



Ariba Solutions

Readiness January 2018 Release Q&A

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12 January 2018

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Agenda

Logistics

General Release Information

Key Feature Discussions

- Strategic Procurement (Sourcing, Contracts, Supplier Management & Risk, Spend Analysis)
- Operational Procurement (Guided Buying, Core Procurement, Catalog/Spot Buy, Invoicing)
- Ariba for Direct (Supply Chain, Direct Material Sourcing)

Reminders

Logistics

Additional Dial-in Numbers

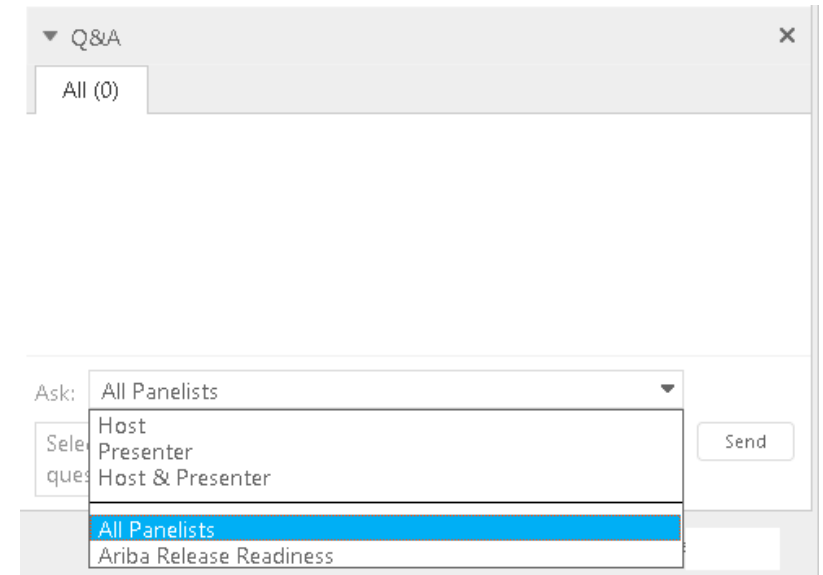
- Additional Dial-in numbers link appears in the Meeting invitation as noted below:

<https://www.myrcplus.com/cnums.asp?bwebid=997521&ppc=4392894675&num=1-720-897-6637>

To Ask a Question, please use the WebEx Q & A Panel

- Choose “All Panelists” as the recipient of your question so our SAP Ariba Product Subject Matter Experts may respond.
- Type your question in the text box.
- Click Send.

The Presenter and/or Panelists will attempt to answer your question online or via the audio feed as close to the time the question is asked as possible.



General Information **Session Materials**

Recordings and presentations will be posted on the Release Readiness tab/tile in Ariba Connect. See the Release Resources section on the right side of the page for detailed information.

Release Readiness

Release Feature Content

Solutions	Mandatory		
	Impact	No Impact	Optional
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Applications - SAP Ariba Strategic Sourcing	0	5	4
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Ariba Network	0	9	1

▶ Applications - SAP Ariba Supplier Management

▶ Applications - SAP Ariba Strategic Sourcing

▶ Applications - SAP Ariba Procurement

▼ Ariba Network

Mandatory Features with Change Impact

No mandatory features with change impact

Mandatory Features

Generic framework for upload and download - manufacturing planning visibility upload
Typically, in contract manufacturing, Original Equipment Manufacturers (OEMs) maintain only critical bills of material (BOMs) while their contract manufacturers maintain exhaustive lists of components.



SAP Ariba Supply Chain

Release Calendar and Resources

Calendar

Activity	Planned Date*
January 2018 Feature Release	1/19/2018
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Resources

Feature List

Use the drop-down menus on the left for details on the planned new features coming with the January 2018 release. Details include:

