Corteva Agriscience
Supplier Summit

Public

THE BEST RUN SAP

ON24 Screen Overview: Audience

Slide view & media player

Resources Widget

Speaker Information

Feedback survey

Q&A Widget

Hide/Unhide Widgets

Public
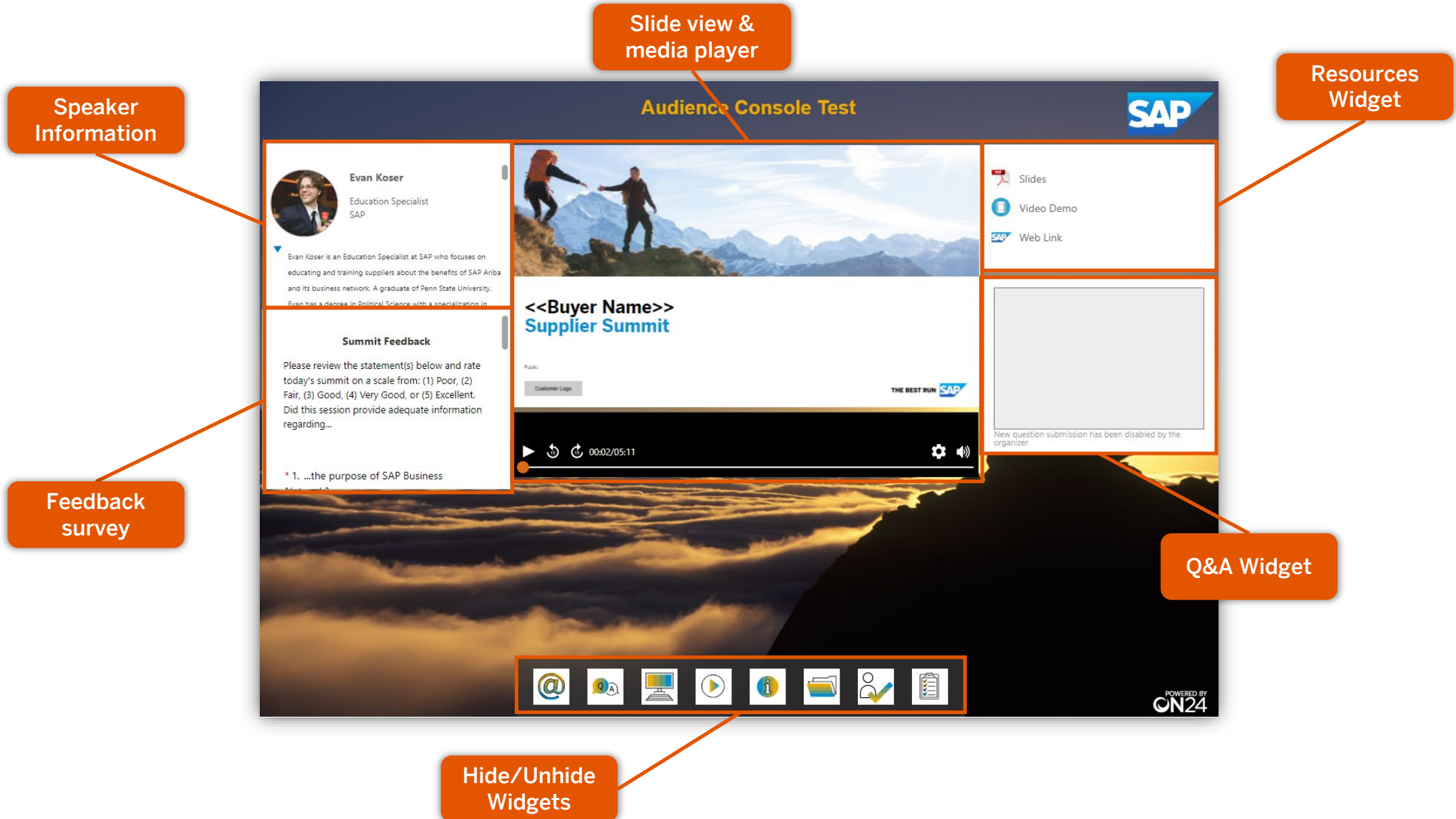
Agenda

Speaker Introductions

Corteva Agriscience Initiative
- Project Overview

Describe SAP Business Network
- Benefits & Functionalities
- Fees
- Support Resources

