



# Ericsson

## Procurement Initiative Introduction

Public



# Agenda

## Ericsson Initiative

- Project Overview

## Describe Impact & Benefits

- Next Steps



# Ericsson

## Initiative Overview







Provide a world class P2P solution with modern end user experience to enable simplicity, compliance and efficiency

eInvoicing

Supply chain collaboration

Internal buying

Virtual card payment

Supplier network



# Supplier Benefits



Tool consolidation



Faster onboarding



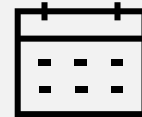
Improved support



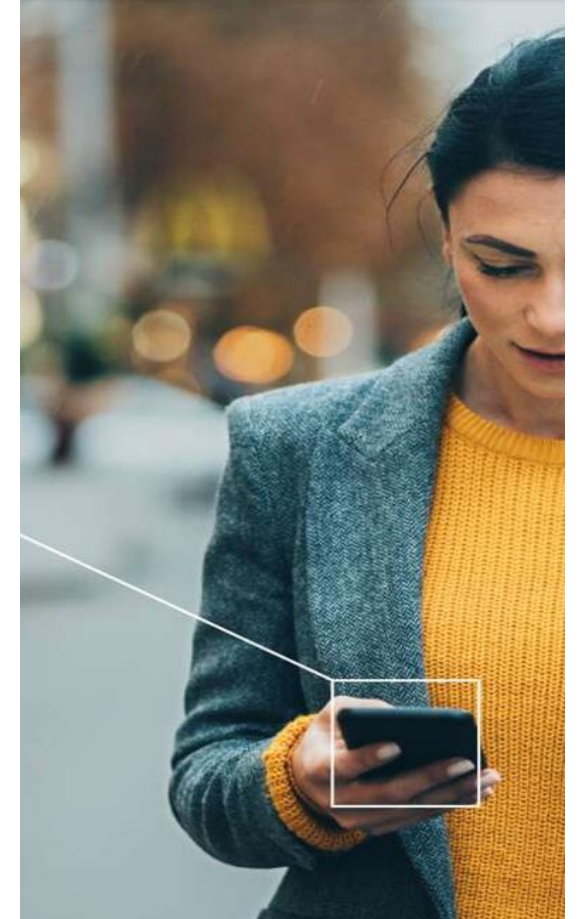
Document visibility



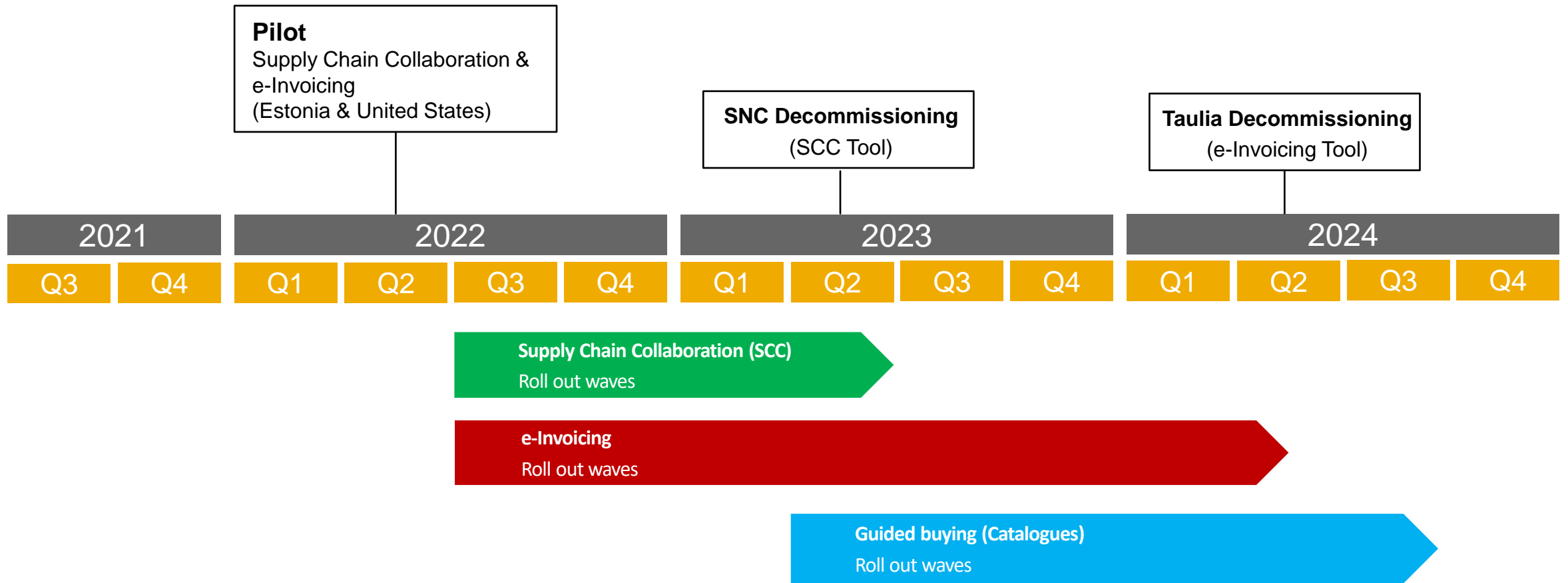
Intuitive interface



Enterprise account



# Rollout Planning



# Why A Business Network?

## Buyer Participants



Global Enterprises



Midmarket Companies



Individual Buyers



## Supplier Participants



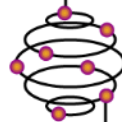
Direct Materials



Indirect Materials



Services



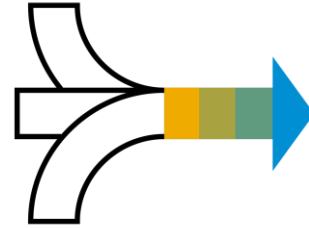
# Why The SAP Business Network?



## World's Largest Trading Community over \$3 trillion

### ***Experienced Leaders***

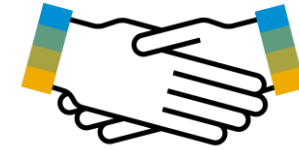
- 2000 Global buyers can find your products and services
- Best in class expertise, experience, and advice for B2B eCommerce and Integration



## Single Point for Business Collaboration

### ***One Account***

- Manage leads, proposals, contracts, orders, and various electronic documents
- Collaborate with multiple customers



## Works With How You Do Business

### ***Flexibility***

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



# SAP Business Network Helps You...



60% average reduction in operating costs

## Lower costs

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



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

## Increase your revenue

- Become searchable customers using the SAP Business Network worldwide
- Establish new customer relationships via Discovery
- Publish your Catalogs in front of thousand customers



15% increase in customer retention

## Satisfy your customer

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

80% efficiency & transform business operations



## Stay organized

- Consolidate Network relationships under one account
- Enjoy a simple way to store POs and other documents electronically
- Get better visibility into customers' spend and payments
- View document status in real time

