SAP Ariba

Ariba Solutions
Readiness July 2018 Release Q&A

Rob Jones, SAP Ariba
5 July 2018

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THE BEST RUN SAP

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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

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Logistics

Additional Dial-in Numbers

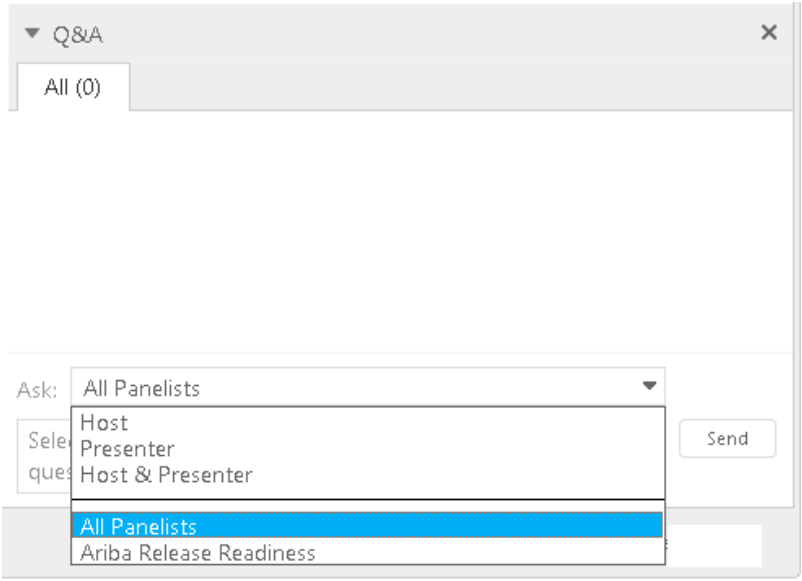
- Additional Dial-in numbers link appears in the Meeting invitation as noted below:

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.



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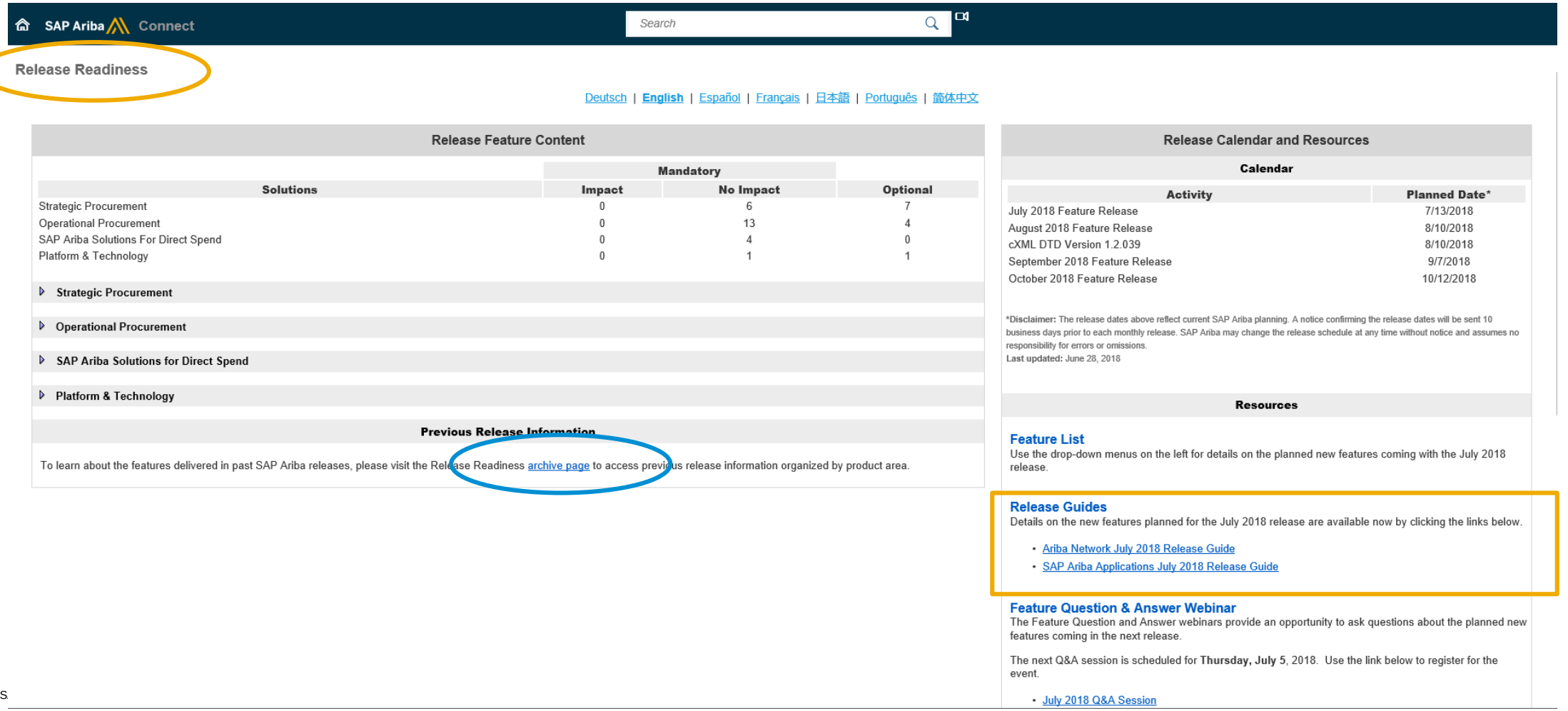
General Information Session Materials

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.



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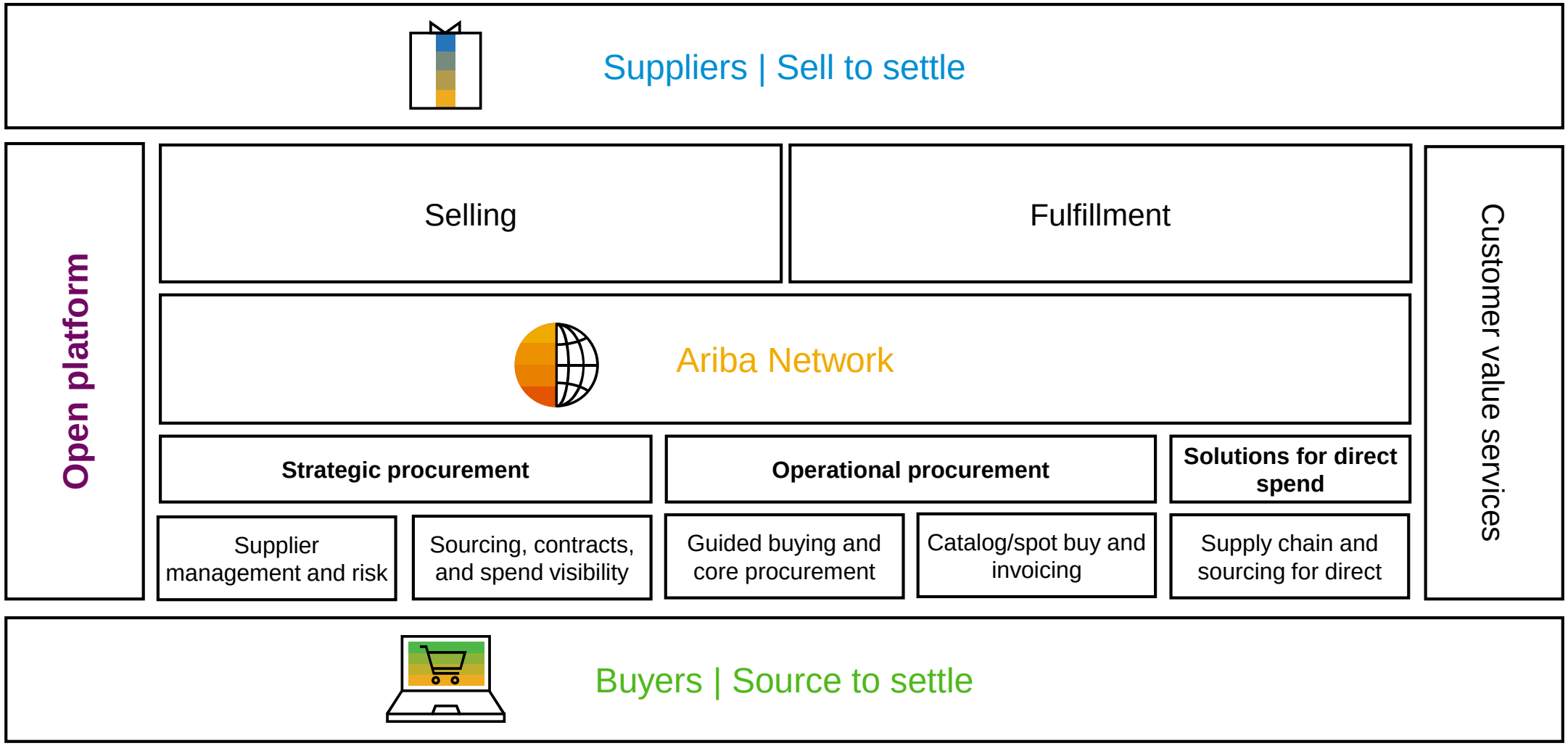
Our solution portfolio



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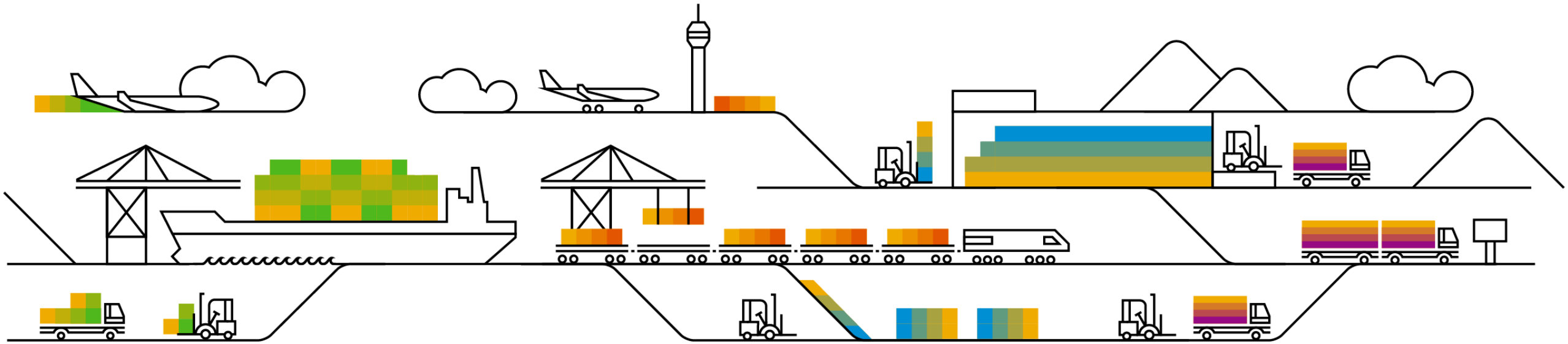
Key Feature Discussions



Key Features

Strategic Procurement

- Supplier Management: Point based scoring on Engagement Risk project

Operational Procurement

- Guided buying capability integration with SAP S/4HANA Cloud
- Purchasing and Invoicing: Allow service order-based invoicing without service sheet

SAP Ariba Solutions for Direct Spend

- Direct Materials Sourcing: Enhanced Material 360 View

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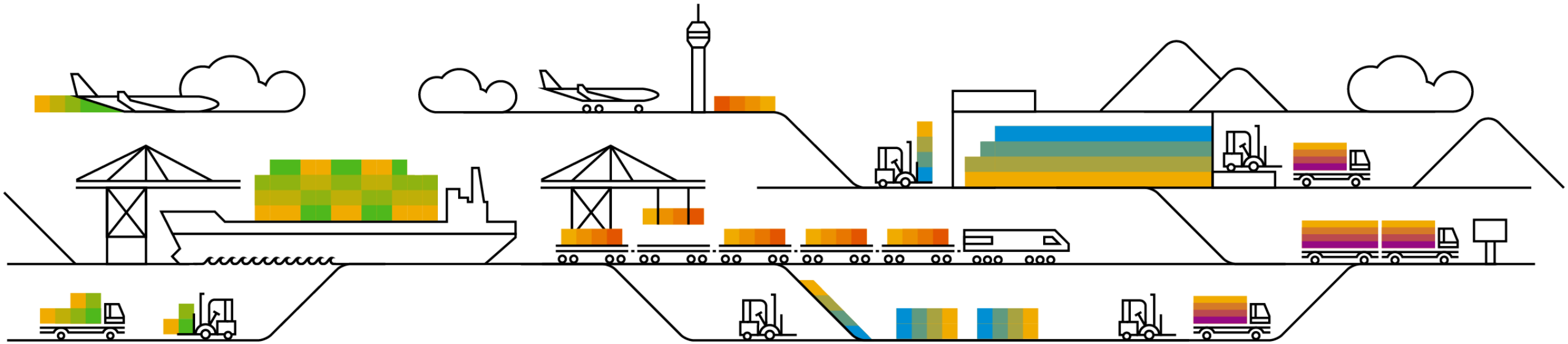
Strategic Procurement

Supplier Management: Point based scoring on Engagement Risk project



Ease of implementation Some complexity
Geographic relevance Global

Feature at a Glance

Introducing: **Point based scoring on Engagement Risk project**

Customer challenge

Engagement risk projects currently only support percentage based scoring which is complicated and difficult to configure in some applications. It can be difficult at times for the end user to interpret scores in % terms

Meet that challenge with SAP Ariba

This feature enables assigning point based scores to Engagement Request and risk assessments.

