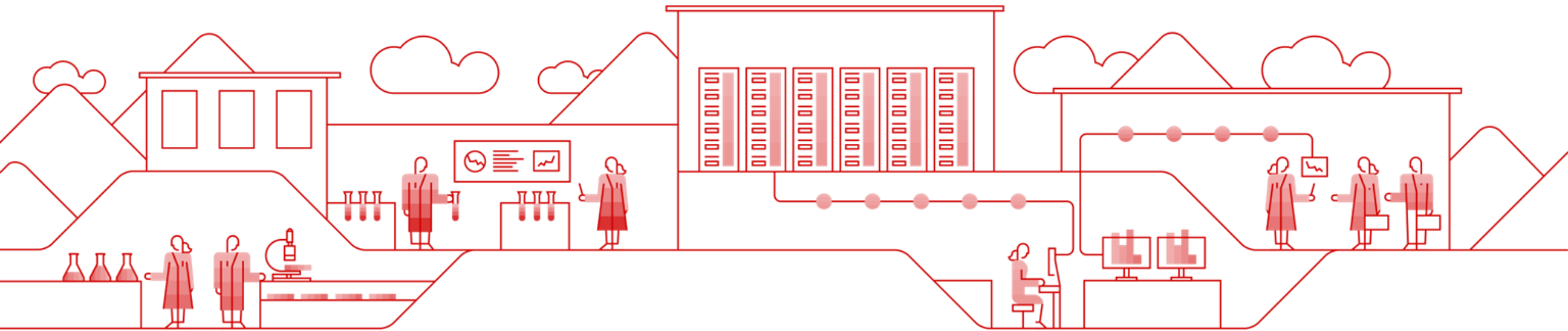




SAP Ariba 

ABB – SCC Seller Integration Overview

Introduction

SCC Seller Integration Team, SAP

Public



Agenda

What is Supplier Integration and why?

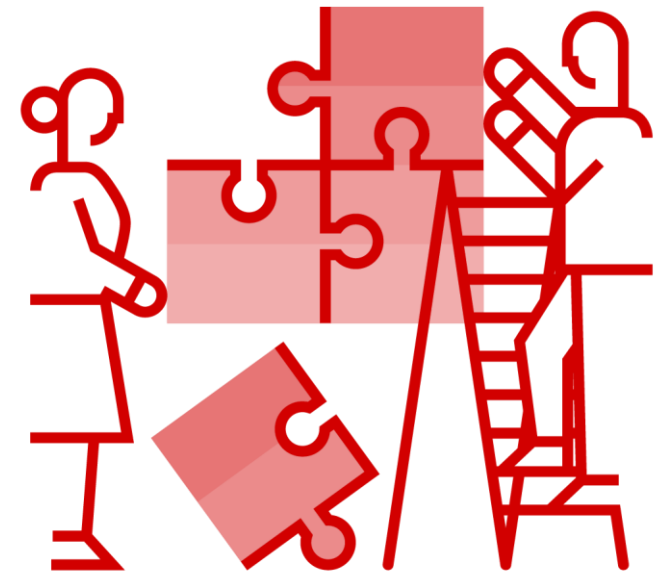
- What is the difference between PO flip (manual work in the portal) and integration?
- What is integration interface and technical format

Who is involved in Supplier Integration - Participating roles

- Who are the key players that have a mandatory role in the integration project?
- What are the responsibilities of each role?

How do we run the Integration Project ?

- What is the methodology and what are the next steps?