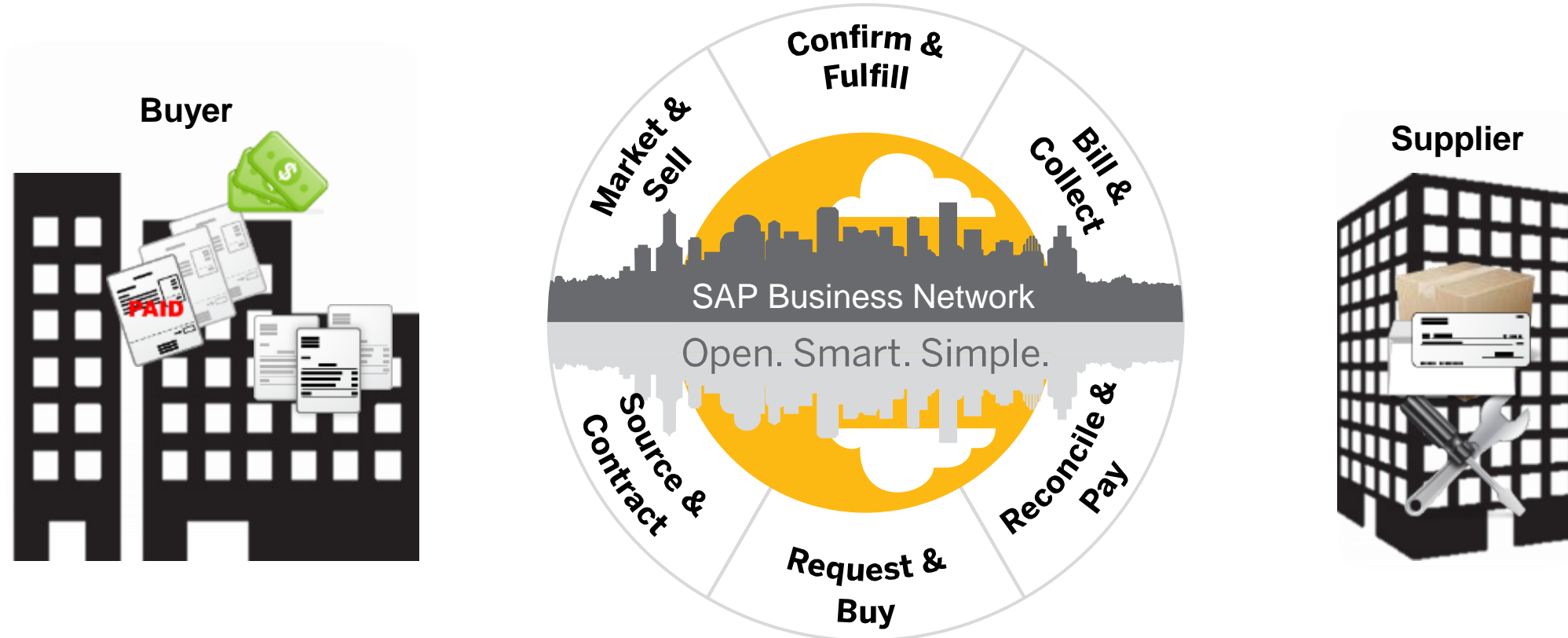
62% decrease in late payments



## Receive faster payments

- Help your documents reach the correct contact in the approval flow
- No need to confirm the orders via email/phone
- Feel confident all order information is complete and accurate
- Prevent errors through system checks

# Standard Procure-to-Pay Cycle



# SAP Business Network Discovery



## Receive qualified leads

A quick 5 minute registration will activate qualified leads sent right to your inbox

## Save time

Get in front of buyers when they are actively looking for new suppliers

## Sell effectively

Take advantage of the SAP Business Network community to get in front of buyers you're not already working with

## Win new business

Tap into \$5 billion of new opportunities posted annually

## Increase interactivity

Communicate with buyers and prospects in real time

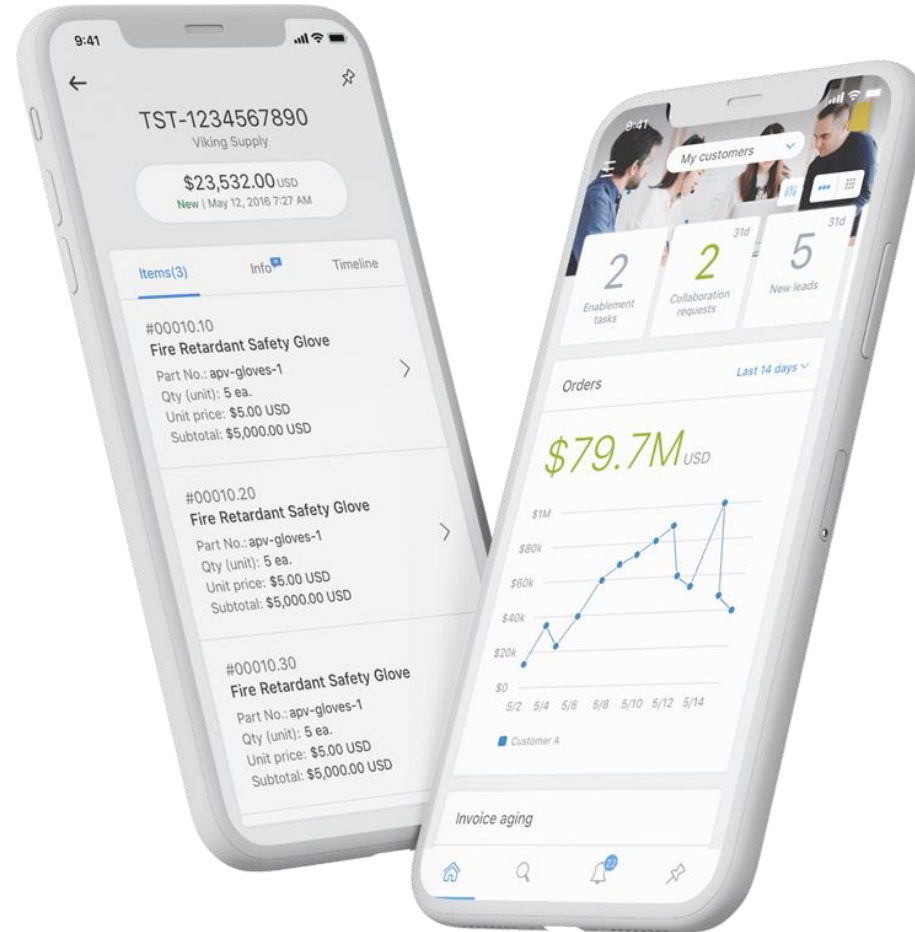
# SAP Business Network Supplier Mobile App