Point based scoring introduces a way to award / pre-grade each response with a number of points and adds all the pre-grades together to calculate the final score.

Experience key benefits

Point-based scoring is a more straightforward and easy-to-configure.

It is easier for users to interpret point scores

Solution area

Strategic Procurement / Supplier Risk / Engagement Risk

Implementation information

This feature is “off” by default. To enable this feature, please submit a Service Request to have this feature turned on for you. Feature toggle: SR-PointBasedScoring

Prerequisites and Limitations

Engagement Risk feature must be enabled

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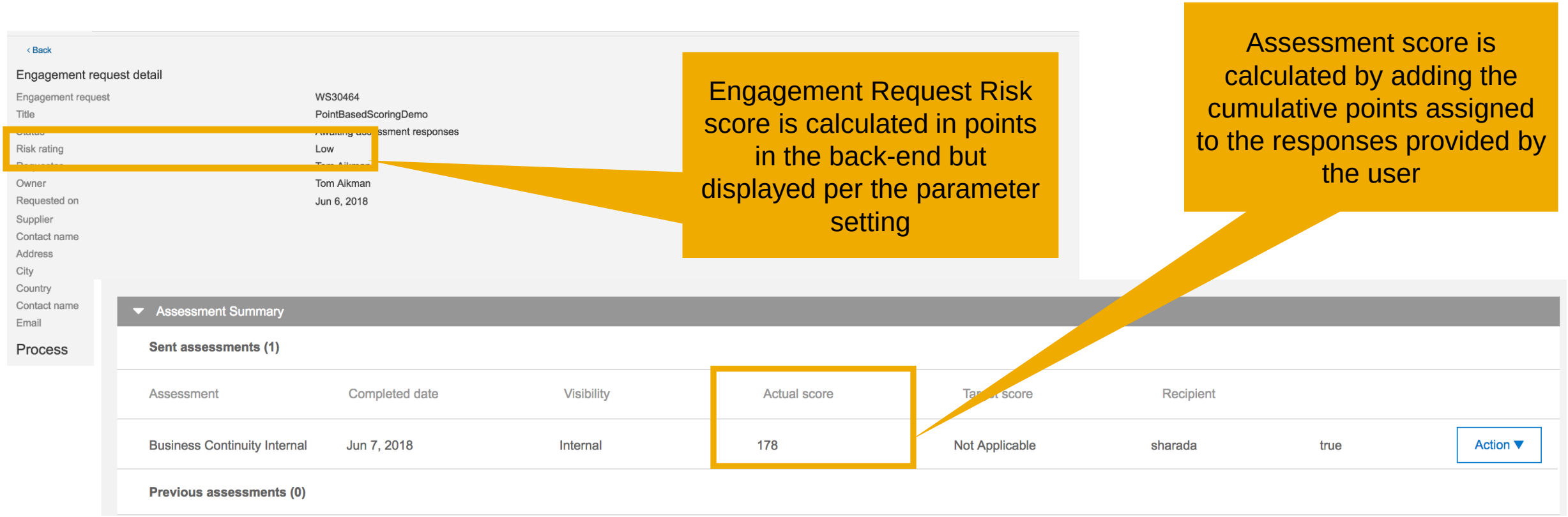
Feature at a Glance

Introducing: **Point based scoring on Engagement Risk project**

Detailed feature information (Engagement request details)

Once Point based scoring is enabled on a system, all scores are displayed in points instead of percentages.



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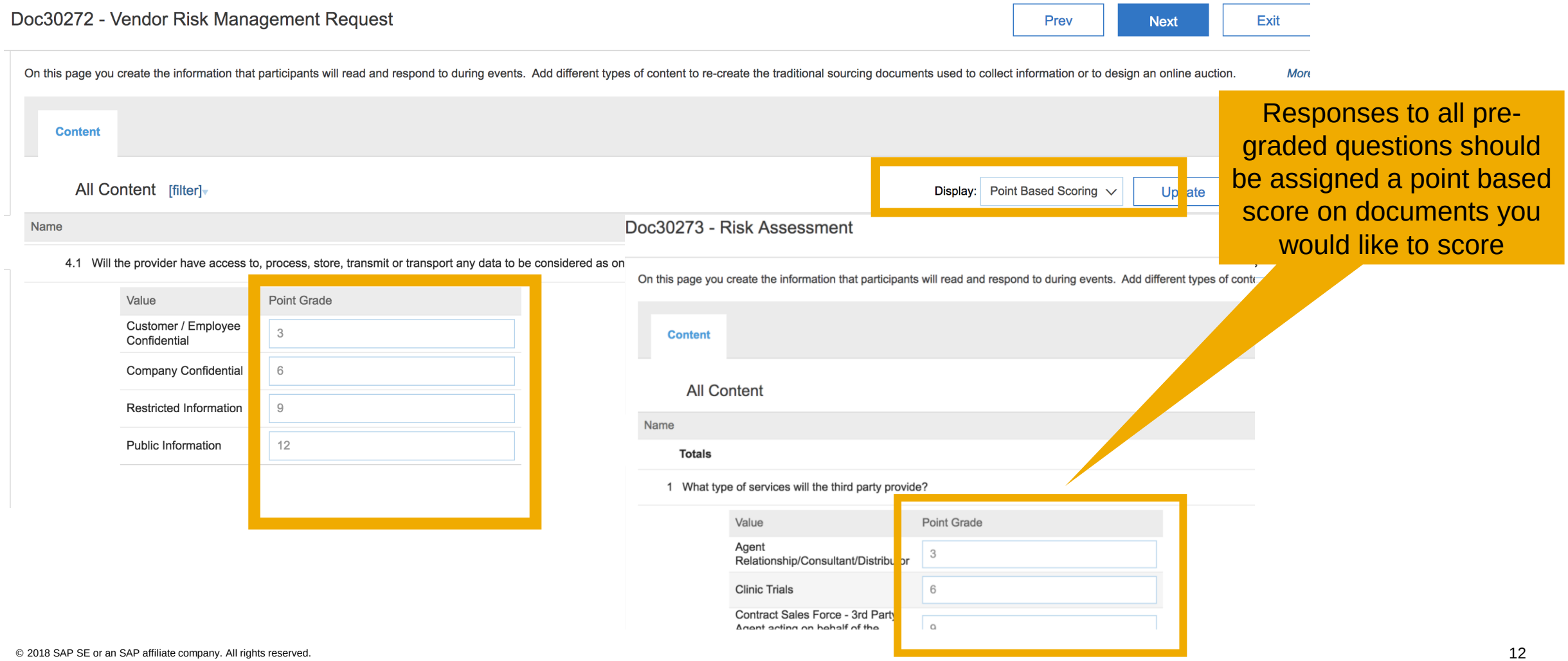
Feature at a Glance

Introducing: **Point based scoring on Engagement Risk project**

Detailed feature information (Engagement risk request template)



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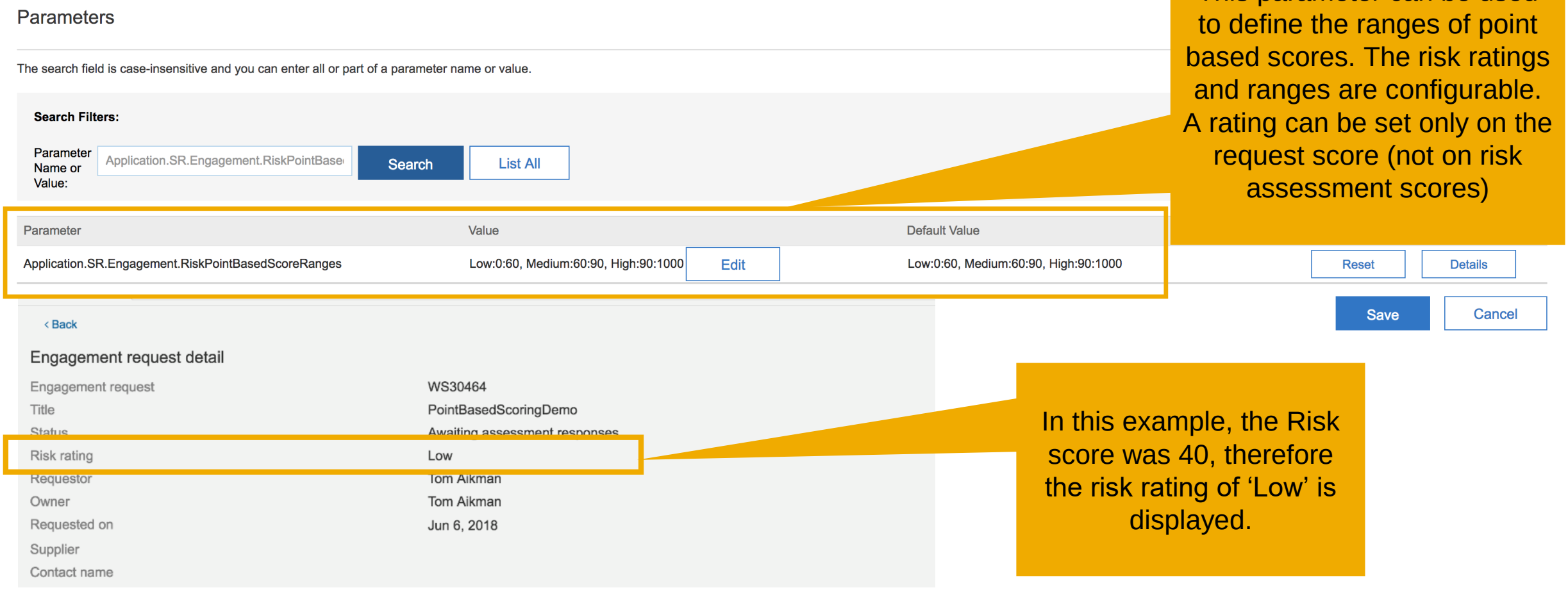
Feature at a Glance

Introducing: **Point based scoring on Engagement Risk project**

Detailed feature information (Parameter to set risk rating)



This parameter can be used to define the ranges of point based scores. The risk ratings and ranges are configurable. A rating can be set only on the request score (not on risk assessment scores)

In this example, the Risk score was 40, therefore the risk rating of ‘Low’ is displayed.

