

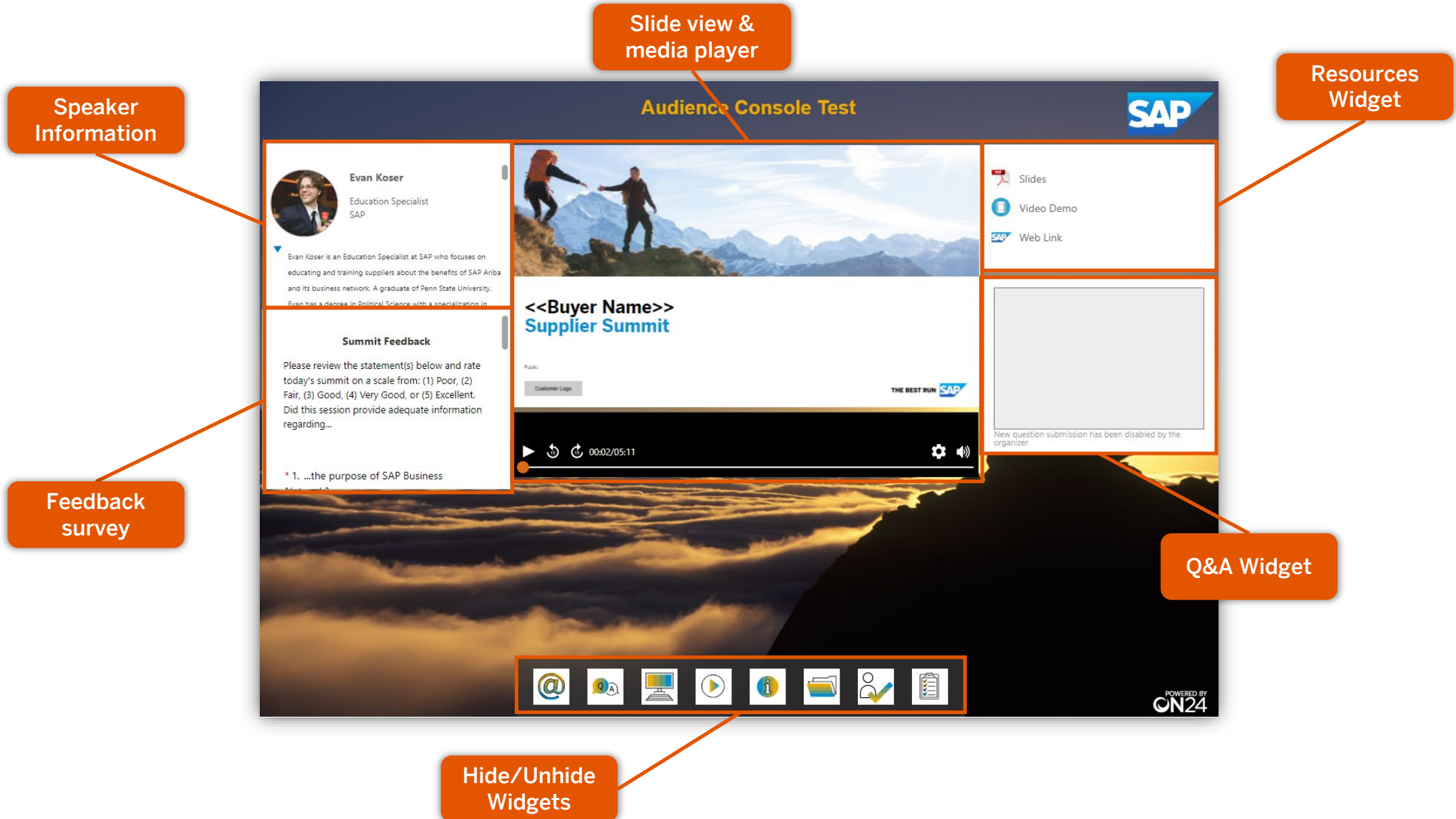


Corteva Agriscience Supplier Summit

Public



ON24 Screen Overview: Audience



Agenda

Speaker Introductions

Corteva Agriscience Initiative

- Project Overview

Describe SAP Business Network

- Benefits & Functionalities
- Fees
- Support Resources

Next Steps

Timeline & Contacts



Speaker Introductions



Brent Cottrell

Supplier Enablement Lead



Jose Ramirez

Enablement Team Member



Corteva Agriscience

Initiative Overview



Benefits for Corteva and our suppliers

1

A common platform to easily interact with our suppliers

2

A single source of truth to standardize processes

3

Reduced end-to-end information exchange time



What does this mean for you, our suppliers?

What will change?

How we interact with you. The SAP Business Network will be used to:

- ✓ Exchange and enable transactions, such as:
 - ✓ Purchase Orders
 - ✓ Advance Ship Notices (ASN) and Order Confirmations (OC)
 - ✓ Change Orders
 - ✓ Host Catalogs (when determined by a Corteva buyer)

- ✓ Exchange strategic documents, such as:
 - ✓ Supplier Registration
 - ✓ Qualification
 - ✓ Questionnaires
 - ✓ Quotes


What won't change?

- ✓ Your business relationship with Corteva
- ✓ Invoicing; billing should continue to be as it has been, per local requirements



Based upon the volume and nature of your transactions with Corteva, we feel you may be best suited for an Enterprise Account in SAP Business Network

What are the next steps?

1. Participate in supplier information session  You are here!
2. SAP Ariba team may contact you about establishing a Trading Relationship Request (TRR) with Corteva
3. Be prepared for a request to participate in Legacy Registration in SAP Business Network, in approximately March/April
4. Attend trainings on how the system works in approximately end of March/April
5. Corteva is in the process of updating supplier contact information. If you have not yet completed the form, please click [here](#) to do so

Corteva will go live in April 2024!

Ask questions! Engage with Ariba and Corteva via
supplier_enablement_latam@corteva.com

Attention!