## Business Insights

- PO trending
- Documents aging
- Documents by customer

## Work on-the-go

- Manage your POs
- Pin important documents for later



## Real-time Alerts

- View network activity
- Receive push alerts for business critical events

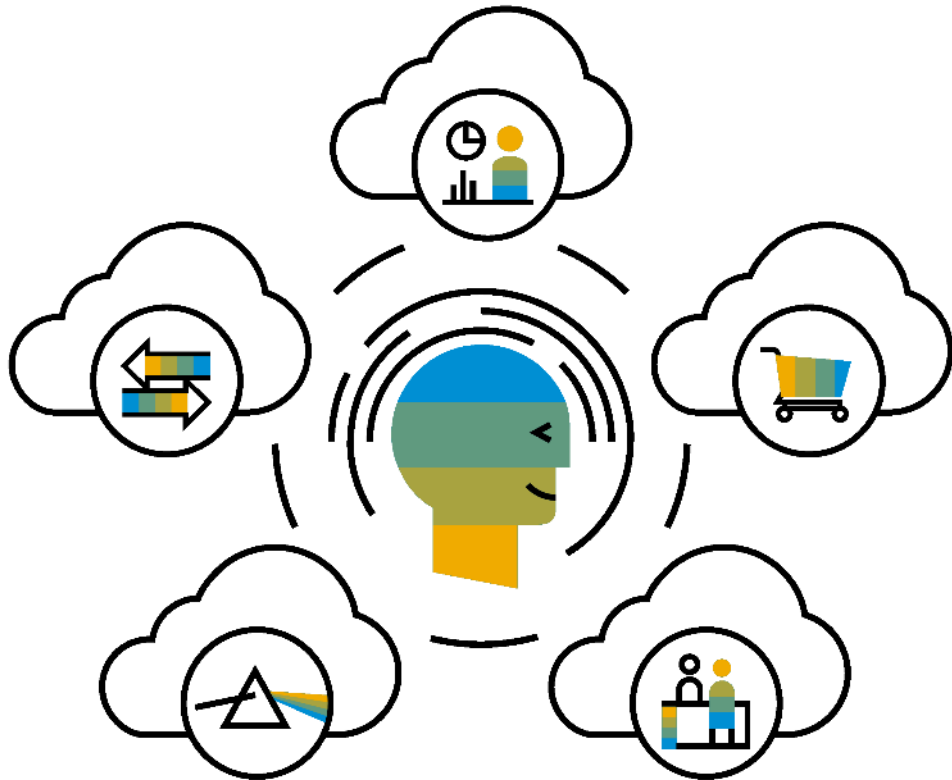
## Monitor Key Activity

- View document information
- Search for documents using HANA





# SAP Business Network – Supplier Fees



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SAP Business Network transactions with Ericsson are completely **FREE OF CHARGE**.

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**Please note: Other customer relationships on SAP Business Network may be chargeable.**

# SAP Business Network Help Center

The screenshot shows the SAP Business Network Enterprise Account dashboard. At the top, there is a navigation bar with 'Home', 'Enablement', 'Workbench', 'Orders', 'Fulfillment', 'Invoices', 'Payments', 'Catalogs', 'Reports', and 'Messages'. A 'Create' button and a user profile icon 'ES' are also visible. Below the navigation bar, there are filters for 'Orders and Releases', 'All customers', 'Exact match', and 'Order number'. The main dashboard area features four key metrics: 18 Enablement Tasks, 271 New orders, 13 Changed orders, and 300 Orders to invoice, all for the last 90 days. Below these are 'My widgets' including 'Purchase orders' (€569K), 'Invoice aging' (€467K), and 'Application gateway'. A 'Help Topics' overlay is shown in the center, with a search bar and a list of topics. The 'Support' topic is highlighted, and an arrow points from it to the 'Help Center Home' page on the right.

