



# Corteva Agriscience Supplier Management Summit

Public



# Agenda

Speaker Introductions

Corteva Initiative

- Future ERP Project Overview

Describe SAP Business Network

- Benefits & Functionalities
- Support Resources
- Legacy Registration

Next Steps

Timeline & Contacts



# Speaker Introductions



**Federica Stoppa**

PTP Future ERP Supplier Management Lead



**Evan Koser**

Senior Education Specialist,



# Corteva Agriscience Initiative Overview



# Why SAP Ariba?

## Benefits for Corteva and Suppliers

- **One Procure-to-Pay Platform** to easily collaborate and transact with suppliers
- **One Source of Truth** to standardize the data and processes
- **Time Reduction** in end-to-end collaboration and transaction with suppliers

# Corteva's Ariba Journey

In April 2024, Corteva launches a series of new Ariba tools as part of the Future ERP "Go Live" for the Crop Protection business platform in Latin America.

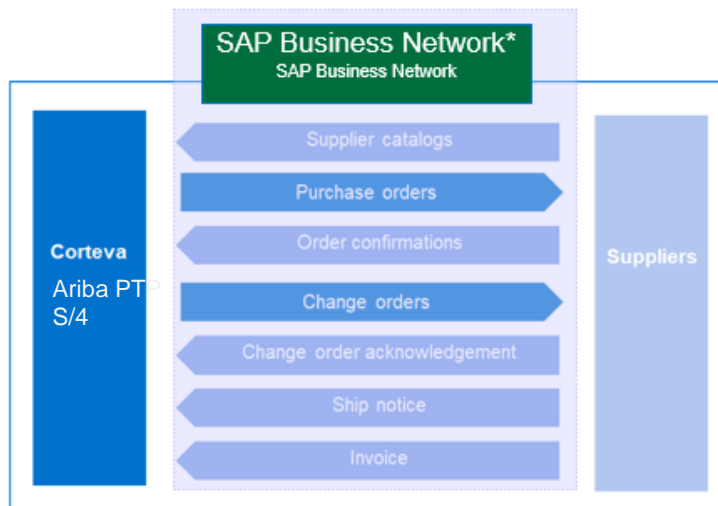
Corteva will use **Ariba Supplier Management** (Ariba SLP) to manage the Strategic Relationship with suppliers.

Supplier will leverage the **Ariba Proposals and Questionnaires** page on the SAP Business Network\*

# Relationship Types

## Trading Relationship

Enables the exchange of Supplier-Customer **tactical** documents (Purchase Orders, Advance Ship Notices, Order Confirmations, eInvoices\*)

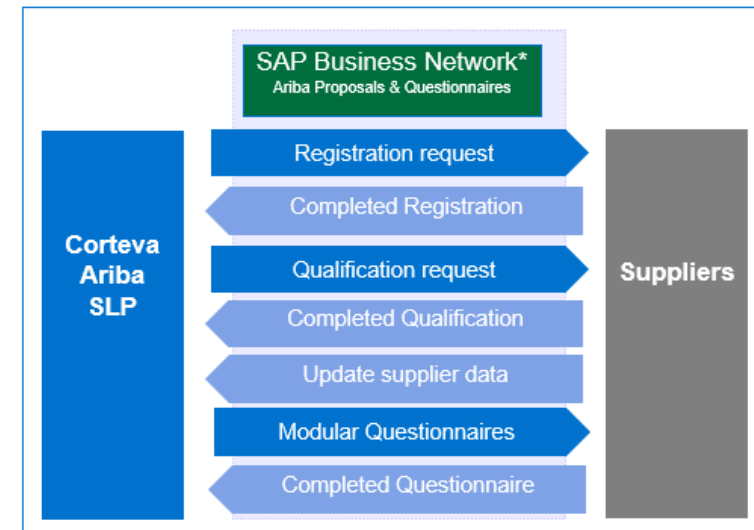


\*Invoice transmission through SAP Business Network is only permitted in USA, Canada, France, Germany, Spain, Switzerland and UK.

All other countries are utilizing the shared mailbox.

