



FUJIFILM Business Innovation Co. Ltd

Supplier Summit

No dial-in required – Audio is available through your computer speakers or headphones.

Public

FUJIFILM

THE BEST RUN 

Agenda

Speaker Introductions

- FUJIFILM Business Innovation Co. Ltd
- SAP Enablement Team

FUJIFILM Business Innovation Co. Ltd

- Project Overview

Describe Impact & Benefits

- Next Steps

System Demonstration

Q&A



Speaker Introductions



- **Akishhi Takahashi**
General Manager – Non-Production Procurement,
FUJIFILM Business Innovation Co. Japan
- **Ken Chua**
Head of Regional Procurement,
FUJIFILM Business Innovation Asia Pacific
- **Tatsuhiko Yonemura**
Network Deployment Lead, SAP
- **Yumiko Sasahara**
Network Deployment Lead, SAP
- **Mona Joan Vardhan**
Senior Supplier Education Specialist, SAP

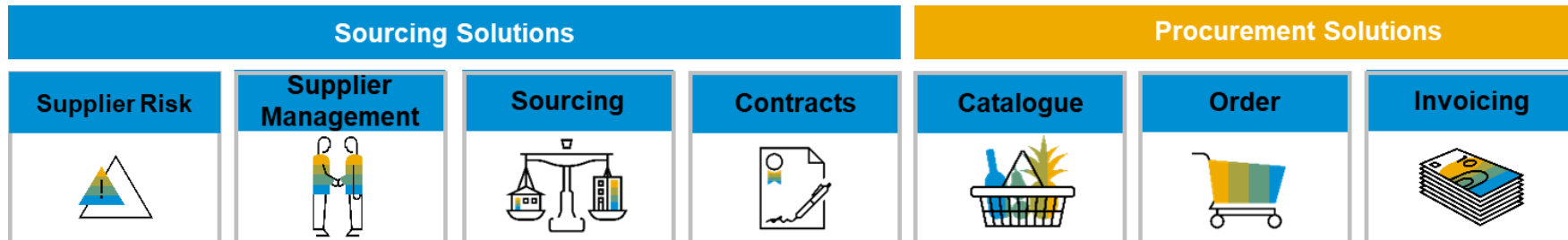




Fujifilm & SAP Ariba

FUJIFILM

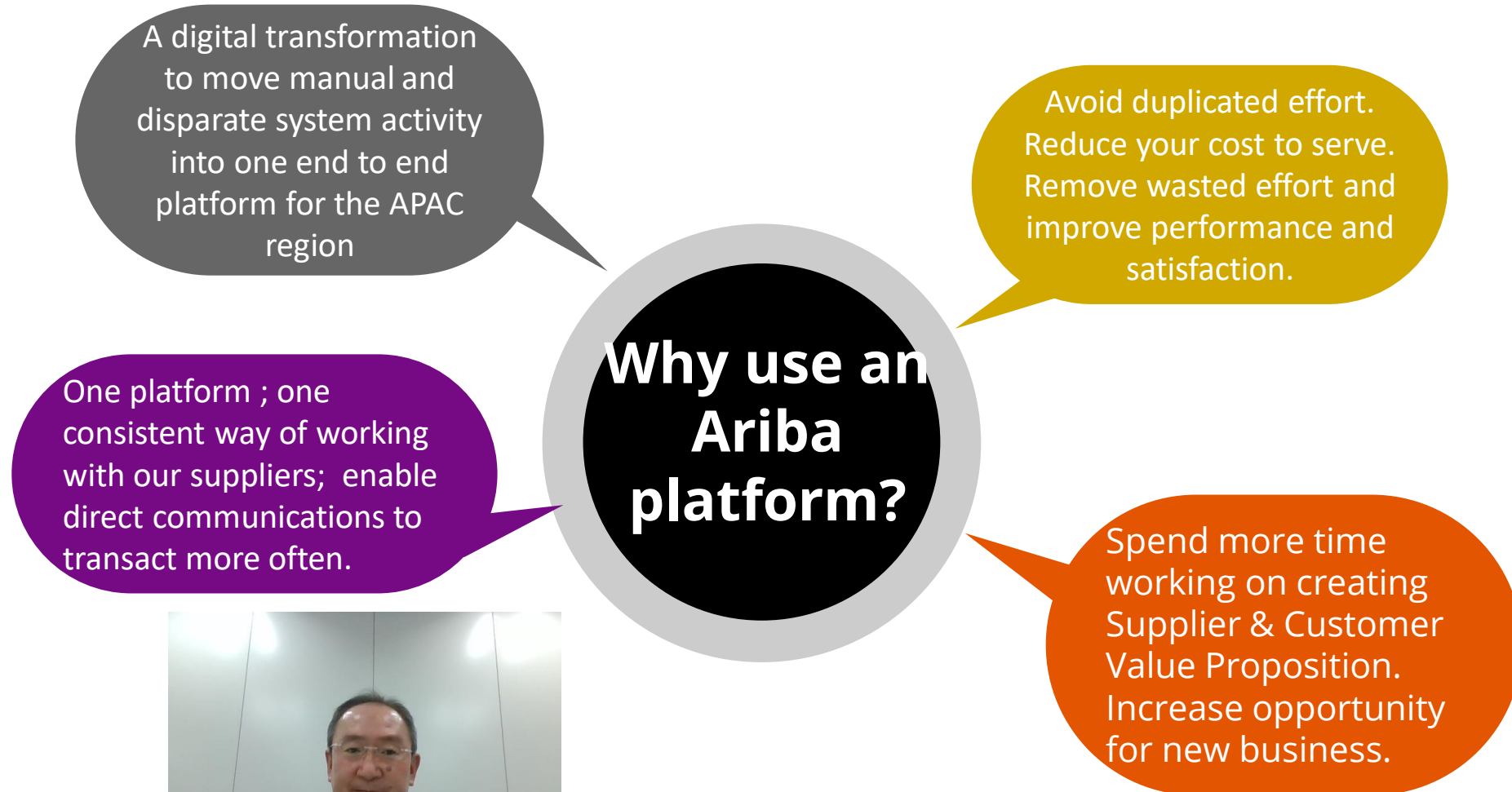
SAP Ariba



One Regional Platform



Why Ariba – Our Objective



Procurement Re-imagined : Fujifilm Business Innovation – Moving to Ariba

Why A Business Network?

Buyer Participants



Global Enterprises



Midmarket Companies



Individual Buyers



Supplier Participants



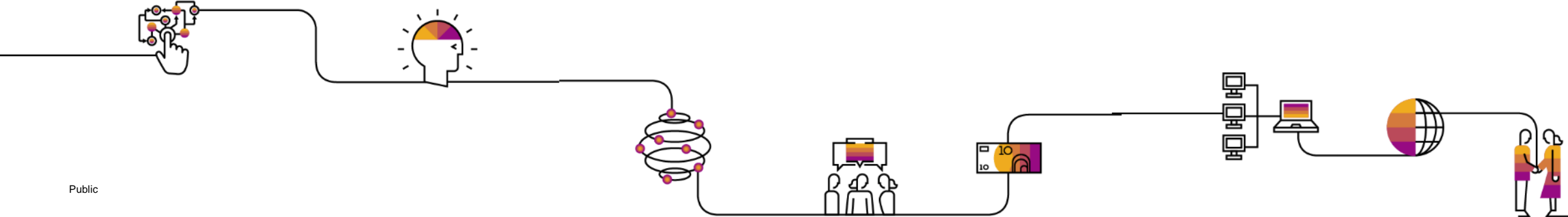
Direct Materials



Indirect Materials



Services



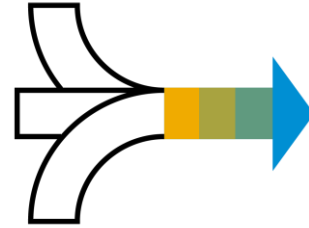
Why The SAP Business Network?