**Help Topics**

- Search Help Topics
- Documentation
- Support**
- What is SAP Business Netwo...
- Introducing the new SAP BUSINES...
- Introducing the new help center
- Finding orders, invoices, and ...
- Adding payment tiles (2:48)
- Discovering new insights
- Common browser issues
- How do I create an invoice?
- My leads widget
- Download app widget
- Company profile widget

Feedback

The screenshot shows the SAP Help Center Home page. At the top, there is a navigation bar with 'Home', 'Learning', and 'Contact us'. Below the navigation bar, there is a search bar with the text 'Search knowledge base articles, documentation, and tutorials'. Below the search bar, there is a prompt to 'Try "upgrade account", "configure account", "process an order"'. Below this, there is a 'News highlight' section with a 'Welcome to SAP Ariba Help Center 2.0' message. Below the news highlight, there is a 'Topics we recommend for you' section with two featured articles: 'How do I complete my Customer Requested Profile?' and 'Why can't I find an event?'. Each article has a 'FAQ' link and a date. Below the featured articles, there are more recommended topics with links like 'Company account settings', 'Company profile', 'Proposals', 'Edit basic company profile', 'Standard accounts', and 'Review company profile'.

**Help Center Home**

Home Learning **Contact us**

## How can we help you?

Search knowledge base articles, documentation, and tutorials

Try "upgrade account", "configure account", "process an order"

**News highlight**

Welcome to SAP Ariba Help Center 2.0

**Topics we recommend for you**

**How do I complete my Customer Requested Profile?**

Question How do I complete my Customer Requested Profile ? Answer To locate and complete the questionnaire created by your customer: In the upper-right corner of the application, click your initials > Company Profile . Click the Customer Requested tab. Choose your customer from the Sourcing Customer List by clicking...

Company account settings Company profile Proposals Edit basic company profile Standard accounts Review company profile

Feb 12 2021

**Why can't I find an event?**

Question Why can't I find an event? Where is my event? Answer There are a number of reasons you may not be seeing a sourcing event your company was invited to. Below are various scenarios that may apply: Did you receive an event invitation in your email inbox? Buyers invite...

Company profile Event participation Account navigation Sourcing event for suppliers Proposals Standard accounts

Mar 25 2021

**How do I configure my Ariba Network account for transaction data deletion, as a supplier?**

Question How do I opt-in for transaction data deletion and configure a data retention period in Ariba Network (supplier)? Answer

# Supplier Information Portal

The image displays two screenshots of the SAP Business Network interface. The left screenshot shows the main dashboard with a navigation menu on the right. The right screenshot shows the 'Account Settings' page with a table of customer relationships.

**Left Screenshot: Dashboard Overview**

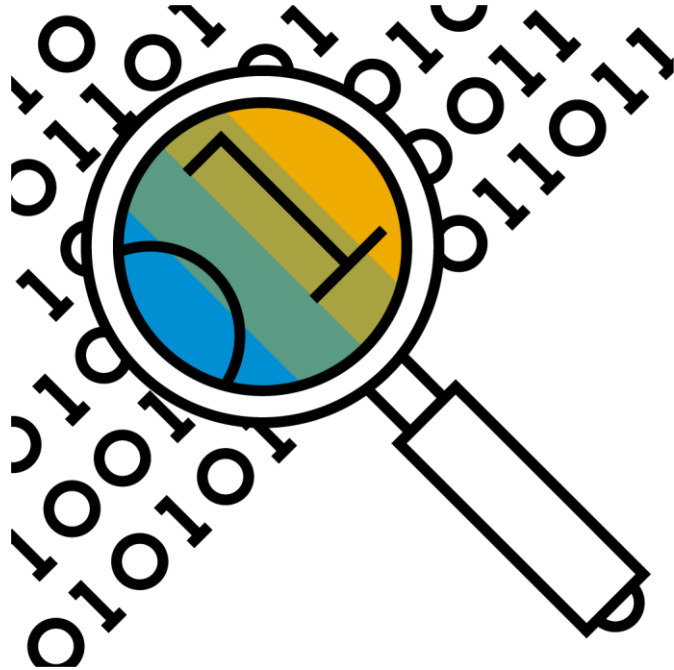
- Navigation: Home, Enablement, Workbench, Orders, Fulfillment, Invoices, Payments, Catalogs, Reports, Messages
- Filters: Orders and Releases, All customers, Exact match, Order number
- Summary Cards:
  - 18 Enablement Tasks
  - 271 New orders (Last 90 days)
  - 13 Changed orders (Last 90 days)
  - 300 Orders to invoice (Last 90 days)
- My widgets: Purchase orders (Last 3 months), Invoice aging, Application gateway, Support Center
- Navigation Menu (Right): Scientific, My Account, Link User IDs, Contact Administrator, Switch Account, Switch to Test Account, **ACCOUNT SETTINGS** (highlighted), Customer Relationships (highlighted), Users, Notifications, Account Hierarchy, Application Subscriptions, Account Registration, NETWORK SETTINGS, Electronic Order Routing, Electronic Invoice Routing, Accelerated Payments, Remittances, Data Deletion Criteria, Network Notifications, Audit Logs, Settings (highlighted), Back to Classic View, Logout