Next Steps

Timeline & Contacts

Speaker Introductions

CORTEVA agriscience

Brent Cottrell

Supplier Enablement Lead

SAP

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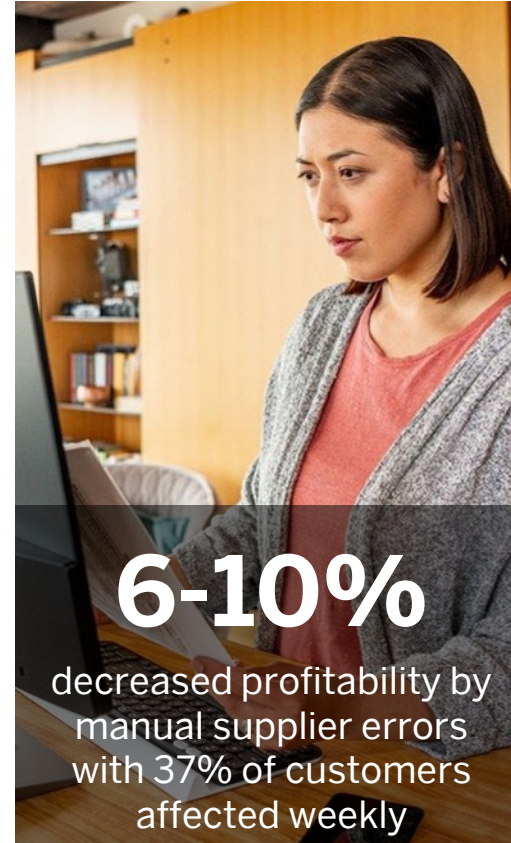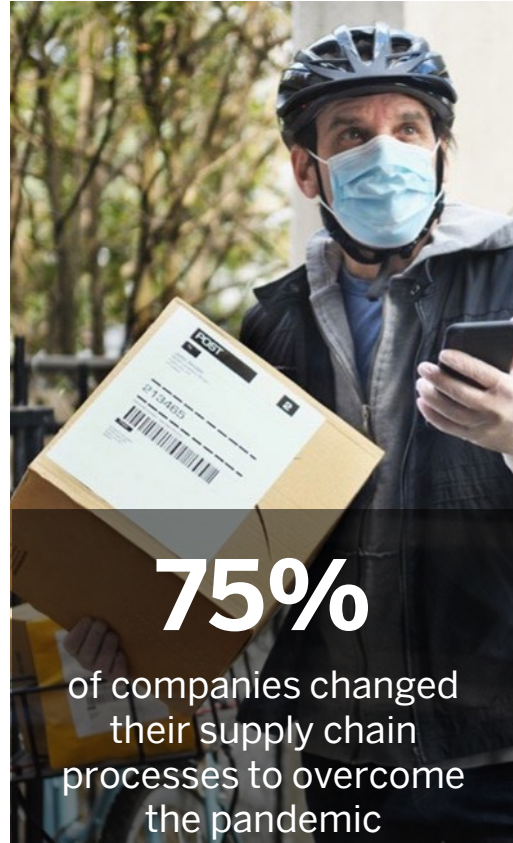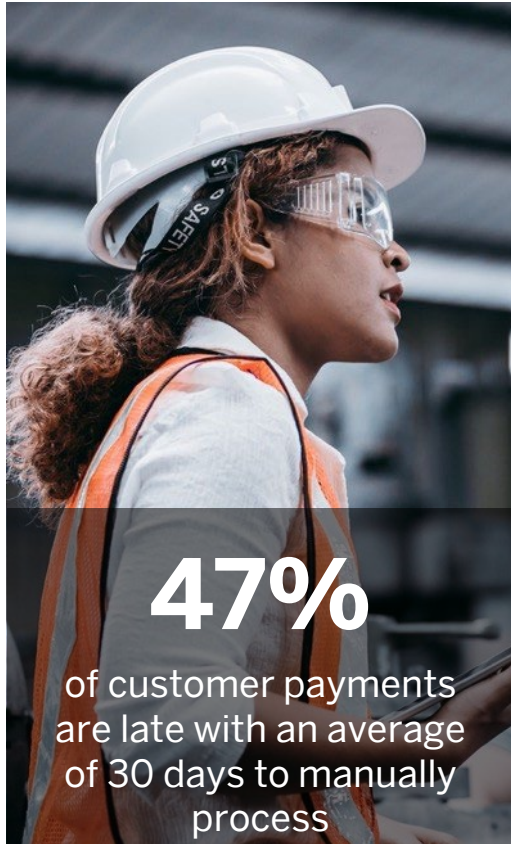
Corteva will adopt the **Ariba Supplier Management (Ariba SLP)** solution for supplier engagement to improve and reduce collaboration time. (This service is free of charge)

