

Ariba Solutions Readiness June 2018 Release Q&A

Rob Jones, SAP Ariba 31 May 2018

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Agenda

Logistics

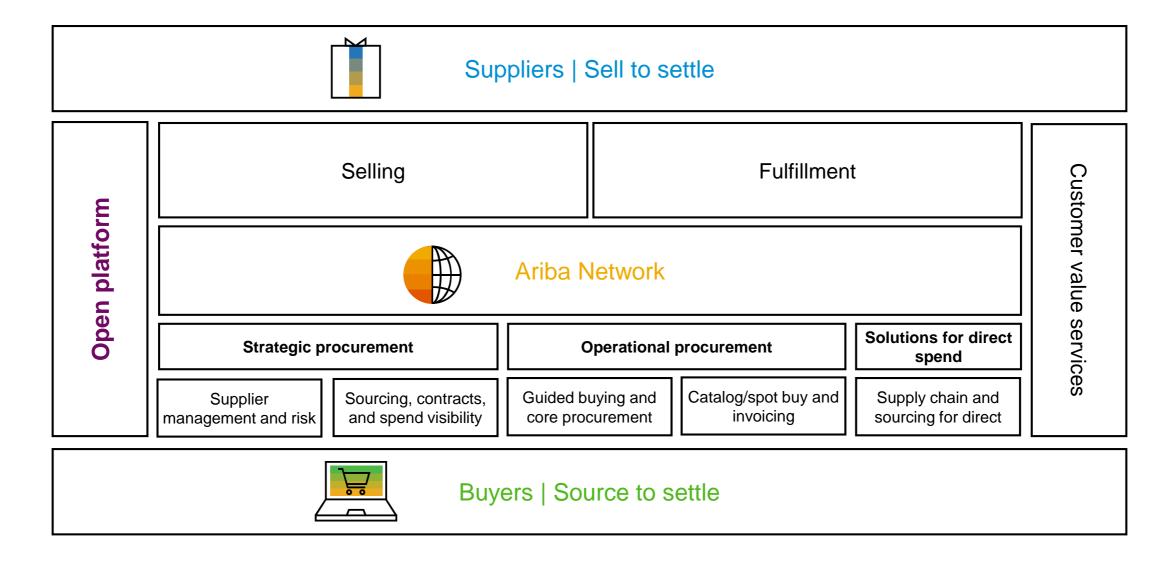
General Release Information

Key Feature Discussions

- Strategic Procurement (Sourcing, Contracts, Supplier Management & Risk, Spend Visibility)
- Operational Procurement (Guided Buying, Core Procurement, Catalog/Spot Buy, Services, Invoicing)
- SAP Ariba Solutions for Direct Spend (Supply Chain, Sourcing for Direct)
- Technology (Platform, Forms, APIs)

Reminders

Our solution portfolio



Logistics

Additional Dial-in Numbers

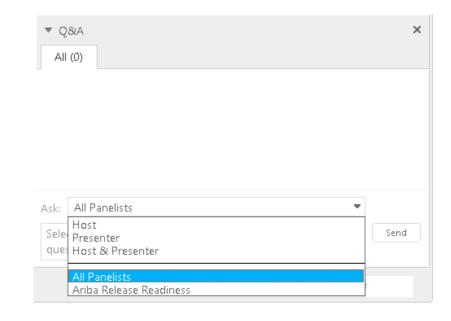
Additional Dial-in numbers link appears in the Meeting invitation as noted below:

https://www.myrcplus.com/cnums.asp?bwebid=997521&ppc=4392894675&num=1-720-897-6637

To Ask a Question, please use the WebEx Q & A Panel

- Choose "All Panelists" as the recipient of your question so our SAP Ariba Product Subject Matter Experts may respond.
- Type your question in the text box.
- Click Send.

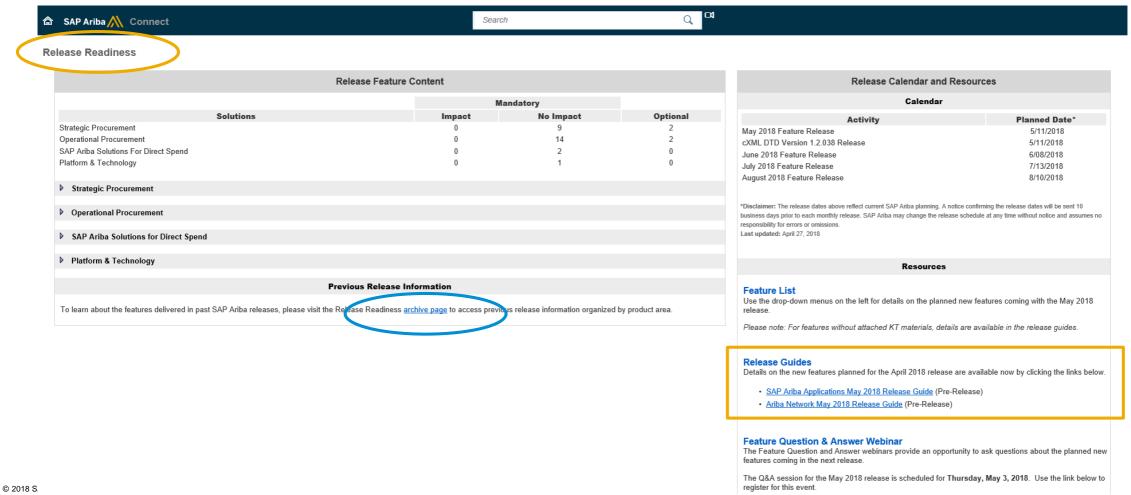
The Presenter and/or Panelists will attempt to answer your question online or via the audio feed as close to the time the question is asked as possible.



5

General Information Session Materials

Recordings and presentations will be posted on the Release Readiness tab/tile in Ariba Connect. See the Release Feature Content section on the left side of the page for detailed information. Visit the Archive Page link for prior release content.



Key Feature Discussions



Key Features

Strategic Procurement

Supplier Management: Modular supplier management questionnaire

Operational Procurement

- Core Procurement: Tax calculation in external systems in partnership with Vertex
- Core Procurement: Multiple delegations for requisitions and receipts

SAP Ariba Solutions for Direct Spend

Replenishment orders for supplier managed inventory (SMI) & related cancellations

Strategic Procurement

Supplier Management: Modular supplier management questionnaire



Introducing: Modular Supplier Management Questionnaire

Customer challenge

Current registration questionnaires typically contain a large number of questions about a variety of subjects, often requiring conditions to control visibility and other behaviors tailored to specific category or regional needs. Furthermore there is currently no ability to send additional questionnaires outside of a typical registration or qualification process, and no easy way to mass send questionnaires to one or more suppliers.

Meet that challenge with **SAP** Ariba

This feature introduces a new type of supplier management questionnaire for collecting information from suppliers in modular units, providing buyers flexibility to create standalone questionnaires that can be applied for multiple categories, regions, and business units.

Additionally, Modular Supplier Management Questionnaires can have their own status, approval flow, update process, and expiration

Experience key benefits

Improves efficiency for buyers to configure, organize, and send questionnaires to targeted audiences or needs based on categories, regions, or business units. Allows buyers to automatically send notifications to suppliers when a questionnaire response is expiring. This results in better data collection as suppliers can update their open questionnaires at any time, with improved compliance as each modular questionnaire can have its own approval flow.

Solution area

SAP Ariba Supplier Lifecycle and Performance (SLP), SAP Ariba Supplier Information and Performance Management (SIPM) new architecture

Implementation information

This feature is off by default. To enable this feature, please submit a Service Request for feature SM-6130 "Questionnaire Management".

Prerequisites and Limitations

In this first release modular questionnaire is available for supplier facing (or external) questionnaires only.

Modular Questionnaire Capabilities

This feature introduces a new type of supplier management questionnaire for collecting information from suppliers in modular units. Unlike registration questionnaires, which typically contain a large number of questions about a variety of subjects, modular questionnaires are designed to include smaller sets of related questions about specific subjects, and to store that information independently from specific supplier management processes.

