Corteva Agriscience
Standard Account
Supplier Summit

Public

CORTEVA™ agriscience

THE BEST RUN **SAP**

ON24 Screen Overview: Audience

Slide view & media player

Resources Widget

Speaker Information

Feedback survey

Q&A Widget

Hide/Unhide Widgets
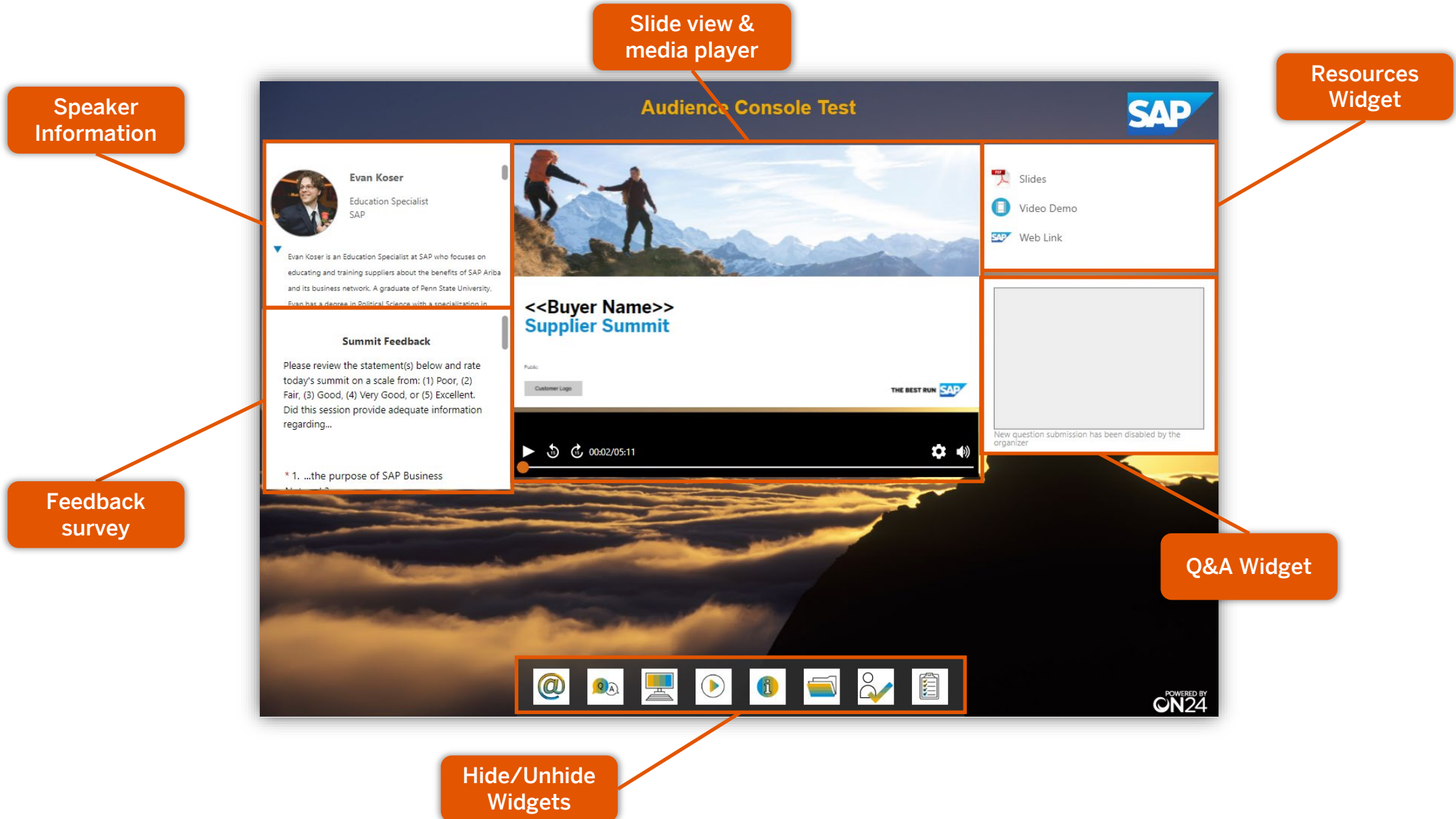
Agenda

Speaker Introductions

Corteva Agriscience Initiative Overview

Describe SAP Business Network
- Benefits & Functionalities
- Describe Standard Account