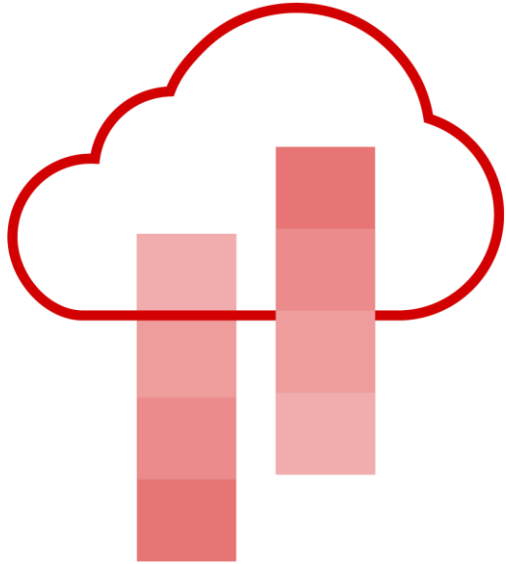


Supplier Integration Overview

What is Supplier Integration & what are the Benefits

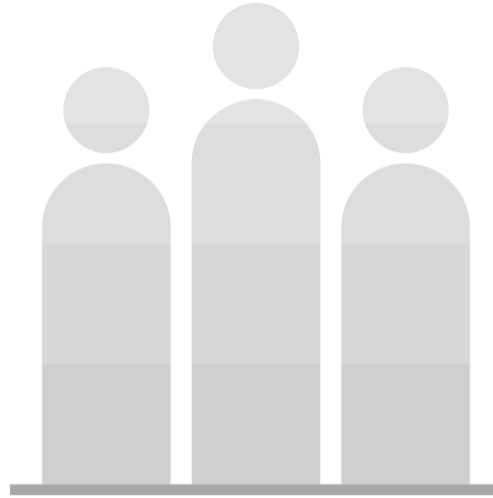


What Is Supplier Integration?



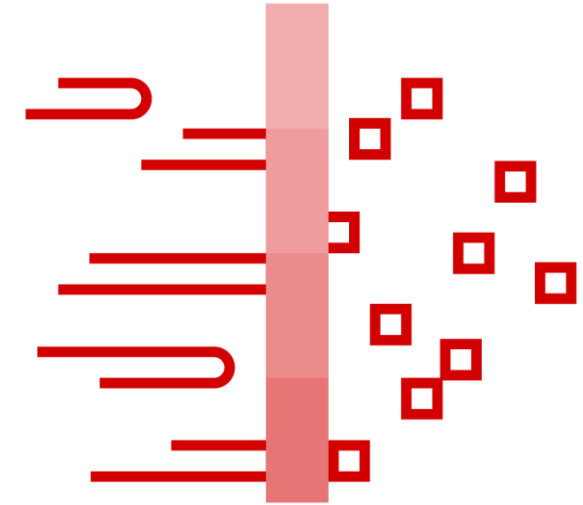
What is Supplier Integration?

Connecting a supplier's ERP to the SAP Business Network via an electronic method (cXML or EDI) to transact with ABB



How is it different from the SAP Ariba Portal ("PO Flip")?

Portal entry, or "PO Flip," is a manual option in the SAP Business Network User Interface where suppliers log in to their Supplier Network account, select a PO, and manually click a button to generate an Order Confirmation, Ship Notice, or Invoice.



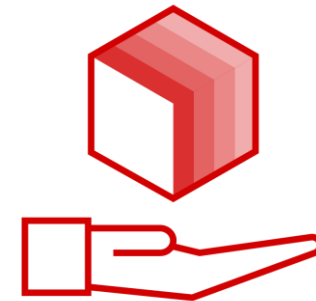
Who integrates?

Suppliers with:

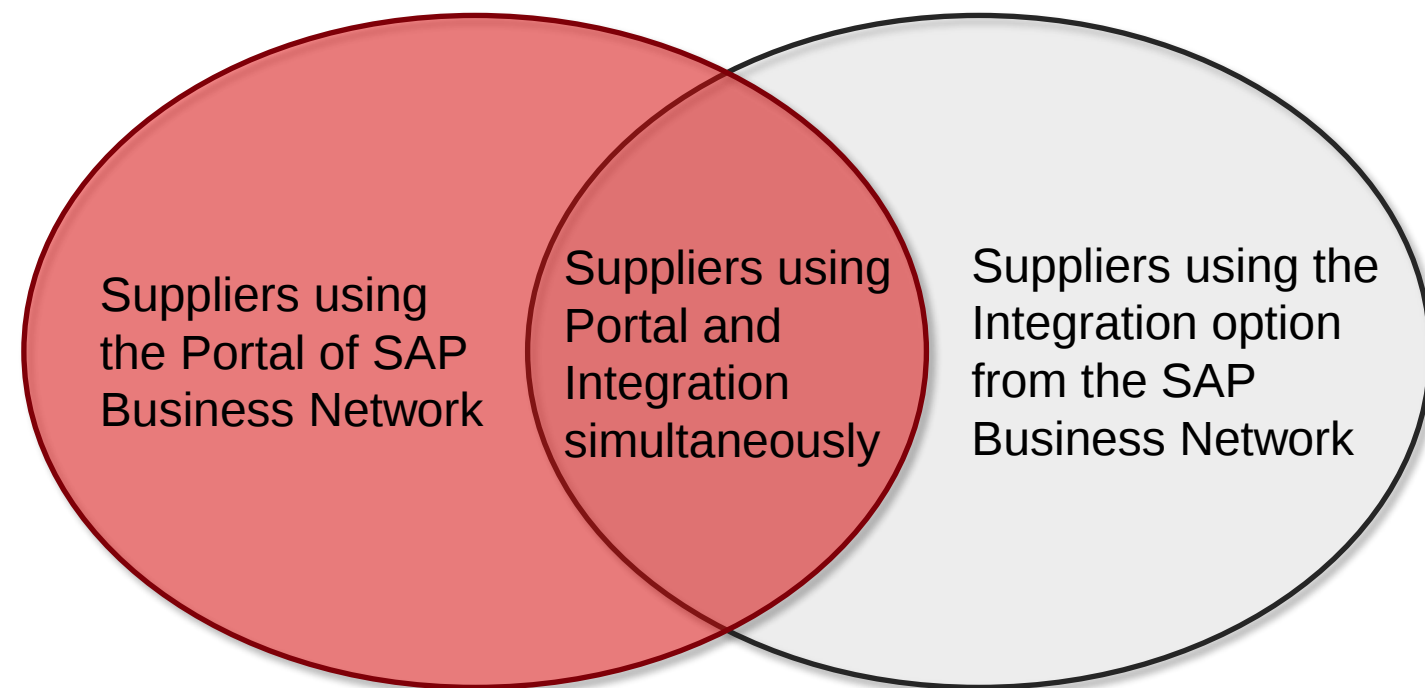
- High Transaction Volume
 - 500+ documents a year
- Integration capabilities and Infrastructure

* If the supplier is aimed for integration is always up to the agreement between ABB business team and a supplier

What are the benefits for a supplier – Flexibility and Choice



- One of the added values that SAP Business Network is bringing to the suppliers is Flexibility and the Possibility to choose.
- Our functionalities allow suppliers to choose how they would like to interact with the network: using the Portal, using the Integration or a mix of Portal usage and Integration – for example integrating the PO and using the Portal for the Order Confirmation.