Modular questionnaires have their own:

- Status (Not started, Pending Submission, Pending Approval, Pending Resubmit, Approved, Denied, Expiring, Expired)
- Approval Flow (for both New and Update processes)
- Update capabilities via open vs. closed questionnaires
- Configurable expiration date and expiration notifications

Supplier 360 provides a central location to view all all questionnaires applicable for a given supplier

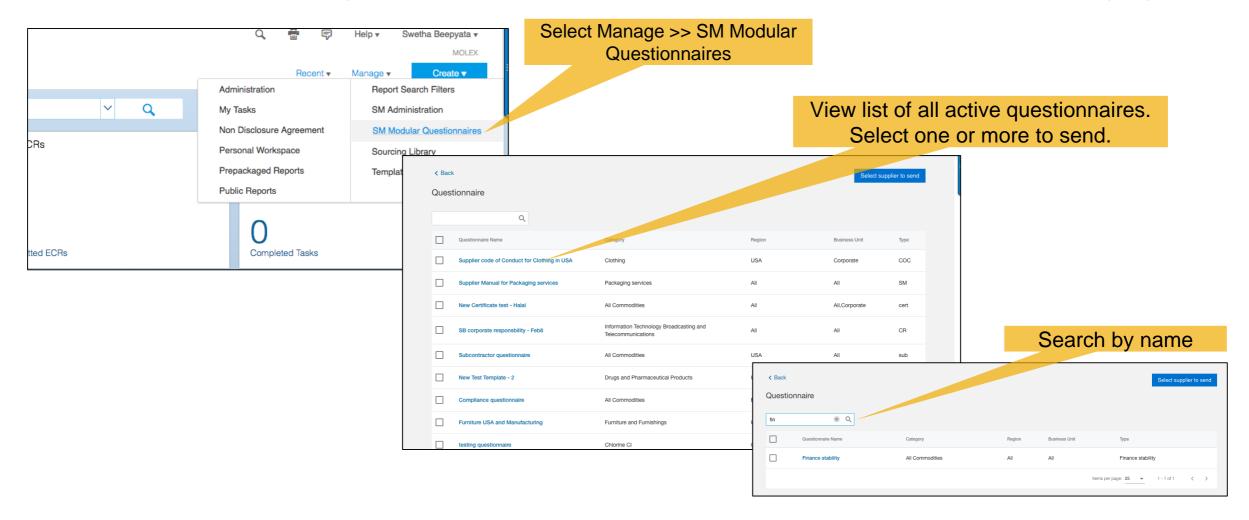
Ability to send a questionnaire to one or more suppliers outside of any lifecycle process

Modular Questionnaire Status Definitions

- Not started when a questionnaire is sent to the recipient but the recipient has not started answering the questionnaire
- Pending submission when the recipient has started answering the questionnaire but has not yet submitted
- Pending approval when the recipient has submitted the questionnaire but the questionnaire is still in approval
- Pending resubmit when the approver has requested additional info from the recipient and is waiting for the recipient to update and resubmit the questionnaire
- Approved when the questionnaire is fully approved
- Denied when the questionnaire is denied
- Expiring when the expiring notification triggered on the questionnaire (based on the configuration in modular questionnaire rules)
- Expired when the expiration date is current or past

Buyer User Flow Step 1 – Select modular questionnaire(s)

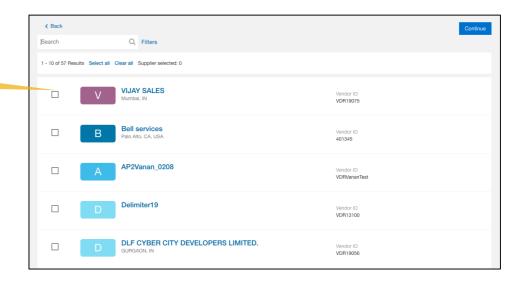
To send modular supplier management questionnaires, the user must be a member of the "SM Modular Questionnaire Manager" group.

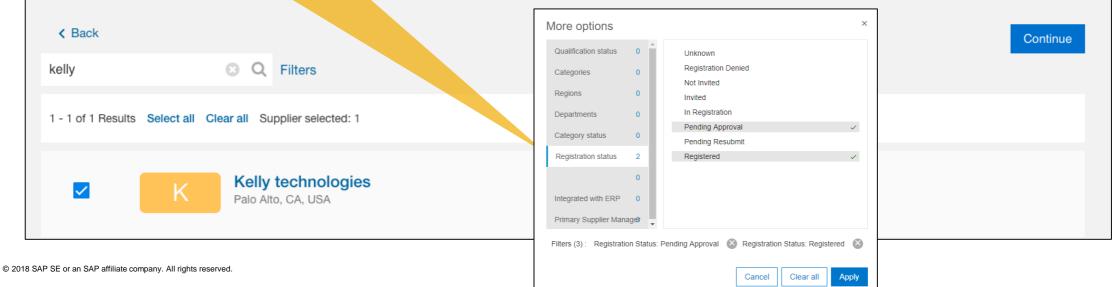


Buyer User Flow Step 2 – Select one or more suppliers

Select supplier(s) to whom you want to send the questionnaire(s). You can select more than one supplier.

You can search by supplier name or apply the standard search filters of category, region, registration status, etc. You can also filter by saved search (if you have any saved search criteria defined in the supplier search page).

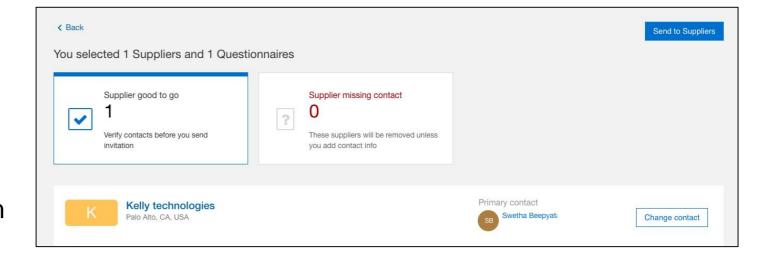




Step 3 – Confirm or add supplier contact (if missing)

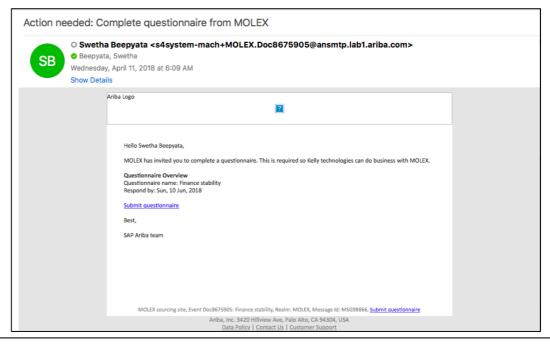
- Only those suppliers who have at least one supplier contact will be shown
- If you want to choose a different supplier user, you can click on Change contact. Only one user can be selected.

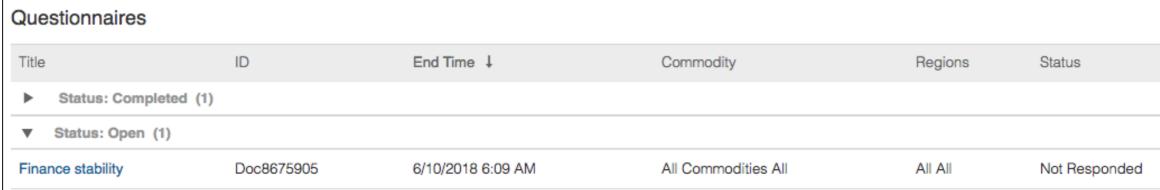
NOTE: we only support **supplier facing questionnaires**.



