Ericsson
Procurement Initiative Introduction

Public

ERICSSON

THE BEST RUN SAP

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

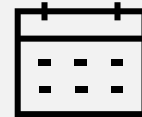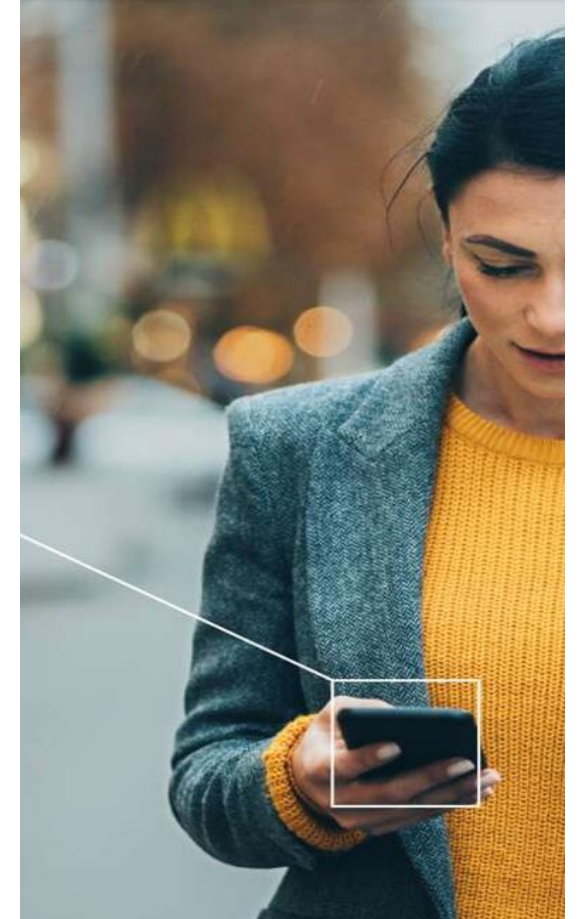Tool consolidation