**Right Screenshot: Account Settings**

- Section: Account Settings (Close)
- Sub-sections: Customer Relationships, Users, Notifications, Account Hierarchy, Application Subscriptions, Account Registration, API management
- Current Relationships / Potential Relationships
- Preference: I prefer to receive relationship requests as follows:
  - Automatically accept all relationship requests
  - Manually review all relationship requests
- Update button
- Status: Current (1), Pending (0), Rejected (0)
- Current Customers
- Filter:  View customer relationships across all linked child accounts
- Customers:  +
- Buttons: Apply, Reset
- Table:

<input type="checkbox"/>	Customer	Network ID	Relationship Type	Approved Date	Supplier Information Portal	Routing Type	Actions
<input type="checkbox"/>	Test Buyer	AN01009994047	Trading	5 May 2021		Default	Actions

# Support Resources



## Enablement Help Desk

- ❑ TRR acceptance & account creation
  - ❑ Account configuration assistance
  - ❑ Assistance creating first document
- 

## Online Support

- ❑ **Supplier Information Portal**
    - ❑ Tailored for your customers program
    - ❑ Includes functional guides, technical specifications, and support resources
  - ❑ **Help Center**
    - ❑ Conduct keyword searches in to find detailed documentation
    - ❑ Accessible in your account at any time
  - ❑ **SAP Business Network Supplier Training**
    - ❑ How to configure and use your Network Account – [Click here](#)
- 

## Customer Support

- ❑ User and admin role changes and password resets
- ❑ [Contact customer support](#)



# Next Steps



Our SAP Business Network specialists will contact you by email and phone. As our team is operating globally, you might get contacted from countries including but not limited to Czech Republic (+420), Bulgaria (+359), Germany (+49), France (+33) and USA (+1).

# Accept Trading Relationship Request

[ordersender-prod@ansmtp.ariba.com](mailto:ordersender-prod@ansmtp.ariba.com)

## Connect with your customer to collaborate on SAP Business Network!

To Our Valued Supplier,  
As part of our digital transformation, we have migrated to the SAP Business Network for electronic transaction processing as announced in our recent letter to you. Real time data and improved visibility across the Procurement and Invoice cycle are some of the great benefits to this change.

To enhance and maintain our growing business relationship, Our company requests that you transact with us via Business Network and therefore accept this Trading Relationship Request. All you require, to begin using SAP Business Network browser.

Not sure if you already hold an account with SAP Business Network? Please click "Get started" below and SBN will check their system and present any existing accounts. From here, please select or create a new account.

Click Get started to connect.

[Get started](#)

### Benefits of a business relationship on SAP Business Network

- 1. Digitize your business**  
Collaborate with your customer on the same secure network, while improving efficiency with paperless processes
- 2. Ensure resiliency and sustainability**  
Boost customer satisfaction, simplify the sales cycle
- 3. Act with Intelligence**  
Turn insights from Ariba Network into your competitive advantage

[Learn more](#)

[About this invitation](#)

## Connect with your customer on SAP Business Network to collaborate.

We found existing accounts based on the information in the invite. Please review.

[Review accounts](#)

or

ⓘ

ⓘ

### ⓘ Potential existing accounts

We have noticed that there may already be an Ariba Network account registered by your company. Please review before you create a new account.