Supplier User Flow Step 1 – Receives email to submit questionnaire

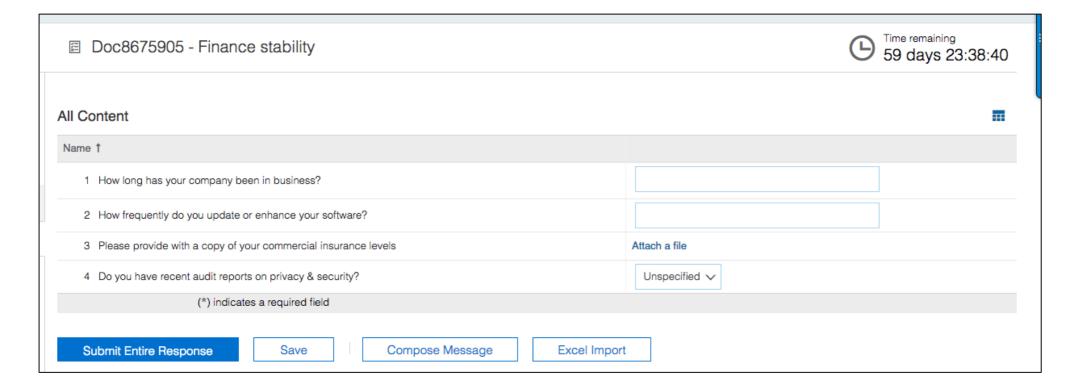
- Supplier receives an email to complete a questionnaire
- Supplier logs in to Ariba Network and selects a Questionnaire from the Questionnaires section



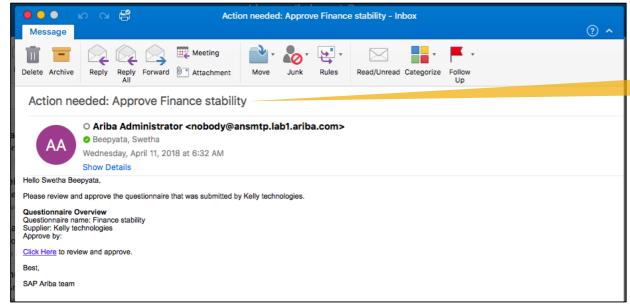


Supplier User Flow Step 2 – Respond to questionnaire

Supplier answers the Modular Questionnaire

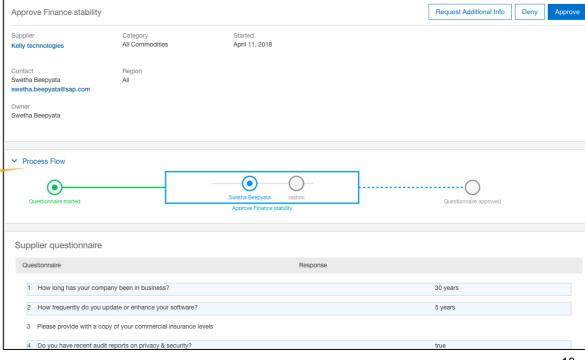


Approver User Flow Approve the task



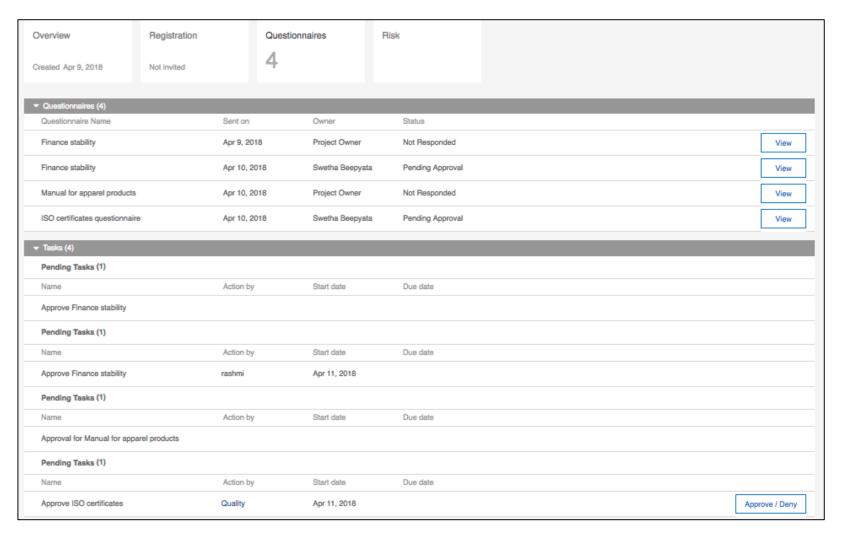
Approver can approve, reject, or request additional information from the supplier

Approver receives an email to approve the response submitted by the supplier



Supplier 360 View all modular questionnaires in one place

 The buyer can see the list of all Modular Questionnaires for a given supplier in Supplier 360



Planned Features

Strategic Procurement

Supplier Management

- 1. **Customer-configurable duplicate check in supplier requests
- 2. **Support for business unit specific notifications in supplier request process

Contracts

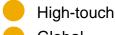
1. **Expanded reporting capabilities on item attributes in Sourcing and Contracts

Operational Procurement

Core Procurement: Tax calculation in external systems in partnership w/ Vertex



Ease of implementation Geographic relevance



Global

Introducing: Tax calculation in external systems in partnership with Vertex

Customer challenge

Buvers procure a wide variety of goods and services from Suppliers spread across the globe. To ensure that Buyers meet budgeting and compliance requirements, Buyers need to have an accurate idea of the taxation requirements of each transaction that they undertake. In order for a company to accurately reclaim tax for VAT and GST, it is also crucial to keep up to date with current local regulations in each country the buyer is tax registered.

Meet that challenge with **SAP** Ariba

This feature enables integration between the SAP Ariba solution and Vertex, or alternative 3rd party tax provider (Open API), in addition to the integration with OneSource from Thomson Reuters. Buyers can choose either or both requisitions and invoice reconciliation documents as the approvable types for which taxes should be calculated using the external tax solution during following actions:

- Manually initiate tax calculation for a document
- Submit a document for approval
- Approve a document

Experience key benefits

Now, SAP Ariba to provides easy integration with Vertex, in addition to OneSource from Thomson Reuters. The interface is an open API, enabling integration to any 3rd party tax data providers of Buyer's choice where they can leverage it for accurate tax information for all transactions.

Solution area

- SAP Ariba Buying
- SAP Ariba Buying and Invoicing
- SAP Ariba Invoice Management

Implementation information

This functionality is "Off" by default. To enable, please contact support to toggle following parameter:

Application.Procure. **EnableTaxCalculationInExternalSystems**

Prerequisites and Limitations

Buyer must have an agreement with the third-party tax provider organization to integrate with their systems to calculate taxes for requisitions and invoice reconciliation documents.

Summary: Tax calculation in external systems in partnership with Vertex

This feature introduces an Open API to integrate with 3rd party tax solutions. The feature has been developed in collaboration with Vertex. The SAP Ariba solution sends the data on requisitions and invoice reconciliation documents to the tax solution using SAP Ariba web services when buyers perform the following actions/hooks:

- Manually initiate tax calculation for a document before submitting or approving the document
- Submit a document for approval
- Approve a document

The integration is available for following documents;

- Requisition
- Invoice Reconciliation

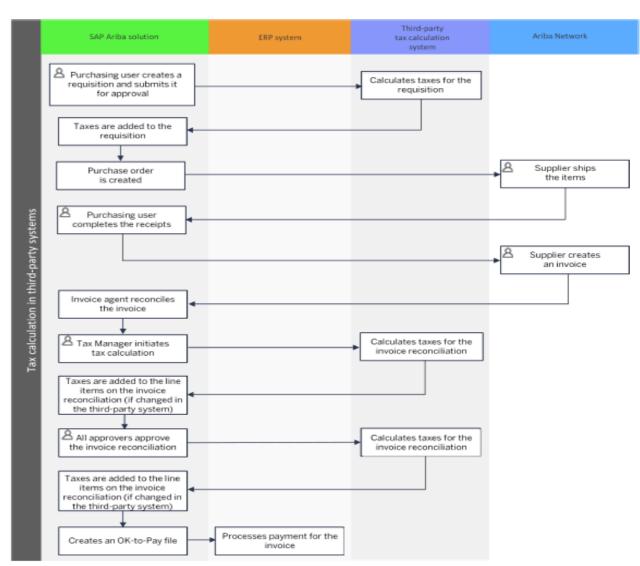
Process: Requisition and Invoice Reconciliation workflow

On the **Requisition**, the Tax call to third party tax engine will be made:

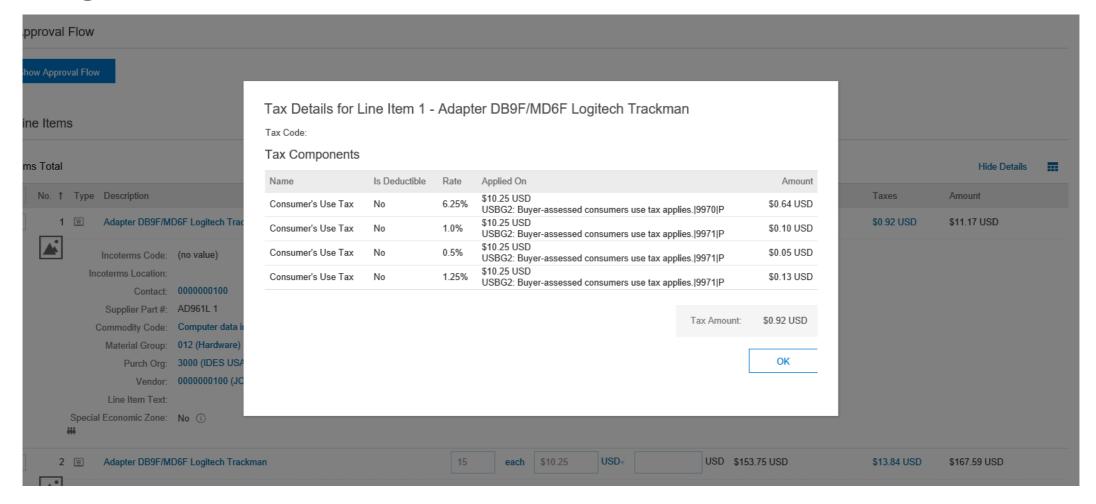
- Upon clicking on the 'Submit' button during Initial Requisition Submission.
- Upon Clicking the 'Update Tax Info' button (which has to be newly introduced) in the Requisition irrespective of the Requisition status
- Upon clicking on the 'Save' button for requisitions.
- Upon Clicking on the 'Approve' button during subsequent Requisition Approval process.
- Essentially all positive actions on a Requisition

On the **Invoice Reconciliation**, the Tax Call to third party tax engine will be made:

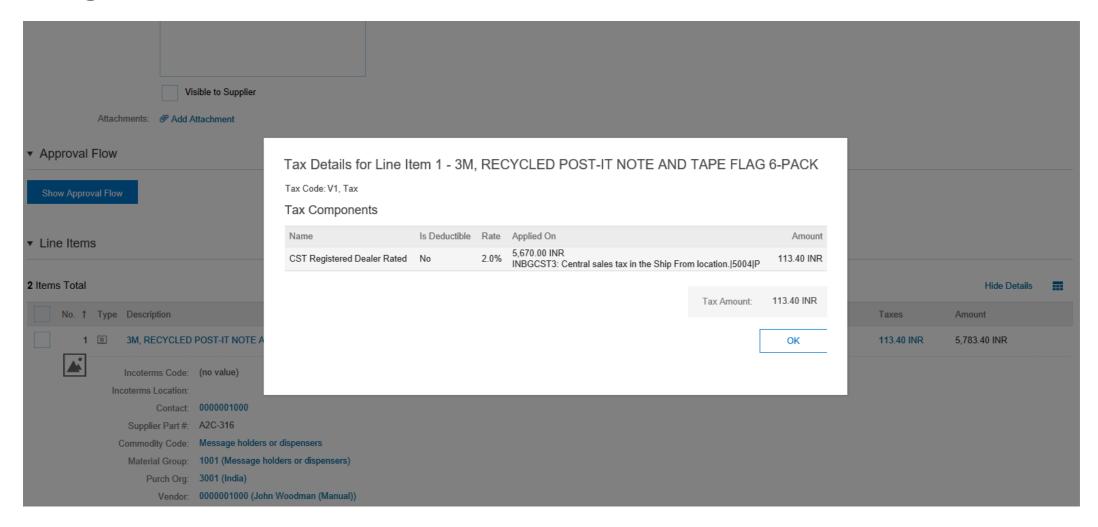
- As soon as IR document is created upon Invoice Approval the Tax API will have to be called.
- Tax API will have to be called whenever a re-reconciliation is triggered.
- Upon user clicking on the Recalculate Tax Button.



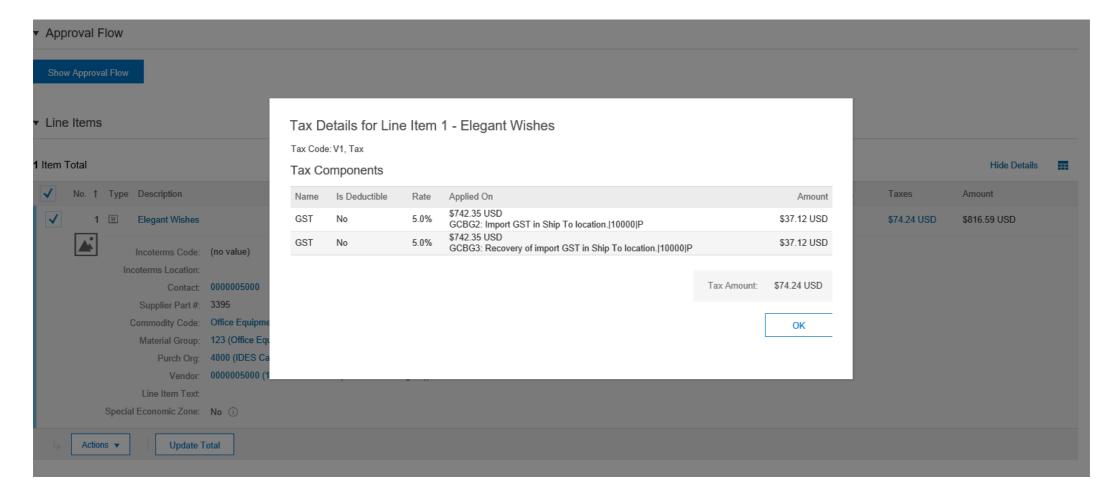
Using: US to US tax



Using: India to India Tax



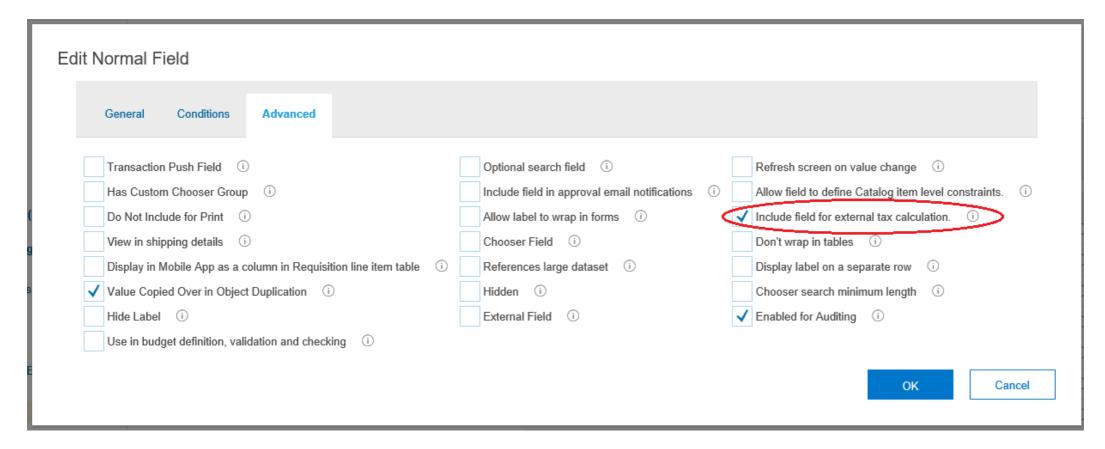
Using: US to Canada tax



Configuration: Pre-requisites

- Buyers must have an agreement with Vertex, or any third-party tax provider organization to integrate with their systems to calculate taxes for requisitions and invoice reconciliation documents.
- The SAP Ariba solution uses web services to export data on requisitions and invoice reconciliation documents to third-party systems for calculation of taxes. The API has been developed in partnership with Vertex.
- Any other third-party tax providers must build their own integration to consume web services-based requests and responses.
- A member of the SAP Ariba solution Integration Admin group should refer to the Data Dictionary and use the integration migration management utility in Ariba Administrator (Integration Manager>Data Definition workspace) to review and accept the data definition changes for this feature.
- You must have membership of the Tax Manager or the Tax Editor group to be able to manually initiate tax calculation on requisitions and invoice reconciliation documents.