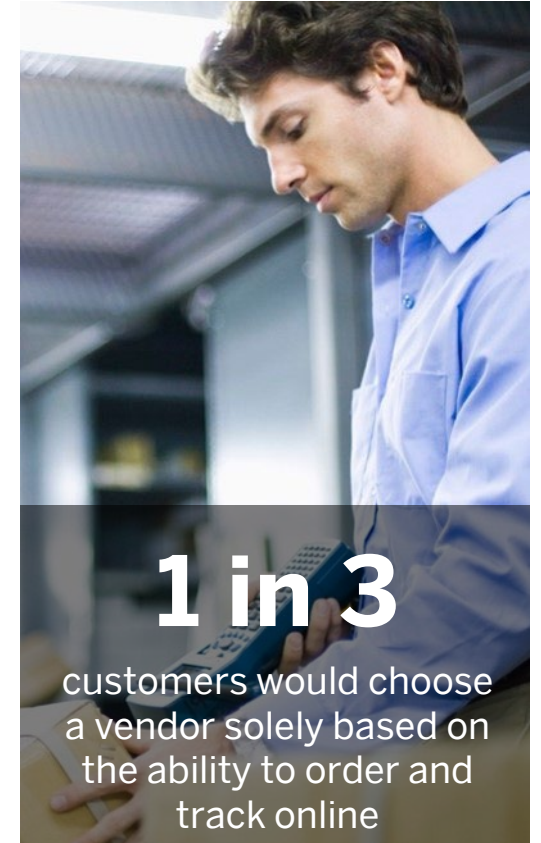
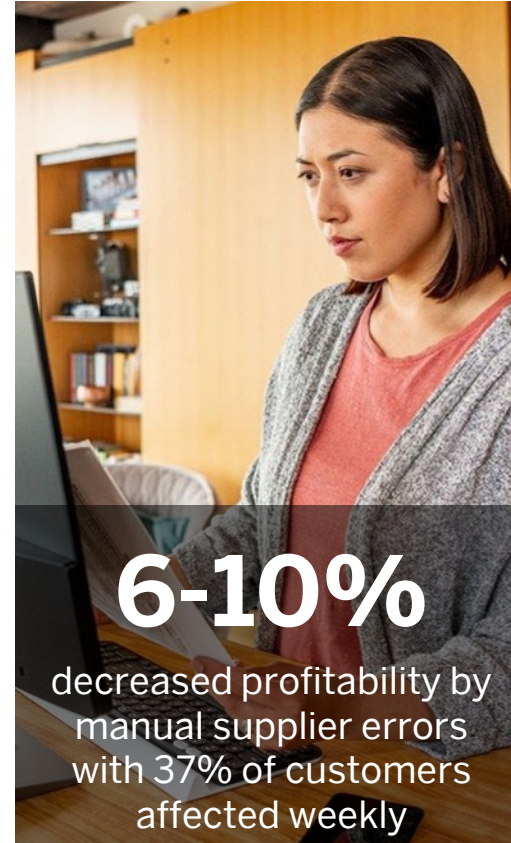
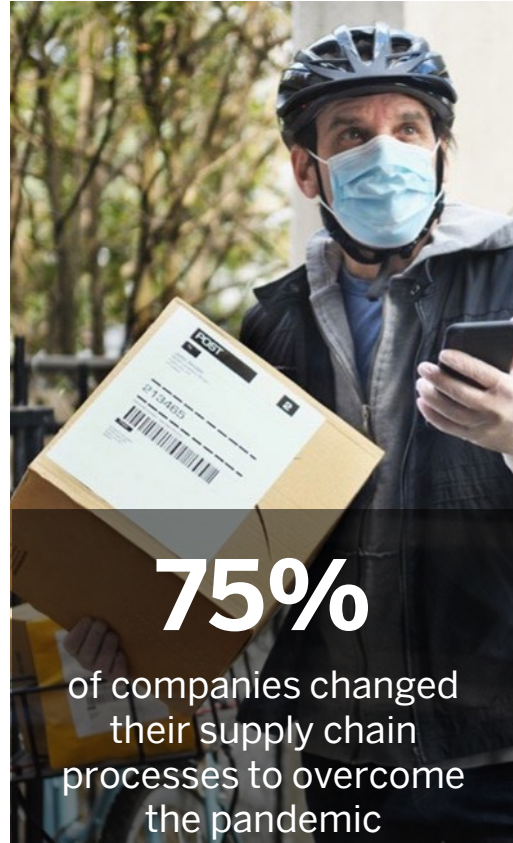
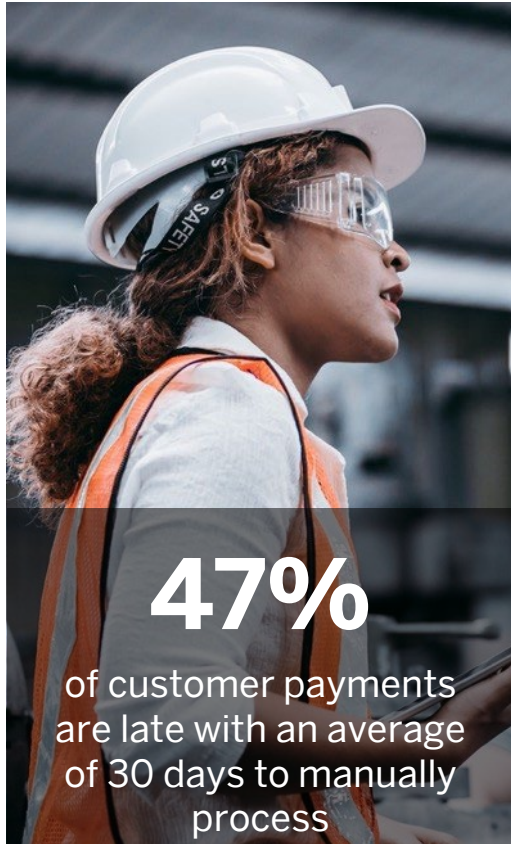
Corteva will adopt the **Ariba Supplier Management (Ariba SLP)** solution for supplier engagement to **improve** and **reduce** collaboration time. (This service is free of charge)

What does Ariba SLP mean to you?