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Planned Features

Strategic Procurement

Supplier Management

1. *Issue tracking and remediation – configurable content and approval workflows
2. *SLP bi-directional integration to SAP using SAP Ariba Cloud Integration Gateway (CIG)
3. *Bank component for supplier management questionnaires

Supplier Risk

1. *Point based scoring on engagement risk project

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Planned Features

Strategic Procurement

Sourcing

1. *Ability to clone ad hoc tasks while copying a sourcing project or a contract workspace
2. Enhancements to web services to create service lines in sourcing events
3. Define number of rounds a participant can miss before being ejected from a Japanese auction

Sourcing and Contracts

1. *Support for line item types and line item definitions in service line item

Contracts

1. *Non-disclosure agreement contracts
2. *Propagate changes in currency rate sets to CLID
3. *Ability to change the Combined Spend setting before the start of the contract workspace approval task

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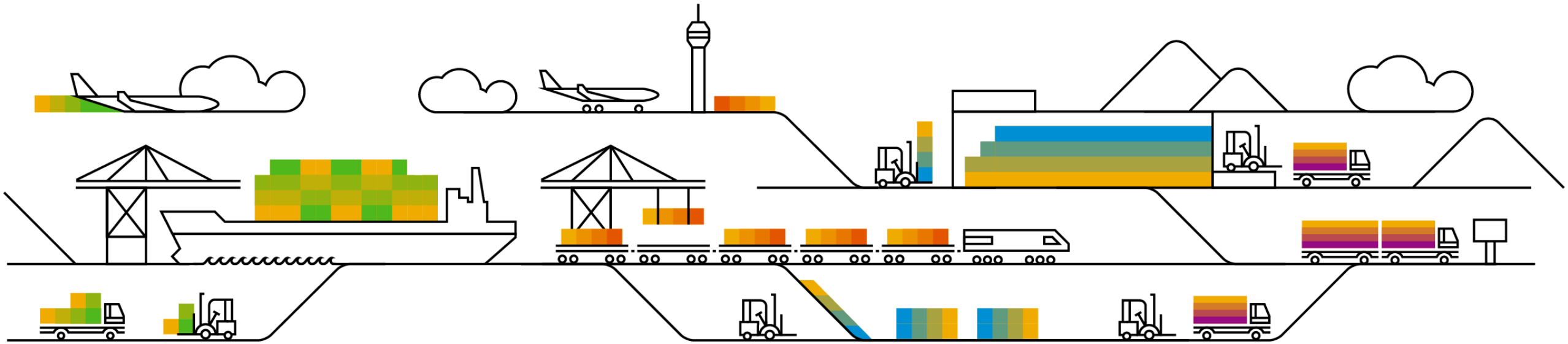
Operational Procurement

Guided buying capability integration with SAP S/4HANA Cloud



Ease of implementation Low touch / simple
Geographic relevance Global

Feature at a Glance

Introducing: Guided buying capability integration with SAP S/4HANA Cloud

Customer challenge

Insufficient user experience for casual users; multiple source of supplies (catalogs, material codes, etc.); difficulty for employees to find where to search for products & services or suppliers; difficulty for purchasers and line of business owners to enforce purchasing policies defined for particular purchasing categories of products or services or for particular lines of business; inability for employees to leverage tactical sourcing to get best offer from multiple suppliers.

Meet that challenge with SAP Ariba

Targeted for casual and functional buyers who purchase from suppliers as part of their function in SAP S/4HANA Cloud, this integration with the guided buying capability of SAP Ariba allows procurement organizations to scale self-service purchasing across spend categories while enforcing compliance.
The users gets a simple, smart, and elegant buying experience to create a purchase requisition and approve it in SAP Ariba Buying with guided buying. The follow-on documents are then processed in SAP S/4HANA Cloud

Experience key benefits

A simple, smart, and elegant buying experience for SAP S/4HANA Cloud users to increase user engagement across all spend.

- Clean, user-friendly layout
- One place for all goods, services, and travel
- In-context compliance and approval flow
- Powerful and predictive search with three-click and buy for an awesome buying experience
- One-click review and approval
- Support for ad hoc requests
- Collaboration between users, procurement, and suppliers

Solution area

SAP Ariba Buying
SAP Ariba Buying and Invoicing
SAP Ariba Buying, partner edition
SAP Ariba Buying and Invoicing, partner edition

Implementation information

This feature is “off” by default. To enable this feature, please submit a Service Request to have this feature turned on for you

Prerequisites and Limitations

- Order confirmations and ASNs sent by suppliers on Ariba Network do not appear in the follow-on document flow or status information in SAP Ariba Buying, only in SAP S/4HANA Cloud
- Can be integrated with only one SAP S/4HANA Cloud environment.
- No PO, GR or invoice creation in SAP Ariba Buying or SAP Ariba Buying and Invoicing

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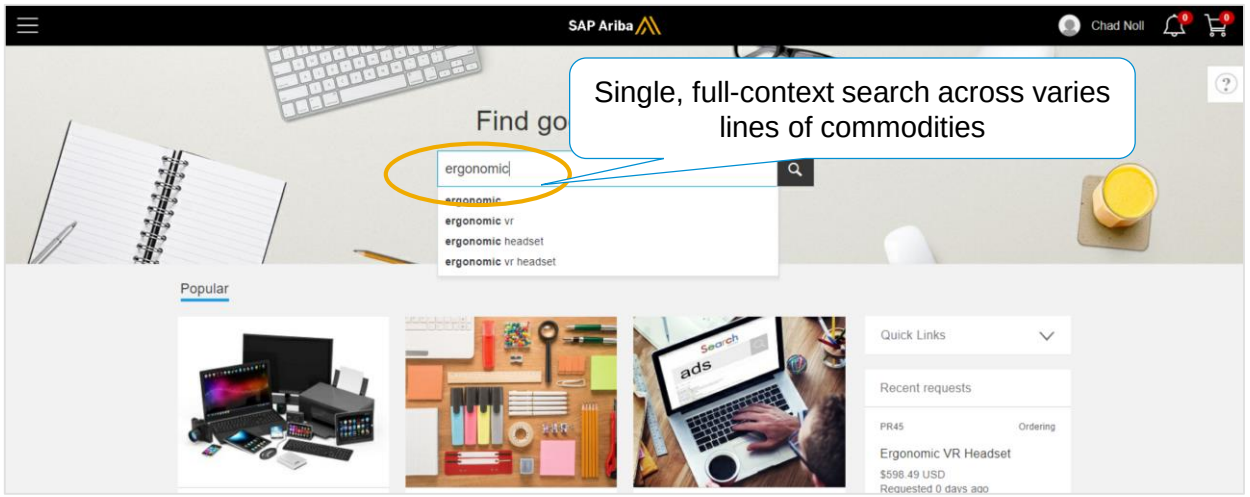
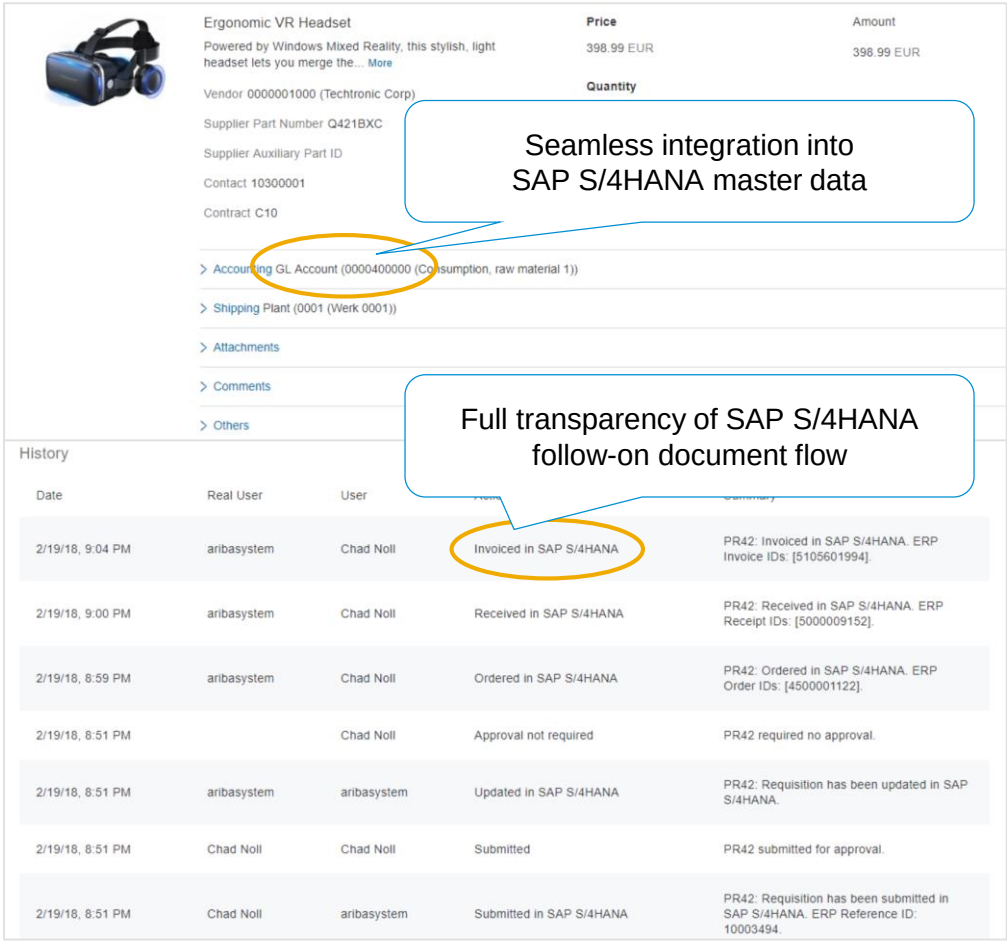
Feature at a Glance

Introducing: **Guided buying capability integration with SAP S/4HANA Cloud**

Detailed feature information: key highlights

- Direct navigation from Fiori Launchpad into connected SAP Ariba Buying
- Seamless integration of SAP S/4HANA Cloud master data via dedicated eSOA interfaces to SAP Ariba Procurement solutions
- Direct update on document flow in SAP Ariba Buying for full transparency on SAP S/4HANA Cloud follow-on processes, including purchase orders, goods receipts and invoices.





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Feature at a Glance

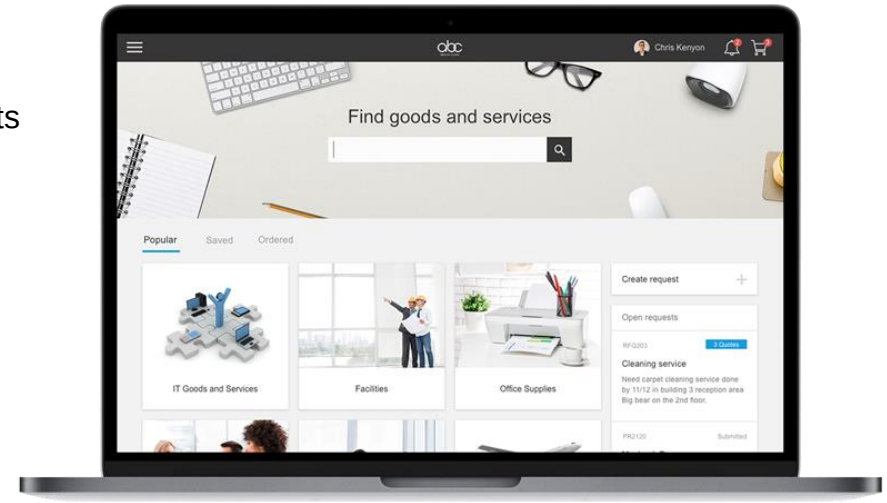
Introducing: **Guided buying capability integration with SAP S/4HANA Cloud**

Detailed feature information: process steps and benefits

Fiori Dashboard	Guided Buying	Catalog	Purchase Order	Supplier Collaboration	Goods Receipt / Invoice Receipt
SAP S/4HANA Cloud	**SAP Ariba Buying**	**SAP Ariba Catalog**	**SAP S/4HANA Cloud**	**Ariba Network**	**SAP S/4HANA Cloud**
▪ All SAP users start in the same location	▪ One stop shop for all buying ▪ Consumer-grade user experience ▪ Policy driven compliance ▪ Workflow ▪ Status ▪ Follow-on documents reference	▪ Supplier managed content with contracted terms ▪ Spot Buy marketplace ▪ Contract Compliance	▪ PO creation and execution	▪ Network-based PO confirmation, ASN, smart invoice, invoice status, payment advice	▪ Goods receipt, invoice receipt ▪ Invoice workflow

Optional direct access

Employee Portal



Value Drivers

- Simplicity & end user adoption
- Contract compliance
- Policy enforcement
- Process efficiency
- Supplier compliance

Note: the supplier collaboration with Ariba Network is optional for this feature and requires SAP Ariba Commerce Automation integrated with SAP S/4HANA Cloud