Next Steps
- How to Register
- Enterprise Account Option
- Corteva Agriscience Specifications
- System Demonstration

Contact & Support Options

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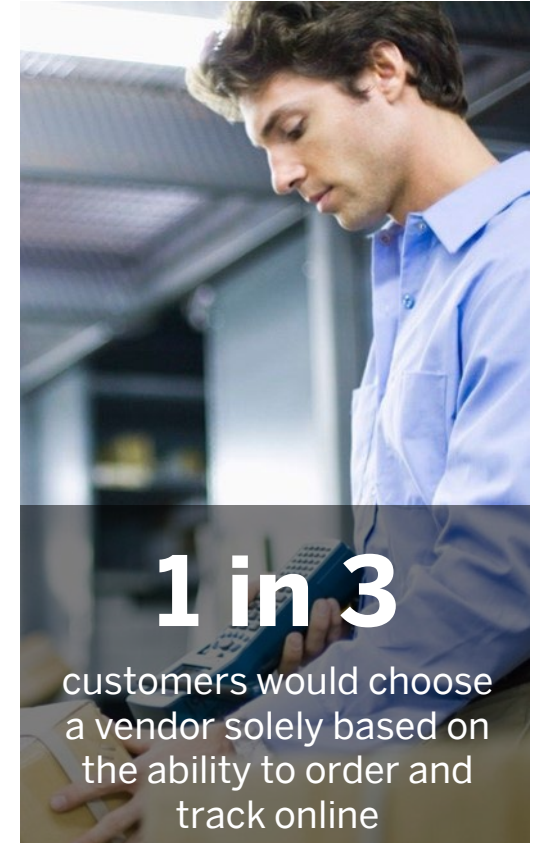
Attention!
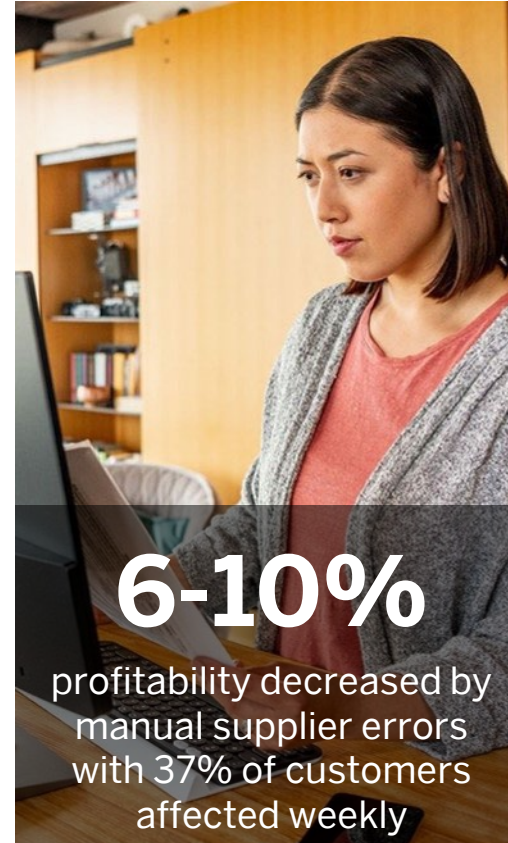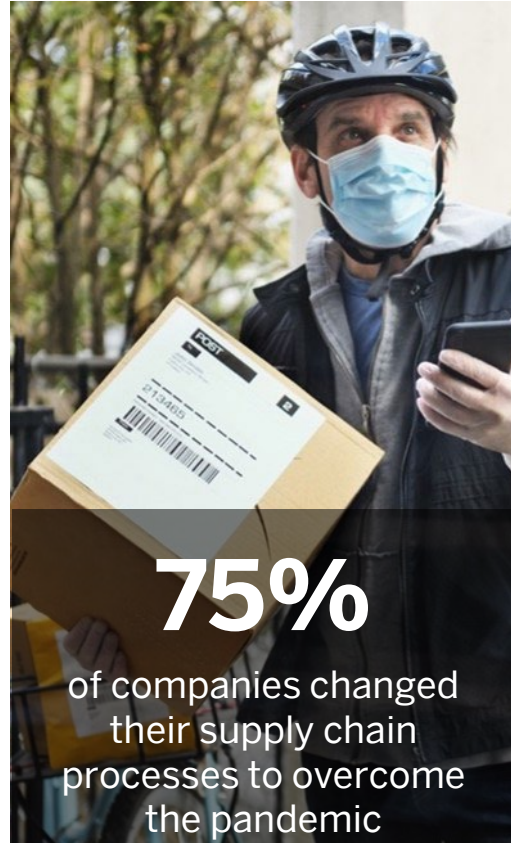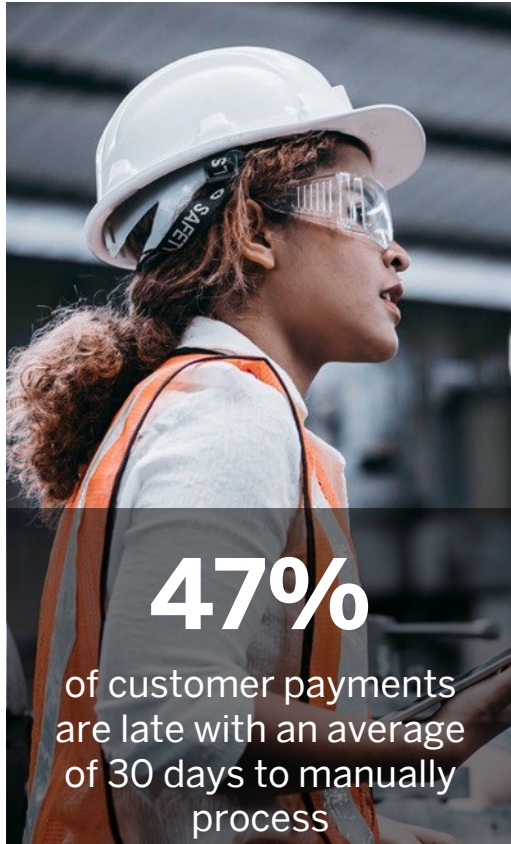
Corteva will adopt the **Ariba Supplier Management (Ariba SLP)** solution for supplier engagement to improve and reduce collaboration time. (This service is free of charge)

