

Dear Miele Partners,

We are very pleased to inform you that Miele is taking a new approach regarding networking with suppliers. This means that procurement and supply chain processes will be managed even more efficiently for Miele and its suppliers in the future. In this context, Miele will be using the **SAP Business Network for Procurement** (SAP Ariba Network). The SAP Business Network offers companies of all sizes and from all industries a global procurement system landscape to support business relationships through digital transactions between suppliers and customers.

What does this mean for you and your collaboration with Miele?

In the future, Miele will use the SAP Business Network for Procurement to manage its tender and order processes. In order to continue working with Miele in a future-oriented manner and to build on the successful partnership, your registration in the SAP Business Network is required. Only with an SAP Business Network account it will be possible to exchange documents (such as purchase orders and order confirmations) with Miele and to use the further advantages of the platform.

Your benefits associated with the SAP Business Network for Procurement:

- ✓ Real-time tracking of purchase orders
- ✓ Optimization and automation of purchasing processes incl. digital document exchange to reduce administrative costs
- ✓ A central platform for all suppliers and customers with the ability to strengthen customer relationships and to identify new customers
- ✓ One interface for all processes for networking with the customer e.g. tender submission, contract negotiation etc.

Next steps to connect via SAP Business Network for Procurement:

Initially, the implementation of the SAP Business Network will be limited to the entities VG D (Sales Subsidiaries Germany), MXA (Miele X in Amsterdam) and MGS (Miele Global Services). Subsequently, other Miele companies in Germany and abroad will be successively integrated and the usable functions will be expanded.

For you, the following activities are required:

1. In order to successfully communicate throughout the change process, it is necessary that we have your correct contact details. The contact person should be the responsible person for the SAP Business Network Account. Please confirm the contact person's name, mail address and a current phone number by [Date] latest (Mail to: supplier.enablement@miele.com).
2. Next, we kindly ask you to participate in the online Supplier Summit in order to inform yourself about the SAP Business Network for Procurement and the upcoming steps in the implementation process at Miele. During the event you will have the opportunity to address questions to us or SAP directly. The event will be held on [Date] at [Time] CET. Please register until [Date] via the following link, which is available for you from today on:

[\[Invitation link Supplier Summit\]](#)

(Please use Google Chrome, Mozilla Firefox or Microsoft Edge to participate in the summit.)

If you already have initial questions, please feel free to contact our Miele project team (Mail to: supplier.enablement@miele.com). In addition, the most important general as well as Miele-specific information related to the transition to the SAP Business Network for Procurement is available on the [Supplier Information Portal](#).

We are convinced that the SAP Business Network for Procurement, as the digital basis, will further strengthen our relationship in the future. We are pleased that you - our strong partners - are joining us on this future-oriented way. Together we will shape our partnership true to the Miele brand promise "Immer Besser".

Best regards



Hans Krug
Senior Vice President Procurement

