

Introduction to ARIBA Network (AN) Suppliers Onboarding and Electronic Invoice Integration on AN

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OMV Group



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Why Ariba Network (AN)?

World's largest trading community of over \$1 trillion

- Help active Global 2000 buyers find your products and services
- Get expertise, experience, and advice



Single point for business collaboration

- Manage leads, proposals, contracts, orders, invoices, and payments
- Collaborate with multiple customers



Works with how you do business

- Access a wide range of transaction options
- Use many browsers, formats, languages, and currencies



SAP Ariba helps you...



Save Time

- Create and send invoices in seconds
- No need to confirm the orders via email/phone
- No need to spend time for follows up for payment
- Operate in real time
- Access your documents quickly

64% reduction in manual intervention



Lower costs

- Reduce paper usage
- Eliminate postage costs
- Reduce costs associated with resources used to generate/ rework the invoices

60% average reduction in operating costs



Stay organized

- Handle multiple customer relationships under one account
- Enjoy the simple way to store PO'S and invoices
- Get a better visibility into customers' spend
- Use 'Search Filters' to find your document/s
- Have the visibility into when you'll get paid and what for

80% efficiency and transform business operations

SAP Ariba helps you...



Increase your revenue

- Publish your catalogs in front of thousand of potential buyers
- Become searchable as a supplier on Ariba Discovery
- Establish new customer relationships via Ariba Discovery

30% growth in existing accounts
35% growth in new business



Receive faster payment

- Help your invoice reach the correct contact in the approval flow
- Feel confident all order information is complete and accurate
- Prevent errors through system checks

62% decrease in late payments



Satisfy your customer

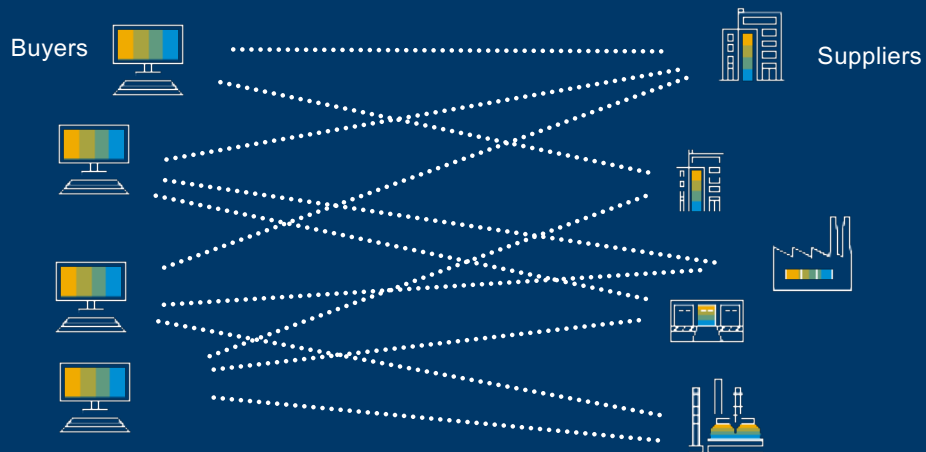
- Support your customer's strategic business plan
- Become a preferred supplier
- Simplify the communication process

15% increase in customer retention

Benefits of Ariba Network (AN) vs. Point-to-Point Integration

Point-to-Point Integration

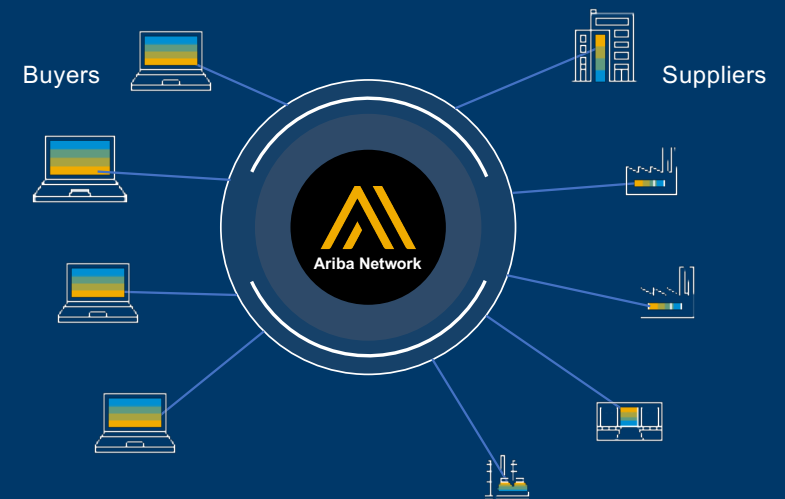
Paper-Fax-email-EDI-Portal



- Costly setup & maintenance
- Lack of Community Intelligence and support
- Business rules duplicated