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%
profitability decreased 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

What is an SAP Business Network, Standard Account?

- Basic Account that gives you access to SAP Business Network

- Receive interactive email purchase orders

- Send electronic documents through SAP Business Network

- **No fees**

- Intended for low volume suppliers

Standard Account

Designed to make transactions simple, suppliers can stay on top of buyer needs even with limited eCommerce experience.

Standard account is ideal for reviewing and sending documents, publishing electronic catalogs, and more.

FREE FOR ANY SUPPLIER

- No document related fees or transaction limits

- Receive & respond to POs with electronic documents (e.g. Order Confirmations, Ship Notices, Service Sheets or Invoices)

- Check document status updates

- Manage catalogs

CENTRALIZED ACCESS

- Online portal and supplier mobile app to access all relevant information & documents

- Receive real-time notifications from buyers via email and mobile app push notifications

- Access other SAP Business Network solutions like Discovery* on one single account

*Although the standard account is free, using additional advanced capabilities and other solutions may incur fees

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

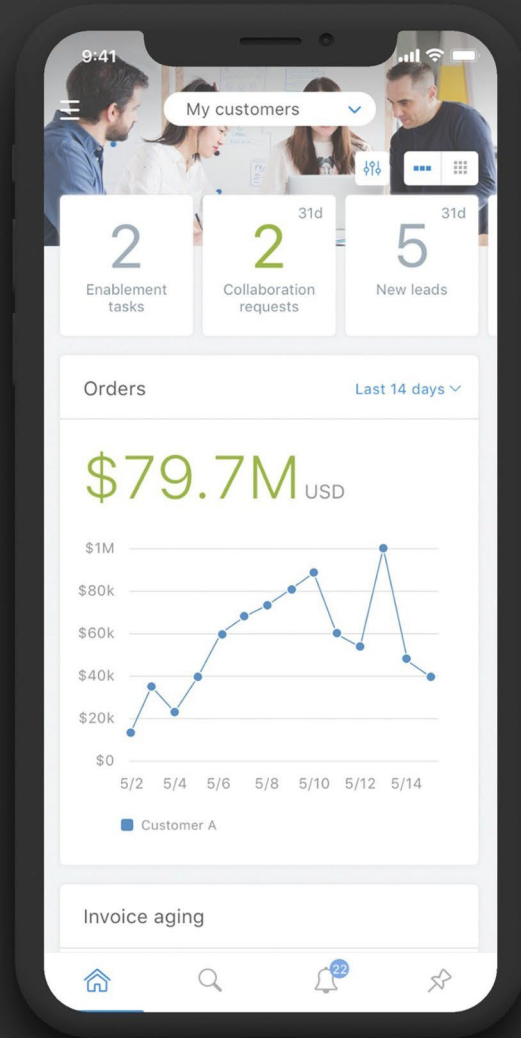Tap into $5 billion of new opportunities posted annually

