Corteva Future ERP
Supplier Information session

Welcome & Today´s presenters

Name

Function

Meeting 4Ps

Purpose: Explain Corteva SAP new ERP changes and Legal Entity change to Suppliers and guarantee understanding of all changes required for a successful go live.

People: Corteva strategic business partners and Corteva stakeholders.

Product: Suppliers to discuss internally how to incorporate the changes requested, in order to don't jeopardize *payment process* after Corteva new ERP go live. Guarantee business continuity with Corteva operations and suppliers.

Process/Agenda:

- Welcome and presenters
- Core for life with Legal – Confidentiality guidelines (F2F only)
- What is the Corteva Future ERP Change
- Summary of changes necessary from Suppliers
- Details of each change
- Wrap up
- Q&A and Point of contact for future questions and ongoing communications

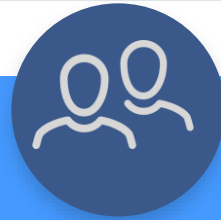# What is FutureERP and why implement it?

FutureERP is Corteva's program to transform our complex Enterprise Resource Planning (ERP) ecosystem *by moving from multiple systems to one platform, to create a simpler technology landscape.*

Standardization

Standardize business processes across markets by delivering one centralized ERP system

Customer Focus

Simplify work we do to support customers. Provide us with access to better data and information to serve customers more efficiently.
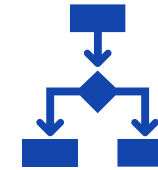
Operational Excellence

Lay the foundation for the Corteva "execution engine" which is the key enabler of commercial and operational excellence and discipline

Corteva Crop Protection is implementing the organizational backbone so we can operate as One Corteva

We are on a journey to be modernized and optimized, and FutureERP is foundational to achieve this.

| Operating as One Corteva	Focusing on customers	Optimizing processes	Driving excellence	Covering full scope	Implementing in waves
We are building the organizational backbone, so we can operate as One Corteva and modernize for the future.	FutureERP will enable us to put our customers in focus and achieve our full potential.	FutureERP will have optimized business processes, shared common processes, technology, and makes us a better company.	This is not just a system, but a critical enabler that strengthens and enhances our ability to provide operational excellence and help us get to the market shaping position we strive for.	SAP covers end-to-end operations including Commercial, Procurement, Finance, Manufacturing, Quality, and Supply Chain.	To minimize disruption to our business and bring stakeholders along the journey, Wave 1 (NA Crop) was implemented on October 2021; Wave 2 (EMEA) on October 2022, and Wave 3 (LATAM) is targeted for April 2024..

Scope of the change – Starting on April 1st

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FutureERP

Crop Protection	Seeds
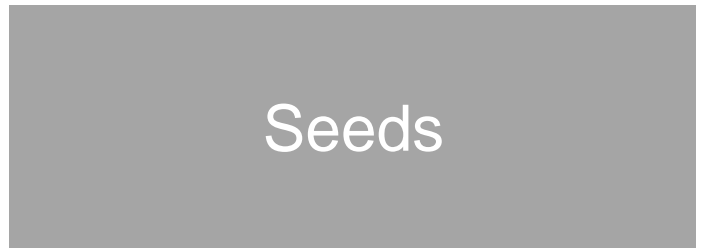
Legacy SAP System from hDuPont Crop Protection	Legacy SAP System from hDaw Agriscience

Legacy SAP system from hPioneer

New Corteva ERP

Not part of this integration

Note: This system integration already happened in NA and EAME, now LATAM is going trough the implementation.

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How this Change Impact Corteva´s Suppliers?

We need support from our Suppliers to achieve operational excellence during the new ERP change.

New Summary of Changes

In April of 2024 Corteva Crop Protection will migrate to a new ERP System. In order to have a succesfull go live and to continue transacting with suppliers, it will be necessary some changes.

Summary of changes and asks to suppliers:

- Update Corteva Legal entity when issuing an Invoice

- Invoice guidelines, e.g send Invoice until XX or after YY

- Create SAP Business Net work account – Supplier Enablement e-mails

- Complete Legacy Registration on SAP Business Network

- Supplier Finance Platform freeze

- For Indirect:

  - Net price quotation template (Brazil only)

  - Catalogs implementation

Risks in case changes are not implemented for April 2024:
- Payment process disruption – for example, invoices with old Corteva tax Id will not exist in new ERP system, so invoice will not be processed.

Mudança da Entidade Legal da Corteva

A Corteva está no caminho da integração de sistemas e processos, com o objetivo de simplifcar e otimizar as atividades comerciais.

Alguns de vocês receberam um e-mail em fevereiro sobre a mudança de pessoa jurídica da Corteva, do remetente lasc@corteva.com.
Nota: Se você não recebeu este e-mail, é porque esta mudança não se aplica à sua empresa.