[Review accounts](#)

# Supplier Portal Workbench

SAP Business Network Enterprise Account

Home Enablement Opportunities **Workbench** Orders Fulfillment Invoices Payments Catalogs Reports More Create

Orders and Releases All customers Exact match Order number

Overview Getting started

3 Changed orders 28 Orders to invoice 8 Rejected invoices

My widgets All customers Customize

Purchase orders Last 3 months Invoice aging

\$793 USD \$209 USD

SAP Business Network Enterprise Account

Home Enablement Opportunities **Workbench** Orders Fulfillment Invoices Payments Catalogs Reports Messages Create

Workbench Customize

3 Changed orders 28 Orders to invoice 8 Rejected invoices 19 New orders 30 Orders 11 Invoices 0 Items to complete

Changed orders (3) Edit filter Save filter Last 90 days Changed

Order Number	Customer	Amount	Date	Order Status	Amount Invoiced	Actions
PO31	Ariba Inc - Excellence Programs	\$300.00 USD	Mar 5, 2021	Changed		...
PO51	Ariba Inc - Excellence Programs	\$50.00 USD	Mar 5, 2021	Changed		...
PO55	Ariba Inc - Excellence Programs	\$50.00 USD	Mar 5, 2021	Changed		...

# Account Configuration

1.

The screenshot displays the SAP Business Network Enterprise Account interface. At the top, the navigation bar includes the SAP logo, 'Business Network', and 'Enterprise Account'. A search bar is present with filters for 'Orders and Releases', 'All customers', and 'Exact match', and a search input field containing 'Order number'. Below the search bar, there are two tabs: 'Overview' and 'Getting started'. The main dashboard features four key metrics: '3 Changed orders', '28 Orders to invoice', '8 Rejected invoices', and '19 New orders'. Under the 'My widgets' section, there are three widgets: 'Purchase orders' (Last 3 months) showing a line graph with a value of \$793 USD; 'Invoice aging' showing a bar chart with a value of \$209 USD; and 'Company profile' showing a 100% completion status. On the right side, a user profile dropdown menu is open, listing various account settings and options. A secondary menu is also visible, listing 'ACCOUNT SETTINGS' and 'NETWORK SETTINGS', with 'Electronic Order Routing' and 'Electronic Invoice Routing' highlighted. A yellow box highlights the 'XA' user icon in the top right corner. A yellow circle with the number '1.' is in the top right corner. A yellow circle with the number '2.' is next to the 'Settings' option in the user profile dropdown. A yellow circle with the number '3.' is next to the 'Electronic Invoice Routing' option in the secondary menu. A blue 'Feedback' button is located at the bottom right.

SAP Business Network Enterprise Account

Home Enablement Opportunities Workbench Orders Fulfillment Invoices Payments Catalogs Reports Messages

Orders and Releases All customers Exact match Order number

Overview Getting started

3 Changed orders 28 Orders to invoice 8 Rejected invoices 19 New orders

My widgets All customers Customize

Purchase orders Last 3 months \$793 USD

Invoice aging \$209 USD

Company profile 100% Completed

XP Supplier Admin  
XP\_Supplier@ariba.com

My Account  
Link User IDs  
Contact Administrator  
Switch Account  
Switch to Test Account  
Back to Classic View

Ariba Excellence Programs  
ANID: AN01002465319  
Premium Package  
Company Profile  
Service Subscriptions  
Settings  
Logout

ACCOUNT SETTINGS  
Customer Relationships  
Users  
Notifications  
Account Hierarchy  
Application Subscriptions  
Account Registration

NETWORK SETTINGS  
Electronic Order Routing  
Electronic Invoice Routing  
Accelerated Payments

Feedback

2.

3.



# Electronic Order Routing

SAP Business Network Enterprise Account

Network Settings 1. 4. Save Close

Electronic Order Routing Electronic Invoice Routing Accelerated Payments Settlement Data Deletion Criteria

\* Indicates a required field

External System Integration

- Configure cXML (native) integration
- Configure Cloud Integration Gateway (non-native integration)

Non-Catalog Orders with Part Numbers

Process non-catalog orders as catalog orders if part numbers are entered manually

Status Update Request Notifications

Do not send status updates for inbound documents in pending queue

New Orders

Document Type	Routing Method	Options
Catalog Orders without Attachments	Email <span>2.</span>	<p>Email address: <input type="text" value=""/><span>3.</span></p> <ul style="list-style-type: none"><li><input type="checkbox"/> Attach cXML document in the email message</li><li><input checked="" type="checkbox"/> Include document in the email message</li><li><input type="checkbox"/> Leave attachments online and do not include them with email message. This applies to all orders with attachments that have the routing method "Same as new catalog orders without attachments".</li><li><input checked="" type="checkbox"/> Attach PDF document in the email message</li></ul> <p>Current Routing method for new orders: Email</p> <p>Attachments included in the order.</p>
Catalog Orders with Attachments	EDI without attachments	
Non-Catalog Orders without Attachments	cXML Pending Queue without attachments	
	Fax without attachments	