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.
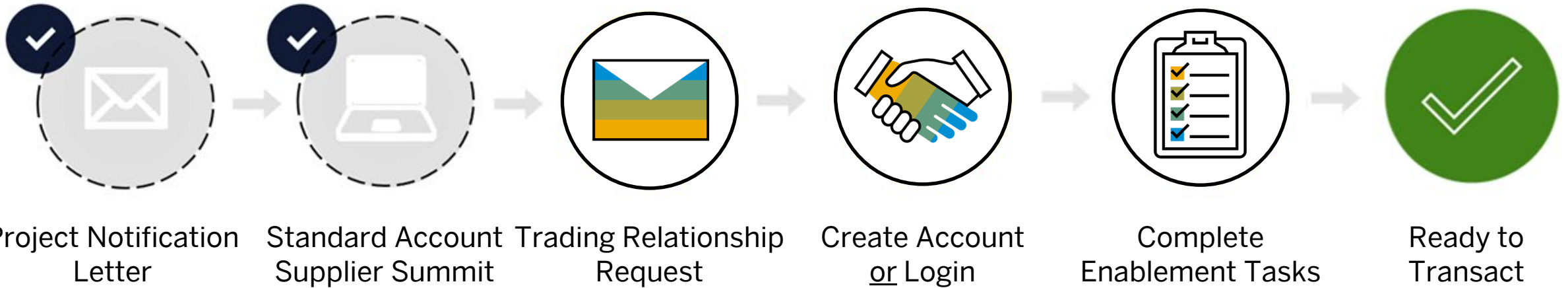
LEARN MORE

App Store

Google Play

Next Steps

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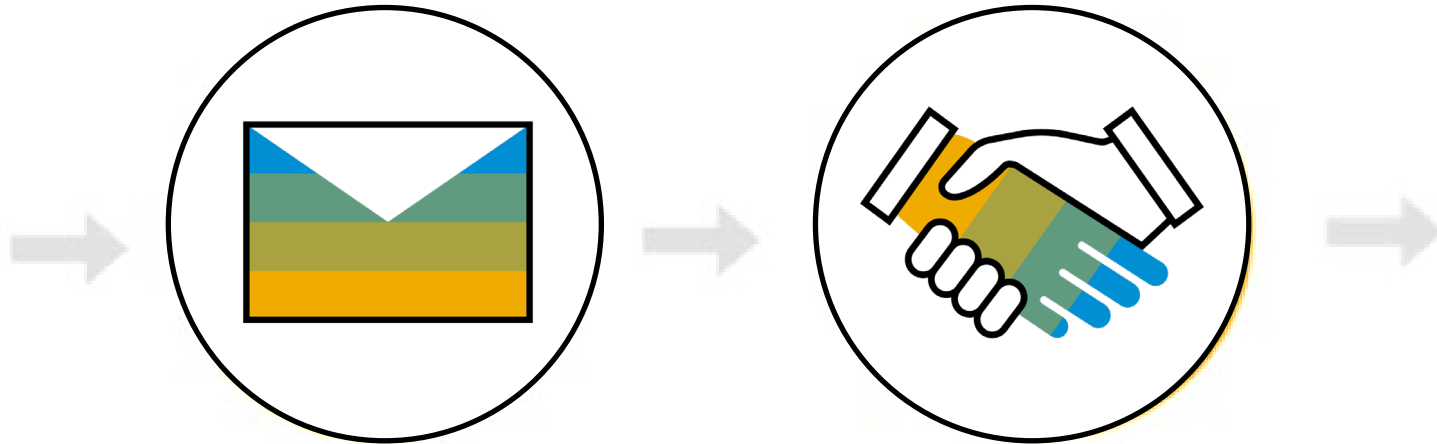
Next Steps