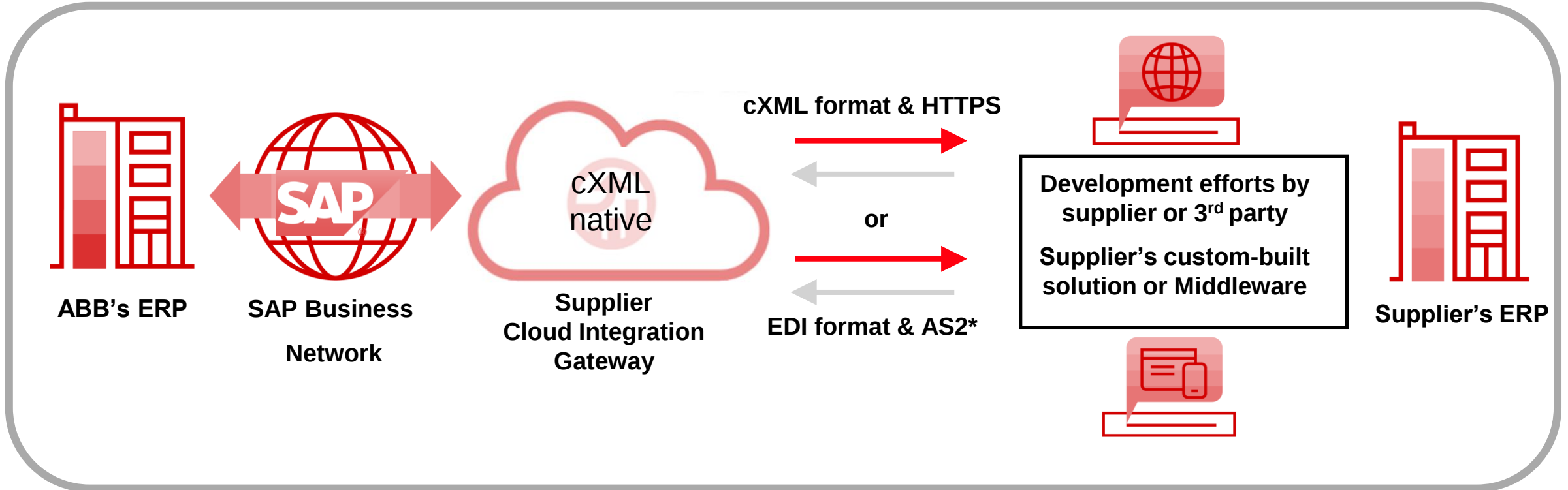


- Our functionalities also allow the supplier to choose according to their internal readiness: a supplier may choose to start in the Portal and later one move to Integration.
- A supplier may also use the Portal even if they are integrated. For example, in case they have a down time in their internal back-end system (and they use the Portal as a temporary mitigation).



If ABB has specific requirements to suppliers to integrate, ABB will need to be ready to communicate this to its suppliers.

General interface for Integrated supplier overview



* EDI format e.g., EDIFACT or ANSI X12 may not support every SCC process that ABB has in scope with SAP Business Network. Transaction format must be agreed by ABB Integration Lead and the supplier.

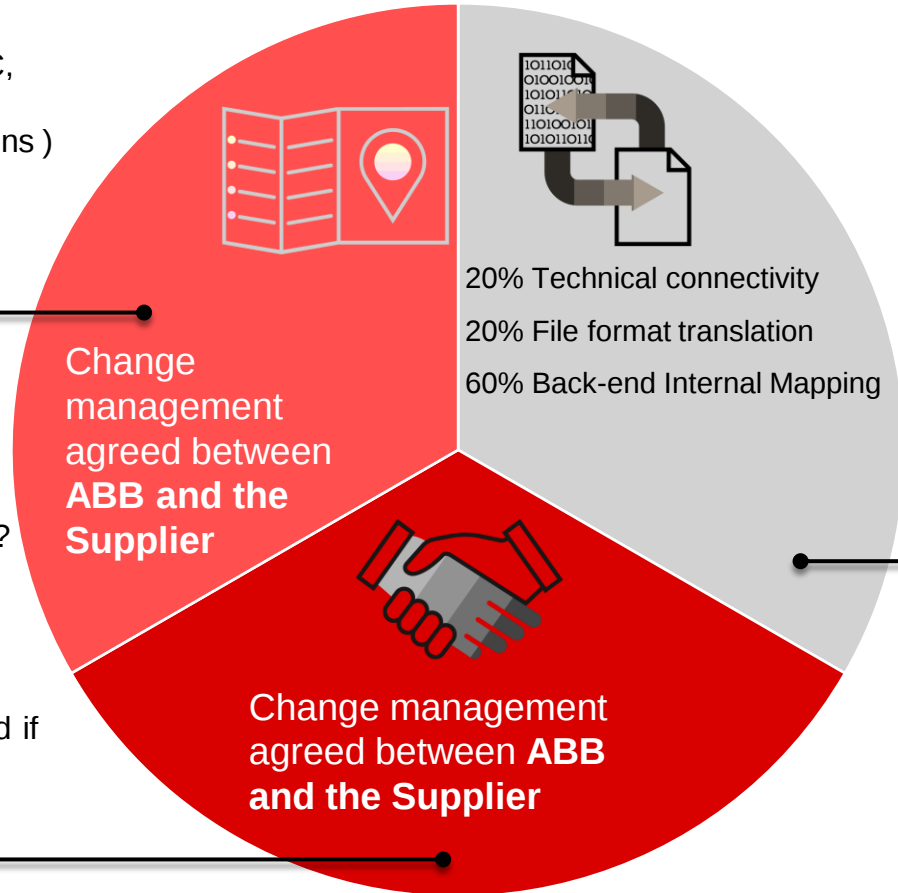
Supplier integration is Not a Technical project.

1. Business Scope of the project

- I. SCC Process e.g.: PO Collaboration, Forecast, etc.
- II. Documents in each SCC Process (PO, OC, ASN, Forecast, etc.)
- III. Locations (ABB Plants and supplier locations)
- IV. Material codes per each plant/process in scope

2. Day to day operational/logistic procedures

- Cadence: when, how, many times, where?
- For example: schedule when Forecast is shared with supplier
- Business required content
- Who needs to do what in a usual day and if something is not working as expected



3. Mappings on Supplier Side

Based on the Business scope of the project the supplier will know where, when and how, to import / export the documents in scope from/in his internal back-end system

In general, the technical effort has 3 macro parts:

- I. Technical connectivity: ensures the physical transfer of the files.
- II. File format translation ensures the translation of the files from SAP Business Network format to supplier internal file format
- III. Back-end internal mapping ensures the integration of the data (the content of the files) within the internal supplier back-end flows and the data collection/export, in compliance with ABB requirements, from the internal supplier's back-end.