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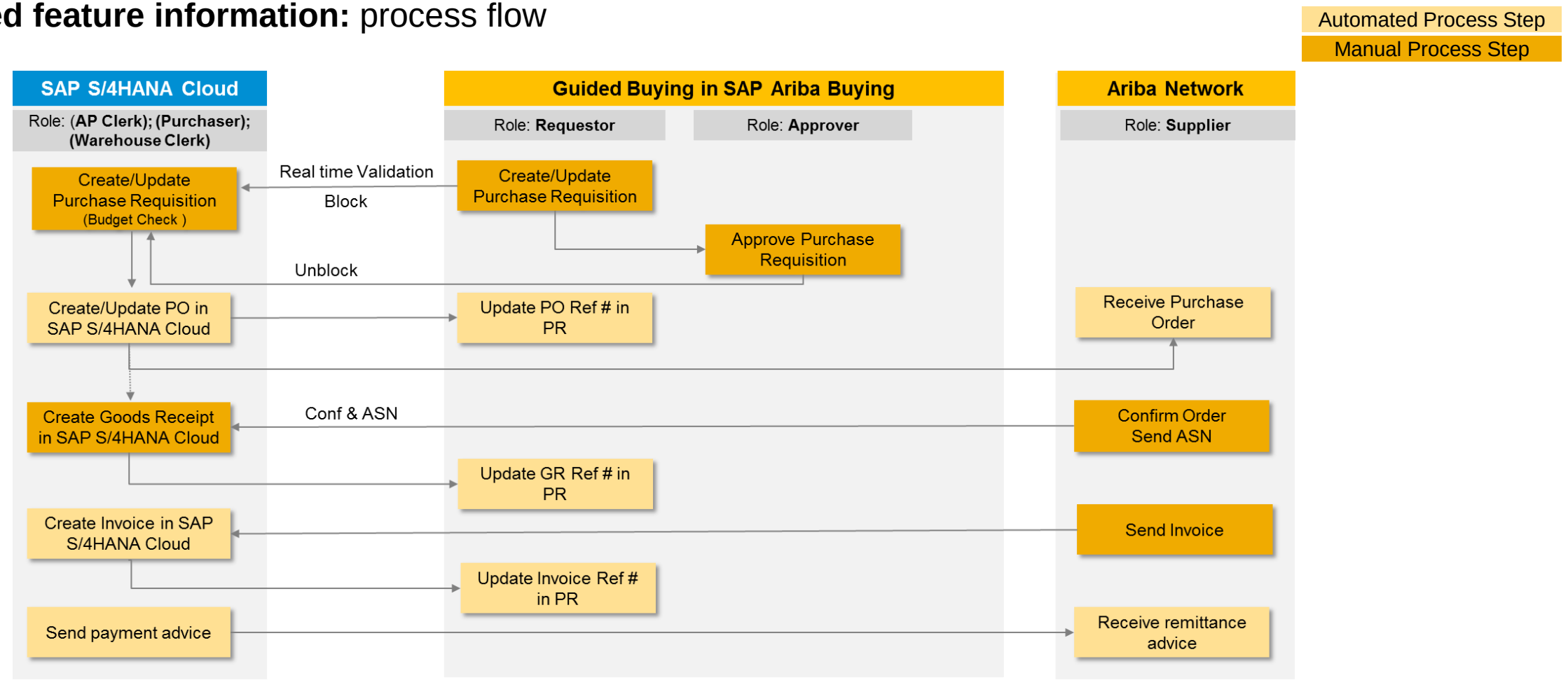
Feature at a Glance

Introducing: **Guided buying capability integration with SAP S/4HANA Cloud**

Detailed feature information: process flow



Note: the supplier collaboration with Ariba Network is optional for this feature and requires SAP Ariba Commerce Automation integrated with SAP S/4HANA Cloud

Note: supplier process steps in Ariba Network are manual only if the portal interface is used and not if the cXML and/or EDI routing method is used

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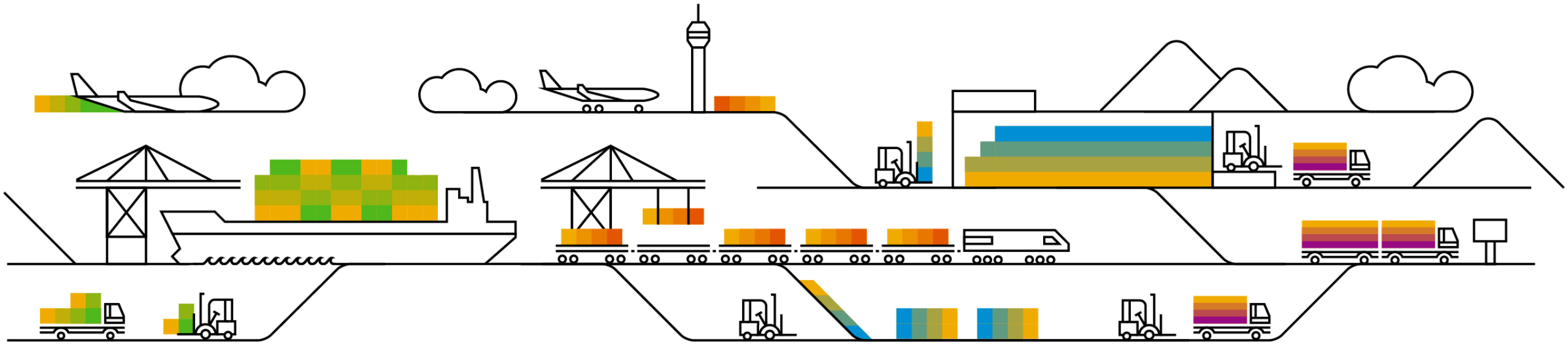
Operational Procurement

Buying and Invoicing: Allow service order-based invoicing without service sheet



Feature at a Glance

Ease of implementation Low-touch / Simple
Geographic relevance Global

Introducing: **Allow service order-based invoicing without service sheet**

Customer challenge

Today, a manually created Invoice against a Service Order require a Service Sheet to be approved. For some customers however, an approved invoice is sufficient to process the invoice, and a Service Sheet should not be required.

Meet that challenge with SAP Ariba

With this feature, SAP Ariba can be configured to NOT require an approved Service Sheets as part of the process when manually creating an Invoice against a Service Order.

Experience key benefits

This feature allow customers to create Invoices against Service Orders without an approved Service Sheet.

Solution area

- SAP Ariba Buying and Invoicing
- SAP Ariba Invoice Management

Implementation information

The functionality to require Service Sheets for Service Orders are ”On” by default.
To allow manual Invoices against Service Orders without a Service Sheet, please contact support to disable following parameter:

- **Application.Procure.EnableServicePOBasedInvoicingWithSES**

Prerequisites and Limitations

- This feature is for SAP integrated sites
- This feature is applicable only for buyer-initiated service invoicing processes. Please ensure the parameter **Application.Procure.AllowServicePOBasedInvoicing** is enabled to enable invoice against Service PO.
- For supplier-managed invoicing processes, the service sheet process is mandatory before suppliers can create invoices.
- Ensure that the **Allow suppliers to auto-generate service sheets** rule is disabled on Ariba Network for suppliers whom you do not want to create service sheets.

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Feature at a Glance

Introducing: **Allow service order-based invoicing without service sheet**

In some cases, where buyers manually enter the Invoice against a Service Order in SAP Ariba Invoicing, approving the invoice is sufficient to process the payment for the supplier – an approved Service Sheet is not required.

Today, however, SAP Ariba Invoicing require an approved Service Sheet in order for a buyer user to process manually created invoices against Service Order and it is not possible to work around this requirement.

With this feature, SAP Ariba no longer auto create a Service Sheet which first have to be approved before the invoice can be processed. Hence buyer organizations can choose to have their sites configured to either include or exclude the service sheet process to follow one of these workflows:

- **Exclude service sheets** from the procurement workflow to allow users in the SAP Ariba solution to manually create invoices directly based on purchase orders; parameter **EnableServicePOBasedInvoicingWithSES** set to “No”.

- (Default) **Include service sheets** in the procurement flow; Allow users in the SAP Ariba solution to first submit invoices based on purchase orders and let the SAP Ariba solution flip those invoices to *autogenerate service sheets*. These invoices do not undergo approvals but they move to the next stage in the approval flow only after approvals for the autogenerated service sheets is fully complete. parameter **EnableServicePOBasedInvoicingWithSES** set to “Yes”.

In the absence of service sheets, the SAP Ariba solution validates invoices for maximum amount limits specified on the associated orders before users can submit invoices.

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Example 1

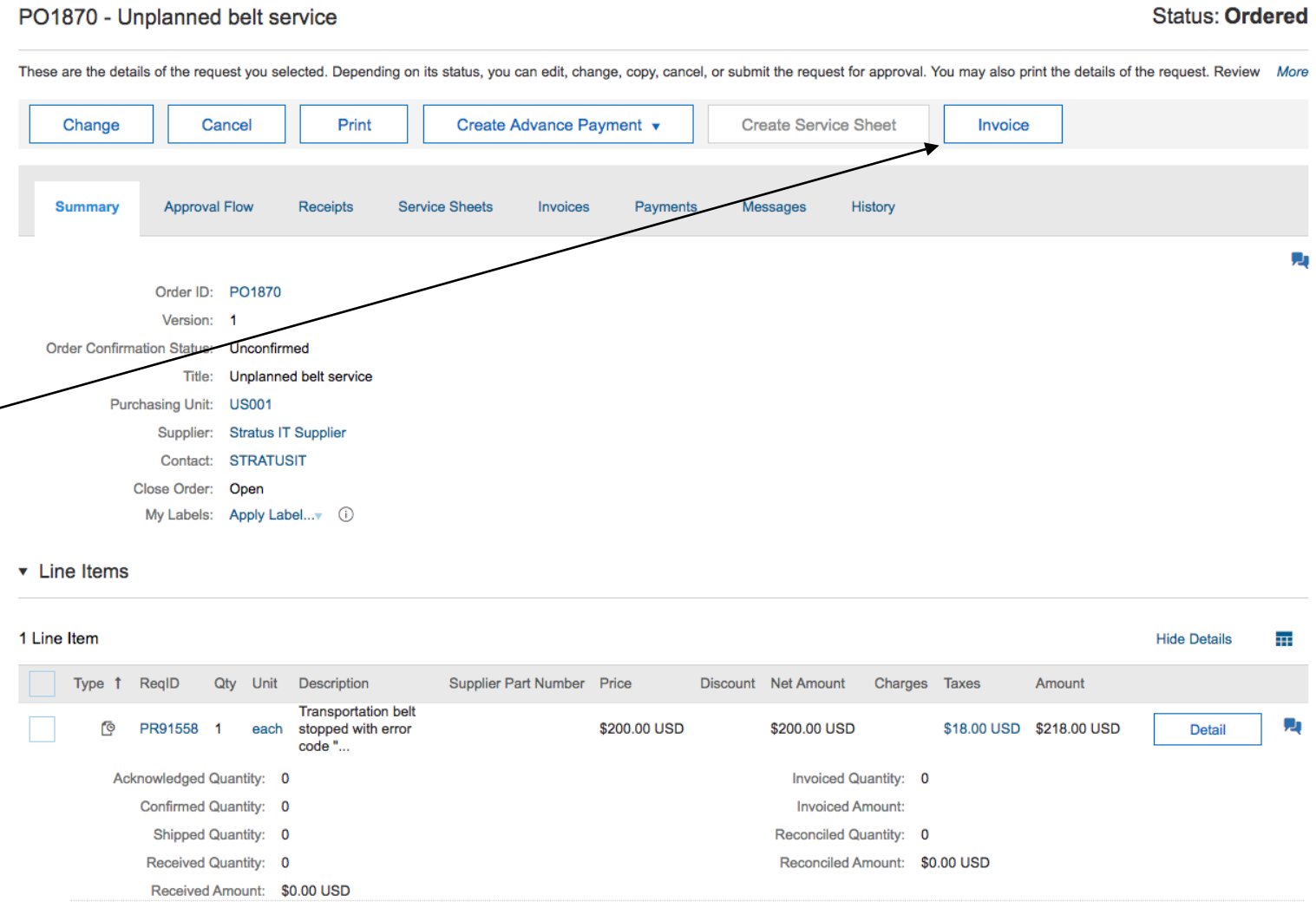
Service Sheet Required 1(5): **Creating Invoice from Service Order**

Parameter EnableServicePOBasedInvoicing WithSES set to “Yes”.

1. Unplanned Service Order PO1870 for belt maintenance created

2. When looking at the order, a buyer user can create an ”Invoice”.

The option to create Service Sheet is grayed out.



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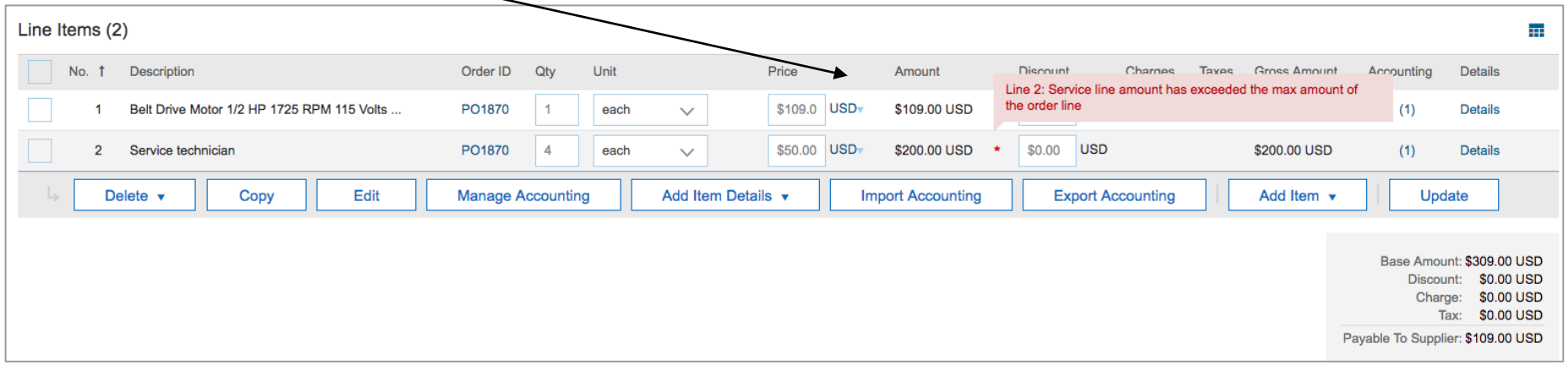
Example 1

Service Sheet Required 2(5): **Creating Invoice from Service Order**

3. Invoice manually created against service order PO1870 with items specifying services delivered, in this case 2 items against the single order line.