Faster onboarding
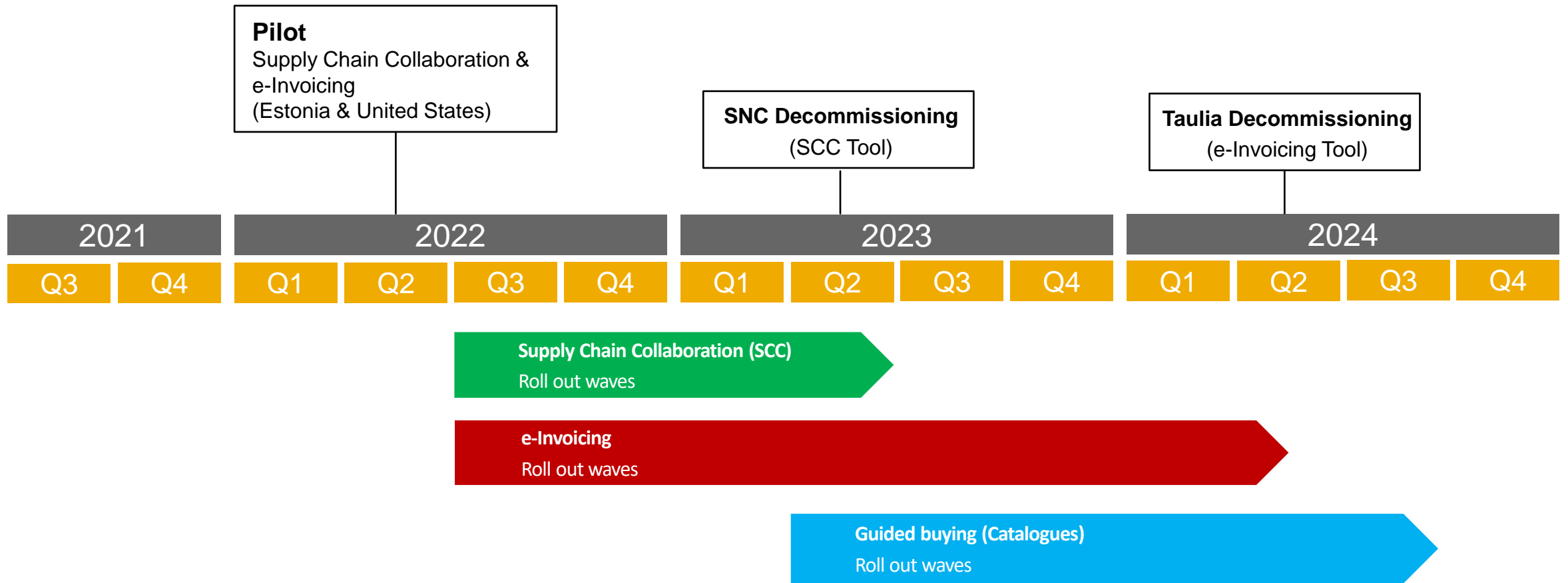
Improved support

Document visibility

Intuitive interface

Enterprise account

Rollout Planning

Pilot
Supply Chain Collaboration &
e-Invoicing
(Estonia & United States)

SNC Decommissioning
(SCC Tool)

Taulia Decommissioning
(e-Invoicing Tool)

2021	2022	2023	2024
Q3 Q4	Q1 Q2 Q3 Q4	Q1 Q2 Q3 Q4	Q1 Q2 Q3 Q4

Supply Chain Collaboration (SCC)
Roll out waves

e-Invoicing
Roll out waves

Guided buying (Catalogues)
Roll out waves

Why A Business Network?

Buyer Participants

Global Enterprises

Midmarket Companies

Individual Buyers

SAP Business Network
Open. Smart. Simple.

- Market & Sell
- Confirm & Fulfill
- Bill & Collect
- Reconcile & Pay
- Request & Buy
- Source & Contract
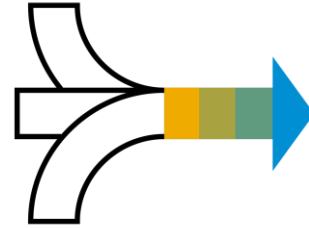
Supplier Participants

Direct Materials

Indirect Materials

Services
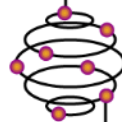
Why The SAP Business Network?

### 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
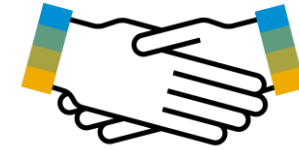
Works With How You Do Business

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

Buyer

Supplier

Confirm & Fulfill

Market & Sell

Bill & Collect

SAP Business Network

Open. Smart. Simple.