Alguns números de pessoa jurídica da Corteva serão alterados em abril. O resumo das mudanças está no anexo ou próximo slide. Ex :

Solicitação aos fornecedores:

Adobe Acrobat
Document

- A partir de 1º de abril, utilize o novo número da pessoa jurídica Corteva para emitirem a fatura.
- Faça as atualizações necessárias para atualizar o CNPJ Corteva, se aplicável. Ex, atualizar contrato.

IMPORTANT

O novo ERP não conseguirá processar faturas com a entidade legal antiga da Corteva. Caso sua empresa emita uma fatura a partir de 1º de abril com a entidade legal antiga (Corteva Agriscience do Brasil Ltda), vocês precisarão cancelar a fatura e emitir uma nova com a entidade legal atualizada (CTVA Proteção de Cultivos LTDA).

Mudança da Entidade Legal – filiais para faturamento

Adobe Acrobat Document

Entidade Legal Antiga	CNPJ	Entidade Legal Autorizada	CNPJ 2	City	State (UF)
Corteva Agriscience do Brasil Ltda	61.064.929/0072-62	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0022-70	Ibiporã	PR
Corteva Agriscience do Brasil Ltda	61.064.929/0074-24	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0058-81	Aparecida de Goiania	GO
Corteva Agriscience do Brasil Ltda	61.064.929/0090-44	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0033-23	Luis Eduardo Magalhães	BA
Corteva Agriscience do Brasil Ltda	61.064.929/0092-06	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0023-51	Carazinho	RS
Corteva Agriscience do Brasil Ltda	61.064.929/0096-30	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0055-39	Balsas	MA
Corteva Agriscience do Brasil Ltda	61.064.929/0160-91	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0060-04	Dourados	MS
Corteva Agriscience do Brasil Ltda	61.064.929/0161-72	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0061-87	Querência	MT
Corteva Agriscience do Brasil Ltda	61.064.929/0164-15	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0062-68	Araguaina	TO
Corteva Agriscience do Brasil Ltda	61.064.929/0073-43	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0035-95	Cuiabá	MT
Corteva Agriscience do Brasil Ltda	61.064.929/0097-10	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0056-10	Uberaba	MG
Corteva Agriscience do Brasil Ltda	61.064.929/0076-96	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0063-49	Paulínia	SP

Legal Entity Changes

Corteva is on the path to integrating systems and processes, with the aim of simplifying and optimizing our business activities.

In this context, _some of you_ received an e-mail about legal entity change from lasc@corteva.com.
Note: f you didn´t receive this email, means that you don´t need to update the Corteva Legal Entity.

Some Corteva's Legal Entity number will change in April. The summary of changes are in the attachments according to each country. Ex :

Adobe Acrobat
Document

Ask to suppliers:

- From April 1st, start using the new Corteva Legal Entity number to bill us – for those applicable
- Check if the new Corteva Legal Entity number is updated in the contracts.

IMPORTANT

If after April 1st, your company issue invoices with old Corteva legal entity, _the invoice will not be   processed,_ and the supplier will need to cancel and redo a new one with the correct Legal Entity.

Invoicing guidelines

Ask: For material and service invoices already provided before April 2024:

- For materials: Send by March 31th with Corteva *old legal entity* – old legacy AP mailbox
- For services: Send by March 15th with Corteva *old legal entity* <mark>*(Solo Webinars Brazil)*</mark>

Note: As faster you submit your invoice, less workaround would be required to process the invoice.

- Form April 1st: send invoices with Corteva *new legal entity* – to the new AP ERP mailbox

As faster you submit your invoice, less workaround would be required to process the invoice.

Important: if invoices are issued after April 1st with old legal entity, it will not be processed by the new EPR system.