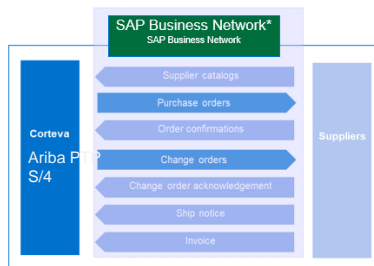
## Strategic Relationship

Enables the exchange of Supplier-Customer **strategic** documents (Quotes, Supplier Registration, Modular Questionnaires, etc.)

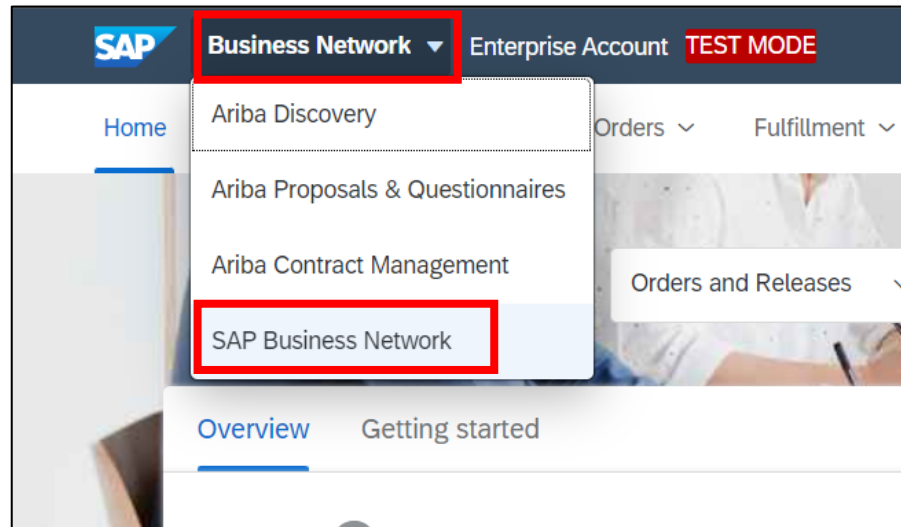


# SAP Business Network: Pages

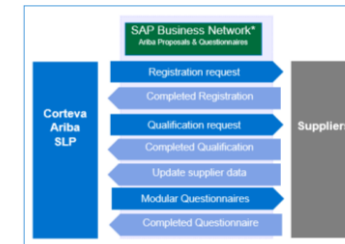
## Trading Relationship



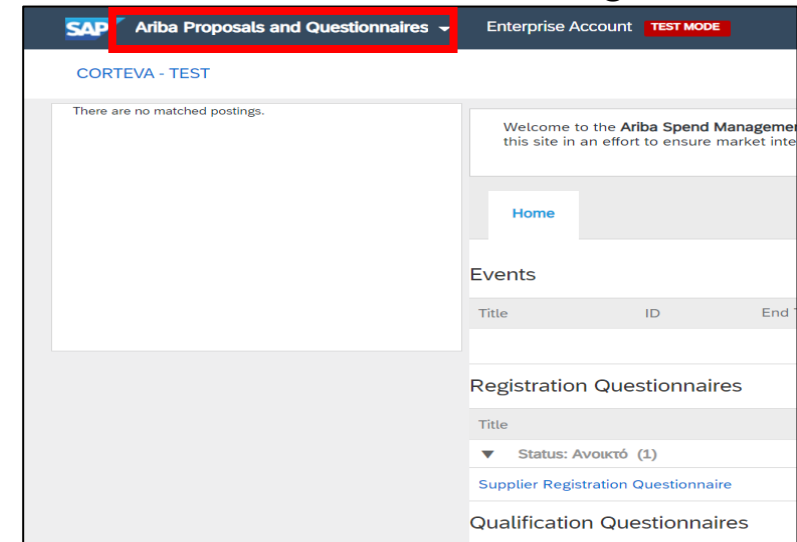
Supplier to use **SAP Business Network** Page



## Strategic Relationship



Supplier to use **Ariba Proposals and Questionnaires** Page





# What is changing for you?

## Legacy Registration

As of March 2024, Ariba SLP becomes the Supplier Management hub for Suppliers.

You are required to complete the following to continue your collaboration with Corteva: respond to the Corteva Registration invitation!

Corteva sends you an invitation for Supplier Registration

You receive an Email notification for Supplier Registration

**Use the link in the notification to LOG IN or SIGN UP to the SAP Business Network (\*)**

Submit the response requested!