Business Network Model

Open.Smart.Simple



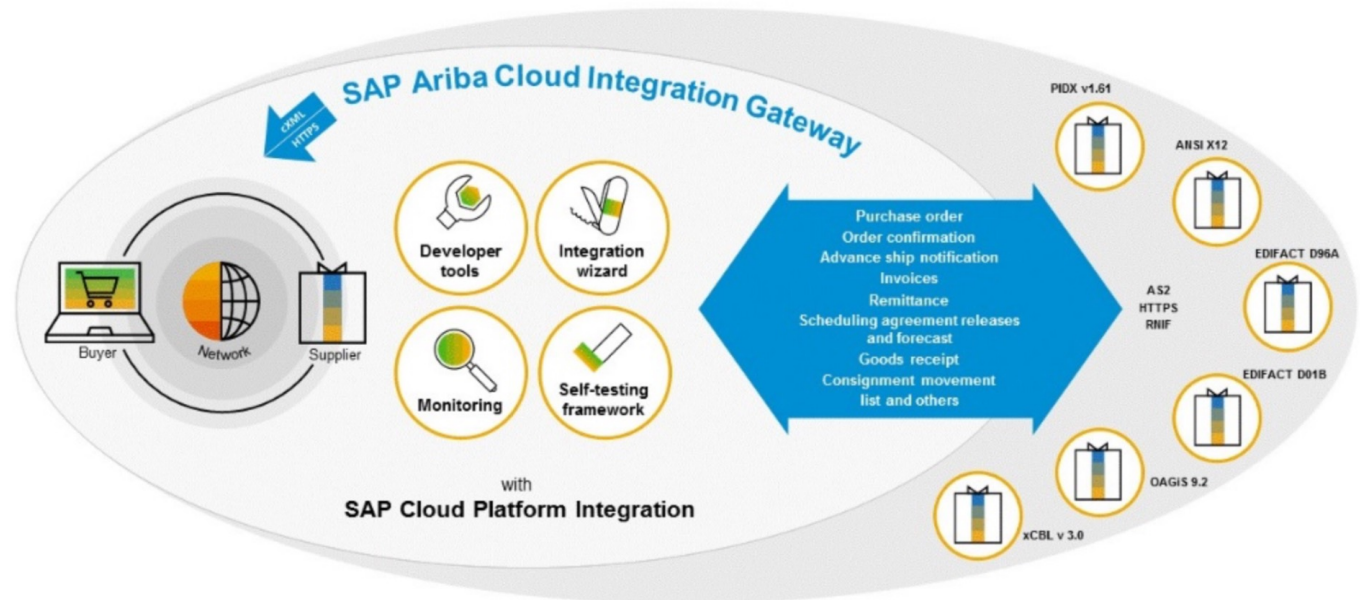
- Configure your business rules once
- Community intelligence, support, and innovation
- Drive speed and efficiency by plugging into an existing community

Machine to Machine

- Suppliers can integrate directly into the AN via cXML/EDIFACT to receive and send supported documents.
- Alternatively, they can use the Cloud Integration Gateway that provides more features and flexibility
 - Connect Once
 - Efficient Testing
 - Multiple formats and communication protocols
- Regardless of the format used, the supplier data is mapped against the cXML standard and signed cXML invoice will be issued

Notes:

- ❖ *Format: cXML (all versions)• X12 v4010• EDIFACT D96A• OAGIS v9.2• EDIFACT D01B• PIDX v1.61• GS1 EANCOM 97• GS1 EANCOM 2002• GS1 GUSI 2.1• xCBL v3.0*
- ❖ *Communications protocols: AS2, HTTPS, VAN, and RNIF*



Supplier Enablement to Ariba Network

“Supplier Enablement is a process to establish a connection between supplier and buyer over Ariba Network. Within the process the supplier is enabled to deliver catalog content, to understand document automation or to integrate his ERP system to Ariba Network.”