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

47%
of customer payments are late with an average of 30 days to manually process

75%
of companies changed their supply chain processes to overcome the pandemic

6-10%
decreased profitability by manual supplier errors with 37% of customers affected weekly

1 in 3
customers would choose a vendor solely based on the ability to order and track online
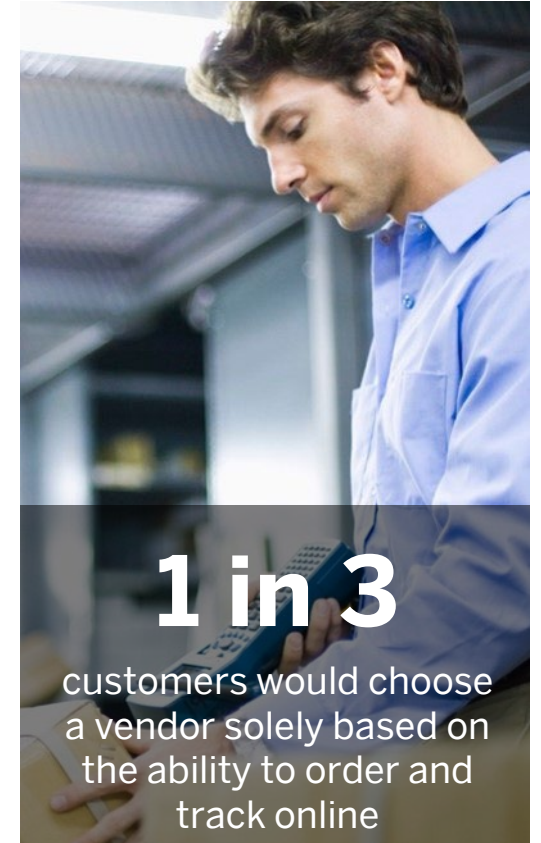
Three main reasons to use SAP Business Network

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)
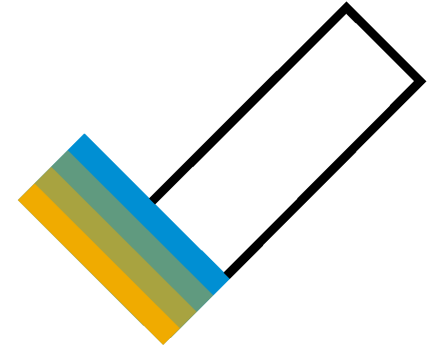
Out of Scope for Corteva Agriscience with the SAP Business Network