**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 AN 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

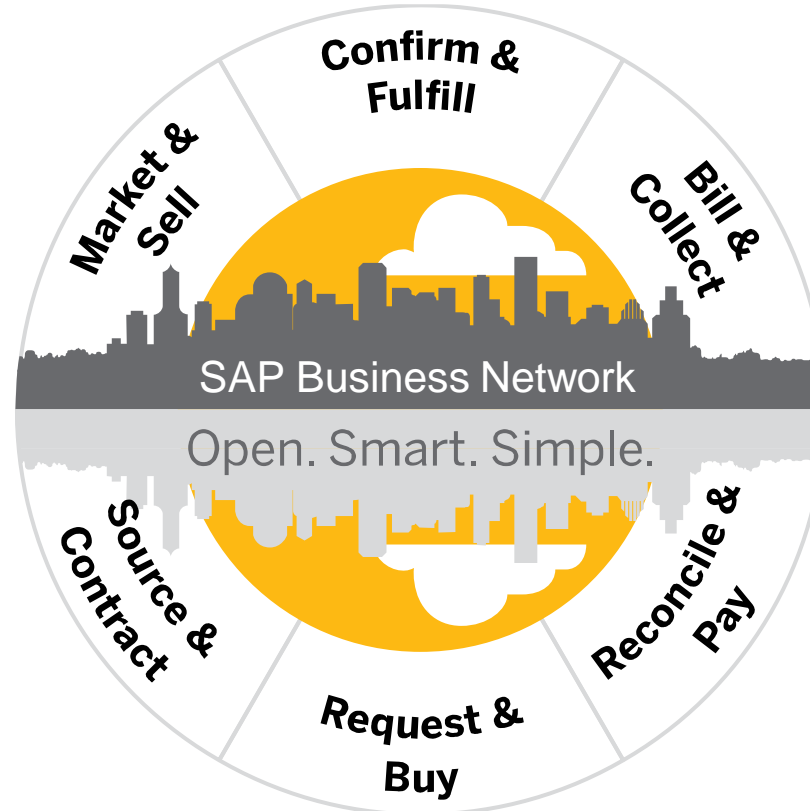


Receive faster payments

- 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

FUJIFILM



Integration

What Is It?

Direct connection between your ERP and SAP Business Network via a fully automated process.

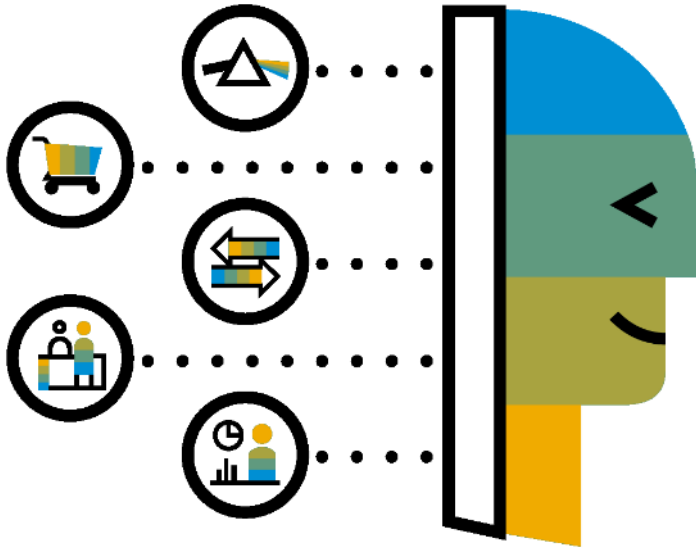
For Whom?

Suppliers with:

- A high volume of documents per month
- Technical capability in cXML/EDI
- IT or eCommerce resources

cXML	Most commonly used; SAP Business Network's native format; direct connection with automatic validation
EDI ANSI X.12 EDIFACT D96A EANCOM D01B	Interface with SAP Business Network through VAN or AS2
OAGIS v9.2	Connection types: AS2 / HTTPS / RNIF
PIDX v1.61	Connection type: RNIF
SAP Business One	Adapter for sellers using SAP Business One
SAP SD Add-On	Free seller add-on for SAP sellers using the Sales and Distribution Module
CSV	Manual upload of CSV file (customer-specific template)

Catalogs on SAP Business Network



Catalog Benefits

- Improve purchase order accuracy
- Accelerate responsiveness to customers
- Encourage compliance to procurement processes
- Enhance cash flow
- Provides a simple, consumer-like buying experience for users

Catalog Options



CIF (file based catalog)



PunchOut Levels 1 & 2 (users shop at your store and return items to their Business Network shopping cart, based on requirements)

If your customer determines they would like to enable catalogs with you, a Catalog Enablement Expert from SAP will reach out to you with further details/instructions.

