



The One Presentation for Virtual Cards Specialists



Deepen your understanding of how SAP-embedded virtual cards work



Showcase their unique value to corporates (and what makes them different from other solutions)



Equip yourself to answer technical questions and convert interest into action



Overcome common customer objections



Two Effortless Ways to Pay



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



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



One Capability

A Whole Host of Benefits



**Increased
supplier
acceptance**
(Pay on Invoice)



**Lowered IT
expense**
(Pay on Invoice)



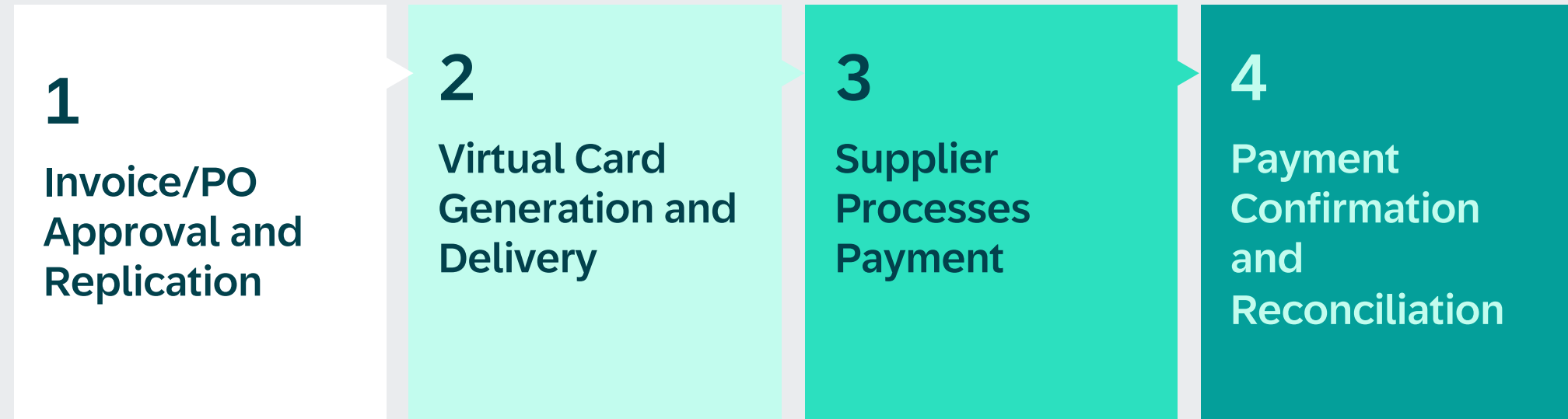
**Reduced
operational
expense**
(Pay on Invoice)



**Streamlined
supplier
management**
(Pay on PO)

How SAP's Embedded Virtual Cards Work

End-to-End Automation, Embedded Where Business Happens





How Virtual Cards Works

Pay on PO (Procurement-Flow Payment)

How it Works

Where It Works

Key Benefits





How Virtual Cards Works

Pay on Invoice (System-Managed Payment)