SAP Business Network

Overview
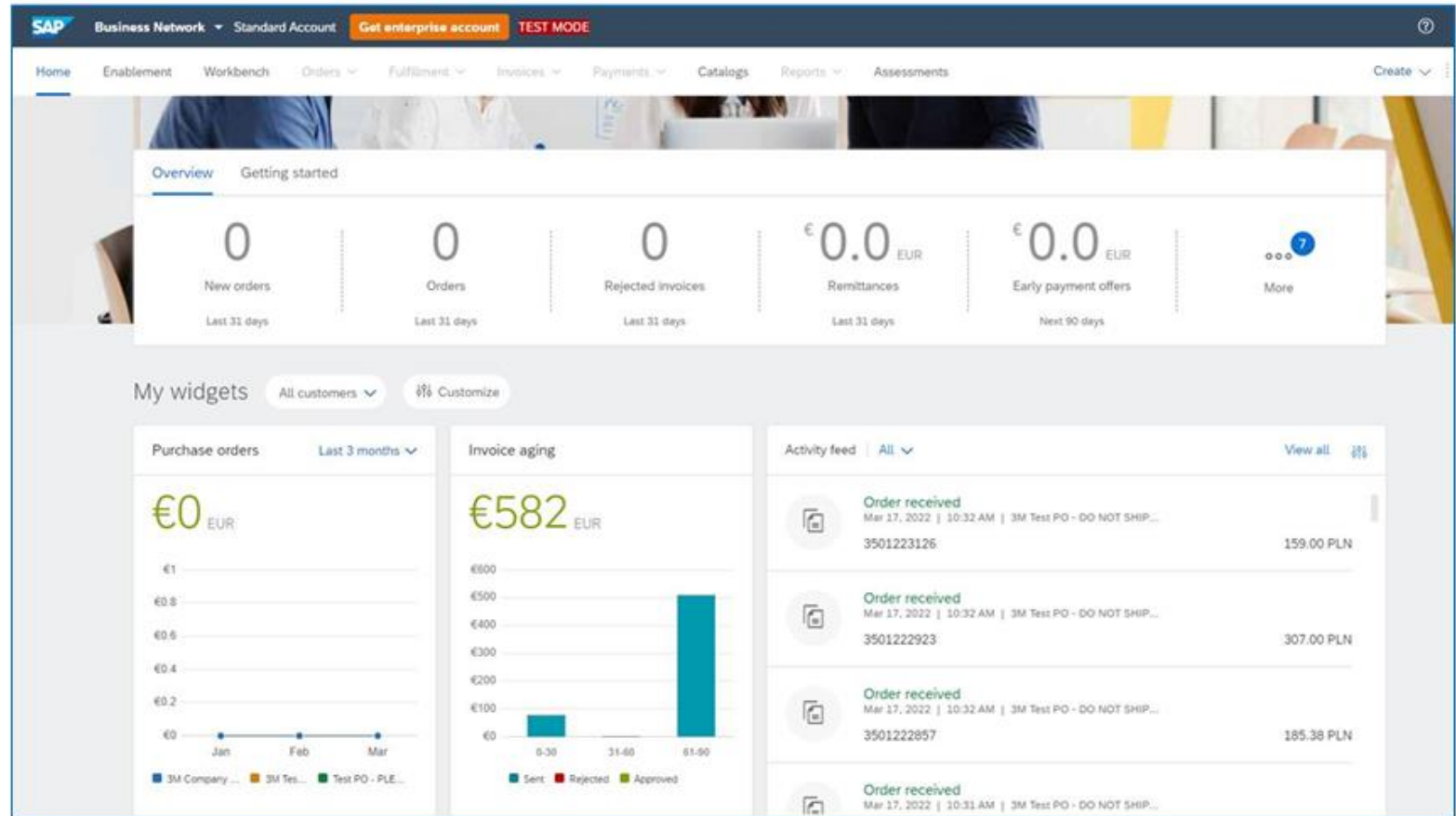
- Complete Legacy Registration
- ConfirmTrading Relationship
- Catalogs – for Indirect Suppliers only

SAP Business Network – Account Types

Account Types

When creating an account in SAP Business Network, the system automatically sets the account as Standard and the supplier can decide to migrate to Enterprise at any moment.

•**Standard Account (Free Account)**

Standard features that allow the supplier to interact with Corteva in all the Ariba modules. Suppliers may send Order Confirmations, Advance Ship Notices, and e-invoices (where permitted).

•**Enterprise Account (paid)**

Advanced features containing all Standard options, plus additional functionalities such as Punchout Catalogs, advanced reporting and dashboarding, ERP integration, additional storage, and premium SAP support.

Note:

•Both Standard and Enterprise SAP Business Network accounts are public, meaning a supplier can interact with as many customers as desired.

•As a general practice, Corteva does not wish to influence a supplier's decision on what type of SAP Business Network account is appropriate for them. Buyer support will be appreciated for those strategic suppliers being targeted for a catalog, as these suppliers will often be encouraged to invest in an Enterprise account.

EXTERNAL Invitation Register to become a supplier with Corteva - TEST.msg

(*) free of charge- Standard SAP Business Network account will suffice

Estabelecer o Relacionamento Comercial – SAP Business Network

O que é a mudança: as Ordens de Compras serão enviadas através do SAP Business Network e para isso os fornecedores precisam habilitar a relação comercial com a Corteva no SAP Business Network.

O que fornecedores precisam fazer:
- checar e-mails dos remetente supplier_enablement_latam@corteva.com:
- Preencher o formulário de smartsheet enviado meses atras
- Assistir os Summits do SAP Business Network – transmitidos em Janeiro de 2024.
- *Aceitar o TRR (Trading Relationship/ Relação Comercial) – o que permite receber as Ordens de Compras.*
  - *Assunto do e-mail: Ação necessária: Aceitar solicitação de relacionamento comercial do(a) Corteva Agriscience including its affiliates para fazer transações na SAP Business Network*
- Atender os Summits detalhados (detalhes de como utilizar o network, configurar o site, checar POs)
- *Atender os treinamentos de catálagos - se aplicável.

Benefícios do SAP Business Network:
- Fornecedores podem gerenciar os e-mails para onde as ordens de compra serão enviadas.
- Visibilidade das Ordens de compra com a Corteva, dashboards, rastreabilidade.
- Possibilidade de confirmar o Recebimento da ordem de compra e fazer o aviso prévio de envio.