Please note that the above percentages are an estimation intended only as an example. Each supplier estimate his own effort based on internal individual case.



From our experience we have noticed that the business management part tends to be the most challenging between ABB and the supplier. And it also takes the most time.

We strongly recommend to start as soon as possible with the change management activities and have them completed **before** the technical effort is started.

The Integration Team

Who are the key players that have a mandatory role in the integration project?

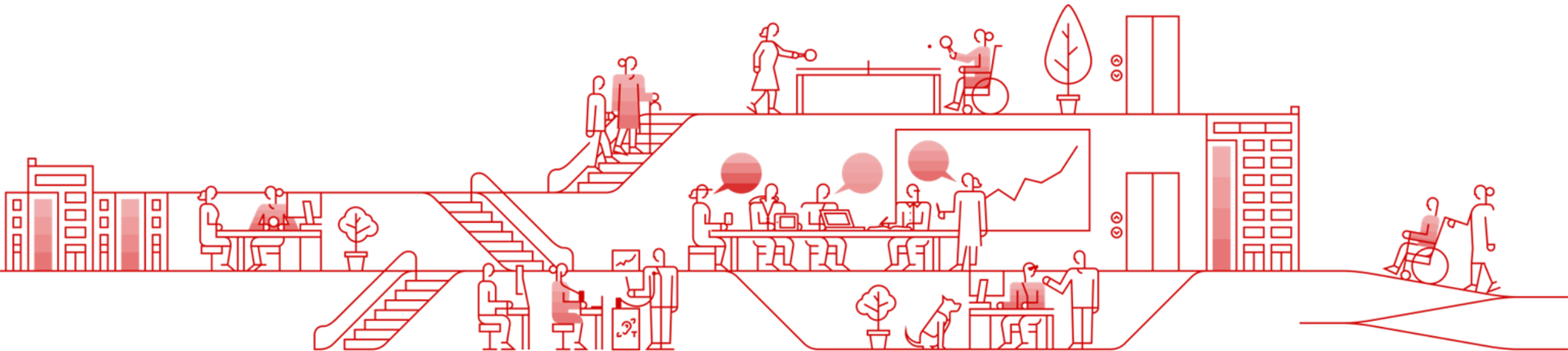


ABB Roles

Seller Integration Functional Lead (SIFL)

- Main contact for project coordination
- Provide commitment to project timeline
- Participate in status meetings and drives regular supplier calls
- Escalation / unblocking point of contact
- Create and approve Identified Supplier communications and education content
- Participate in requirements gathering and design workshops
- Support Internal ABB training sessions needed for the seller integration project
- Reinforce Solution compliance with Identified Integrated Supplier and internal ABB department stakeholders as part of change management program.
- Conduct enablement related cutover activities

Testing Contact

- SIFL organizes the regular calls with the suppliers
- Review and confirm test plan per supplier
- Attend supplier calls as needed
- Generate test documents
- Download & validate applicable test transactions; load & process through ERP
- Assist in other testing activities, coordinate go-live

ERP Technical Resource

- Assist in troubleshooting document failure on ABB side back-end system
- Attend supplier calls as needed
- Perform data mapping or modifications on ABB side back-end system if needed
- Provide technical details for the integration to ABB back-end systems

Key User / Planner

- Has firsthand knowledge of the day-to-day activities with the specific supplier
- Review and confirm with the supplier the Business scope, master data, procedures
- Review and confirm test plan per supplier. Sign off end to end testing.
- Attends supplier calls as needed. Runs hyper care calls

**the same contact may occupy multiple roles on ABB side

Supplier Roles

Project Lead	Technical (Developer)	Testing Contact	Key User / Business Contact
• Main contact for project coordination • Provide commitment to project timeline • Understand ABB's transaction validation rules • Participate in status meetings	• Provide technical details for integration to back-end systems • Perform data mapping • Assist in troubleshooting document failures	• Provide technical details for integration to back-end systems • Download & validate applicable test transactions; load & process tough ERP • Assist in other testing activities, coordinate go-live	• Has firsthand knowledge of the day-to-day activities with the ABB • Review and confirm with the ABB scope, master data, procedures • Review and confirm test plan per ABB and ABB location. Sign off end to end testing • Attend regular calls as needed. Runs/ participates in hyper care calls

