

Title: Ericsson New Procurement Initiative – action required

Dear Supplier,

Ericsson launched a new initiative to enhance and streamline the current catalogue-based ordering, PO collaboration and e-invoicing processes. To ensure positive change, Ericsson is partnering with SAP Business Network*, a market-leading provider of Procurement and Finance, to improve the supplier interaction.

What is changing?

As a supplier of Ericsson, we are contacting you to request that you join the SAP Business Network and begin transacting with us electronically. To do this, we require you to create an account or transact with us via an existing Ariba account, if applicable.

Our SAP Business Network relationship will include:

- Enabling your existing Swedish catalogues
- Enabling PO collaboration
- Enabling e-invoicing

These changes are part of Ericsson's standard terms and conditions going forward and as valued partners we anticipate all our suppliers will comply with this process change to ensure the continuity of our successful working relationship. Ericsson is committed to the success of this initiative and is working hard to make the transition as seamless as possible.

The solution will bring key advantages to you (aside of ensuring business continuity):

- On-line visibility of the status of your orders
- Fast and secure order reception
- Possibility of publishing online catalogues with your product/service to Ericsson
- Significant decrease in order errors for suppliers publishing catalogues on the SAP Business Network
- Access to the world's largest business e-commerce network so you can transact electronically with your other customers that use the SAP Business Network

Required actions

Please cascade this to your relevant teams to ensure the appropriate contacts will be reached and please fill in this short [form](#) with the correct contact details (name, job title, email address).

A 1-hour Summit will be held on January 19th to present SAP Business Network and next steps. Please use this link to register (in case you cannot attend, this will ensure you receive the recording of the session).

The above are **necessary steps** in the account enablement process. We thank you for your support as we strive to strengthen and enhance our joint business relationship and operations with this new technology. We look forward to a continuous successful working relationship.

Best regards,
Ericsson – Ariba onboarding team