4. If amount exceed Max Amount of the Service Order, an error message is displayed.



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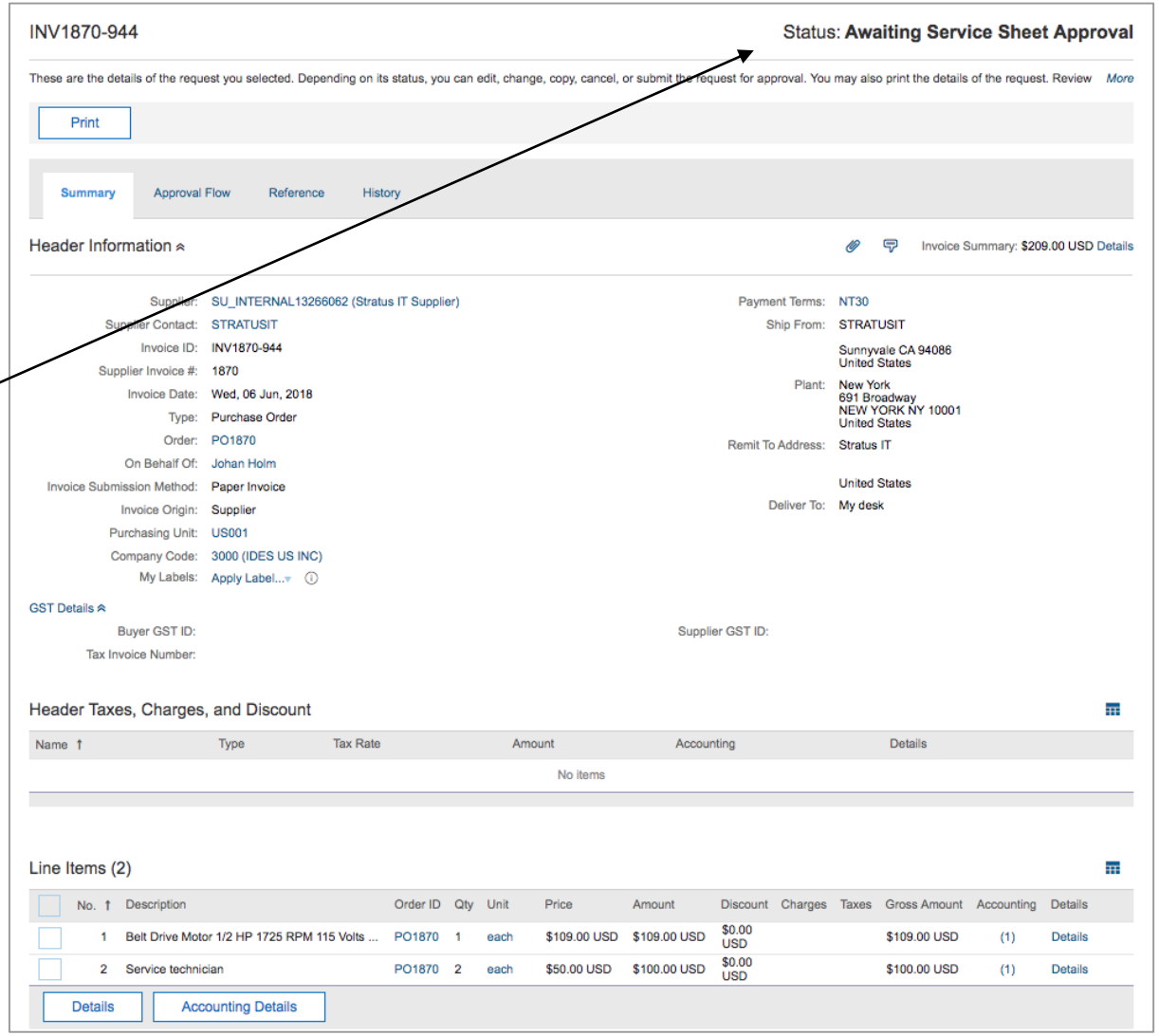
Example 1

Service Sheet Required 3(5): **Invoice "Awaiting Service Sheet Approval"**

5. Once the Invoice is submitted Service Sheet is automatically created with the child items from the Invoice

6. The Invoice moves to a new status, "**Awaiting Service Sheet Approval**"
   - Note; this is before the Invoice Reconciliation document is created



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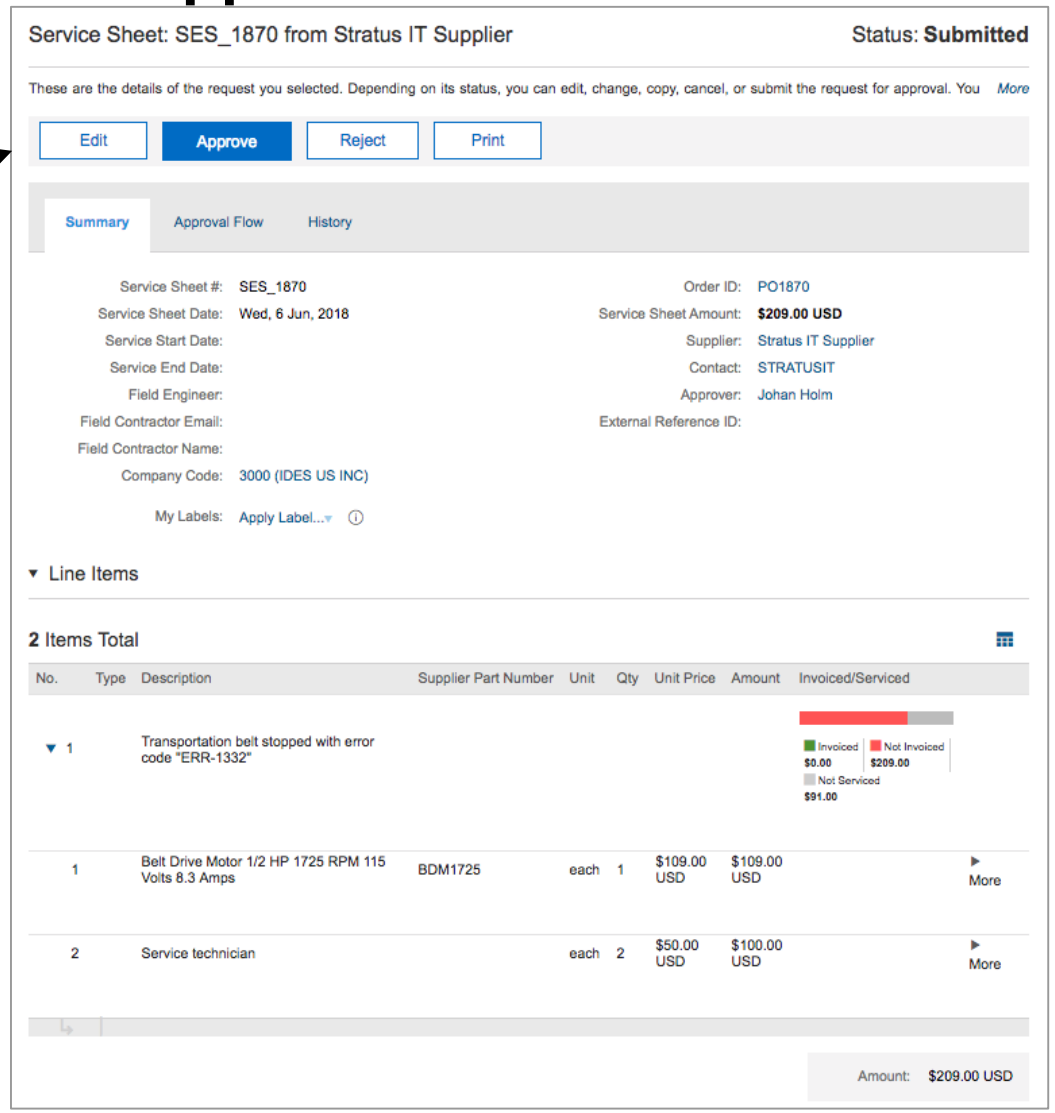
Example 1

Service Sheet Required 4(5): **Service Sheet approval**

7. Service Sheet is visible from References tab

8. Service Sheet approval

Note: If Service Sheet is Denied, the corresponding Invoice will be automatically Cancelled.



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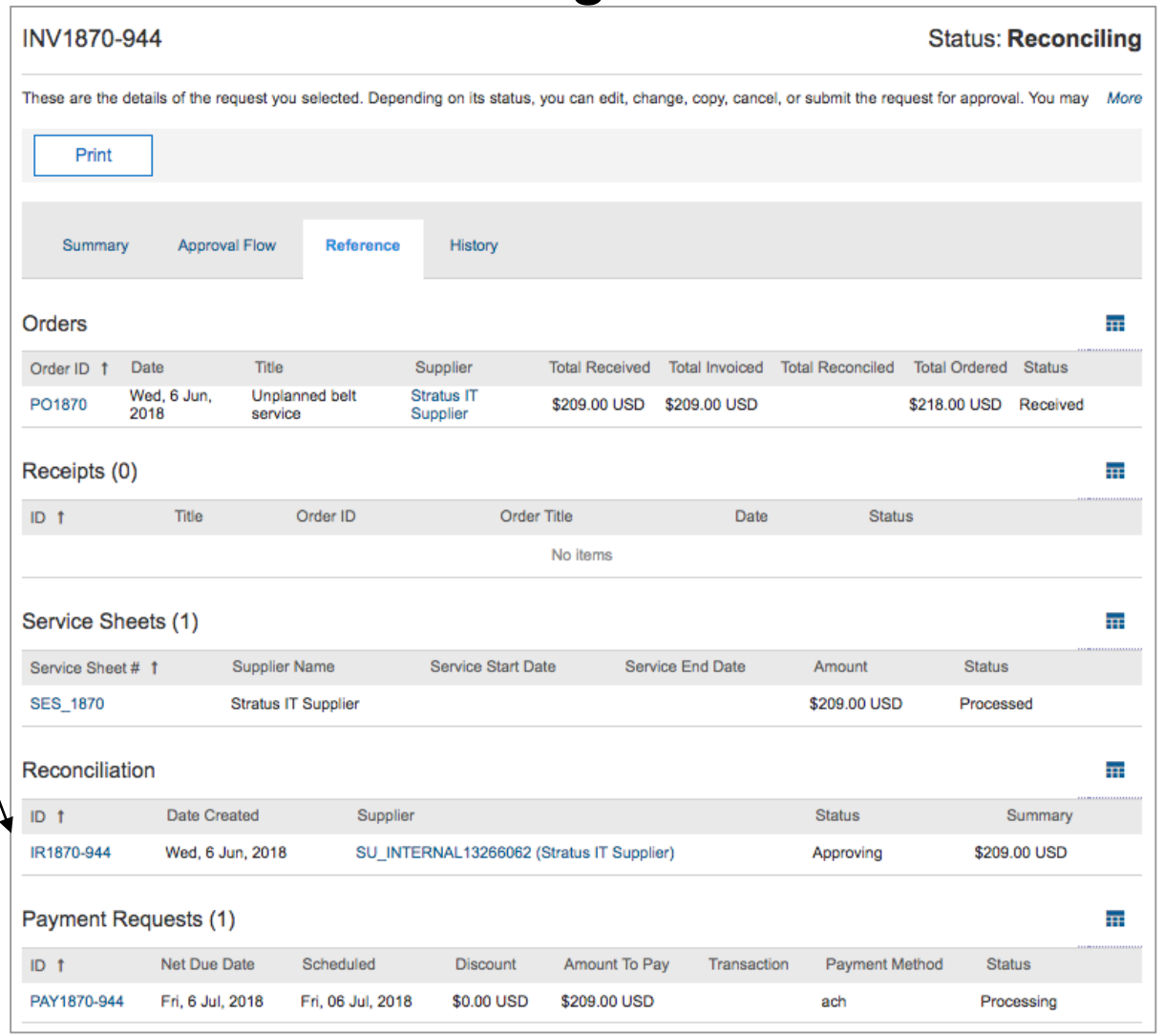
Example 1