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:

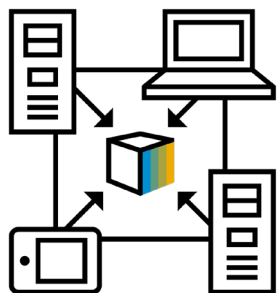Before you click the **Get Started** button:

1. Align internally
2. Designate / Know administrator

Connect with your customer

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

Already have an Enterprise Account?

A. **Manage two separate Accounts**
Create a new Standard Account for this customer once you receive the trading relationship request

The relationship with your customer will remain <u>free of charge</u>.

B. **Add Customer to your Enterprise Account**
Log in to your Enterprise Account once you receive the trading relationship request of your customer

Adding the customer to your existing Enterprise Account <u>may incur fees</u>.

Enterprise Account

For suppliers with more advanced needs, an enterprise account may be a better fit.

Enterprise accounts are paid accounts based on usage.

ADVANCED CAPABILITIES

- Automate specific processes with machine-to-machine integration
- Priority support, enablement, and educational training courses
- Archive invoices
- Sales and transaction reporting
- Lead generation capabilities

IDEAL FOR

- Suppliers who are more experienced with eCommerce
- Are looking to grow or strengthen their business on SAP Business Network
- Have buyer specific needs that are not supported by standard account

Account Capabilities Comparison

Features	Standard Account	Enterprise Account
Online & Email Document Access	✓	✓
Company Profile	✓	✓
Purchase Order, Order confirmation (full & partial), Ship Notice, Service Entry Sheet, (Non-PO) Invoice, Credit Memo	✓	✓
Electronic Catalogs	✓ Self-service only	✓
Document status	✓ Email notifications, workbench, Topical Tabs	✓ Email notifications, workbench, Topical Tabs
Legal Archive	Email notification and online download	• Long-term archiving for global compliance (Regional restrictions apply) • Capability to mass download invoices for local archiving
Support	Online Help Center • Documentation • Training videos • User recommendations or tips	• Support via phone, chat, or email • Direct access to enablement experts for onboarding • Technical support for configuration and integration assistance • Online educational training courses
Integration	✗	✓
Reporting	✗	✓
Multiple customer relationships	✓	✓
Multi users	✓	✓
Mobile App	✓	✓
Discovery	✓ Fees may apply to respond to leads. Click here for more information.	✓ Fees may apply to respond to leads. Click here for more information.
Fees	FREE	Fees may apply, See complete details.