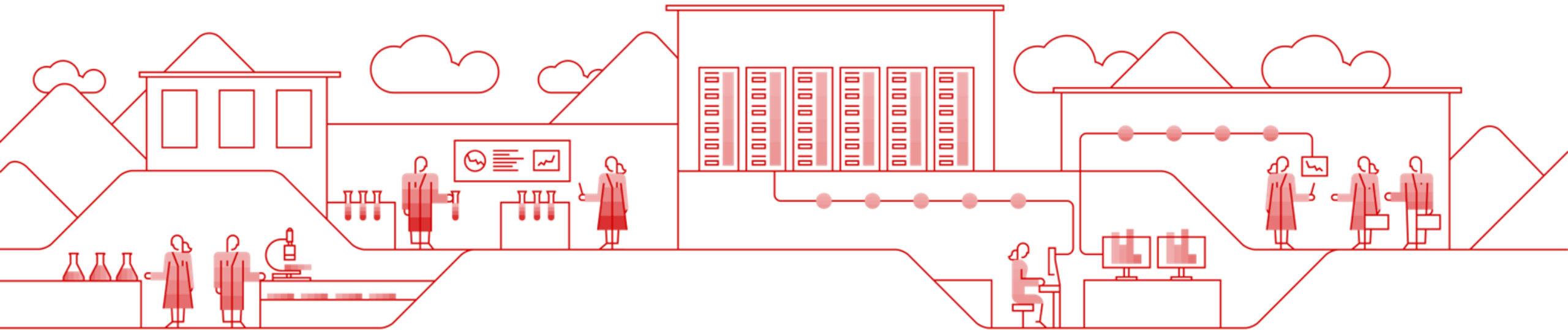
**the same contact may occupy multiple roles on SUPPLIER side

SAP Ariba Team's Responsibilities

- Understand integration requirements and project scope
- Train & provide guidance to SIFL resource to drive Integration Projects
- Create supplemental documentation for suppliers including Integration guidelines and samples
- Provide product expertise on the SAP Cloud Integration Gateway (CIG) and specifications
- Responsible for Co-ordinating any CIG Sell side Mapping Changes
- Coordinate and facilitate connection with the Cloud Integration Gateway (CIG)
- Coach on the creation of the supplier testing plan and the identification of scenarios
- Assist with Technical Mapping related queries and Trouble shooting
- Monitor timely completion of project milestones
- Escalate issues according to defined path

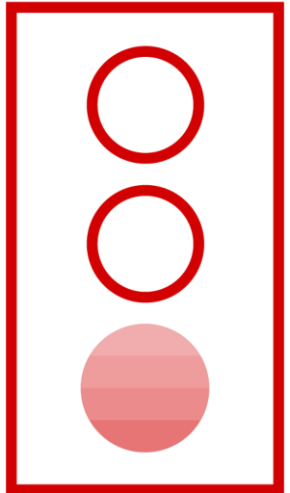
The Integration project methodology

How we run the project and what are the next steps?



What are the next steps 1/2

- Supplier and ABB to agree on the business processes in scope of Integration (formalize this in the Scoping sheet)
- ABB to share the Integration supporting documentation: Integration Guidelines with cXML samples, Technical requirements for connection and format of transactions
- Supplier to review the requirements and allocate internal resources to build integration interface.
- Supplier to finalize the enablement tasks: SAP Business Network account configuration, user accesses and TRR acceptance.
- Schedule the official Kick-off call to initiate the project with all resources on board and project timeline commitment.