Service Sheet Required 5(5): **Invoice moves to Reconciling**

9. IR document created and processing can proceed



INV1870-944 — Status: **Reconciling**

These are the details of the request you selected. Depending on its status, you can edit, change, copy, cancel, or submit the request for approval. You may *More*

Print

Summary | Approval Flow | Reference | History

Orders

Order ID	Date	Title	Supplier	Total Received	Total Invoiced	Total Reconciled	Total Ordered	Status
PO1870	Wed, 6 Jun, 2018	Unplanned belt service	Stratus IT Supplier	$209.00 USD	$209.00 USD		$218.00 USD	Received

Receipts (0)

ID	Title	Order ID	Order Title	Date	Status
No items					

Service Sheets (1)

Service Sheet #	Supplier Name	Service Start Date	Service End Date	Amount	Status
SES_1870	Stratus IT Supplier			$209.00 USD	Processed

Reconciliation

ID	Date Created	Supplier	Status	Summary
IR1870-944	Wed, 6 Jun, 2018	SU_INTERNAL13266062 (Stratus IT Supplier)	Approving	$209.00 USD

Payment Requests (1)

ID	Net Due Date	Scheduled	Discount	Amount To Pay	Transaction	Payment Method	Status
PAY1870-944	Fri, 6 Jul, 2018	Fri, 06 Jul, 2018	$0.00 USD	$209.00 USD		ach	Processing

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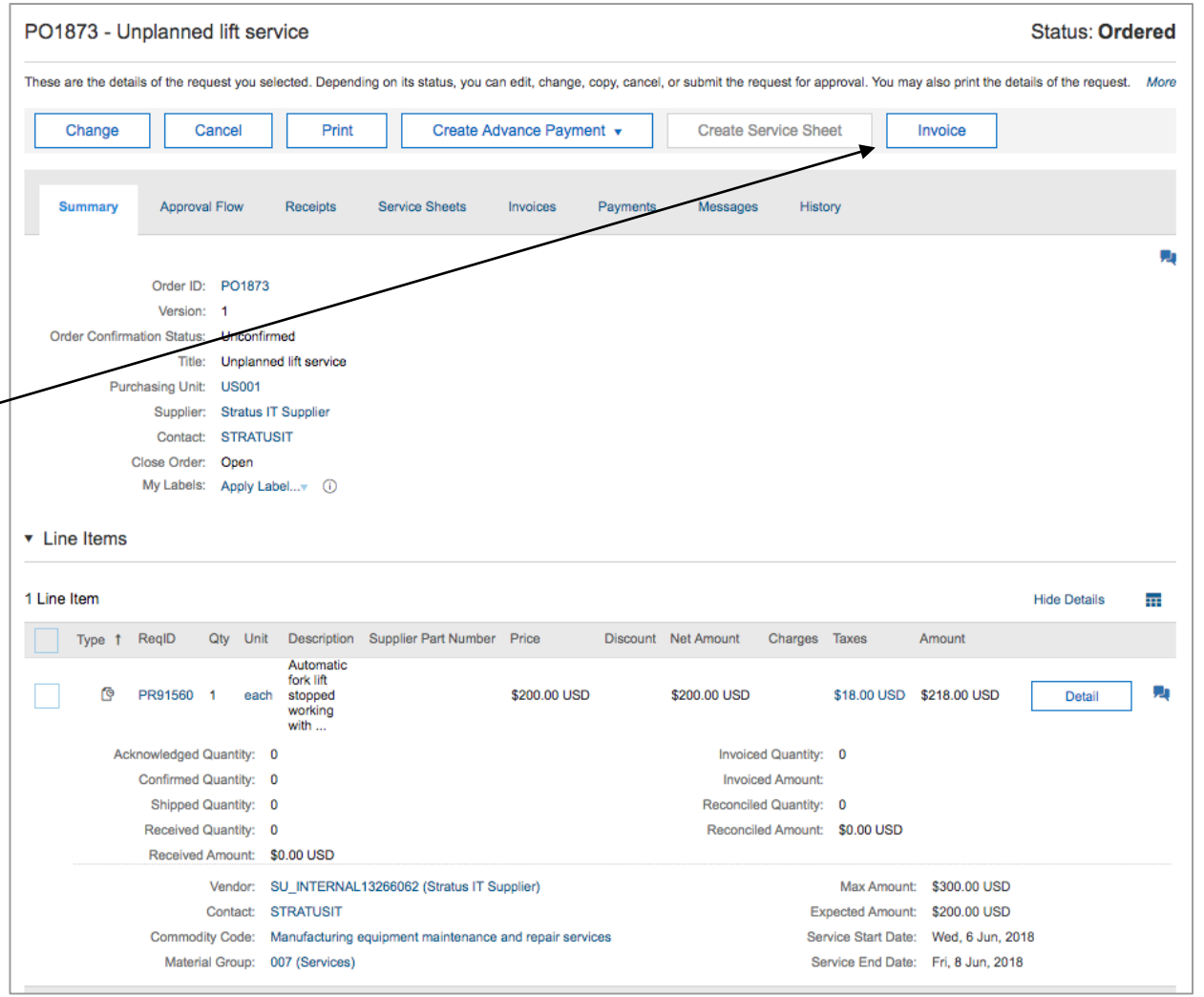
Example 2

Service Sheet NOT required 1(2): **Create Invoice from Service Order**

Parameter EnableServicePOBasedInvoicing WithSES set to “No”.

1. Unplanned Service Order PO1873 for lift maintenance created

2. When looking at the order, a buyer user can create an ”Invoice”



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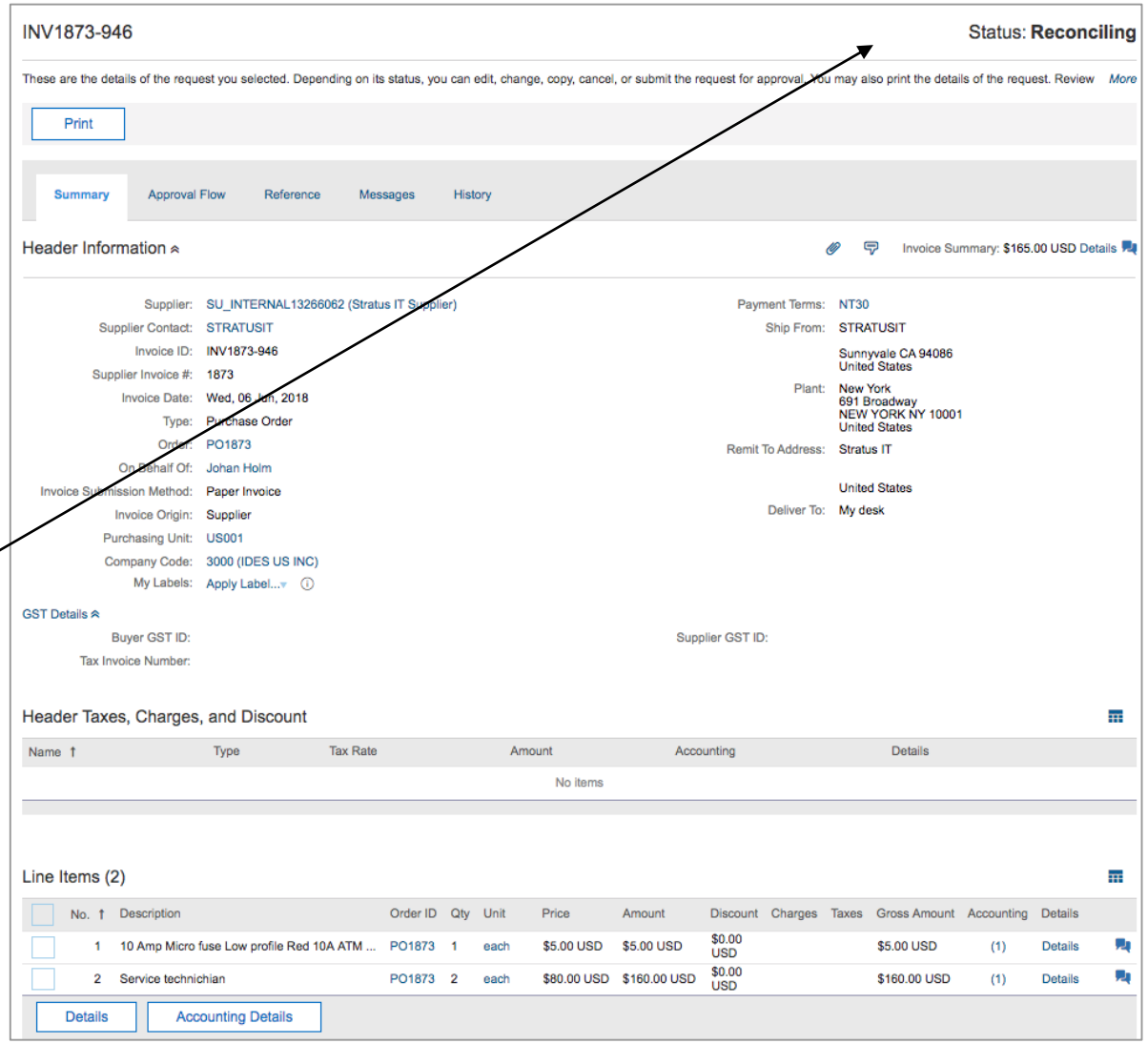
Example 2

Service Sheet NOT required 2(2): **Invoice manually created**

3. Invoice manually created with lines specifying services delivered
   - Similar to the scenario requiring a Service Sheet; If amount exceed Max Amount of the Service Order, an error message is displayed.
4. Invoice does not generate a Service Sheet
5. Invoice goes through approval (optional) and Reconciliation document is created



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Planned Features

Operational Procurement

Guided Buying

1. *Guided buying capability integration with SAP S/4HANA Cloud

Catalog and Spot Buy

1. *Include catalog images as part of JSON response for items in SAP Ariba Catalogs
2. *Increase maximum size of approver lookup CSV files to 30 MB
3. Availability of Spot Buy in Argentina

Purchasing and Invoicing

1. *Allow service order-based invoicing without service sheet
2. *Enhancement to items to confirm list feature
3. Require header service dates on integrated SES and invoice

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Planned Features

Operational Procurement

Core Procurement

1. *Suppliers can cancel a failed ship notice
2. *Email notification enhancements
3. *Export supplier responses in PDF file
4. *Generating RFQ reports for buyers
5. *Automatically attaching all the supplier responses in a PDF file when a buyer awards
6. *Download event details with list separator option
7. *Language translation for custom fields
8. *Remove line item from bid
9. *Validate sender address instead of From address in approval emails when delegate access is enabled
10. *SAP S/4HANA Cloud and SAP Ariba Master Data native integration
11. Display users approval amount on user profile

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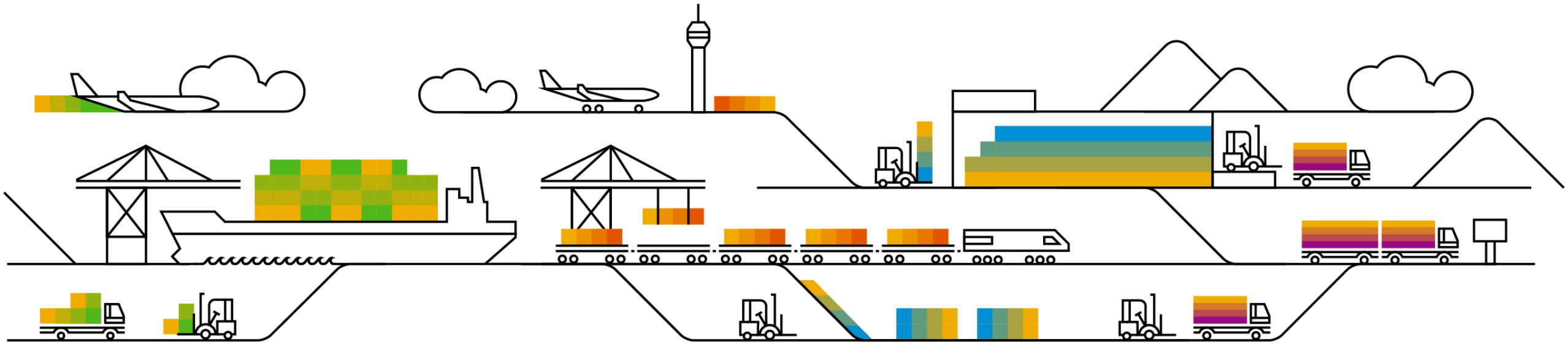
SAP Ariba Solutions for Direct Spend

Direct Materials Sourcing: Enhanced Material 360 View



Ease of implementation Low touch / simple
Geographic relevance Global

Feature at a Glance

Introducing: **Enhanced Material 360 View**

Customer challenge

- Users need to **navigate through multiple screens** to get all the information related to sourcing events, pricing and associated BOM details
- **Time consuming** exercise for the users to collect information from multiple places within the solution

Meet that challenge with SAP Ariba

SAP Ariba enhances the ability to view the material details with this feature so that users can now **view** following details in one tab:

- Graphical view of price trend with adjustable time-line
- Ability to download the graph in PDF/PNG format
- Associated AML suppliers
- Associated BoMs
- PIR information
- Sourcing events
- Contracts created
- Quick links to access supplier information, sourcing events, contracts and associated BoMs

Experience key benefits

- Enhances **user experience** by displaying all the required information in a single tab through widgets and graphs
- Completely **eliminates time spent** by users in gathering information

Solution area

SAP Ariba Strategic Sourcing Suite

Implementation information

This feature is “on” by default for customers of **SAP Ariba Strategic Sourcing Suite.** No action is required to utilize this feature.

