Speed up  
payments to  
suppliers

**4**

Lower  
IT costs

# One Powerful Capability. Two Effortless Ways to Pay.



**Pay on Invoice**  
(SAP Taulia ERP-  
Embedded Virtual Cards)



**Pay on PO**  
(Embedded Virtual Cards  
in SAP Ariba Buying)



# The Role of Issuers in the Virtual Cards Process

Key issuer responsibilities:



**Identify** the  
right prospects



**Handle** general  
inquiries



**Flag** upsell  
opportunities



**Evaluate** the  
customer

# Spotting Sales Opportunities

Ideal Customer Profile:



**Already**  
invested in SAP



**Keen to use**  
solutions inside  
their SAP  
systems



**Ready for**  
embedded  
virtual cards



**Seeking**  
flexibility

# Spotting Sales Opportunities

## Use Case #1

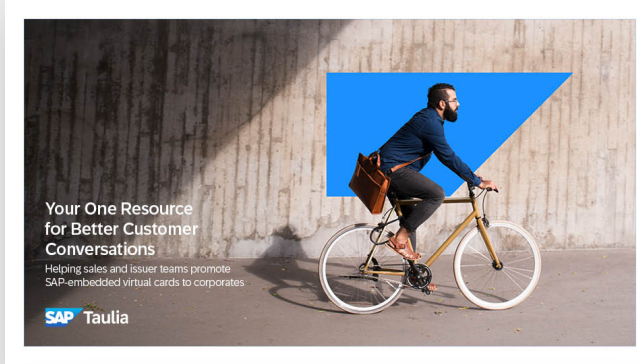
Full Automation Inside  
SAP ERP

## Use Case #2

Fast, Compliant Payments to  
Ad-hoc Suppliers

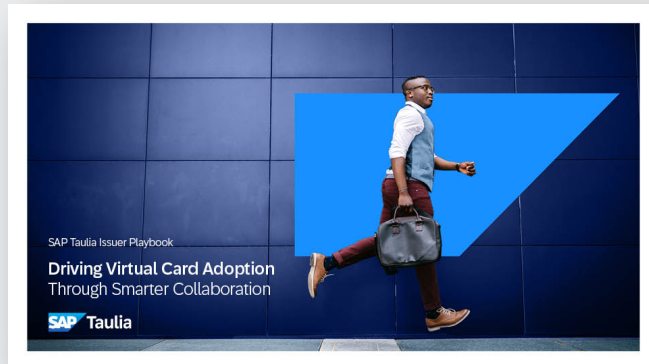


# Dedicated Issuer Resources



**Your One Resource for Better Customer Conversations**  
Helping sales and issuer teams promote SAP-embedded virtual cards to corporates

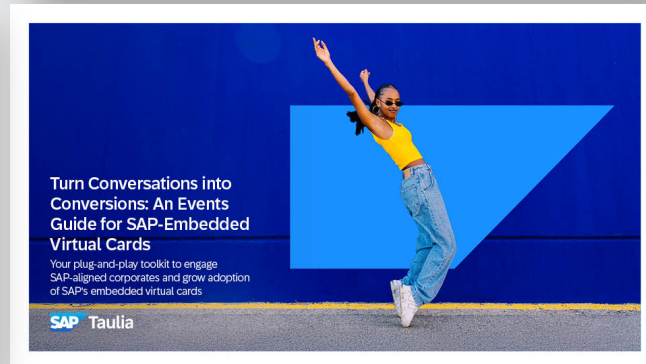
SAP Taulia



SAP Taulia Issuer Playbook

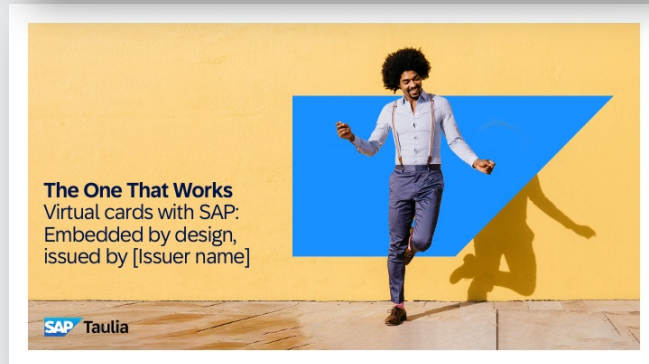
**Driving Virtual Card Adoption Through Smarter Collaboration**