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

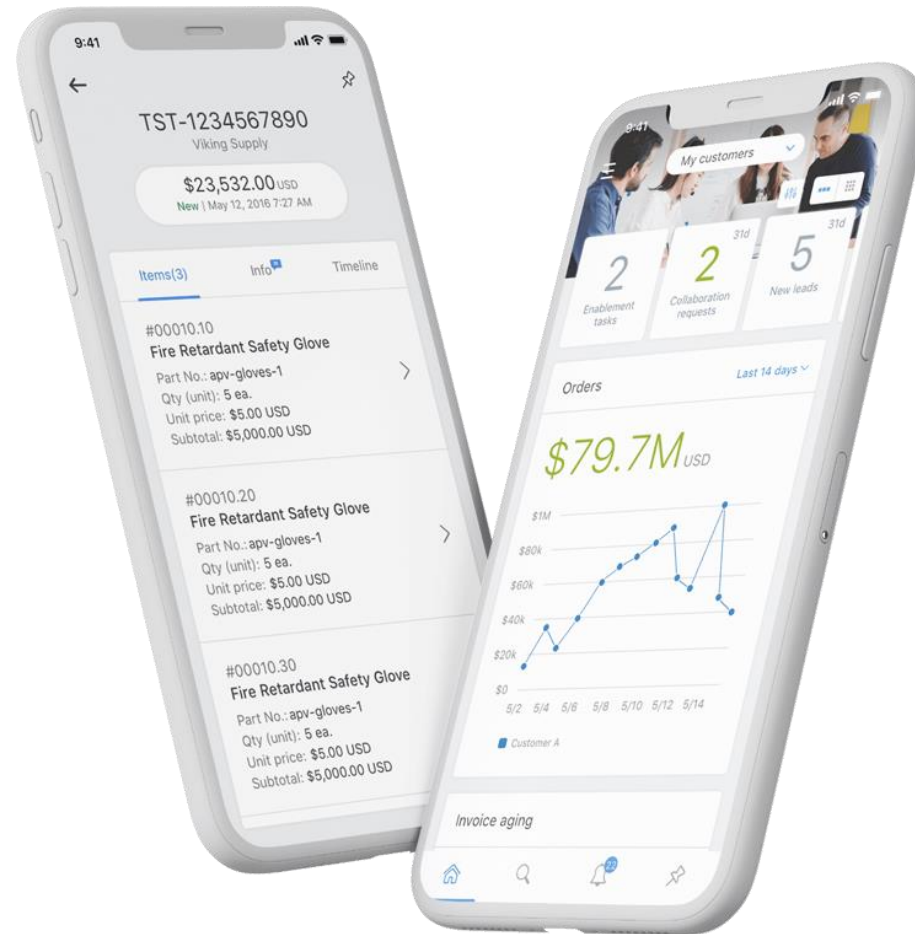
SAP Business Network Supplier Mobile App

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 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 metrics are 'My widgets' including 'Purchase orders' (€569K), 'Invoice aging' (€467K), and 'Application gateway' (Cepsa Support Center). 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 right-hand screenshot.

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 message 'Welcome to SAP Ariba Help Center 2.0'. Below the news highlight, there is a 'Topics we recommend for you' section with two featured topics: 'How do I complete my Customer Requested Profile?' and 'Why can't I find an event?'. Each topic has a 'FAQ' link and a date. Below the featured topics, there are more recommended topics with dates: 'How do I configure my Ariba Network account for transaction data deletion, as a supplier?' (Mar 25 2021).

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 shows the SAP Business Network Enterprise Account interface. The left sidebar contains a navigation menu with the following items:

- Scientific
- My Account
- Link User IDs
- Contact Administrator
- Switch Account >
- Switch to Test Account
- Scientific
- ANID: AN01 Platinum
- Company Profile
- Service Subscriptions
- Settings >
- Back to Classic View
- Logout

The 'ACCOUNT SETTINGS' section is expanded, showing:

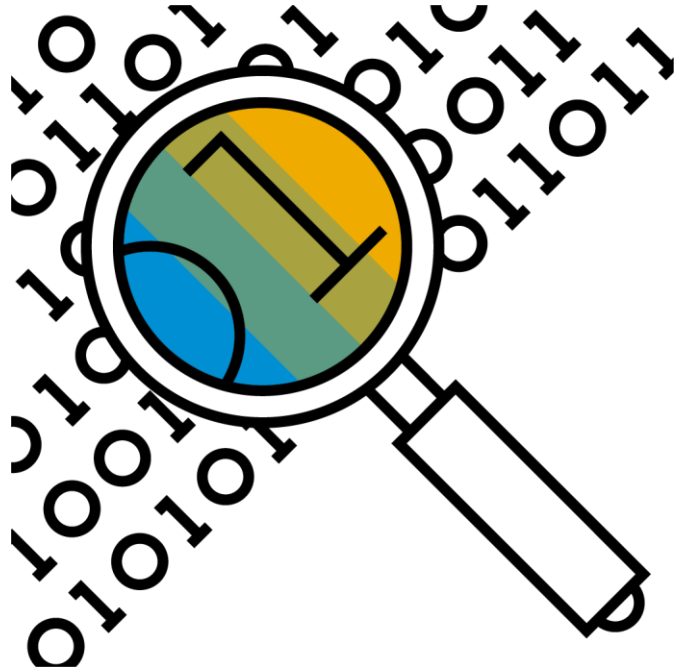
- Customer Relationships (highlighted with a yellow box)
- Users
- Notifications
- Account Hierarchy
- Application Subscriptions
- Account Registration
- NETWORK SETTINGS
- Electronic Order Routing
- Electronic Invoice Routing
- Accelerated Payments
- Remittances
- Data Deletion Criteria
- Network Notifications
- Audit Logs