# Suppliers face common challenges



# Three main reasons to use SAP Business Network



## Global Digitalization

Become searchable for customers using the SAP Business Network worldwide



## Customer Retention

Support your customer's strategic business plan

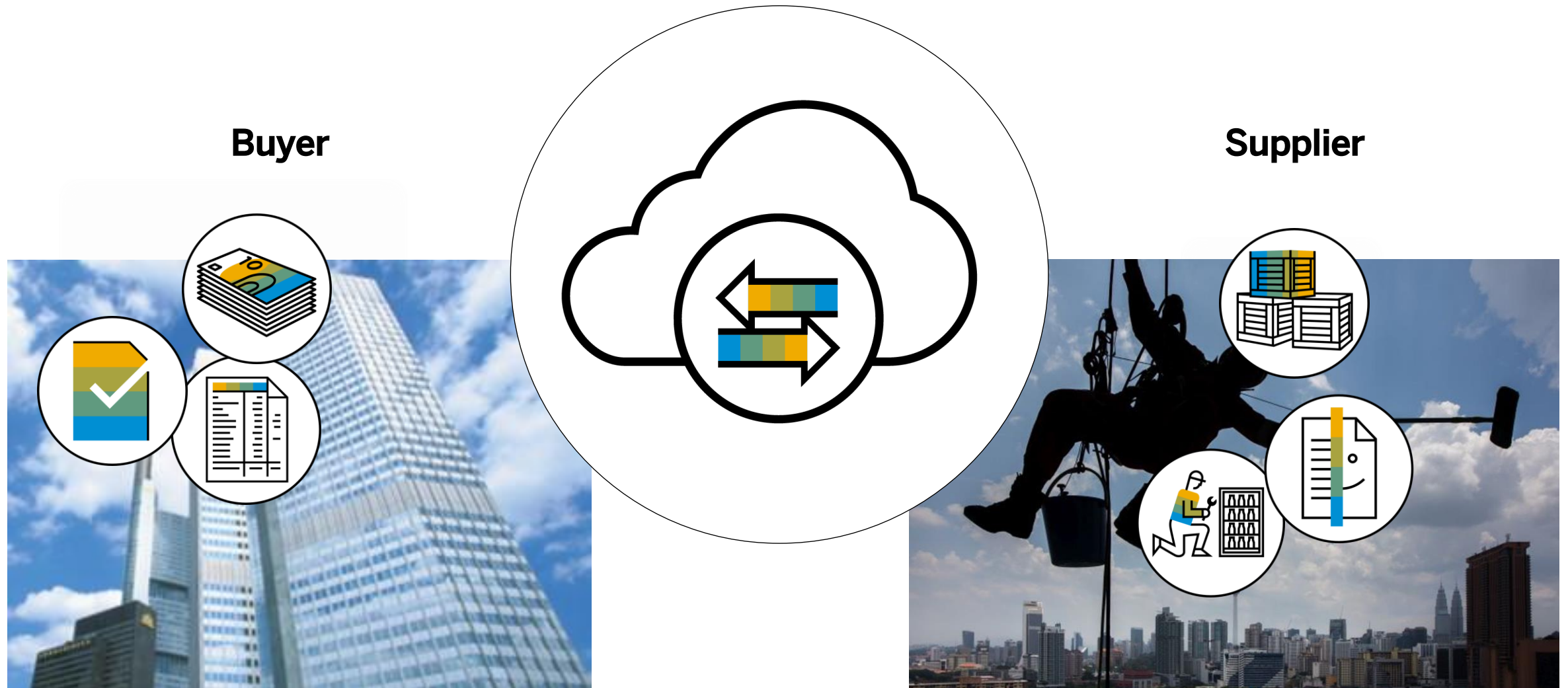


## Receive faster Payments

Feel confident all order information is complete and accurate



# Standard Business Network Cycle



INCREASE REVENUE

# 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

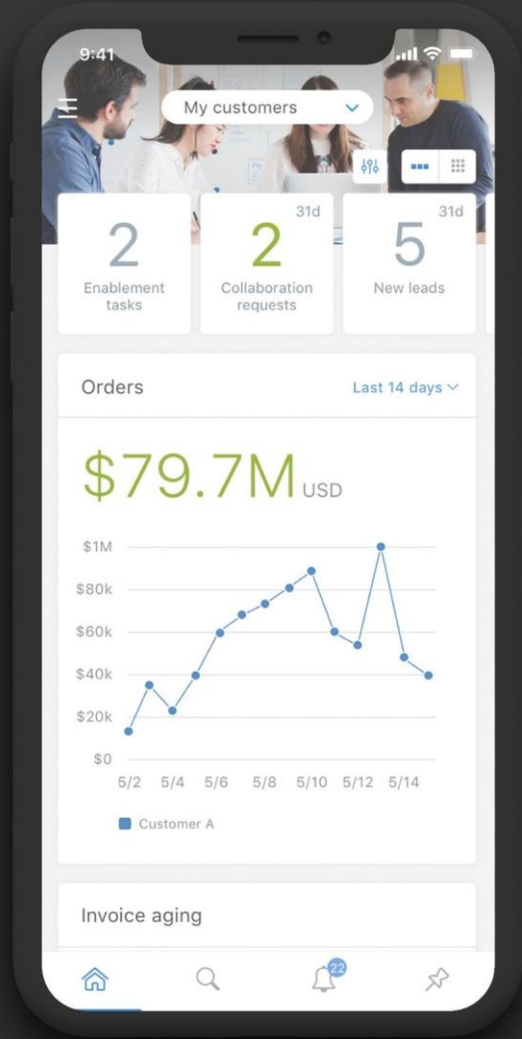
## Increase interactivity

Communicate with buyers and prospects in real time



STAY UP-TO-DATE

# Supplier mobile app



SAP Business Network Supplier mobile app helps suppliers take their business on-the-go. Regardless of the account type, suppliers can stay connected with their customers on their iPhone or Android devices.

## Key mobile app features

- Get real-time notifications
- Create documents on-the-go
- Find documents fast
- Improve invoice visibility

With quick and easy biometric login and availability in over 24 languages, the mobile app is the best way to be more responsive and better informed.

[LEARN MORE](#)

App Store



Google Play



# Support Resources

## ONLINE SUPPORT

### [Corteva Information Portal](#)

- Tailored for your customers program

### [Help Center](#)

- Conduct keyword searches
- Find detailed documentation

### [SAP Business Network Training](#)

- Learn how to configure and use your account

## PERSONAL SUPPORT

### [Enablement Help Desk](#)

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

### [Customer Support](#)

- User and admin role changes
- Password resets
- [Live webinars with Q&A](#)