Configuration: Extending the interface



SAP Ariba Support can select this option in the 'Advanced' tab of any custom field to ensure that these fields are marked as *Tax Influencers* and be included in the interface to the 3rd party tax solution.

Operational Procurement

Core Procurement: Multiple delegations for requisitions and receipts



Introducing: Multiple delegations (Store Persona)

Customer challenge

Our current functionality allows delegation to be set up to only 1 other employee at a time which means that in a scenario where the delegated user (the "delegatee") is also unavailable, all the Requisitions or other approvables are blocked.

Secondly, a delegatee does not have the ability to create documents (Requisitions) when acting as another user.

These limitations prohibits modelling a Store as a User in Ariba, whereby a user would need to be able to both create documents as the Store, as well as having the ability to delegate acting as the Store to multiple users.

Meet that challenge with SAP Ariba

This feature allows for multiple delegations for a user as well as the ability for a delegatee to create orders and perform receiving when acting as that user; Documents created will use the users permissions, default accounting and ship-to information, as well as catalog view.

This allows a customer to efficiently model stores as users in Ariba. Through delegation, administrators can then assign employees (delegatees) the ability to act as that user.

Experience key benefits

This feature allows retail customers to model a Store as a user and delegate to multiple associates and store employees. Store employees then have the ability to "act as" the Store when doing ordering and receiving, and is thus enabled to use the catalog views, default accounting and ship to information of the Store (user) profile.

Solution area

- SAP Ariba Buying
- SAP Ariba Buying and Invoicing

Implementation information

The functionality to delegate to many is "On" by default.

The ability to create documents as a delegatee is "Off" by default. To enable, please contact support to toggle following parameter:

Application.User.AllowDelegateeToCreateAppr ovables

Prerequisites and Limitations

- Delegatee's must ensure they do not work on the same document to avoid errors.
- Recently Viewed tile does not show correct content
 please refer to My Documents tile.
- The ability to delegate through preferences menu should be disabled (parameter Application.User.DisableDelegateAuthority) to avoid unexpected errors.

Introducing: Multiple delegations (Store Persona)

This feature has 2 parts;

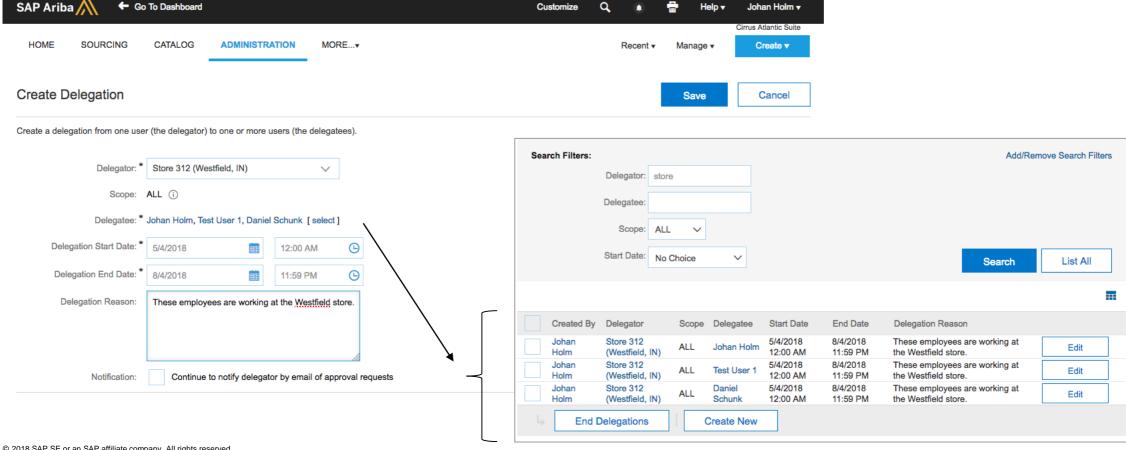
- The ability to delegate to many
- The ability for a delegatee to create Requisitions and perform Receipts

This feature allows customers to model a **Store**, **Laboratory**, or a **Shop** as a user and delegate the ability to act as that store to multiple associates and store employees. When employees "act as" the Store, they get the view of the Store (Store catalog view, default accounting information, ship to and billing information) when doing requisitioning, ordering and receiving.



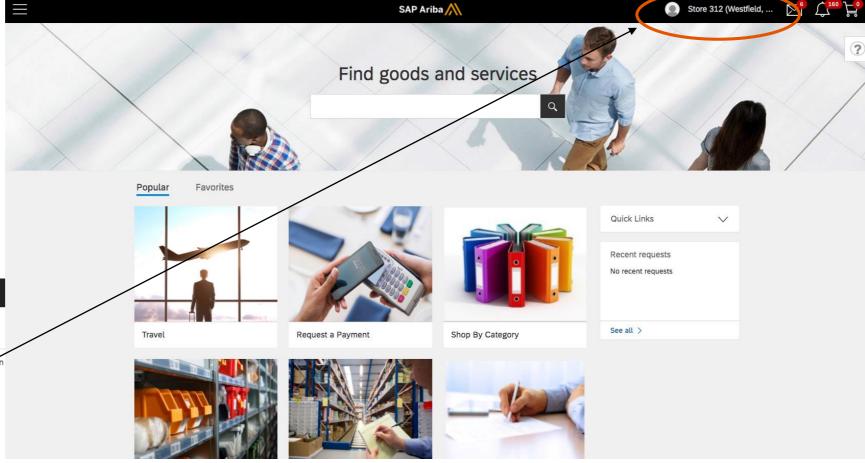
Configuring store employees

Through Core Admin, an administrator can now configure multiple delegatees. Delegations can also be imported through Approval Authority Delegations data import task.



Buying for the Store – Guided Buying

- When the user logs in, He has the option to either act as himself, or act as the Store when doing purchasing.
- User can stop acting as the Store at any time by clicking at **Stop** next to store name.



Act as User

You have the permission to act as the users listed below. You can be gin

Log In as:

Johan Holm - 306 requests require action

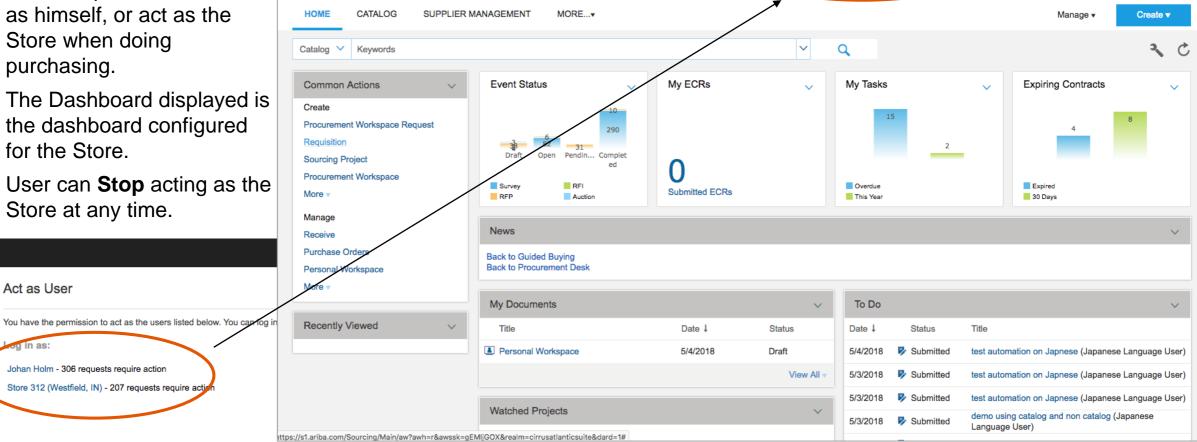
Store 312 (Westfield, IN) - 207 requests require action

Buying for the Store – SAP Ariba Buying

- When the user logs in, He has the option to either act as himself, or act as the Store when doing purchasing.
- The Dashboard displayed is the dashboard configured for the Store.
- User can **Stop** acting as the Store at any time.