Up to 5 email addresses, separated by a comma

# Electronic Invoice Routing

**1.** Electronic Invoice Routing

**2.** Routing Method

Document Type	Routing Method	Options
Invoices	Online	Return to this site to create invoices
Customer Invoices	Online	Save in my online inbox

**3.** To email addresses (one required)

Type	Send notifications when...	To email addresses (one required)
Invoice Failure	<input checked="" type="checkbox"/> Send a notification when invoices are undeliverable or rejected.	*
Invoice Status Change	<input checked="" type="checkbox"/> Send a notification when invoice statuses change.	*
Invoice Created Automatically	<input checked="" type="checkbox"/> Send a notification when an invoice is created automatically on behalf of your company.	*

**4.** Save

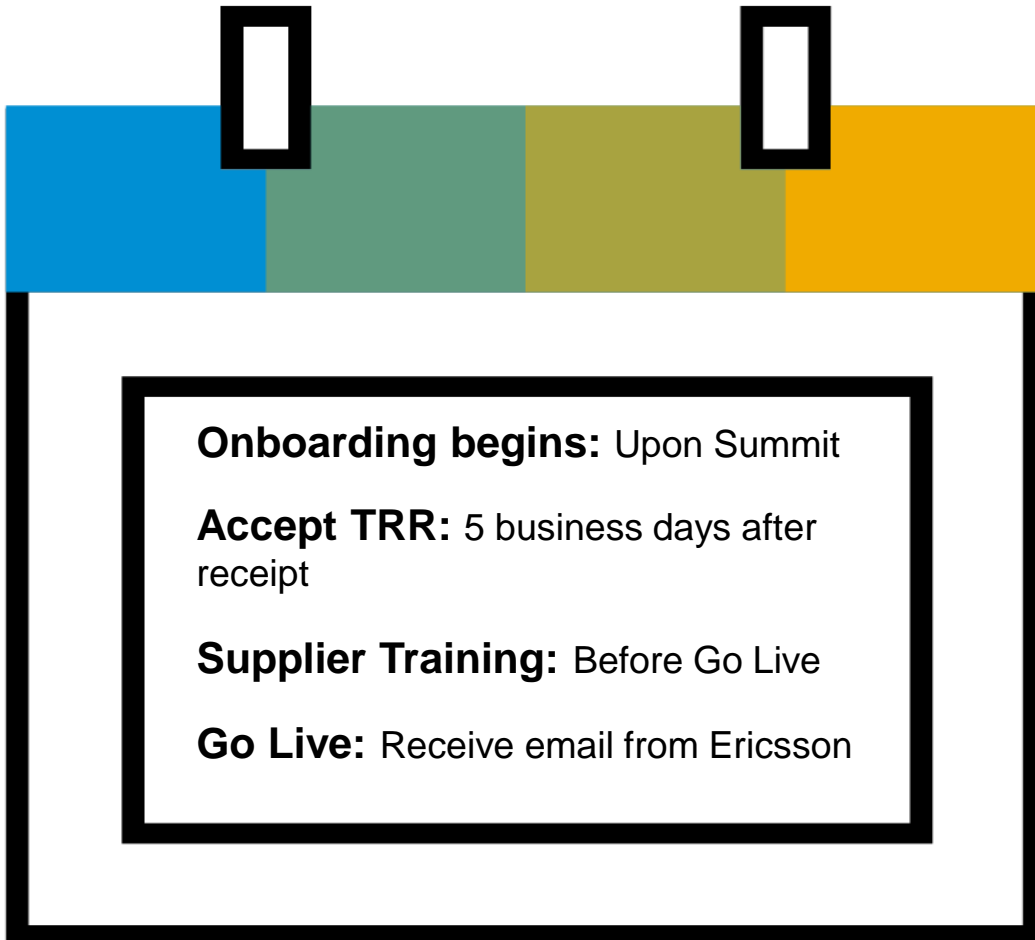
Do you provide invoices to customers through Ariba Network?

Yes

No

Up to 3 email addresses, separated by a comma

# Timeline & Contacts



## Business Related Questions

[ariba.onboarding@ericsson.com](mailto:ariba.onboarding@ericsson.com)

## Onboarding Questions

[Online Form](#)

## [Supplier Information Portal](#)

# Thank you.