# Supplier Information Portal

The image shows the SAP Business Network Enterprise Account interface. The left sidebar contains a navigation menu with categories like ACCOUNT SETTINGS, NETWORK SETTINGS, and Audit Logs. The 'Settings' option under ACCOUNT SETTINGS is highlighted with an orange box. An arrow points from this box to the 'Account Settings' page on the right. In the 'Account Settings' page, the 'Customer Relationships' tab is selected. Below the 'Current Customers' section, a table lists customer relationships. The 'Supplier Information Portal' checkbox is checked for the 'Test Buyer' relationship.

**ACCOUNT SETTINGS**

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

**Account Settings**

Customer Relationships | Users | Notifications | Account Hierarchy | Application Subscriptions | Account Registration | API management

Current Relationships | Potential Relationships

I prefer to receive relationship requests as follows:

Automatically accept all relationship requests  Manually review all relationship requests

Update

Current (1) | Pending (0) | Rejected (0)

**Current Customers**

Filter

View customer relationships across all linked child accounts

Customers

Enter customer name or Network ID

Apply | Reset

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



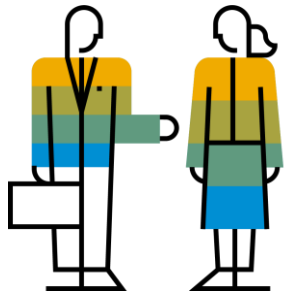
# SAP Business Network Help Center

The screenshot shows the SAP Business Network Enterprise Account dashboard. The top navigation bar includes 'Home', 'Enablement', 'Workbench', 'Orders', 'Fulfillment', 'Invoices', 'Payments', 'Catalogs', 'Reports', and 'Messages'. A 'Create' button is visible. The main content area displays four key metrics: 18 Enablement Tasks, 271 New orders, 13 Changed orders, and 300 Orders to invoice, all for the last 90 days. Below this are 'My widgets' including 'Purchase orders' (€569K), 'Invoice aging' (€467K), and 'Application gateway'. A 'Help Topics' sidebar is overlaid on the right, featuring a search bar, 'Documentation', 'Support' (highlighted), and a list of topics such as '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', and 'Company profile widget'. A 'Feedback' button is at the bottom of the sidebar.