Prerequisites and Limitations

Product Sourcing should be enabled

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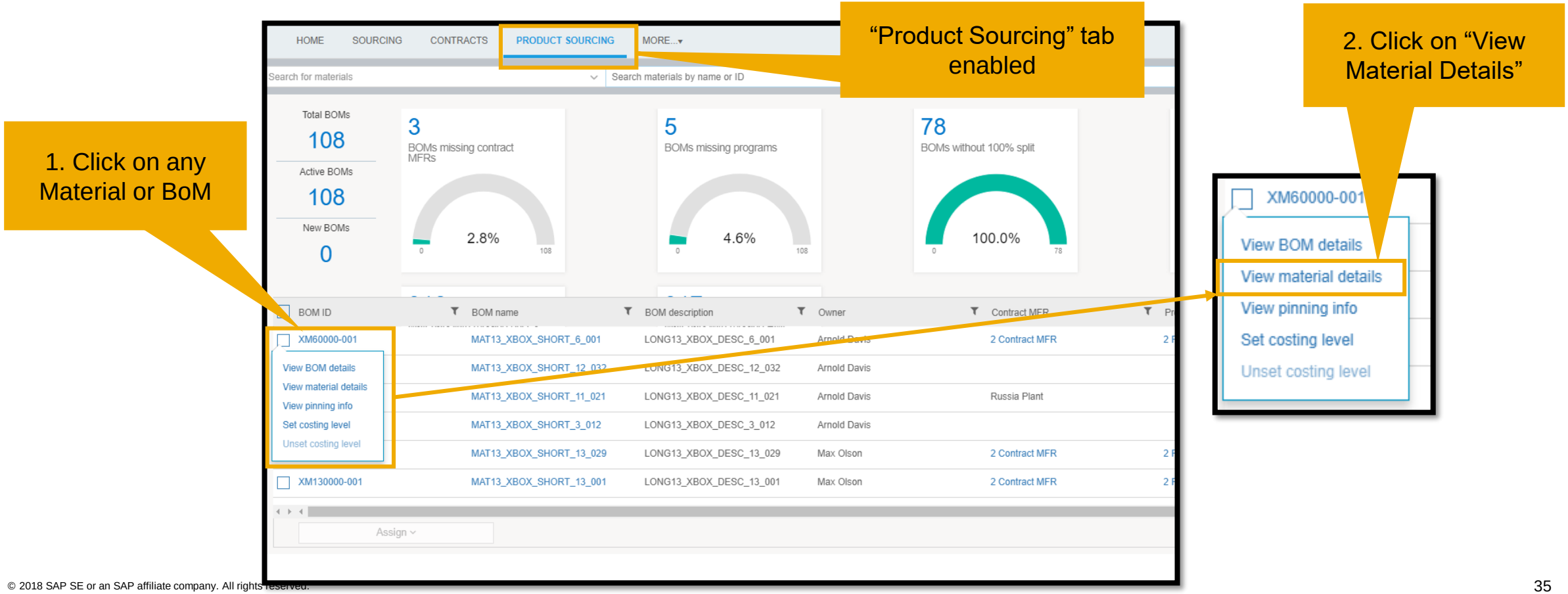
Feature at a Glance

Introducing: **Enhanced Material 360 View**

Detailed feature information

- The feature adds capability to view the material details on a single page
- SAP Ariba Strategic Sourcing Suite customer should have Product Sourcing
- Users can access this search feature by clicking on “View item details” option available in the menu when the user clicks on a material



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Feature at a Glance

Introducing: **Enhanced Material 360 View**

Material name & description

Owner name

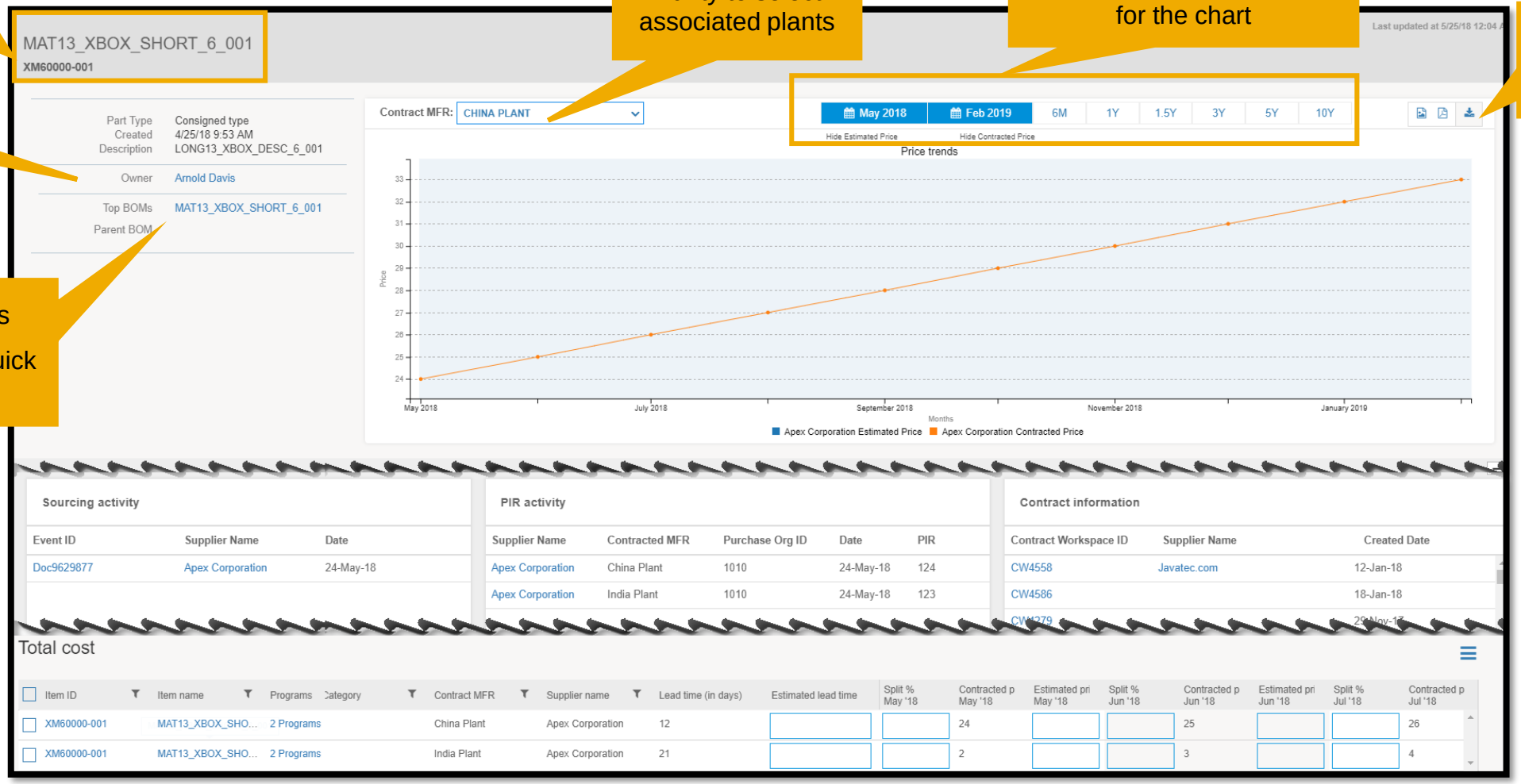
Associated BOMs

Links to BOM for quick access

Ability to select associated plants

Ability to select time range for the chart

Download the chart in PDF/PNG



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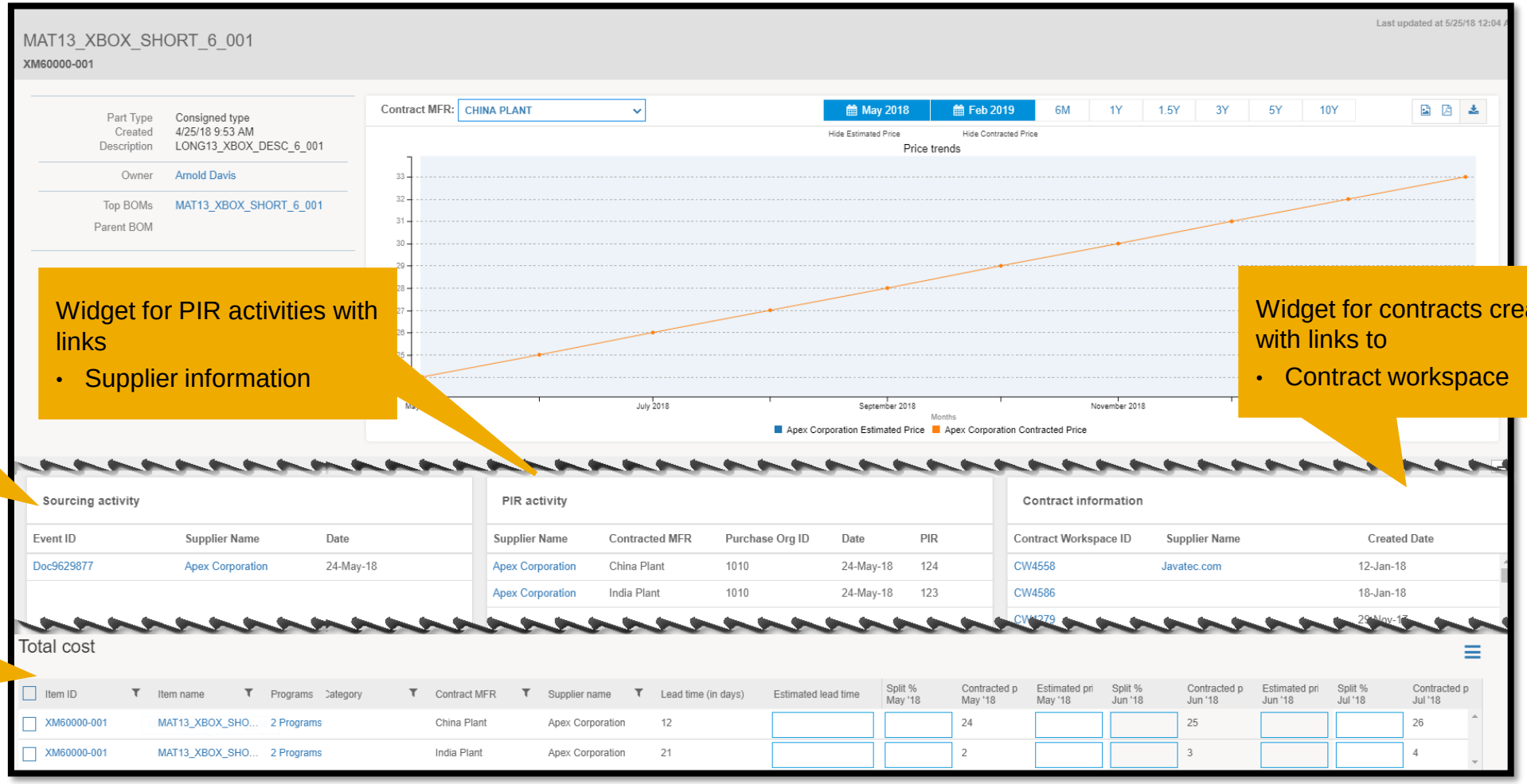
Feature at a Glance

Introducing: **Enhanced Material 360 View**



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Planned Features

SAP Ariba Solutions for Direct Spend

Supply Chain

1. Buyer-controlled routing of orders
2. Build priority in aggregated view of forecast

Direct Materials Sourcing

1. *Enhanced material 360 view
2. Enhanced webservice to export pricing data from product sourcing