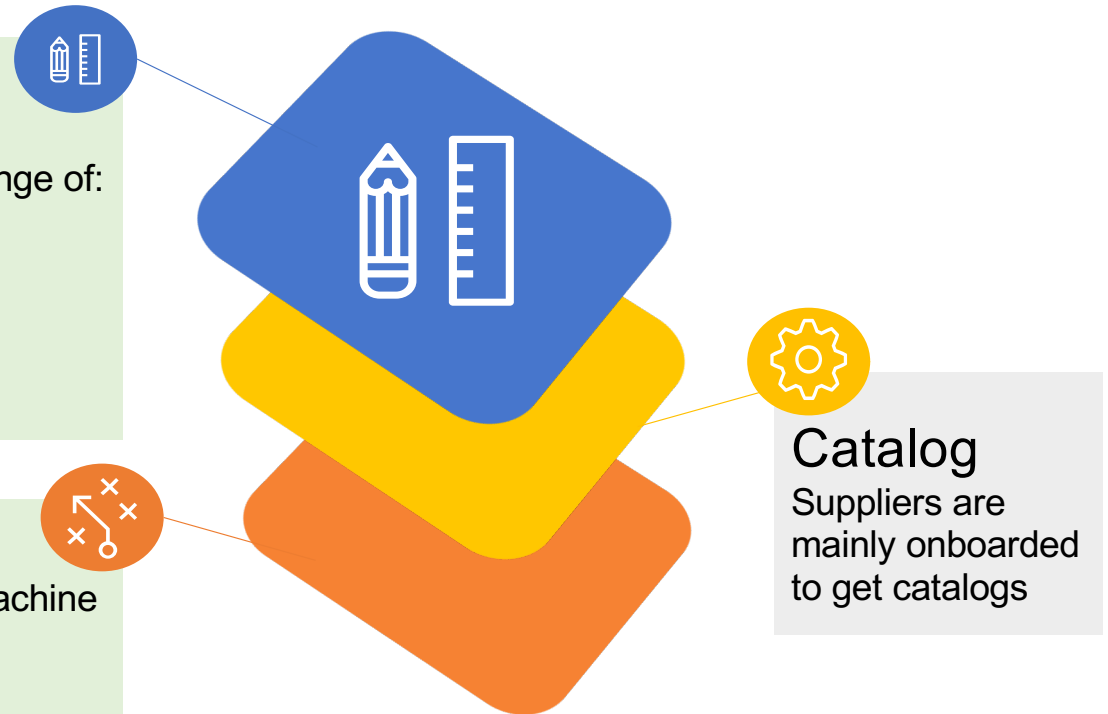
Document Automation

Suppliers are mainly onboarded to automate document exchange -> Automate operational processes for exchange of:

- Purchase orders
- Order confirmations
- Shipping notifications
- Goods receipt
- Invoices

Integration

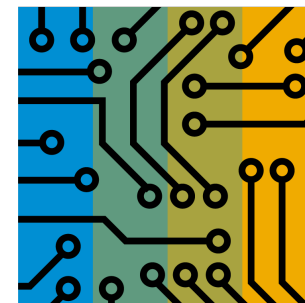
Suppliers are mainly onboarded to have a machine to machine integration for documents



Supplier Enablement via Integration (recommended approach)

What is it?

A direct connection between the ERP system of a supplier and Ariba Network through an electronic interface (cXML, EDI, CSV) in order to **exchange Purchase Orders, Order Confirmations, Ship Notices, Goods Receipt and Invoices through a fully automated process.**



For whom?

Suppliers with:

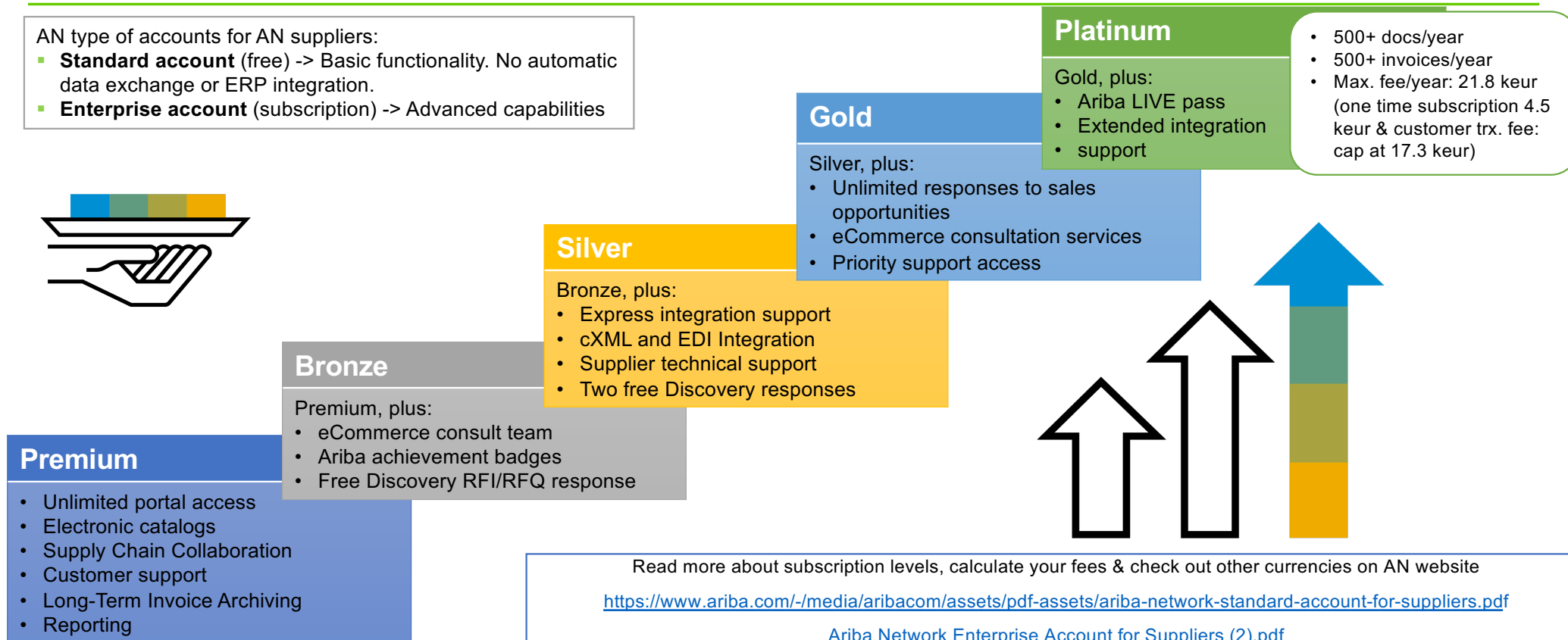
- A high volume of documents: recommended for suppliers with > 500 docs/year
- **Technical capability in cXML/EDI**
- IT or eCommerce resources

cXML	Most commonly used; Ariba's native format; direct connection with automatic validation
EDI ANSI X.12 EDIFACT D96A D01B	Interface with Ariba through VAN or AS2
OAGIS v9.2	Connection types: AS2 / HTTPS / RNIF
PIDX v1.61	Connection type: RNIF
SAP Business One	Adapter for sellers using SAP Business One
SAP SD Add-On	Free seller add-on for SAP sellers using the Sales and Distribution Module
CSV	Manual upload of CSV file (customer-specific template) (recommended for > 300 invoices/month)

AN Subscription Levels for Supplier Enterprise Account

AN type of accounts for AN suppliers:

- **Standard account** (free) -> Basic functionality. No automatic data exchange or ERP integration.
- **Enterprise account** (subscription) -> Advanced capabilities



Read more about subscription levels, calculate your fees & check out other currencies on AN website

<https://www.ariba.com/-/media/aribacom/assets/pdf-assets/ariba-network-standard-account-for-suppliers.pdf>

[Ariba Network Enterprise Account for Suppliers \(2\).pdf](#)

[Ariba Network Enterprise Accounts Supplier Fee Schedule.pdf](#)

Supplier Integration to AN – general timeline & milestones

If the Supplier is already connected to AN

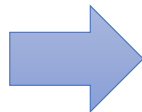


- ✓ Estimated time until Go Live: 1 to 2 months
- ✓ Milestones -> see the table

Phase	Milestone	Owner
Plan	Decide on Project Plan & Timelines	Supplier
Design	Buyer specs reviewed	Supplier
Build	Data mapping completed	Supplier
Catalog deployed	Catalog is deployed in test an available to send POs	All
Test	Testing completed/Sign off on Test Cases	All
Deploy	Confirm Cutover activities completed	All
Go Live	Confirm Go Live	All

Project Governance -> weekly status call between Petrom & Rohrer project teams

If the Supplier is not yet connected to AN



First step is to implement connection to AN -> estimated time: 1 month plus additional time (1 to 2 months) to Go Live as presented above

Ariba Implementation Guides - Go to: [Ariba Network - Supplier help roadmap - SAP Help Portal](#)
Supplier Information Portal (spec guides, project doc) – **Log into your production account** and go to Customer Relationships.

Additional Information and Resources

❖ Additional information on the SAP Business Network

For information on the features of the SAP Business Network and to access webinars and other resources to get started, please visit the SAP Business Network/Ariba for Suppliers page [here](#).

❖ SAP Supplier Mobile App

For more information on the SAP Ariba Supplier Mobile App and step-by-step instructions for enabling it, please visit the SAP Mobile page [here](#).

❖ Enterprise Account fee structure

If a Supplier is considering upgrading to an Enterprise account, **please ensure to review the terms and conditions and **fee structure**** very carefully. Only then, contact SAP Support for guidance or visit the SAP Network for Suppliers Accounts and Pricing page [here](#).