The screenshot shows the SAP Help Center Home page. The top navigation bar includes 'Home', 'Learning', and 'Contact us'. The main heading is 'How can we help you?' with a search bar for 'Search knowledge base articles, documentation, and tutorials'. Below the search bar is a tip: 'Try "upgrade account", "configure account", "process an order"'. The page features a 'News highlight' section with 'Welcome to SAP Ariba Help Center 2.0' and a 'Topics we recommend for you' section. Two featured topics are shown: 'How do I complete my Customer Requested Profile?' (dated Feb 12 2021) and 'Why can't I find an event?' (dated Mar 25 2021). Each topic includes a brief question, an answer, and a 'FAQ' link.

# Ariba Proposals & Questionnaires vs. SAP Business Network

Your customer will invite suppliers to Ariba Proposals & Questionnaires (Sourcing) for:



Request for Proposals

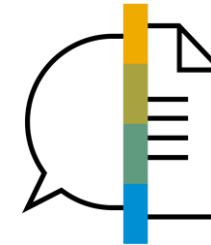


Contracts

Your customer will require Suppliers to use SAP Business Network for:



Receive Purchase Orders



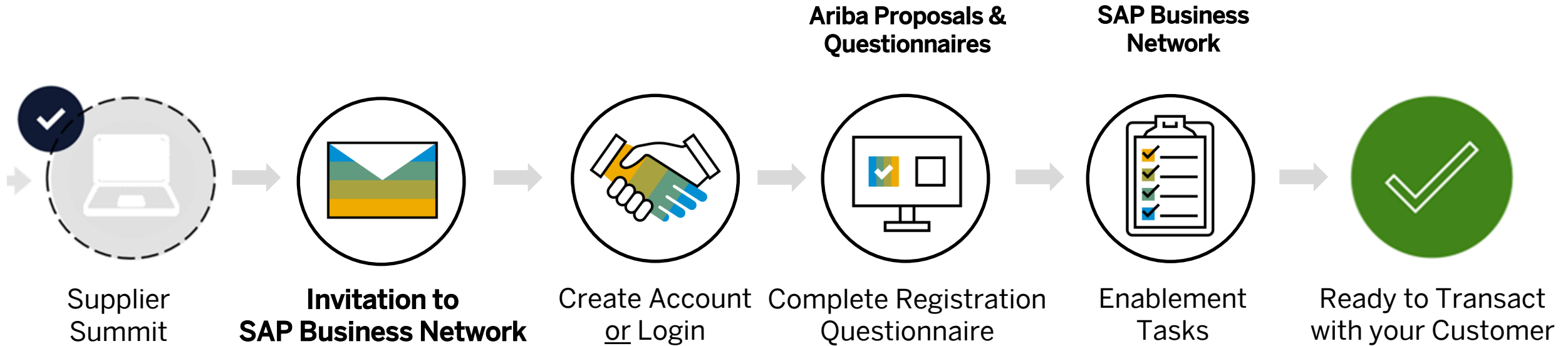
Send electronic documents



Provide electronic catalogs (optional)