- Invoices

Note: Invoice submission for Corteva Agriscience will remain the same

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

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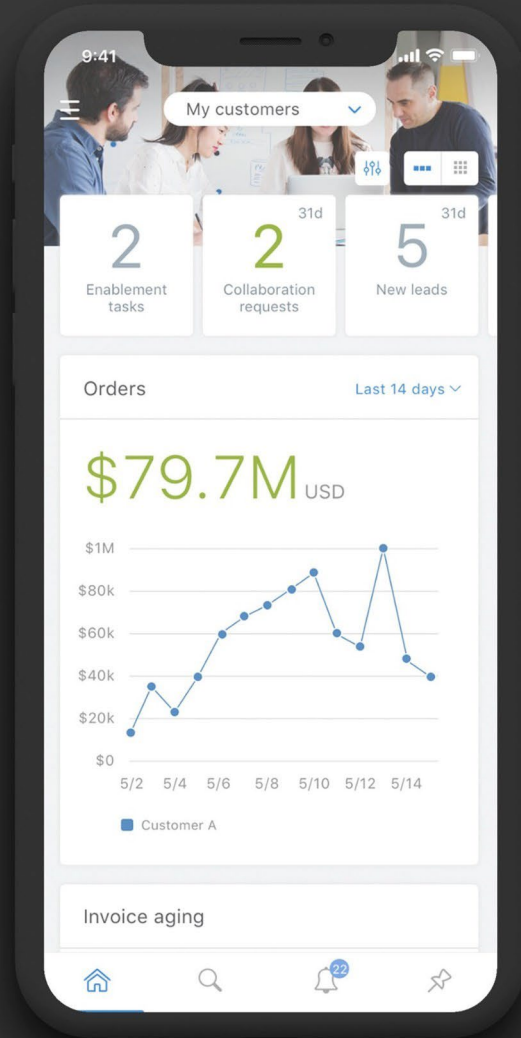
SAP Business Network Supplier mobile app helps suppliers take their business on-the-go. Regardless of the account type, suppliers can stay connected with their customers on their iPhone or Android devices.

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

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)

* Please ask your Onboarding Specialist for more integration methods

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.

Public

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
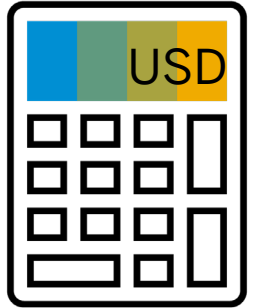
Transaction fees (billed quarterly)

Less than **5 documents*** OR less than **USD 50,000**	**FREE** usage
More than 4 documents* AND more than USD 50,000 *only POs, invoices, service entry sheets, and service entry sheet responses in at least one customer relationship annually	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

+

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
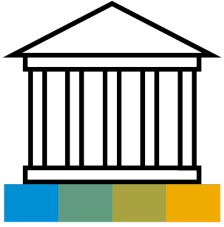
Control Cash Flow

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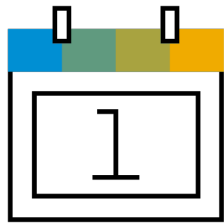
Predict Payment Arrival

- 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	PERSONAL SUPPORT

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

SAP Business Network Help Center

Next Steps

Overview

Project Notification Letter → Supplier Summit → Trading Relationship Request → Create Account or Login → Complete Enablement Tasks → Ready to Transact
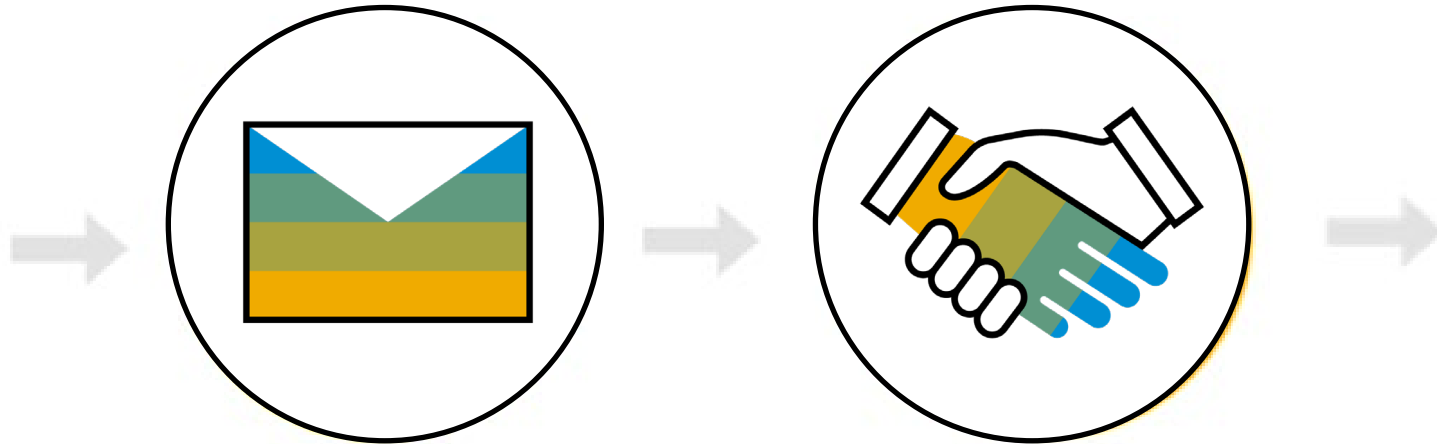
Next Steps
Step 1 and 2