Impactos caso os fornecedores não seguirem as instruções acima:
- Risco de não receberem ordens de compra a partir de 1º de abril.
- Se fornecedores não criarem a conta no SAP Business network e se não estabelecerem a TRR, os pedidos serão enviados automaticamente para o endereço de e-mail do mestre de fornecedores da Corteva.

Exemplo do e-mail para aceitar a relação comercial

- *Assunto do e-mail: Ação necessária: Aceitar solicitação de relacionamento comercial do(a) Corteva Agriscience including its affiliates para fazer transações na SAP Business Network*

Exemplo Português

SAP Ariba

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Para a

AÇÃO NECESSÁRIA

Seu cliente, **Corteva Agriscience including its affiliates**, está alterando a forma como ele faz negócios com seus fornecedores importantes. O objetivo é tornar o processo de recebimento de pedidos de compra e/ou pagamento o mais eficiente possível.

Para permitir que sua empresa processe pedidos ou faturas com a Corteva Agriscience including its affiliates, clique no link a seguir para começar.

→ Aceitar a solicitação de relacionamento comercial do seu cliente

(Clique no link acima, não importando se você tem uma conta ou não na SAP Business Network.)

Se este convite não chegou à pessoa apropriada na sua empresa, encaminhe-o conforme necessário

JÁ TEM UMA CONTA?

A Ariba acredita que sua empresa já tem uma conta do SAP Business Network que você pode aproveitar para estabelecer novos relacionamentos comerciais com outros clientes.

Informações da conta existente:

Nome da empresa:
País:
Código do Ariba Network :

Uma cópia deste e-mail também foi enviada ao administrador de sua conta no SAP Business Network. Se desejar usar a conta antiga para estabelecer um relacionamento comercial com a Corteva Agriscience including its affiliates, clique aqui para entrar em contato com o administrador da sua conta do SAP Business Network. Somente um administrador de contas do SAP Business Network pode usar uma conta existente para estabelecer relacionamentos comerciais adicionais.

O QUE É O SAP BUSINESS NETWORK?

O oferece soluções e serviços que permitem que você compartilhe informações e processos de negócios facilmente com seus clientes, tais como:

- Acelerar o ciclo de vendas e diminuir o custo de vendas
- Encontrar novos clientes que estejam procurando ativamente pelo que você vende
- Impulsionar mais negócios com clientes atuais

HÁ TAXAS ASSOCIADAS A ESTE SERVIÇO?

Não há taxas para se registrar. Contudo, dependendo do quanto você usa sua conta do SAP Business Network para fazer negócios com seus clientes, podem ser cobradas taxas. Saiba mais sobre taxas.

O QUE ESPERAR

Assim que você se registrar na SAP Business Network, você poderá receber mais instruções do seu cliente sobre como confirmar a configuração correta de sua conta. Outra opção é, após o registro, acessar sua conta do SAP Business Network e clicar na guia Ativação, onde você talvez veja mais tarefas a concluir.

Solicitação aos fornecedores: Clicarem no link em azul e seguirem o passo a passo