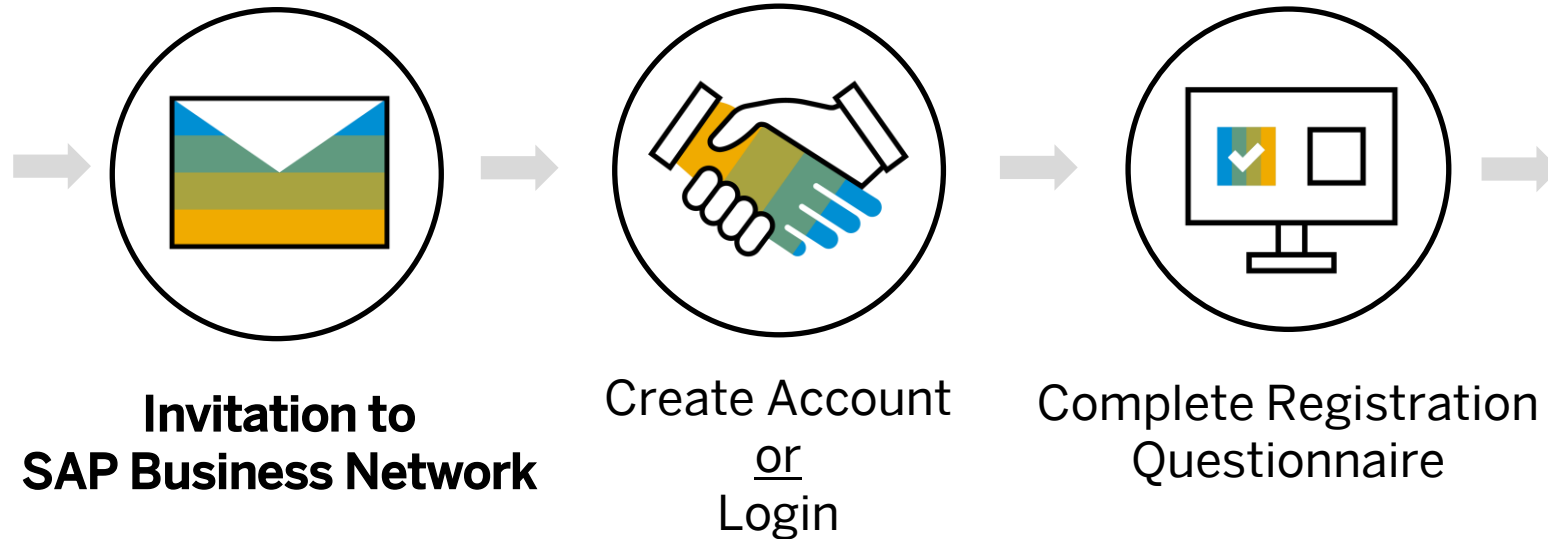
# Next Steps

## Overview



# Next Steps

## Step 1 – 3



You will receive the SAP Business Network invitation email of your customer via email. Please accept the invitation and complete the Registration questionnaire.

### **IMPORTANT:**

**Before you accept the invitation:**

1. Align internally
2. Designate / Know administrator
3. Be aware that the account type will be the same for sourcing and document transactions

# Connect with your customer

**Please Note:** Ariba Network = SAP Business Network



Review how to **accept the SAP Business Network invitation** of your customer and complete the **Registration questionnaire**

[Click here](#)

# Legacy Supplier Registration

Given you are an already established supplier with Corteva, no need to provide all profile data information again.

A simpler Legacy Registration Questionnaire has been designed with only one question!

By submitting this Legacy Registration Questionnaire, Corteva will be able to reflect your company as qualified in the Ariba Supplier Management tool.

Doc2980810253 - Legacy Supplier Registration Questionnaire

Time remaining  
29 days 23:02:22

All Content

Name ↑

1 Dear Supplier, as of August 2021, Corteva is going to use Ariba SLP to onboard suppliers. Given you are an already existing supplier of Corteva, please respond 'Yes' to this question. This will allow to continue our relationship in our ERP systems.

\* Yes ▾

(\* indicates a required field)

Submit Entire Response

Save draft

Compose Message

Excel Import

# Legacy Supplier Registration Notifications- Legitimate!

## Ariba 1<sup>st</sup> notification



Hello!

[Rakesh Gunishetty] has invited [SUPPLIER NAME] to register to continue your relationship with Corteva Agriscience (or a member of the Corteva Agriscience group of companies). The questionnaire contains one question and will be active for 30 days.

Corteva uses Ariba Network to manage its sourcing and procurement activities and to collaborate with suppliers.

[Click Here](#) to complete the registration.

If you already have an Ariba Network account, [please start the process by clicking on the link provided above](#): you will be prompted to LOG IN, using your existing Ariba Network account credentials.

If you do not yet have an Ariba Network account, [please start the process by clicking on the link provided above](#): you will be prompted to SIGN UP for a new account.