- Better management of your company's data in Corteva's system.
- The ability to provide more information about your business

Corteva will invite you to an information session to explain the next steps for this solution in approximately beginning of March.

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

Buyer



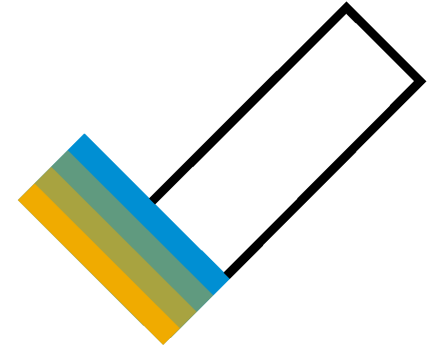
Supplier



SAP Business Network Project Scope

In Scope for Corteva Agriscience with the SAP Business Network:

- Purchase Orders
- Ship Notices/Order Confirmations (Optional, but preferred)



Out of Scope for Corteva Agriscience with the SAP Business Network

- Invoices

Note: Invoice submission for Corteva Agriscience will remain the same



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

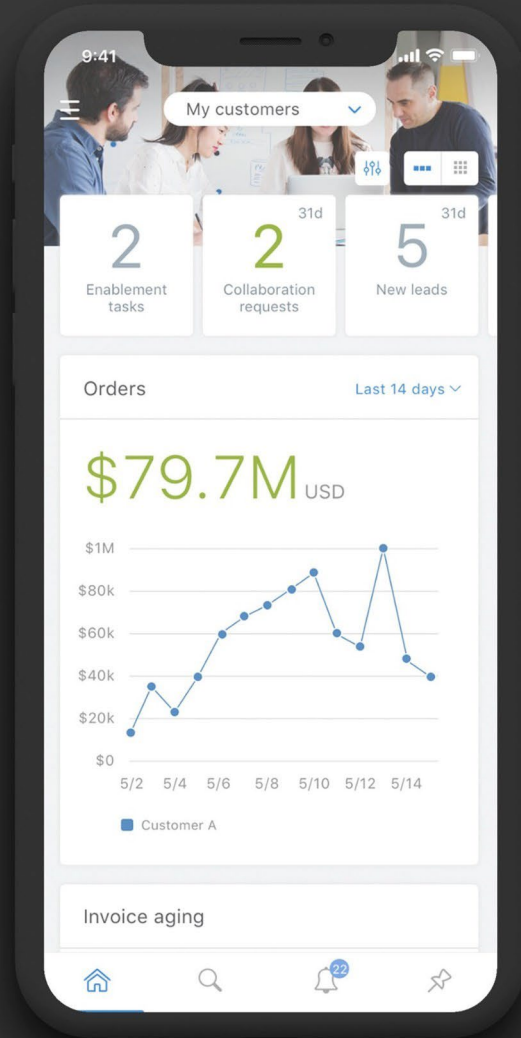
Increase interactivity

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





FULLY AUTOMATED PROCESS

Integration

Integration is a direct connection between your ERP system and SAP Business Network via the Cloud Integration Gateway.

FOR WHOM?

Suppliers with:

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

INTEGRATION METHODS*

- **cXML** – Most commonly used; SAP Business Network's native format; direct connection with automatic validation
- **EDI** – Interface with SAP Business Network through VAN or AS2
- **CSV** – Manual upload of CSV file (customer-specific template)



PUBLISH YOUR PRODUCTS AND SERVICES

Electronic Catalogs

Customers on SAP Business Network often rely on Business Network Catalogs to store, search for, and add items to their Purchase Orders.