How to upgrade from Standard Account
to Enterprise Account
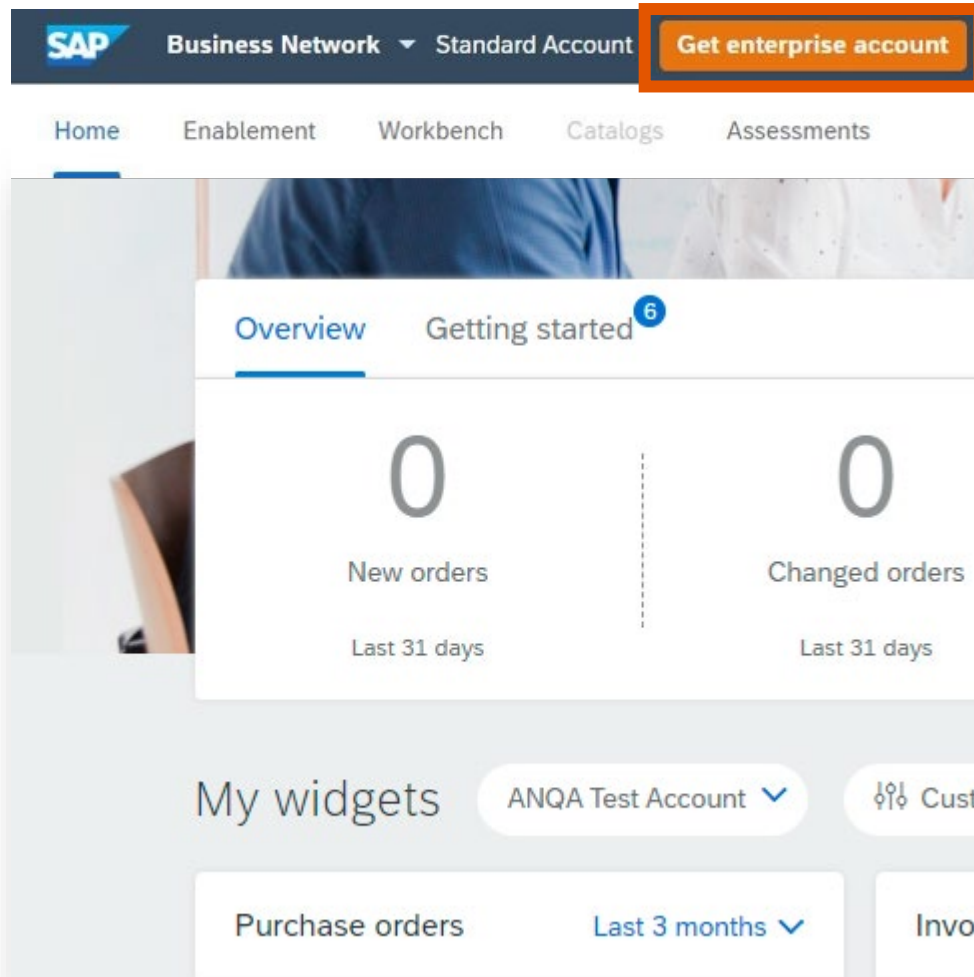
Upgrade to realize the full value of SAP Business Network!

	STANDARD ACCOUNT Your current account	**ENTERPRISE ACCOUNT** Upgrade
FULFILLMENT		
Orders and invoices	✓ Respond to emailed orders using features that your customer requests, like order confirmations, ship notices and invoices ✓ Check invoice status and create non-PO invoices, if supported by your customer	✓ Skip the emails. Get and manage orders and invoices all on Business Network. ✓ Use CSV uploads to manage large documents.
Catalogs	✓ Publish catalogs that detail your products and services *	✓ Publish catalogs that detail your products and services
Integration		✓ Integrate with your backend systems through CXML or EDI
Legal Archive		✓ Access to long-term invoice archiving (regional restrictions apply)
Reporting		✓ Get reports to track transactions and sales activities
Support	Help Center	✓ Help Center, phone, chat, and web form
Fees	Free	Based on usage

*Standard account users will self-enable catalogs. Help center content and documentation is available for self-service.

By the way, you can use these with any account.

SELLING		
Ariba Discovery		✓ Join our business matchmaking service to get high quality sales leads. Fees may apply
Sourcing, Contract Management		✓ Attract potential customers with your profile and get invited to auctions and other events.

Learn more about all the features of SAP Business Network.

Next Steps

Step 3

Complete
Enablement
Tasks

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

Configure Email Notifications
Purchase Orders

Review how to configure email notifications for Purchase Orders
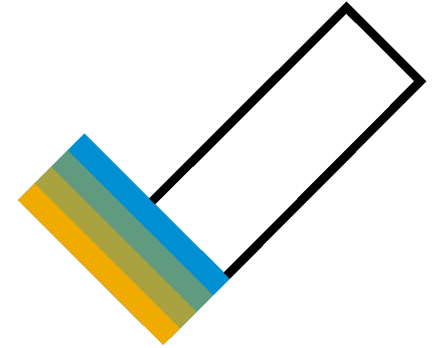
Next Steps

Final Step

Ready to
Transact with
your Customer

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

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

Contact & Support

Business Related Questions

supplier_enablement_latam@corteva.com

SAP Business Network Related Questions

- Help Center – access via account or [click here](#)
- [Standard Account Specific Documentation](#)
- [SAP Business Network Supplier Training Page](#)
- [Live webinars with Q&A](#)

Supplier Information Portal

[Click Here](#)

Questions?

Please submit your questions via the Q&A widget.

Business Related Questions:

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Thank you.