How it Works

Where It Works

Key Benefits



The Role of Issuers vs SAP Taulia



Understanding the Customer Journey

1

Awareness

2

Interest

3

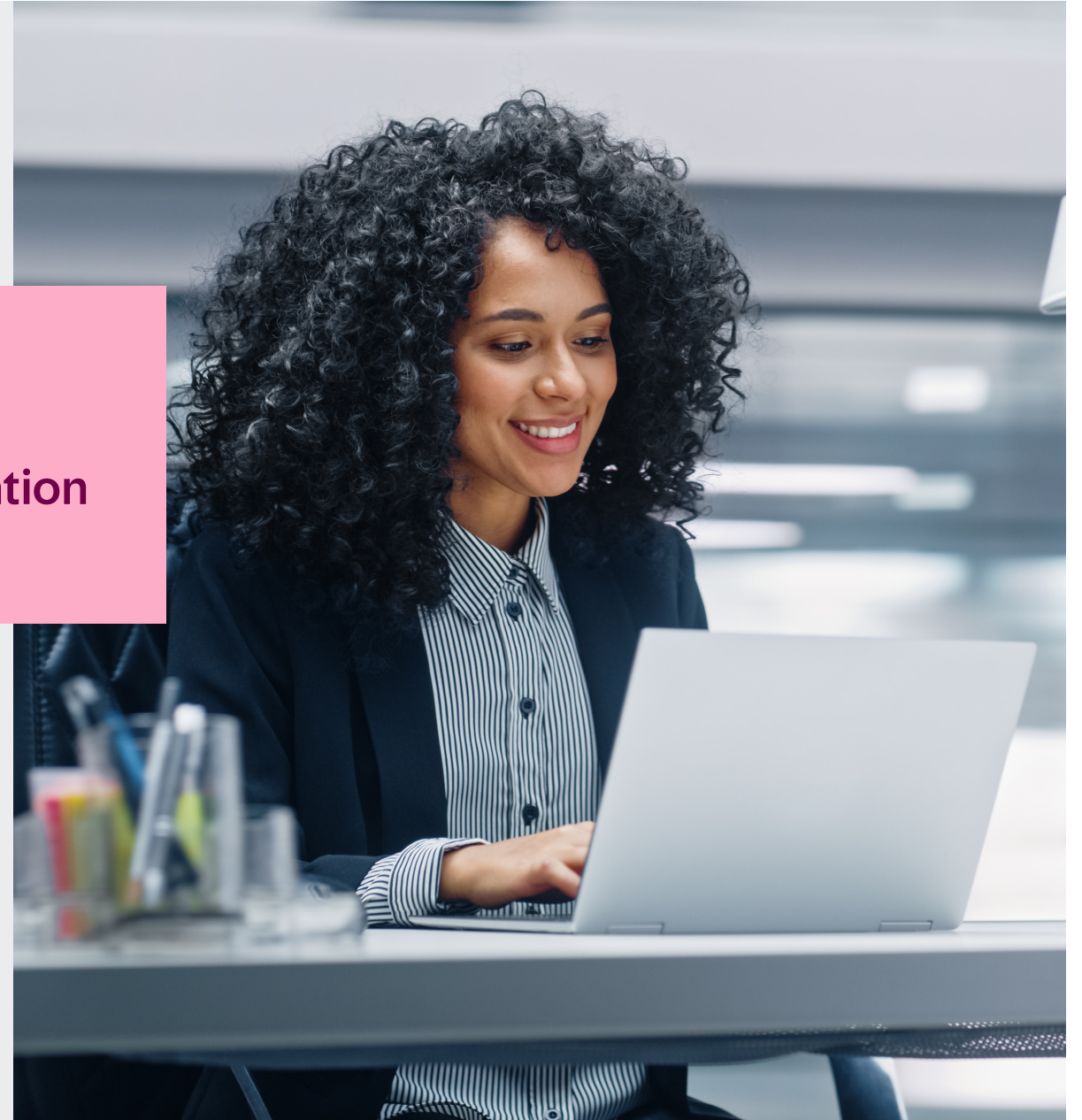
Validation

4

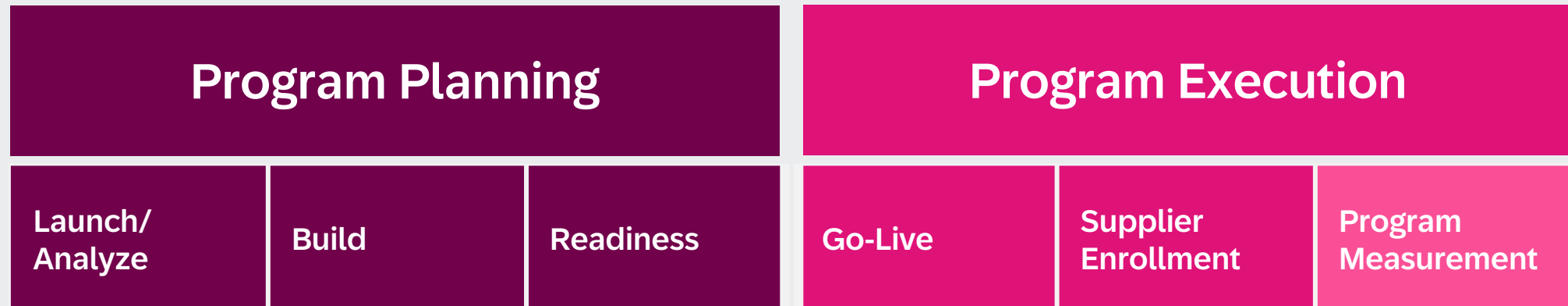
Decision

5

Contracting
& Go-Live



Implementing Virtual Cards (Pay on Invoice)



Implementing SAP's Embedded Virtual Cards (Pay on PO)

1

Real Card Number
Creation and
Collection

2

Corporate
Configuration
in SAP Ariba

3

Activation
& Go-Live

Onboarding Timelines



How to Handle Common Objection Points

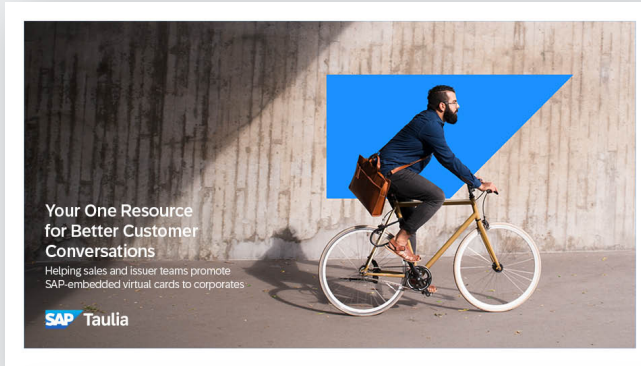
“We already use a bank for cards.”