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

OPTIONS

- **CIF** (file based catalog)
- **PunchOut Levels 1 & 2** – Users shop at your online store and return items to their Business Network shopping cart

A Catalog Enablement Expert from SAP will reach out to you with further details/instructions.



BASICS

Fee Schedule for Enterprise Accounts

FREE for all suppliers to join and begin transacting

Two components of the fee schedule:
Transaction Fees + Subscription Fees

Chargeable documents: Purchase Orders, Invoices, Service Entry Sheets, and Service Entry Sheet Responses

SAP Business Network Fee Schedule – Video Presentation

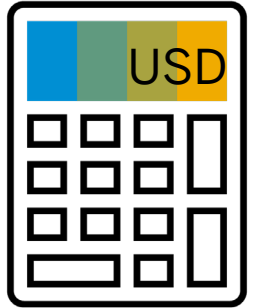


[Fees in EURO](#)

[Fees in USD](#)

[Fees in GBP](#)

Supplier Fee Schedule – USD



Transaction fees (billed quarterly)

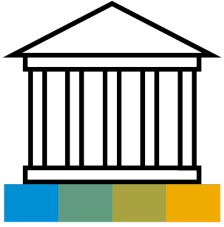
Less than 5 documents * OR less than USD 50,000	FREE usage
More than 4 documents * AND more than USD 50,000	0.155% of transacted volume for relationships <u>without</u> Service Entry Sheets
	0.35% of transacted volume for relationships <u>with</u> Service Entry Sheets
	Capped at USD 20,000 per customer relationship
*only POs, invoices, service entry sheets, and service entry sheet responses in at least one customer relationship annually	



Subscription fees (billed annually)

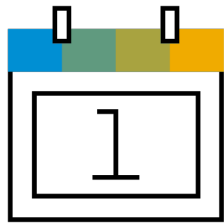
Annual Document Count across <u>all</u> customer relationships	Subscription level	Annual Fee
Up to 4 documents	Premium	USD 0
5 to 24 documents or < USD 250,000	Bronze	USD 50
25 to 99 documents and > USD 250,000	Silver	USD 750
100 to 499 documents and > USD 250,000	Gold	USD 2,250
500 and more documents and > USD 250,000	Platinum	USD 5,500

SAP Business Network Payables



Control Cash Flow

- Gain visibility into invoice approval
- Track and trace payment status
- Predict when payments will be received



Predict Payment Arrival

- Apply your cash faster and more efficiently with remittance advice
- Enhance your receivables reporting



Apply Cash

- Access accelerated payments and on demand cash flow
- Improve your Days Sales Outstanding (DSO)
- Control when you will be paid



Support Resources

ONLINE SUPPORT

[Supplier 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 displays two screenshots of the SAP Business Network interface. The left screenshot shows the main dashboard with a navigation menu on the right. The 'ACCOUNT SETTINGS' menu is open, with 'Customer Relationships' and 'Settings' highlighted. The right screenshot shows the 'Account Settings' page, specifically the 'Customer Relationships' tab, which includes a filter section and a table of current customers.

Dashboard Metrics:

- 18 Enablement Tasks
- 271 New orders (Last 90 days)
- 13 Changed orders (Last 90 days)
- 300 Orders to invoice (Last 90 days)

My widgets:

- Purchase orders (Last 3 months):** €569 K EUR. Line chart showing a decrease from April to June.
- Invoice aging (€467 K EUR):** Stacked bar chart showing Sent, Rejected, and Approved invoices across three periods: 0-30, 31-60, and 61-90 days.

Account Settings - Customer Relationships:

I prefer to receive relationship requests as follows:

- Automatically accept all relationship requests
- Manually review all relationship requests

Current Customers Table:

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 image displays the SAP Business Network interface. The top navigation bar includes '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 shows four key metrics: 18 Enablement Tasks, 271 New orders, 13 Changed orders, and 300 Orders to invoice, all for the last 90 days. The 'My widgets' section includes 'Purchase orders' (€569K EUR), 'Invoice aging' (€467K EUR), and 'Application gateway' (Cepsa Support Center). A 'Help Topics' sidebar is open, listing various help topics such as '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', and 'Company profile widget'. The 'Support' option is highlighted. An arrow points from the 'Support' option to the 'Help Center Home' page, which features a search bar, a 'Contact us' button, and several news highlights and recommended topics.