Source & Contract

Reconcile & Pay

Request & Buy
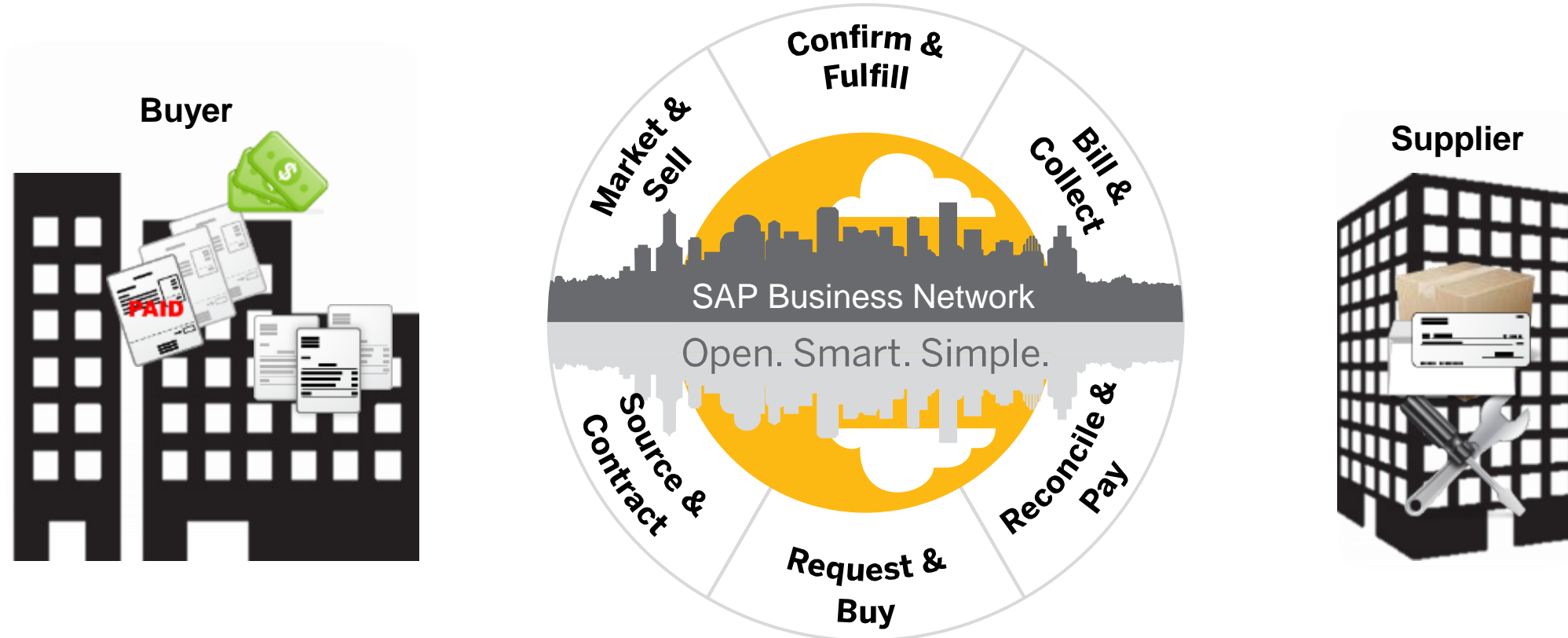
SAP Business Network Discovery

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
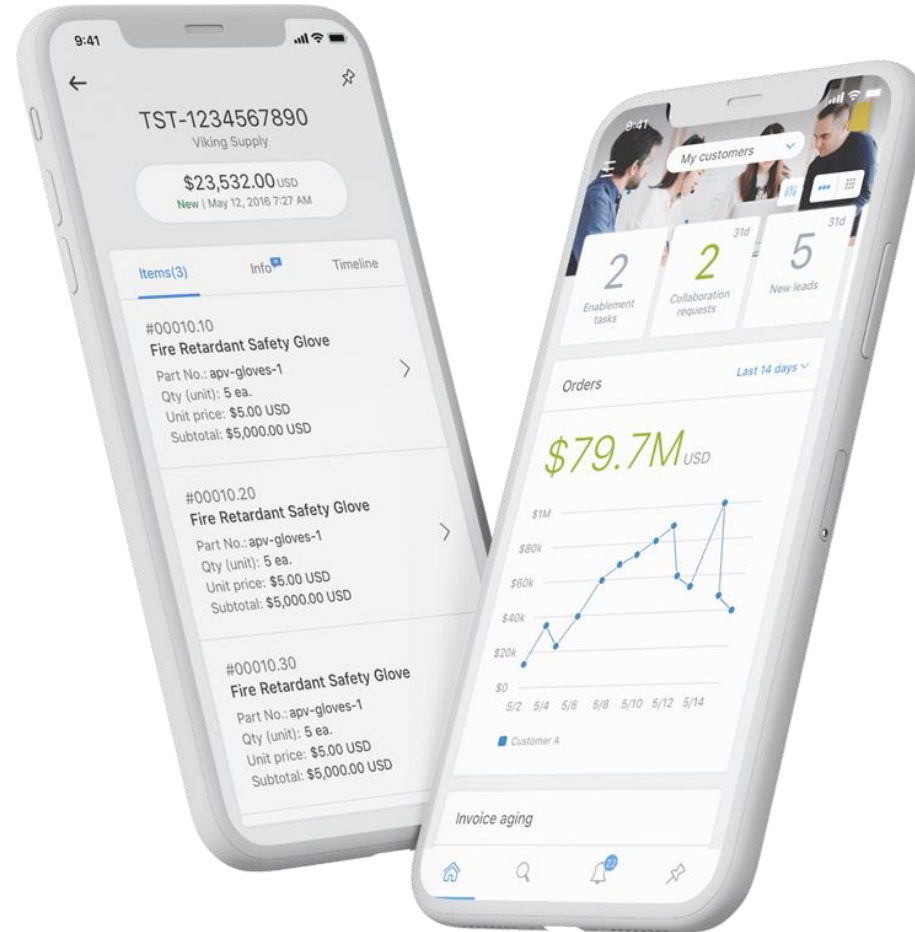
Real-time Alerts