“A lot of our suppliers won’t accept virtual cards.”

“We’re concerned that suppliers will be put off by the costs involved in virtual cards.”

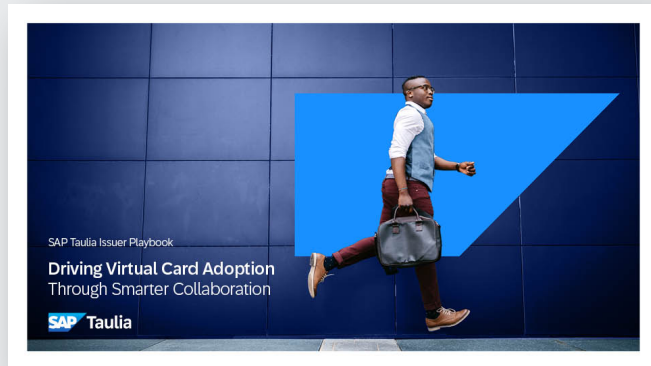


Dedicated Issuer Resources



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

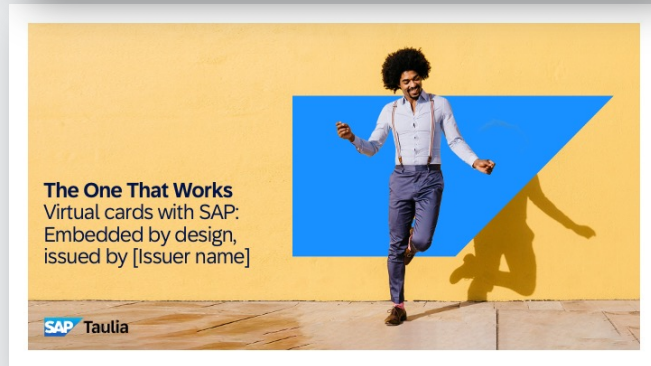
Driving Virtual Card Adoption Through Smarter Collaboration

SAP Taulia



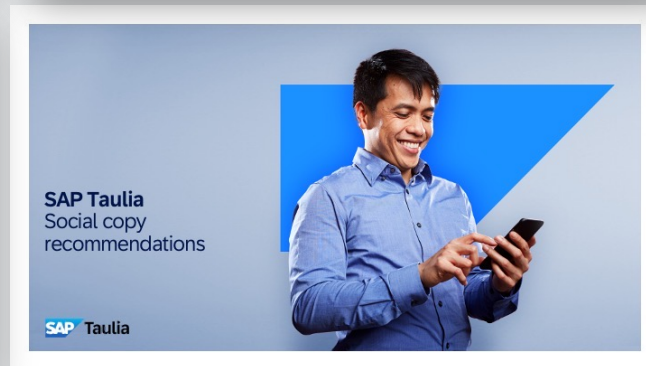
Turn Conversations into Conversions: An Events Guide for SAP-Embedded Virtual Cards
Your plug-and-play toolkit to engage SAP-aligned corporates and grow adoption of SAP's embedded virtual cards

SAP Taulia



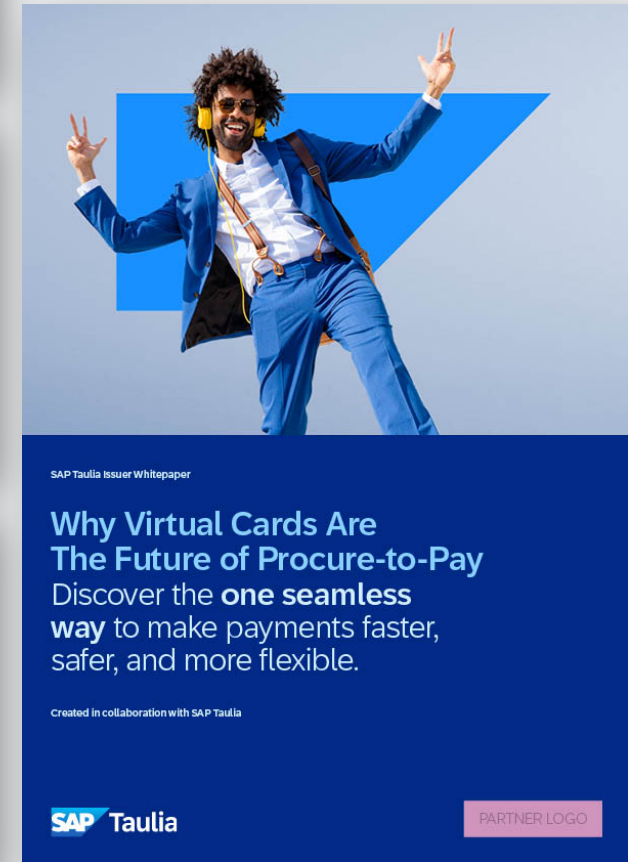
The One That Works
Virtual cards with SAP: Embedded by design, issued by [Issuer name]

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SAP Taulia Social copy recommendations

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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