Act as User

d in as:



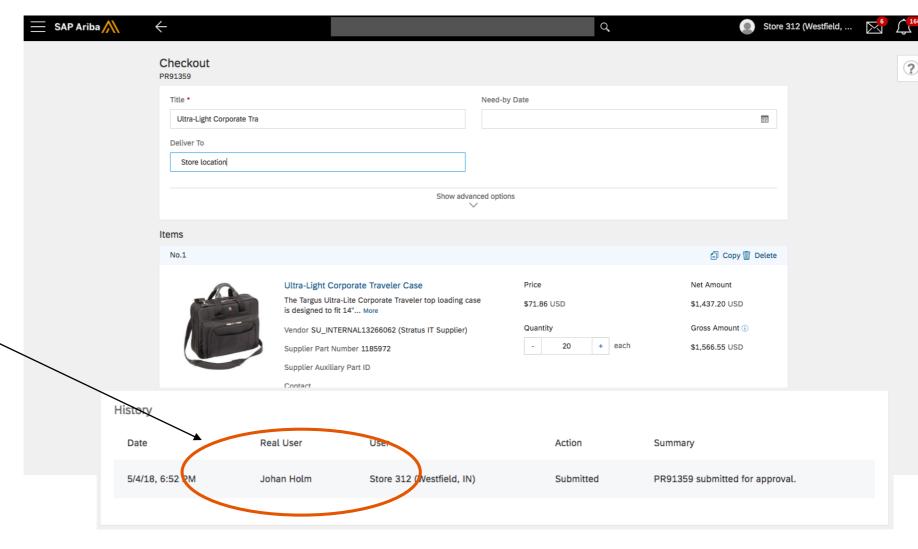
SAP Ariba 🎊

Acting as: Store 312 (Westfield, IN) Stop

Johan Holm ▼

Buying for the Store

- Accounting details are defaulted from the Store
- Ship to information is defaulted from the Store
- Billing information is defaulted from the Store
- Information about who the Real User were, acting as the store, is visible in the History



Planned Features

Operational Procurement

Guided Buying

**Guided Buying Checkout Page Update

Core Procurement

- 1. **Ability to copy File attachments from Supplier Proposal to Requisitions
- **Enhanced approvable edit rules
- 3. **Ability to manually add approvers belonging to different purchasing units
- SLA report for demand aggregation
- 5. Standardized display of rejection reasons for invoices and service entry sheets

Planned Features

Operational Procurement

Catalog and Spot Buy

- **Return Policy Manager
- 2. Customize invoice ID length

Purchasing and Invoicing

**Invoice Reconciliation – Enrichment and Validation

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SAP Ariba Solutions for Direct Spend

Supply Chain: Replenishment orders for supplier managed inventory (SMI) & related cancellations



Ease of implementation Geographic relevance



High touch

Global

Introducing: Replenishment orders for supplier-managed inventory

Customer challenge

- Currently SMI scenario is available for customers with scenario to create scheduling agreement lines for planned shipments
- 2. Most of the time Suppliers MRP system plans for fulfillment by automatically creating a Sales Order.
- 3. In some industries Buyers do not favor scheduling agreement and would instead prefer discrete order to manage replenishment cycle

Meet that challenge with SAP Ariba

- With replenishment orders for supplier-managed inventory, suppliers can create and publish replenishment orders through Ariba Network without scheduling agreements.
- 2. The supplier material requirements planning (MRP) system can instead plan fulfillment and create replenishment orders in Ariba Network.
- 3. Automatic creation of PO based on replenishment order in buyer ERP system

Experience key benefits

- 1. A new Key figure to capture the Replenishment Order and Calculate the projected stock.
- New UI(Sales Order) to view Replenishment Order
- Processing of B2B message for Replenishment Orders
- 4. Linking of Replenishment Order to Purchase Order and updating the Status.
- 5. Items to Ship update to capture Replenishment PO's.

Solution area

SAP Ariba Supply Chain Collaboration

Implementation information

This feature is "on" by default for customers of **SAP Ariba SCC and Inventory Buyers.** Requires configuration.

Prerequisites and Limitations

- 1. This feature requires that the buyer system has been entitled for SAP Ariba Supply Chain Collaboration and for the inventory collaboration component, and that a buyer administrator has enabled the supplier for SAP Ariba Supply Chain Collaboration.
- 2. The transaction rule Allow sales orders must be enabled.

Introducing: Replenishment orders for supplier-managed inventory

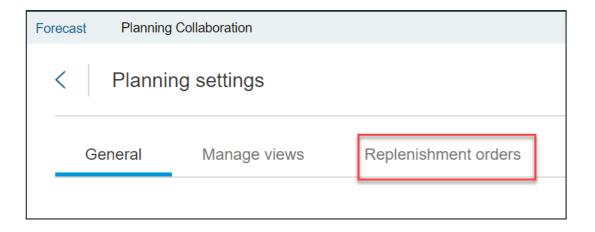
Changes to existing functionality made by replenishment orders for supplier-managed inventory

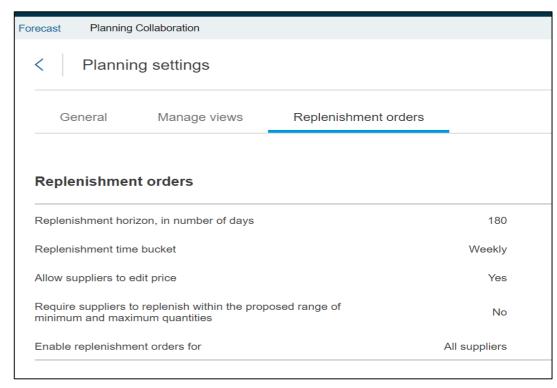
> Buyer user interface changes

The key figures Planned replenishment and Published replenishment appear on the Supplier page for SMI for buyers.

A Replenishment orders tab appears on the Planning Collaboration settings page. Replenishment orders settings are:

- · Replenishment horizon, in number of days
- Replenishment time bucket (Daily or Weekly)
- Allow suppliers to edit price
- Enable replenishment orders for : All suppliers or Selected suppliers



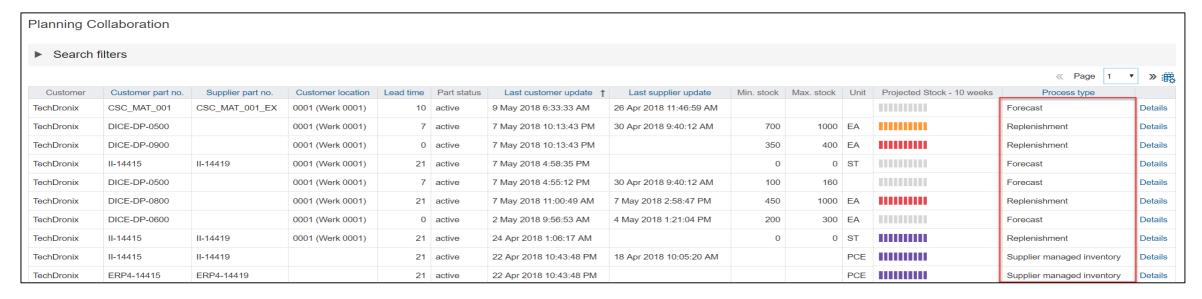


Introducing: Replenishment orders for supplier-managed inventory

Changes to existing functionality made by replenishment orders for supplier-managed inventory