Habilitação de fornecedores– SAP Business Network

Aba "orders"
Você poderá ver todos os pedidos de compras com a Corteva

Aba Fulfillment
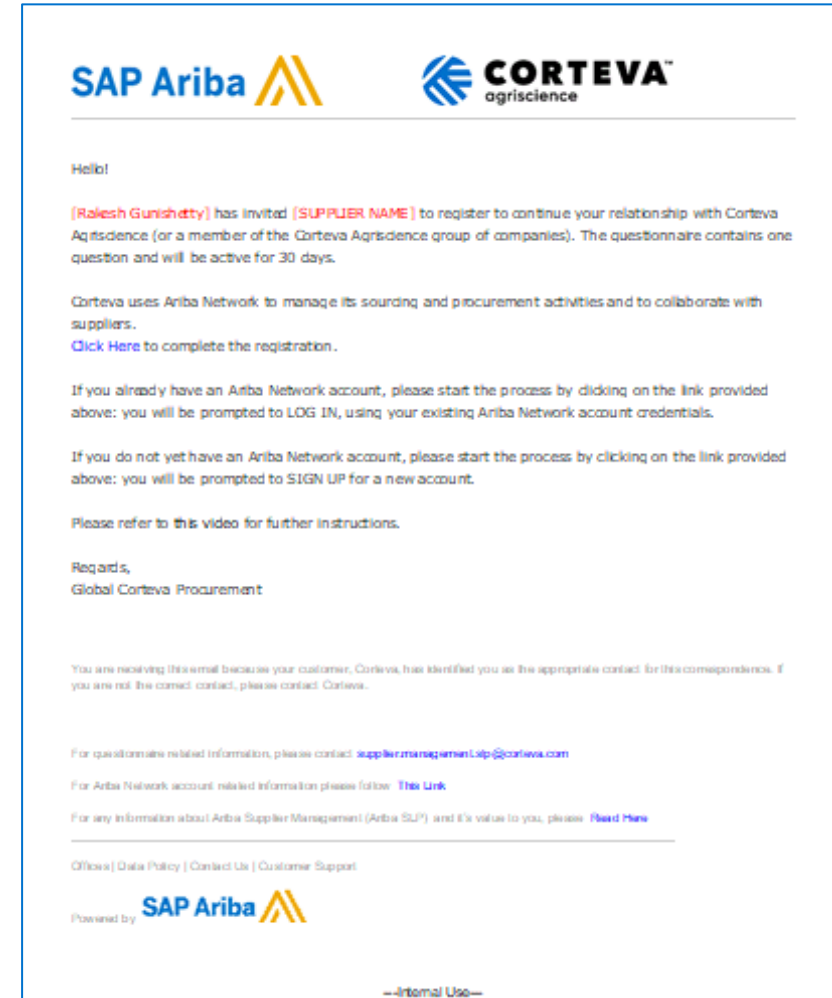Permite que os fornecedores validem documentos complementares como Confirmações de Pedidos e Avisos de envio antecipados.
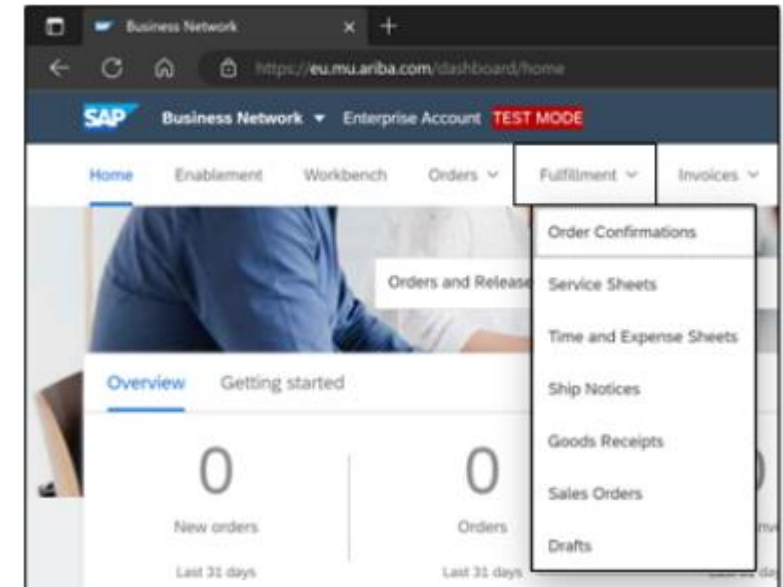
SAP Business Network - Legacy Registration

- In February –you received the Summits invite to learn what to do

- In March -
You'll be receiving an email notification, asking you to complete the L egacy Registration.

- **Email subject:** Invitation: Register to continue as a supplier with Corteva through SAP Business Network.
    - *Please check your SPAM*

- **Action Required: Use the link in the notification** (highligted in the image) to LOG IN or SIGN UP to the SAP Business Network (*)
    - Please refer to this video for step-by-step instruction.

SAP Business Network access will allow:

- **Suppliers:** edit your own data in SAP Business Network; submit forms, certificates, etc.

- **Corteva:** send questionnaires, record responses, use internal forms functionalities, Audit form, use prefferred Supplier list, segmentation, etc.

Invitation: Register to continue as a supplier with Corteva through SAP Business Network