The 'Account Settings' page is displayed, showing the 'Current Relationships' tab. The 'I prefer to receive relationship requests as follows:' section has 'Automatically accept all relationship requests' selected. Below this, there are counts for 'Current (1)', 'Pending (0)', and 'Rejected (0)'. The 'Current Customers' section includes a filter and a table of customers:

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

The 'Supplier Information Portal' column in the table is highlighted with a yellow box. An arrow points from the 'Customer Relationships' menu item to the 'Account Settings' page.

Support Resources



Enablement Help Desk

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

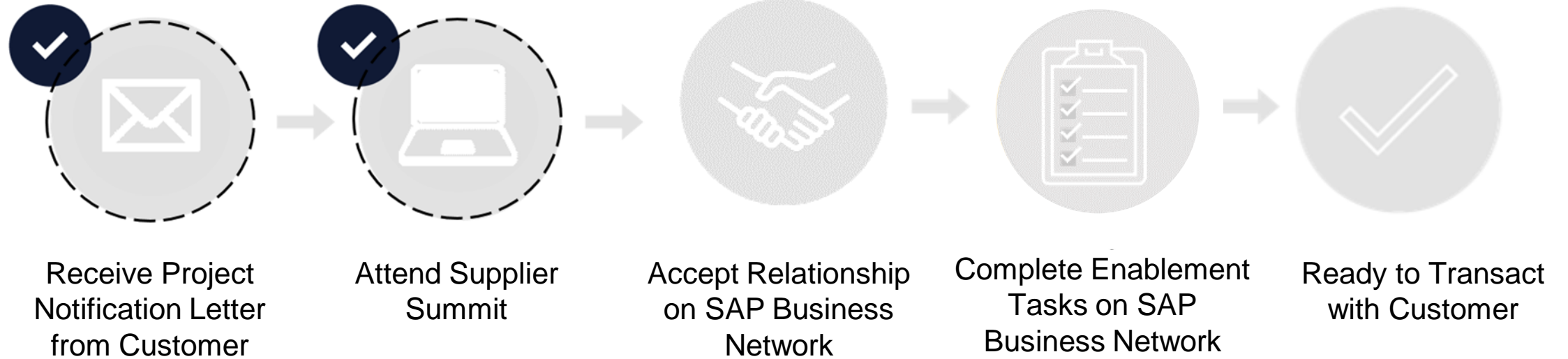
Online Support

- ❑ **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



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 Ariba® Network Platform 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 Ariba, is an internet browser.

Not sure if you already hold an account with Ariba Network? Please click "Get started" below and Ariba 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 Ariba 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](#) ⓘ

[Create new account](#) ⓘ

ⓘ 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 SAP logo and 'Business Network Enterprise Account' are visible. A navigation bar includes links for Home, Enablement, Opportunities, Workbench, Orders, Fulfillment, Invoices, Payments, Catalogs, Reports, and Messages. 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. A 'My widgets' section includes '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% Completed status. A dropdown menu is open, showing account settings and network settings. The 'Settings' option is highlighted with a yellow box and a '2.' label. The 'Electronic Order Routing' and 'Electronic Invoice Routing' options are also highlighted with yellow boxes and a '3.' label. A 'Feedback' button is visible on the right side of the page.

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

ACCOUNT SETTINGS

- Customer Relationships
- Users
- Notifications
- Account Hierarchy
- Application Subscriptions
- Account Registration

NETWORK SETTINGS

- Electronic Order Routing
- Electronic Invoice Routing
- Accelerated Payments

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

Feedback

2.

3.

Electronic Order Routing

SAP Ariba 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 2.	Email address: <input type="text"/> 3. <input type="checkbox"/> Attach cXML document in the email message <input checked="" type="checkbox"/> Include document in the email message <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". <input checked="" type="checkbox"/> Attach PDF document in the email message Current Routing method for new orders: Email ▲ Attachments will be included in the order.
Catalog Orders with Attachments	EDI without attachments	Current Routing method for new orders: Email
Non-Catalog Orders without Attachments	cXML Pending Queue without attachments	Current Routing method for new orders: Email

Electronic Invoice Routing

SAP Ariba Network Enterprise Account

Network Settings

1. **Electronic Invoice Routing**

4. **Save** **Close**

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

General Tax Invoicing and Archiving PDF Invoices

Capabilities & Preferences

Sending Method

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

2.