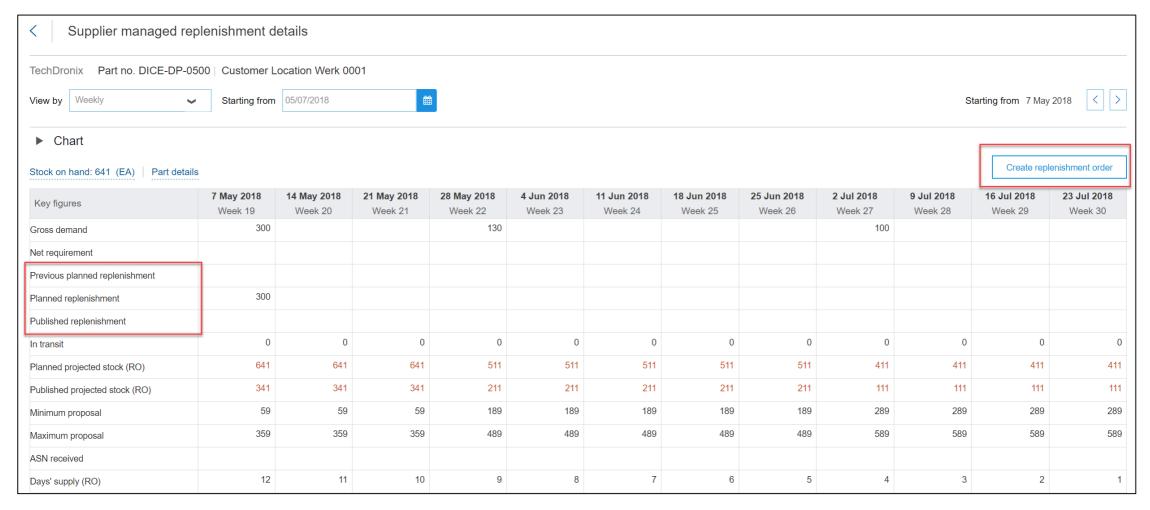
> Supplier user interface changes

- The Sales Orders tab captures replenishment orders and has a filter for replenishment orders.
- A Create replenishment order button appears on the Supplier managed replenishment details after saving edits to the Planned replenishment row.
- A Replenishment process type appears in the Process type column for replenishment orders on the Planning Collaboration page.
- The key figures Planned replenishment and Published replenishment appear on the Supplier managed replenishment details page for supplier-managed inventory with the Replenishment process type. The Planned replenishment values are editable from the details page.



Introducing: Replenishment orders for supplier-managed inventory

Supplier View for SMI details



Introducing: Replenishment orders for supplier-managed inventory

How to manage replenishment orders settings

Prerequisites

If you will change the Replenishment time bucket setting, prepare all affected suppliers for the change:

- Tell all suppliers when you plan to make this change.
- Tell suppliers to publish all their planned replenishments for existing time buckets, to avoid data loss.
- Make sure all suppliers have completed publishing their planned replenishments before you change the setting.

Procedure

- Click Planning → Planning Collaboration.
- Click the settings icon.
- Click Replenishment orders.
- Click the edit icon.
- Make the desired setting changes and click Save.
- Click Manage views.
- Click Edit for Supplier managed replenishment view, make any desired view changes, and click Save.
- If you changed the Replenishment time bucket setting, tell all affected suppliers which view to now use, Daily or Weekly.

Suppliers will no longer have access to the other view.

Introducing: Replenishment orders for supplier-managed inventory

How to create a replenishment order for Suppliers

- 1. Click Planning → Planning Collaboration .
- 2. Click Details for the desired item, which has the Replenishment process type.

The Supplier managed replenishment details page is displayed.

3.Click Edit.

If the Edit button is not visible, change the View setting. Editing is restricted by the buyer to either the Daily or Weekly view.

4.Click cells in the Planned replenishment row to enter values, then click Save.

The Create replenishment order button is displayed.

5.Click Create replenishment order.

6.Enter a name in the Replenishment order field, make any other desired changes, and click Create order.

The Supplier managed replenishment details page is displayed.

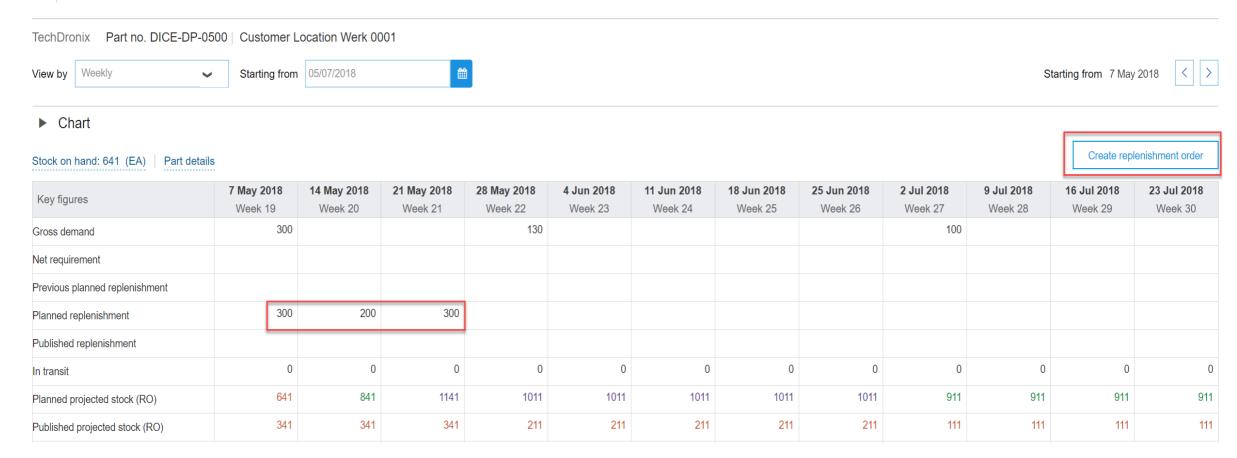
7. Click Refresh data to update the replenishment data with the replenishment order values.

8.Click Outbox Sales Orders and click the replenishment order name to confirm that it is sent to the buyer.

Introducing: Replenishment orders for supplier-managed inventory

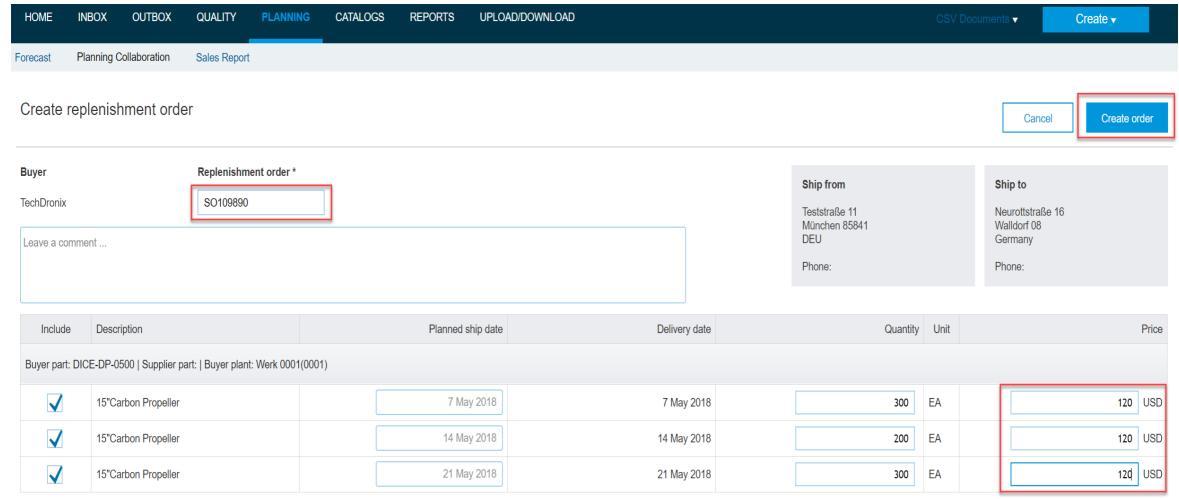
Supplier process flow:

Supplier managed replenishment details



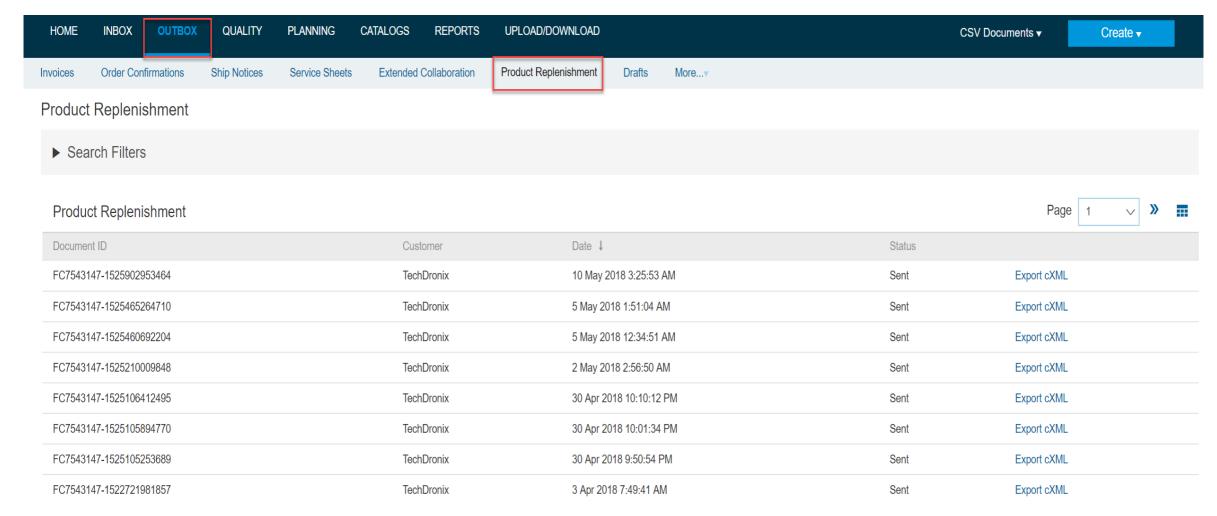
Introducing: Replenishment orders for supplier-managed inventory

Supplier process flow:



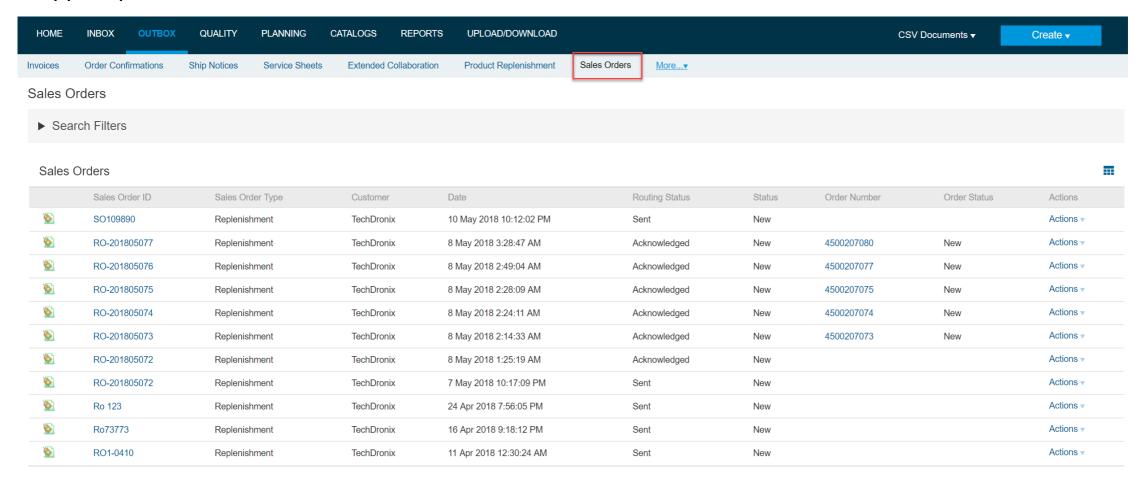
Introducing: Replenishment orders for supplier-managed inventory

Supplier process flow:



Introducing: Replenishment orders for supplier-managed inventory

Supplier process flow:



Introducing: Replenishment orders for supplier-managed inventory

Integration

- Integration of the feature will be available with ERP ADD ON SP18
- cXML changes: The replenishment orders for supplier-managed inventory feature depends on a minimum of cXML DTD 1.2.037.

Planned Features

SAP Ariba Solutions for Direct Spend

Direct Materials Sourcing

- 1. **BOM and Material search with advanced filtering and save capabilities
- 2. Monitoring and processing of BOM loads into product sourcing

Supply Chain Collaboration

- **Cancellation of replenishment order
- 2. Allow suppliers to partially confirm fully rejected line items
- 3. Planning collaboration usability improvements

Planned Features

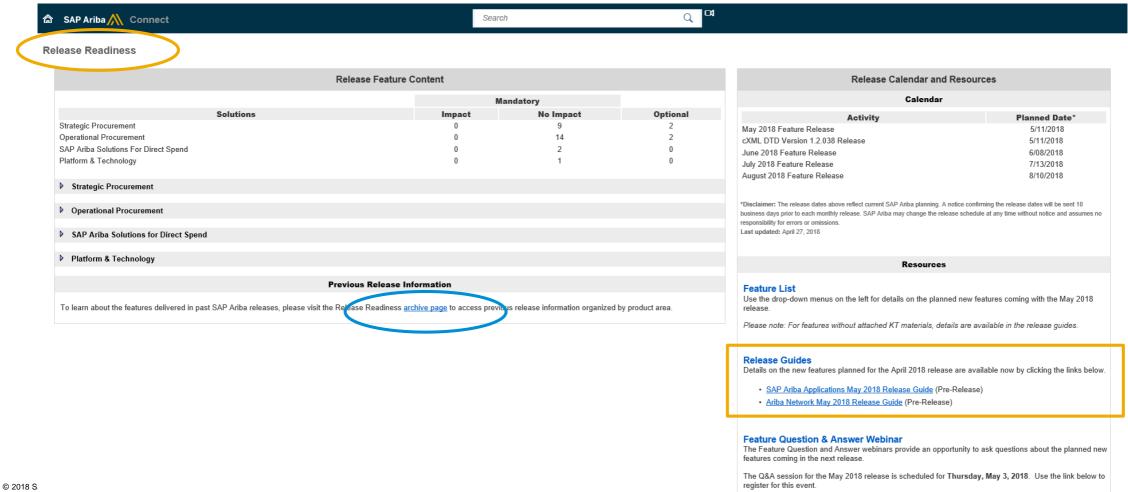
Technology

APIs

. SAP Ariba APIs on SAP API Business Hub

General Information Session Materials

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Thank you.

Contact information:

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Appendix: Additional information of possible interest

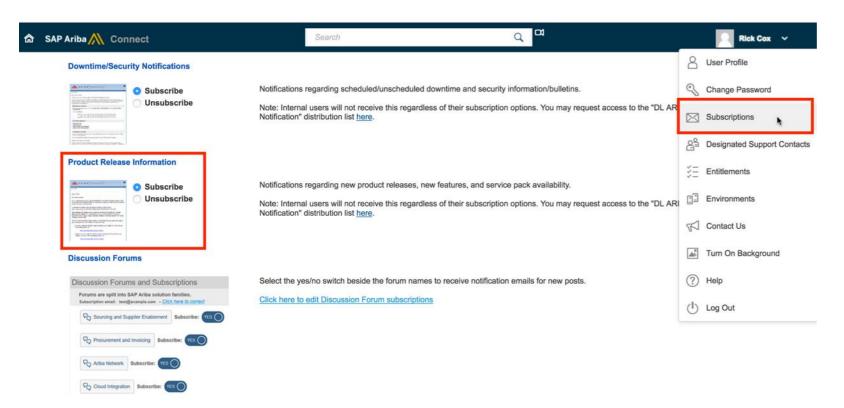


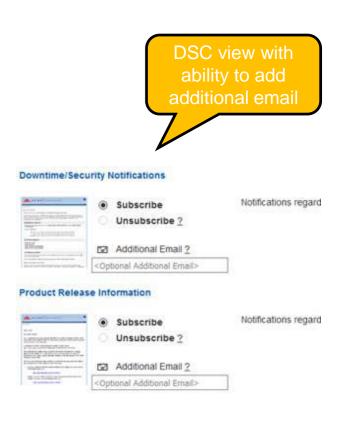
Communications Notice Recipients

Release Notifications are sent to all Designated Support Contacts by default and any other users that subscribe.

Best Practice:

- Encourage relevant team members to subscribe by clicking their name in the top right corner and select Subscriptions
- Create a distribution list for others that need to know and add as an additional email





Historical release information Archive page

Prior release materials grouped by product/solution area for quick reference. Listed in chronological order of most recent to oldest update from top to bottom of page.