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:
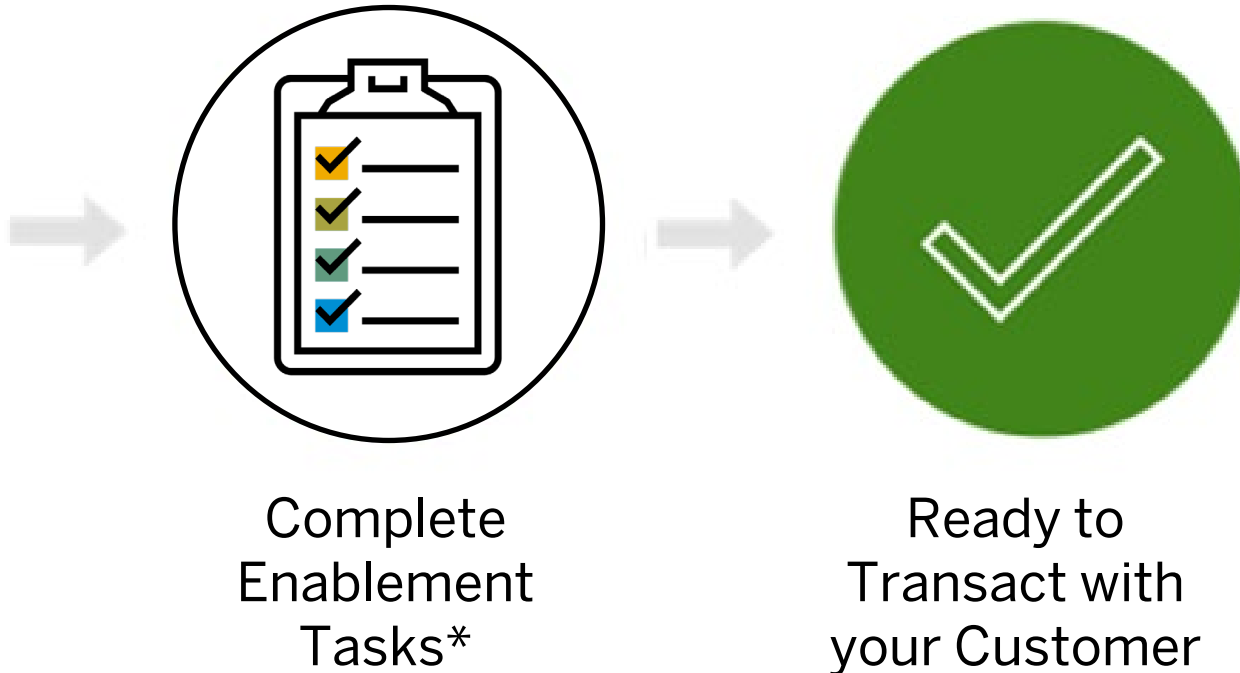
1. Align internally
2. Designate / Know administrator

Connect with your customer

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

Next Steps

Final Steps

Complete
Enablement
Tasks*

Ready to
Transact with
your Customer

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	CONTACT
Onboarding begins Upon Summit **Accept TRR** 5 business days after receipt **Training** Before Go Live **Go Live** Receive email from Corteva Agriscience	**Business Related Questions** supplier_enablement_latam@corteva.com **Onboarding Questions** Contact SAP **Supplier Information Portal** Link

Thank you.

CORTEVA
agriscience™

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