Please refer to [this video](#) for further instructions.

Regards,  
Global Corteva Procurement

You are receiving this email because your customer, Corteva, has identified you as the appropriate contact for this correspondence. If you are not the correct contact, please contact Corteva.

For questionnaire related information, please contact [supplier.management.slp@corteva.com](mailto:supplier.management.slp@corteva.com)

For Ariba Network account related information please follow [This Link](#)

For any information about Ariba Supplier Management (Ariba SLP) and it's value to you, please [Read Here](#)

Offices | Data Policy | Contact Us | Customer Support



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## Reminder from Corteva team (Day 2- 15)

**CORTEVA SUPPLIER MANAGEMENT**

Dear valued supplier,

On 11<sup>th</sup> October we have sent to [JMezzull@eyemed.com](mailto:JMezzull@eyemed.com) the Legacy Registration Questionnaire email, with the following subject: *Invitation: register to continue as a supplier with Corteva through Ariba Network.*

**We kindly ask you to take immediate action and respond to that questionnaire to continue your supplier relationship with Corteva. Please refer to [this video](#) to know how to do this.**

If you are not the appropriate point of contact, please forward this message and update us at [supplier.management.slp@corteva.com](mailto:supplier.management.slp@corteva.com).

Regards,  
Supplier Management Team

A few reminders:

- Ariba Supplier Management reduces onboarding and qualification cycle time, via exchange of questionnaires through the Ariba Network's Proposal and Questionnaire section. It allows you to digitally comply with annual Corteva processes.
- To utilize Ariba Supplier Management functionality on Ariba Network, please create a new Ariba Network account or use a pre-existing Ariba Network account. If you are creating a new Ariba Network account, you may elect to enroll in the Standard (no cost) account. To learn more, please visit the [Standard Account Services webpage](#).

Please visit Corteva's [Ariba Supplier Information Portal](#) for more information. If you have technical questions for Ariba, please contact them [here](#). If you have supplier questions for Corteva, please contact us at [supplier.management.slp@corteva.com](mailto:supplier.management.slp@corteva.com).

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## Ariba Reminder (Day 15-30)



Hello [Primary Contact],

Corteva invited [Supplier Name] to register on Monday, October 11, 2021 at 8:32 AM, Pacific Daylight Time but you have not yet submitted Legacy Supplier Registration Questionnaire and your response is due by Wednesday, November 10, 2021 at 7:32 AM, Pacific Standard Time. [Click Here](#) to complete your registration.

Sincerely,

Corteva

You are receiving this email because your customer, Corteva, has identified you as the appropriate contact for this correspondence. If you are not the correct contact, please contact Corteva.

For questionnaire related information, please contact [supplier.management.slp@corteva.com](mailto:supplier.management.slp@corteva.com)

For Ariba Network account related information please follow [This Link](#)

For any information about Ariba Supplier Management (Ariba SLP) and it's value to you, please [Read Here](#)

Offices | Data Policy | Contact Us | Customer Support



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---Internal Use---

# What should you do?

## Next Steps

As of March 15<sup>th</sup>, look out for Supplier Registration email notification from Corteva (Subject: Invitation: Register to continue as a supplier with Corteva through SAP Business Network)

Use the **CLICK HERE link in the email notification** to Respond to the Legacy Supplier Registration Questionnaire (1 question!)

Once Registered, Trading Relationship will be established (\*)

Ask questions! Engage Corteva: [supplier\\_enablement\\_latam@corteva.com](mailto:supplier_enablement_latam@corteva.com)



# Timeline & Contacts

## TIMELINE

**Onboarding via Registration begins**

Mid March

**Training**

Before Go Live

**Go Live**

Receive Legacy Registration email from Corteva

## CONTACT

**Business Related Questions**

[supplier\\_enablement\\_latam@corveva.com](mailto:supplier_enablement_latam@corveva.com)

**Onboarding Questions**

[Contact SAP](#)

**Supplier Information Portal**

[Corteva Portal](#)

# Questions?

Please submit your questions via the Q&A widget.

**Business Related Questions:**

[supplier\\_enablement\\_latam@corveva.com](mailto:supplier_enablement_latam@corveva.com)

**SAP Business Network Onboarding Questions:**

[Online Form](#)



# Thank you.