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Planned Features

Platform & Technology

API

1. *API to trigger workflow in external system

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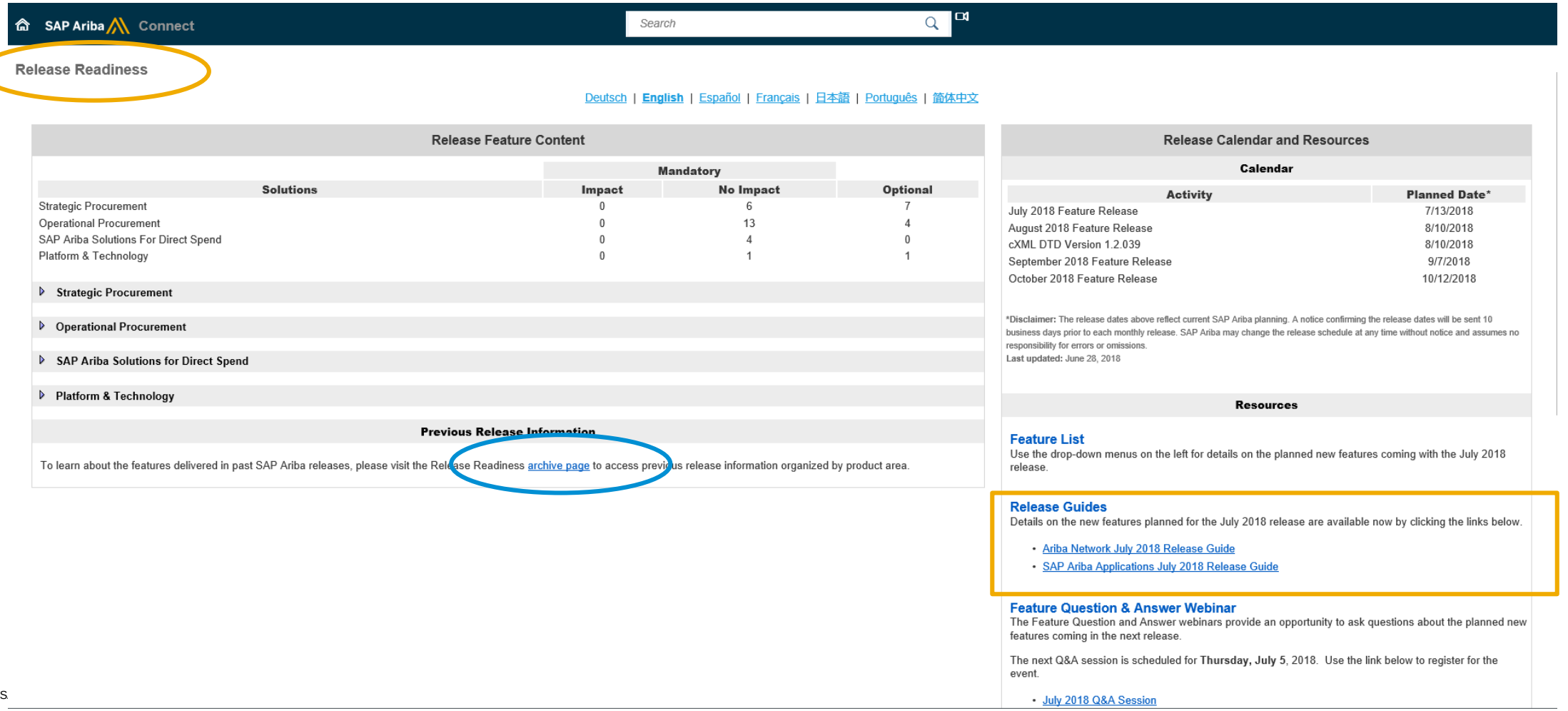
General Information Session Materials

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.



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SAP Ariba

Thank you.

Contact information:

Rob Jones
Sr. Director. Solution Management
Washington, DC, USA
robert.jones02@sap.com
Twitter @RobJonesDC

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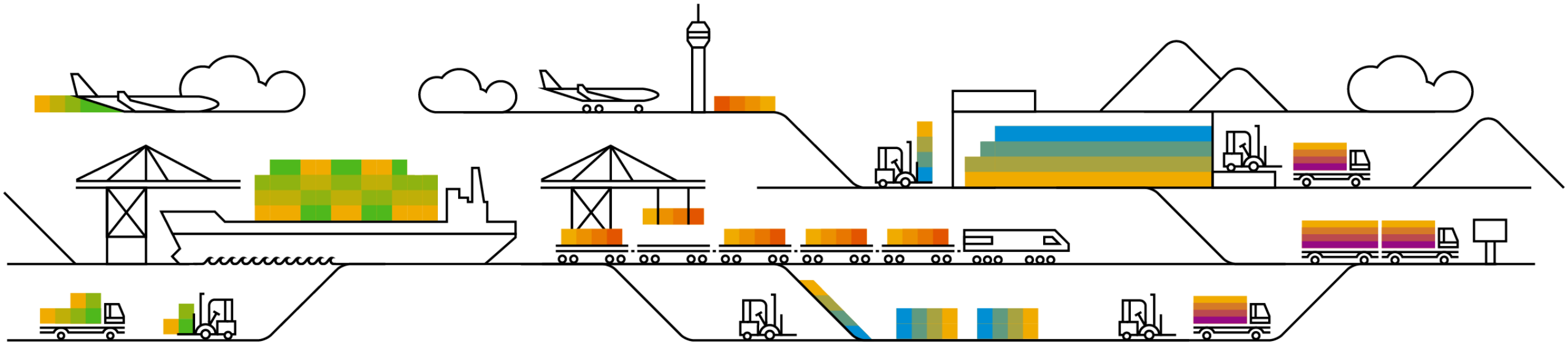
Appendix: Additional information of possible interest

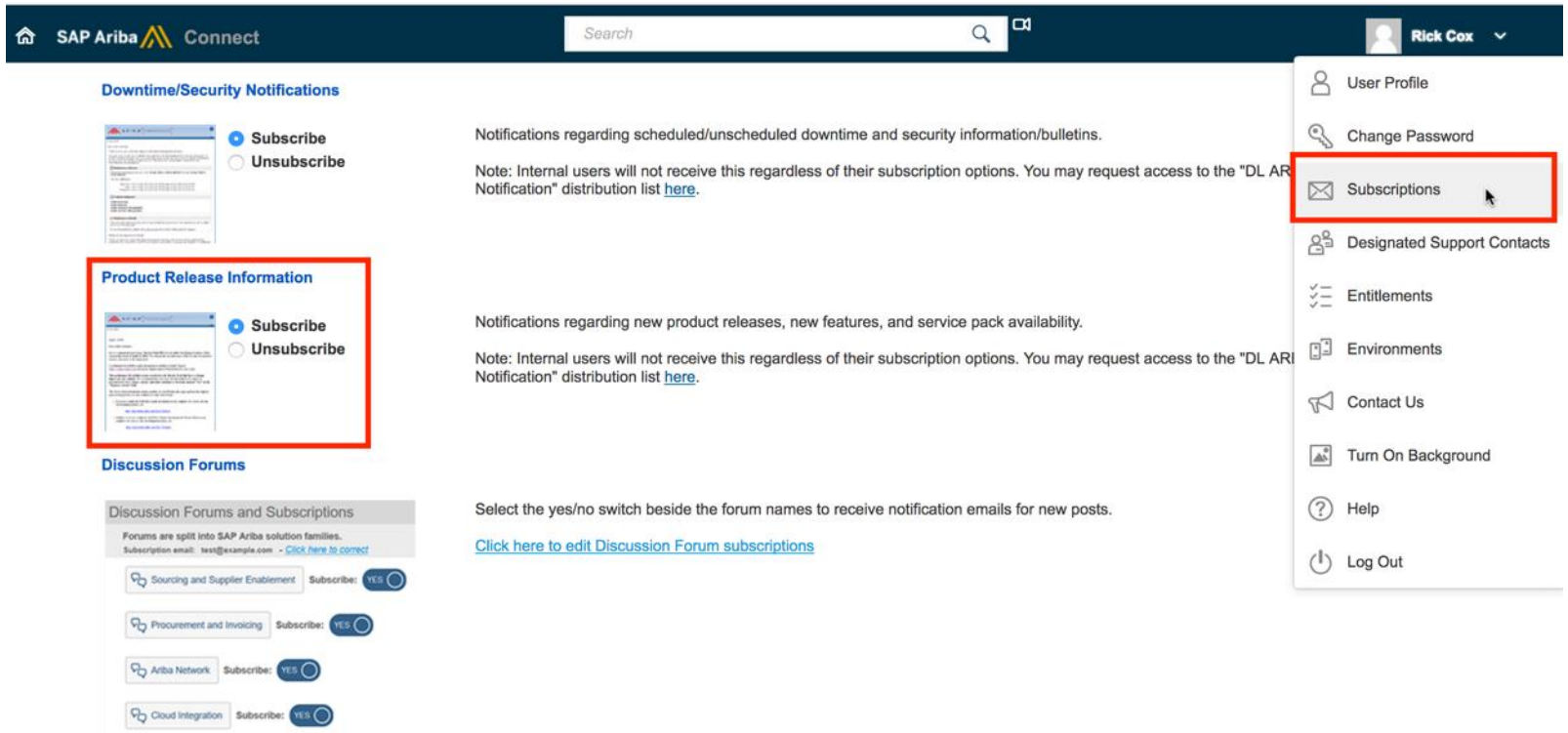


Communications Notice Recipients

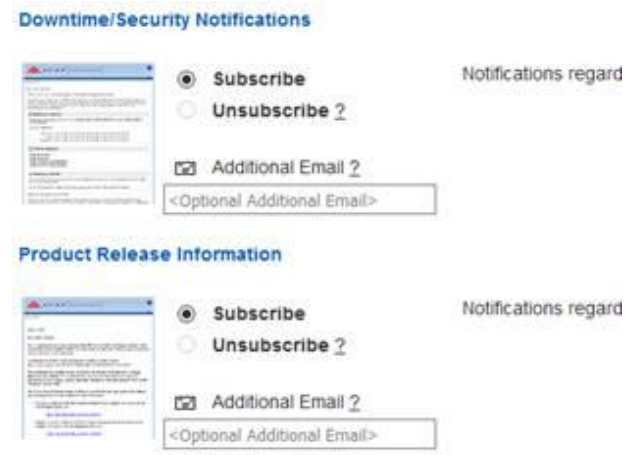
Release Notifications are sent to all Designated Support Contacts by default and any other users that subscribe.

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



DSC view with ability to add additional email



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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.

This page includes links to information on features delivered in previous SAP Ariba releases.

Release Guides for past applications releases can be accessed here.

Release Guides for past Ariba Network releases can be accessed here.

Strategic Procurement

Supplier management and risk	2018	2017
Sourcing, contracts and spend analysis	2018	2017

Operational Procurement

Buying and invoicing	2018	2017
Guided buying	2018	2017
Catalog and spot buy	2018	2017
Payables	2018	2017

Solutions for Direct Spend

Supply chain collaboration	2018	2017
Sourcing for direct spend	2018	2017

Platform & Technology

Core platform	2018	2017
API	2018	2017

SAP Ariba Customer Readiness Resources 2018 Releases:

sourcing, contracts, & spend analysis

This page includes a list of features delivered in the 2018 calendar year for SAP Ariba Sourcing, Contracts, and Spend Analysis customers. Detailed information on all features can be found in the release guides and other documentation located on SAP Ariba Connect. Supplemental knowledge transfer materials are available for some features. Click the play or PDF icons to access the materials.

For additional information on the monthly release model see the About Release Readiness link on the Release Readiness tile of SP Ariba Connect.

April

Update Material Master items in CLID from sourcing award With this solution users should be able to update line items into a CLID from a Sourcing Award.	Mandatory		SAP Ariba Contracts SAP Ariba Sourcing
Append or update line items in contracts from a sourcing award without manual amendment of the contract workspace This feature will ensure that line items from a sourcing award can be updated or amended in to a contract without manually changing the status of the workspace. With this solution, all contracts - draft, draft amendment and published contracts will be listed from the sourcing award. When a user selects a published contract, application will create Price Update Amendments automatically, update the contract line items document by adding or updating line items, then close the amendment.	Mandatory		SAP Ariba Contracts SAP Ariba Sourcing
Control the deletion of line items from a Contracts Line Item Document (CLID) This feature provides users the option to disable line items in the CLID thus preventing further edits while retaining the line item on the User Interface(UI) for future reference.	Mandatory		SAP Ariba Contracts

March

Read-Only Terms in Line Items With this feature, customers can make terms of line items in sourcing and contracts as read-only. Note: Though listed on this page and in the release guide, this feature was not made available with the March 2018 release. It is planned to be available with a later release.	Mandatory		SAP Ariba Sourcing SAP Ariba Contracts

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