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

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

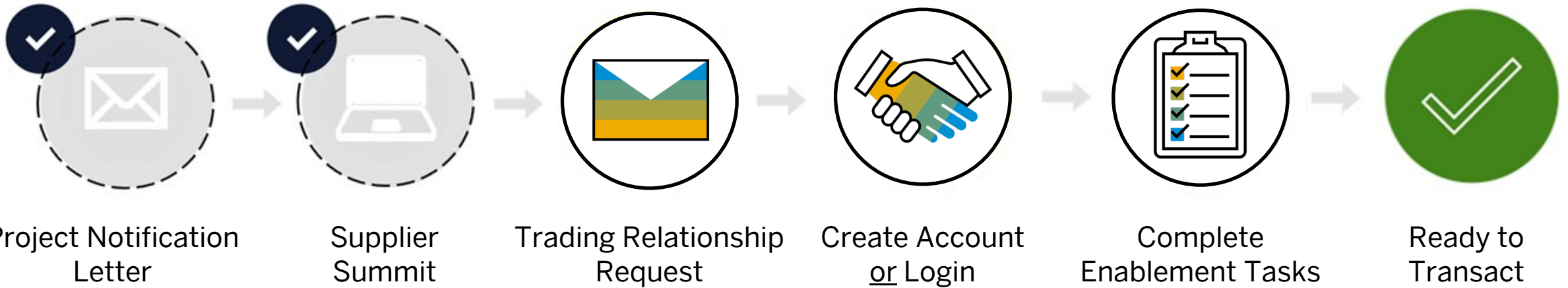
- Welcome to SAP Ariba Help Center 2.0

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

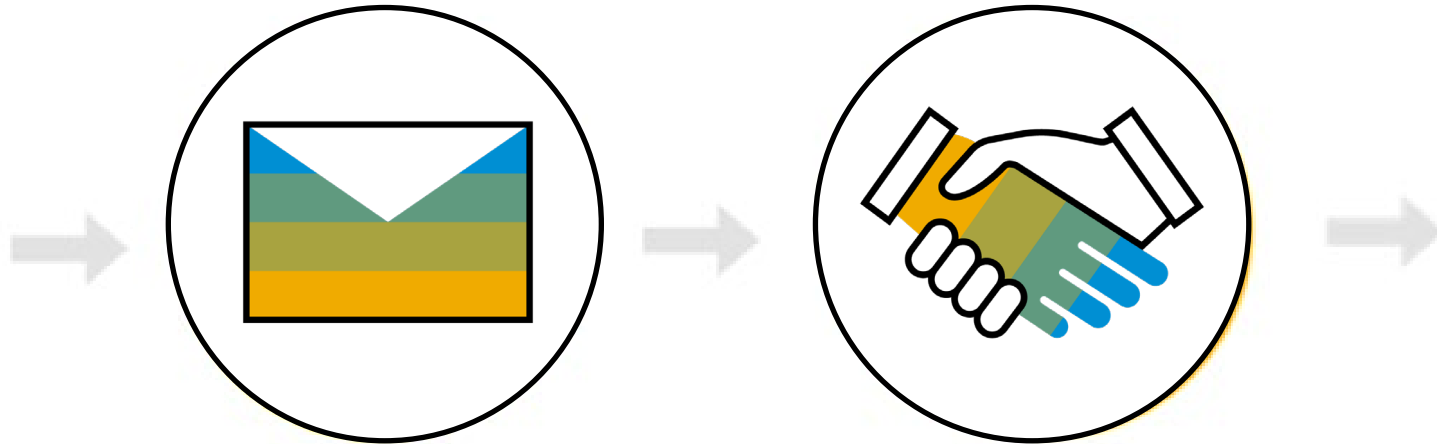
Next Steps

Overview



Next Steps

Step 1 and 2



Accept
Trading Relationship
Request

Create Account
or
Login

You will receive the **Trading Relationship Request** of your customer via email.