EXTERNAL Invitation Register to become a supplier with Corteva - TEST.msg

(*) free of charge- Standard SAP Business Network account will suffice

Completion of registration

Upon completion of the Registration, the Supplier will be enabled for Trading Relationship. An email confirmation that the Trading relationship was established is received.
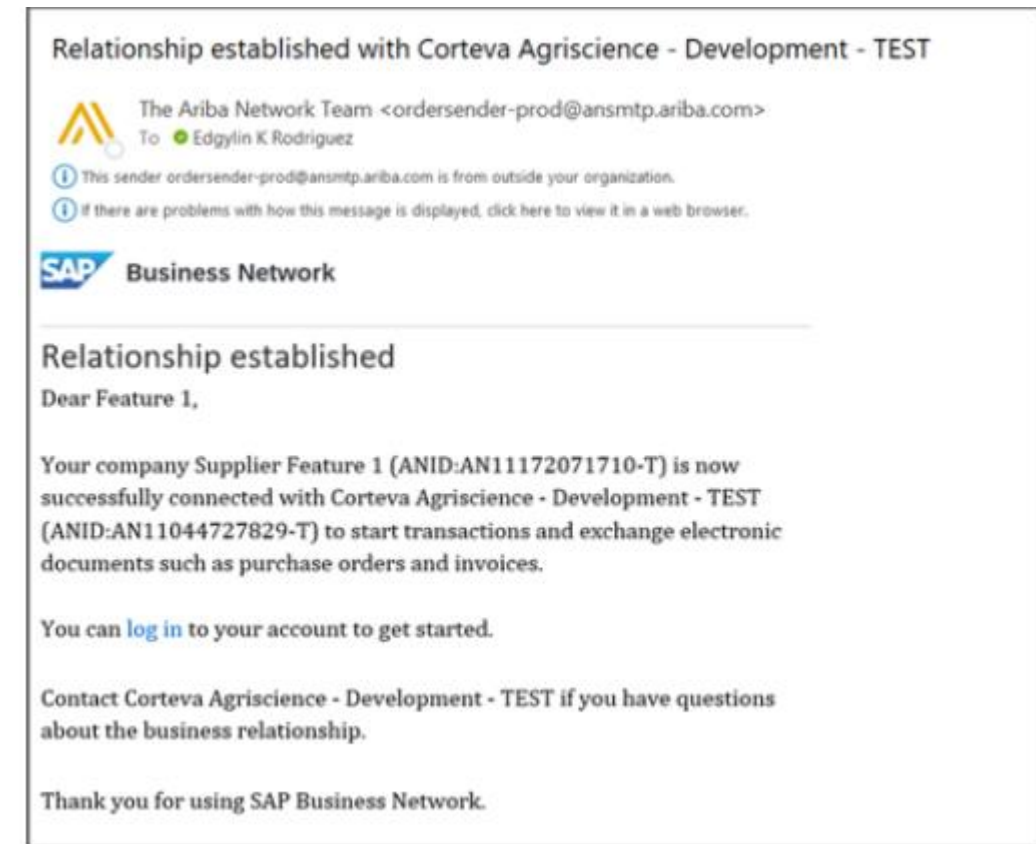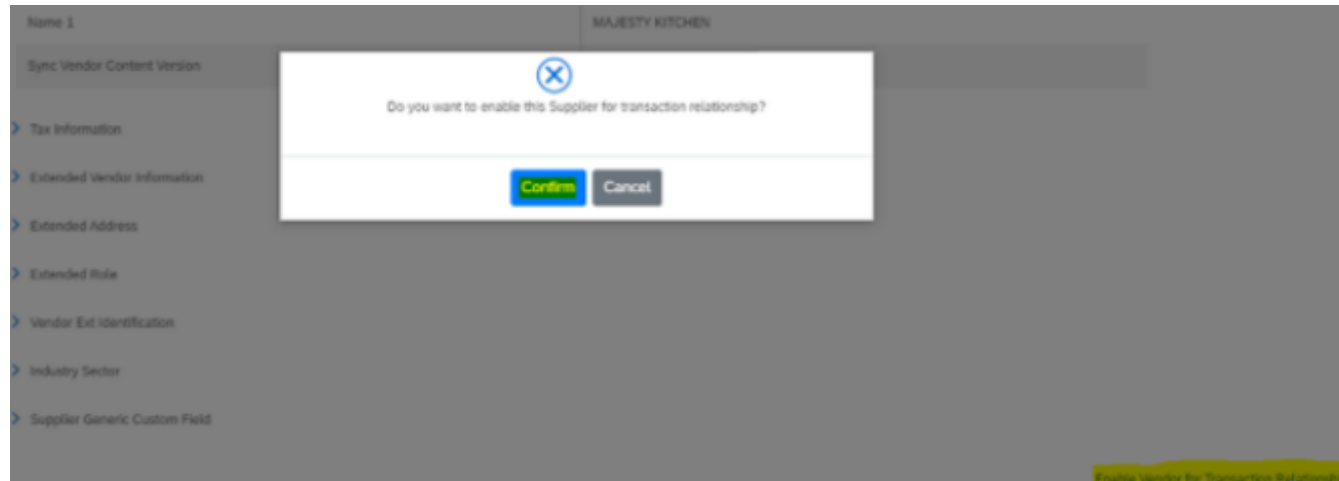
SAP Business Network – Registration with Corteva

"Ariba Proposals and Questionnaire" tab: you can verify registration status and review or update your company information, add more emails, etc

Note: During the Corteva Supplier Management Summits you will learn how to configure your account.

Supplier Enablement – SAP Business Network

What is the change: Use of SAP Business network, Purchase Orders (POs) being automatically transmitted, use of Catalogs trough SAP Business Network.

What suppliers need to do: check emails from supplier_enablement_latam@corteva.com:
- Smartsheet – fill out the form
- Join the Informational Summits (SAP Business Network overall) – completed in Jan2024.
- *Accept TRR (Trading Relationship)*
- Join the Trainings Summits (how to use the network in detail, configure supplier site, check POs)
- *Join Catalogs Training

Benefits:
- Suppliers will be able to manage e-mails to where PO will be sent.
- Visibility of the POs, dashboards, trackability.
- Send order confirmation and advance shipping notice.

Impacts in case suppliers don´t follow the instructions:
Risk to suppliers don´t receive POs.
If suppliers don´t create the SAP Business Network account, POs will be sent automatically to the e-mail address we have in our records.