View network activity

Receive push alerts for business critical events

Monitor Key Activity

View document information

Search for documents using HANA

GET IT ON Google Play

Download on the App Store

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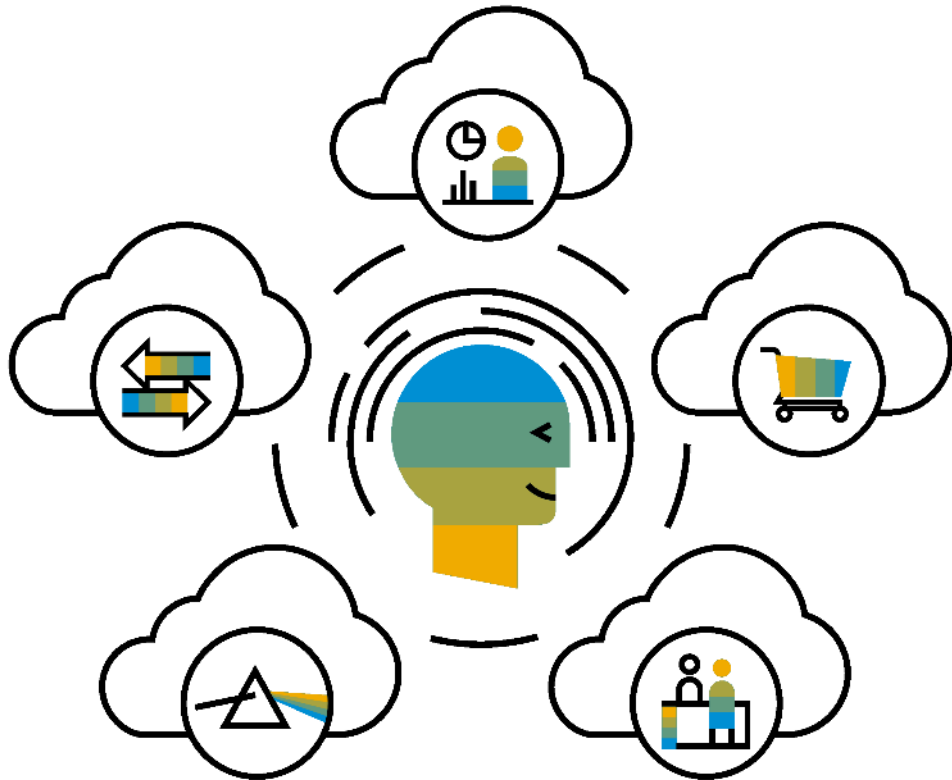
SAP Business Network transactions with Ericsson are completely **FREE OF CHARGE**.

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

SAP Business Network Help Center

Supplier Information Portal

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

Receive Project Notification Letter from Customer → Attend Supplier Summit → Accept Relationship on SAP Business Network → Complete Enablement Tasks on SAP Business Network → Ready to Transact with Customer

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

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

➡ Use existing account ⑦

➡ Create new account ⑦

ⓘ 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

Account Configuration

Electronic Order Routing

Electronic Invoice Routing

Timeline & Contacts

Onboarding begins: Upon Summit

Accept TRR: 5 business days after receipt

Supplier Training: Before Go Live

Go Live: Receive email from Ericsson

Business Related Questions

ariba.onboarding@ericsson.com

Onboarding Questions

Online Form

Supplier Information Portal

Thank you.

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