What are the next steps 2/2 - Project methodology

	Prepare	Explore	Realize		Deploy	Run
Buyer	- Participate in KO - Define project scope and requirements - Project plan - Project team and resources	- Perform configurations - Establish AN relationship - Understand and identify test scenarios	- Address business process questions resulting from the supplier's development and testing - Publish end-to-end UAT test plan and scenarios - Participate in end-to-end UAT testing: perform buyer actions and analyze results - Implement fixes or changes to buyer systems in response to testing outcomes - Provide formal testing sign-off		- Confirm Production AN relationship status and vendor ID mappings - Transactionally enable supplier in Production system - Implement change management plan	- Execute and carefully monitor initial "smoke-test" production transactions; confirm success - Move to steady-state - Continue monitoring all transactions - Have an issue response plan
Supplier	- Confirm TRR acceptance - Understand and agree to project scope - Assign project team resources - Align all technical resources	- Setup AN account and CIG; establish CIG Connectivity - Consume documentation and specs. - Understand and identify test scenarios	- Complete mapping from selected CIG B2B format to internal systems - Question requirements, specifications, and process - Perform Unit Testing	- Conduct UAT testing with buyer: perform supplier actions and analyze results - Implement fixes or changes to systems - Verify solution meets requirements - Provide formal testing sign-off	- Move to Production by migrating mappings and other development from testing environment - Configure Production AN account and CIG project - Implement change management plan	- Execute and carefully monitor initial "smoke-test" production transactions; confirm success - Move to steady-state - Continue monitoring all transactions - Have an issue response plan

Frequently asked questions 1/2

Question	Answer
Is there something changing in the way we are working today with ABB?	Yes. New way of working with SAP Business Network will be explained to you by ABB SIFL or local business team.
Today I am sending you documents in an automated way. Can I continue to use the same method with ABB?	Yes, until the integration is built and ready to be placed into production instead of the current solution.
Can I reuse the mapping I have today?	No
Can I reuse the same file format and communication channels I am using today?	Probably not, the native language of SAP Business Network platform is cXML.
What is the new platform that will be used?	SAP Business Network
Do I need to integrate or I can use the Portal	Yes, you can use the Portal of the application if you want. You can use the SAP Business Network Portal indefinitely or just for a temporary period (until you maybe want to move to integration).
What is the file format that I can use in integration with SAP Business Network?	The native language of the SAP Business Network platform is cXML The GENERAL (non-ABB specific) specification is available in the following page : http://cxml.org/
What is the communication channel that I can use with SAP Business Network?	HTTPS
Can I have the technical specifications of the ABB cXML?	Please note that at this moment in time the specifications are in work and we will come back to you with the documentation at a later stage
What document types can I integrate in SAP Business Network?	Alignment about the exact scope of the project will be initiated by ABB SIFL and local business team.
Can SAP Business Network map the files in my format or from my format into cXML?	No

Frequently asked questions 2/2

Question	Answer
What does ABB expect from me as a supplier?	1. Check internally and confirm to ABB what are the documents that you are currently exchanging in integrated way with ABB 2. Check internally and confirm to ABB team if you would like to use the PORTAL of the SAP Business Network (non-integration) at the date of the change XXXX 3. Check internally and confirm to ABB Team if you would like to be integrated at the moment of the change date XXX 4. If you would like to be integrated at the date of XXX please check internally and confirm to ABB team that you will have the necessary resources in place to work and complete the project by the date of XXXX 5. Check internally and re-confirm to ABB team the exact document types that you are exchanging today and you would like to integrate for the date XXX (please note that you can chose to mix with the Portal usage. Example: if today you are integrated with PO and OC. But when moving to SAP Business Network you wish you integrate just the PO and to the SAP Business Network Portal to create the OC, this scenario is possible)
What can I expect as next step?	You will be contacted to create an SAP Business network account – TRR Having an SAP Business Network account is a mandatory step to communicate with ABB no matter if you will use PORTAL or integration
I want to Integrate: Is SAP Business Network “touching” the internal back-end system / middleware of the supplier?	No, it does not.
I want to integrate: Is there a specific requirement coming from SAP Business Network for the supplier to use a specific ERP / ERP version?	No. SAP Business Network does not have requirements or limitations related to the ERP / ERP version used by the supplier. That because the Supplier’s ERP / ERP version is basically not transparent to the SAP Business Network. As long as the supplier is able to process the files in the specification of ABB project and provide back files that comply with ABB specification as requirements the actual back-end of the supplier is not transparent for the project.
I want to integrate: Is SAP Business Network requiring the suppliers to use / purchase a specific middleware / third-party provider in order to complete the seller integration?	No. SAP Business Network does not have requirements or limitations related to the middleware / third-party provider that the supplier is using. The suppliers are free to choose whatever integration solutions, applications, middleware's or service providers are better suited for their internal policies. As long as the supplier can process the files in the specification of ABB project and provide back files that comply with the ABB specification as requirements the actual middleware / third party provider of the supplier is not transparent for the project.



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