EXTERNAL Invitation Register to become a supplier with Corteva - TEST.msg

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(*) free of charge- Standard SAP Business Network account will suffice

Supplier Enablement – What trading relationship allow

Orders tab
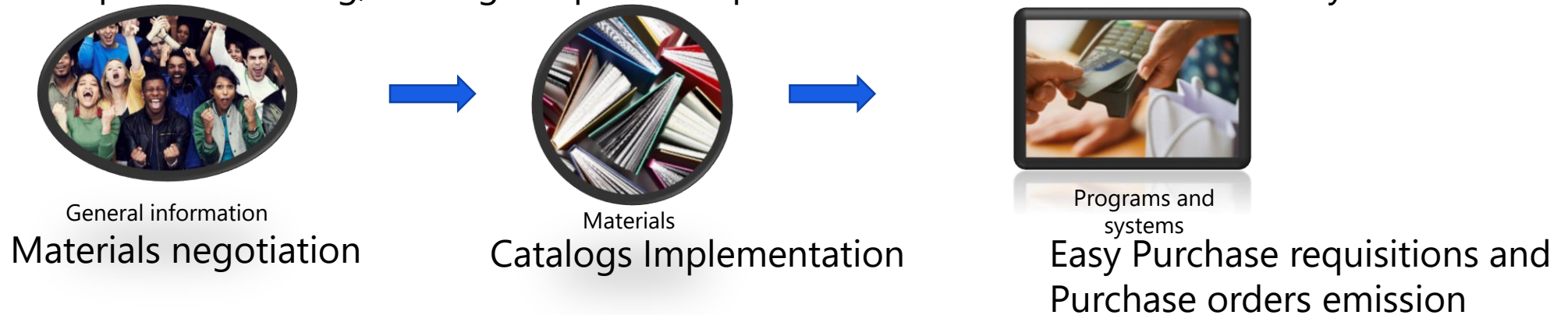You can see all purchase orders with Corteva Crop

Fulfillment tab
Allow suppliers to validate complementary documents such as Order Confirmations and Advance Ship natices.
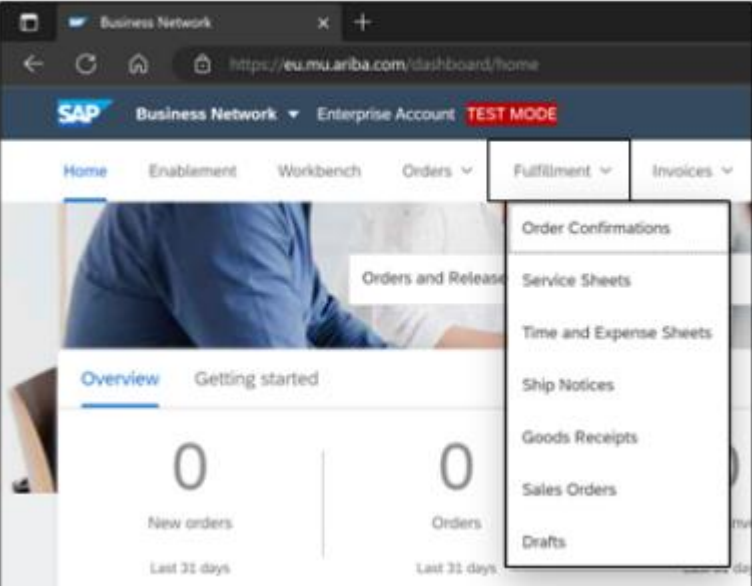
Catalogs

Corteva is in the search of becoming more efficient and optimizing work. We aim for users to generate their own orders based on product catalog, making the purchase process faster and more user-friendly.

General information
Materials negotiation

Materials
Catalogs Implementation

Programs and systems
Easy Purchase requisitions and Purchase orders emission

To achieve our goal, we will need the assistance of our suppliers. Therefore, it is important to mention that our team will be in contact with you in order to achieve this goal.

BUYER NEGOTIATION:
- Confirm General Information: Payment Terms, Incoterms, etc.
- Materials to be included in the catalog: List of products/services, product descriptions, price lists, tax information, etc.

SAP EXPERT / PROJECT TEAM
- Programs and systems: SAP Business Network licenses.
- Type of catalog to be implemented.

SUPPLIERS
- Implement catalogs.
- Catalogs maintenance.

SAP Business Network – Catalogs tab

Catalogs

Standard and Punchout catalogs are managed here. Catalogs can be uploaded via CIF template (**Excel file**). Note: Punchout catalogs are only an option for Enterprise accounts.

Catalogs are not made live in Ariba Buying until extensive testing is performed and cross-functional sign-off is obtained.

For details please check the Training Course:XXXX

Supplier Finance – AgroAntecipa

Awareness

- Platform will be out of service during April 1st to 8th. Upload on invoices and negotiation will be freezes during this period.

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Sistema opera com preço líquido

Planilha de Cotação para Corteva

O que irá mudar?