SAP Taulia



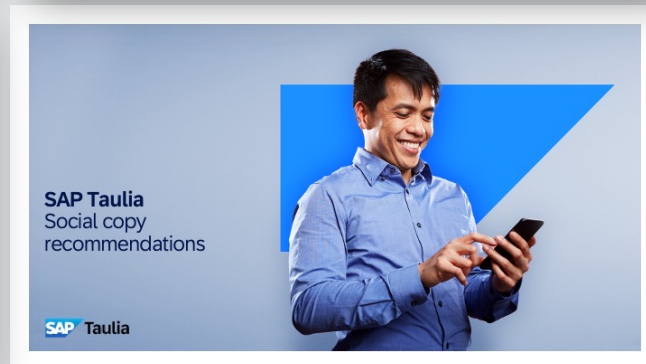
**Turn Conversations into Conversions: An Events Guide for SAP-Embedded Virtual Cards**  
Your plug-and-play toolkit to engage SAP-aligned corporates and grow adoption of SAP's embedded virtual cards

SAP Taulia



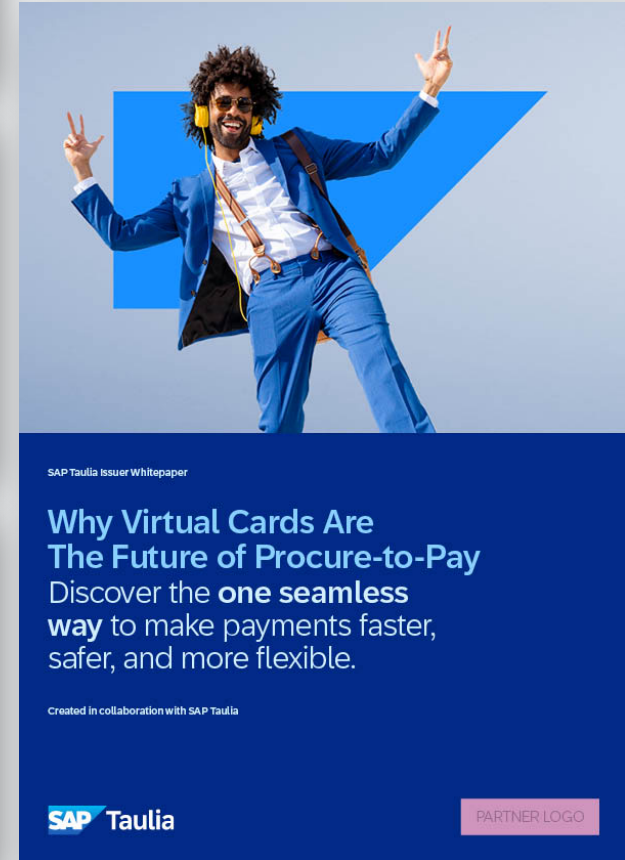
**The One That Works**  
Virtual cards with SAP: Embedded by design, issued by [Issuer name]

SAP Taulia



**SAP Taulia Social copy recommendations**

SAP Taulia



SAP Taulia Issuer Whitepaper

**Why Virtual Cards Are The Future of Procure-to-Pay**  
Discover the **one seamless way** to make payments faster, safer, and more flexible.

Created in collaboration with SAP Taulia

SAP Taulia

PARTNER LOGO

# Go One Step Further: When to Bring in a Specialist

**1**

Progressing the  
conversation

**2**

Handling  
objection points

**3**

Tackling complex  
questions

**Thanks for  
Listening**