Notifications

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.	

3.

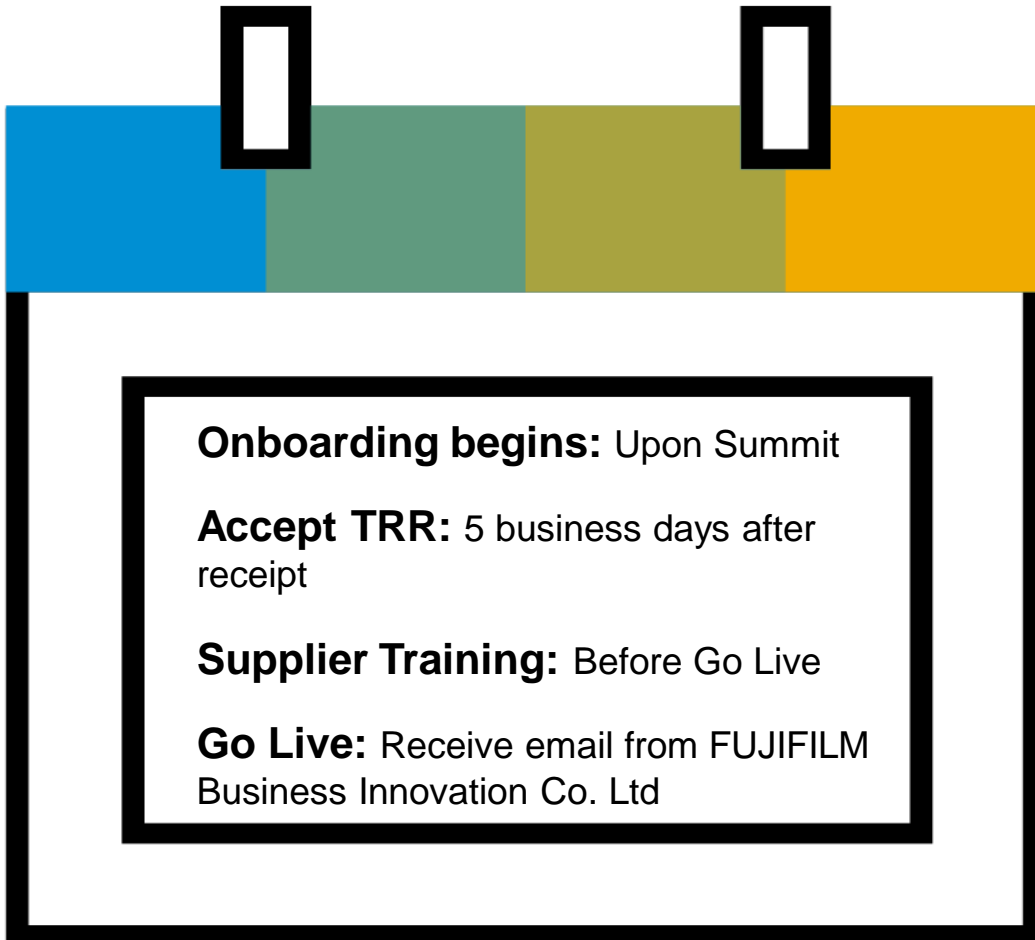
Extended Profile Settings and Information

Do you provide invoices to customers through Ariba Network?

Yes

No

Timeline & Contacts



Business Related Questions

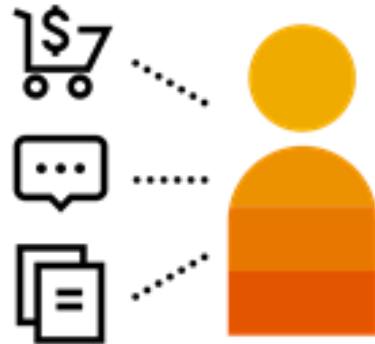
dgi-fbap-regional.procurement@fujifilm.com

Supplier Information Portal:

<https://support.ariba.com/item/view/204496>

Questions?

Please Submit Your Questions Via the Q&A Widget



Business Related Questions:

dgi-fbap-regional.procurement@fujifilm.com

Thank you.

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