✓ Novo SAP **não** terá ferramentas de conversão de preço bruto para **preço líquido.**
Nota: *preço líquido = preço bruto – os impostos de ICMS e IPI.*

✓ Uso de um **Template de Cotação (Orçamento) para a Corteva.** *A planilha fará a conversão automática de preço bruto para preço líquido.*

Dentro Escopo:
✓ Cotação de Materiais de facilities, MRO, Laboratorio, Papelaria, Capital, etc)
✓ Fornecedores <u>não optantes</u> pelo **Simples Nacional**

Fora do Escopo:
• Serviços
• Fornecedores com simples nacional
• Fornecedores com catálogos

Solicitação Corteva aos Fornecedores de materiais de Consumo

Próxima vez que enviarem um Orçamento, por favor utilizem o **modelo excel de Cotação Corteva** e envie para o requisitante.

Você continuará colocando preço bruto, **mas é necessário preencher:**
- NCM de cada item
- %ICMS e % IPI
- % base de reduzida. Se não houver coloque 100%

Com esas informações, a planilha converterá o preço bruto, em preço líquido.

Você pode substituir seu modelo de Orçamento por essa planilha, ou pode enviar os dois (seu modelo e a planilha preenchida).

Riscos e impactos

Se o preço líquido ou infos de impostos (NCM, ICMS, IPI) estiverem incorretos *ou faltantes no orçamento*

Centro de serviços (ou CAP) precisará corrigir manualmente

Potencial atraso na emissão da Ordem de Compra ou no faturamento

Wrap up

In April of 2024 Corteva will migrate to a new ERP System. In order to have a succesfull go live and to continue transacting with suppliers, we need our suppliers to complete the following asks:

Summary of changes :

Summary of Changes	What suppliers need to do	E-mail sender/subject
1) Legal Entity	Update invoices and Contracts New Mailbox to send invoices	Lasc@corteva.com
2) Legacy registration	Account in SAP Business Network Complete registration process	Email subject: Invitation: Register to continue as a supplier with Corteva through SAP Business Network
2) Supplier Enablement (SE)	Allow trading relationship with Corteva	ERP_Procurement_latam @corteva.com
3) Catalogs	Negotiate items and implement catalogs with Corteva	Supplier_enablement_lata m@corteva.com
4) Quote template for net price change	Use the template when sending a spot quotation	Lasc@corteva.com

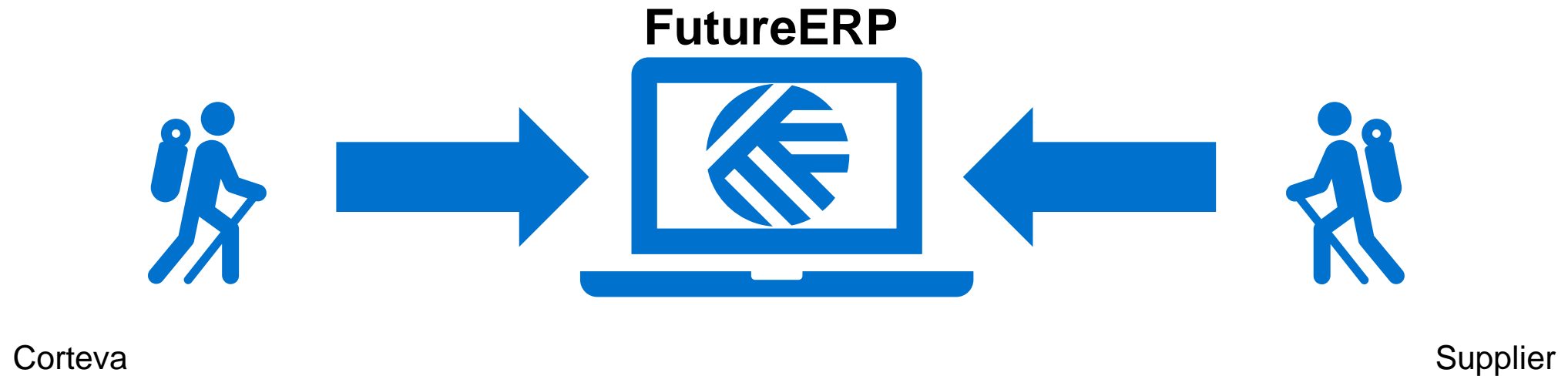⚠️ Risks in case changes are not implemented for April 2024:
- Payment process disruption – for example, invoices with old Corteva tax Id will not exist in new ERP system, so invoice will not be processed.

Who to contact in case of questions ?

Indirects Materials	Directs Materials	Logistics
Juan Diego Lopez juan.lopezsanchez@corteva.com Back up Paulo T. Junior paulo.tjunior@corteva.com	Cristiani Dorff Martinez cristiani.dorffmartinez@corteva.com Back up Eber Ledon eber.ledon@corteva.com	Patricia Gomez Garcia patricia.gomez@corteva.com & Josane De Souza josane.de-souza@corteva.com

We count on you to move forward in this journey of Operational excellence trough new ERP go live

People will experience this journey differently based on where they currently are, and together we can build the future

FutureERP

Corteva

Supplier

Q&A

Thank you!