IMPORTANT:

Before you accept the Trading Relationship Request:

1. Align internally
2. Designate / Know administrator

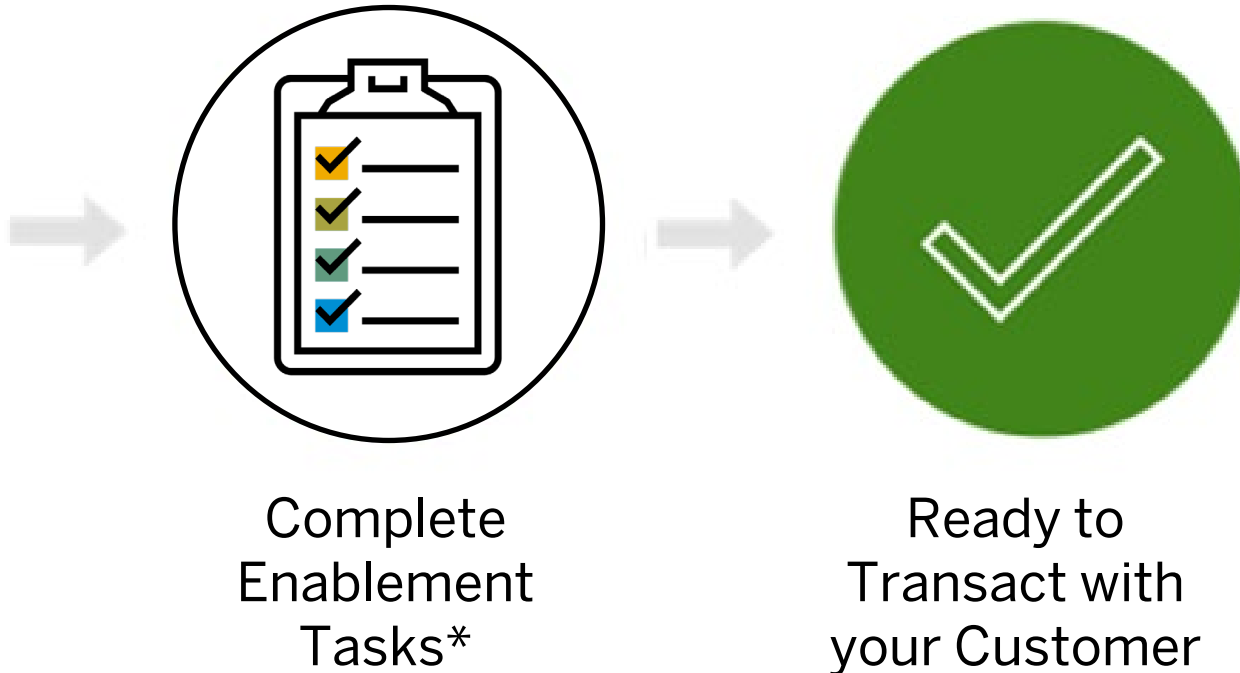
Connect with your customer



[Review how to connect with your customer on SAP Business Network](#)

Next Steps

Final Steps



After you have logged into your SAP Business Network account, you will have to complete the **Enablement Tasks** to transact with your Customer.

*An Onboarding Specialist **will contact you** via email and phone to support you with this step.

Congratulations, you are now ready to transact with your Customer!



Timeline & Contacts

TIMELINE
Onboarding begins Upon Summit
Accept TRR 5 business days after receipt
Training Before Go Live
Go Live Receive email from Corteva Agriscience

CONTACT
Business Related Questions supplier_enablement_latam@corteva.com
Onboarding Questions Contact SAP
Supplier Information Portal Link

Thank you.