- Feature Names & Descriptions
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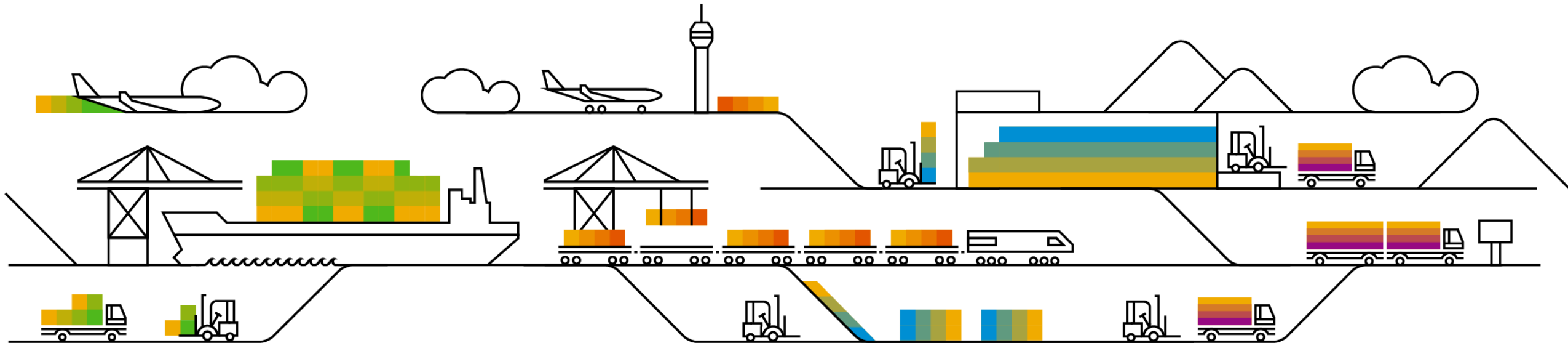
Please note: For features without attached knowledge transfer materials, feature details are available in the release guides. Use the links below to access the guides for this this release.

Release Guides

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- [SAP Ariba Applications January 2018 Release Guide](#)
- [Ariba Network January 2018 Release Guide](#)

Key Feature Discussions



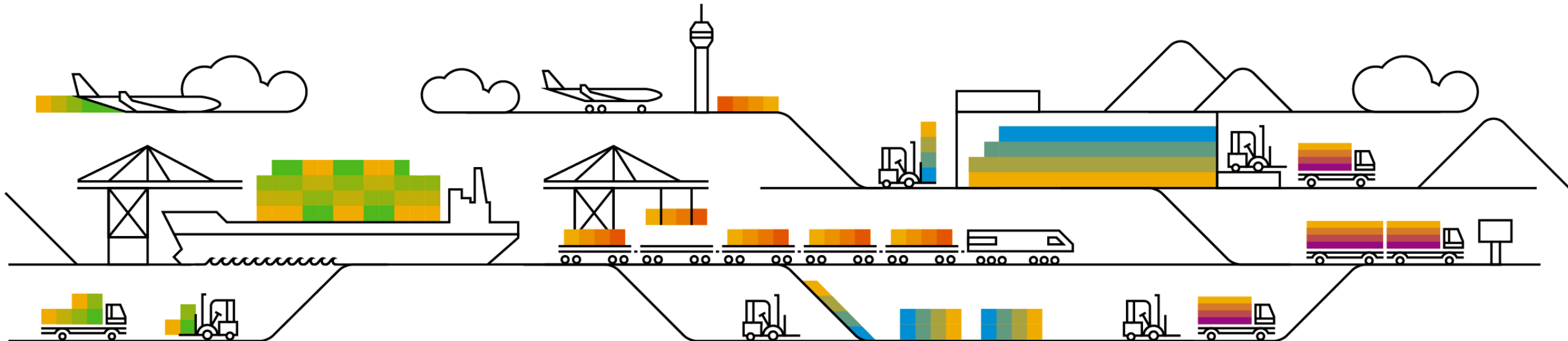
Key Features

Strategic Sourcing – Supplier bidding by email

Operational Procurement – Catalog search and fetch of catalog data via SAP Ariba Open API

Ariba for Direct – Upload/download of manufacturing planning visibility data

Strategic Procurement **Supplier bidding by email**



Supplier Bidding by Email

Enabling email response via RFP template

The email bidding feature is currently *limited to single line item events* and can be turned on or off using the template rule below:

Bidding Rules

Enable scoring on participant responses: Yes No ⓘ

Default Grading Method: ⓘ

Enable blind grading on participant responses: Yes No ⓘ

Allow suppliers to submit bids by email.: Yes No ⓘ

Supplier Bidding by Email

Email invitation to suppliers

The event email notification will present the user with two options, as shown to the right.

Selected suppliers will receive the new invitation email with event header details, including following four fields:

1. Bidding start date
2. Region
3. Commodity
4. Description



Oranges (RFP By Email)

Please review this RFQ and submit your quote by email.
For any questions, contact boris.vostry@sap.com

Email quote

Decline

By responding to this email I acknowledge the [Terms of Agreement](#).

[View in application](#)



Event Ends Wednesday, January 3, 2018 at 12:34 PM, Central European Time

Bidding start date

Wednesday, January 3, 2018 at 11:34 AM, Central European Time

Region

Commodity

Description

Items for pricing

Oranges

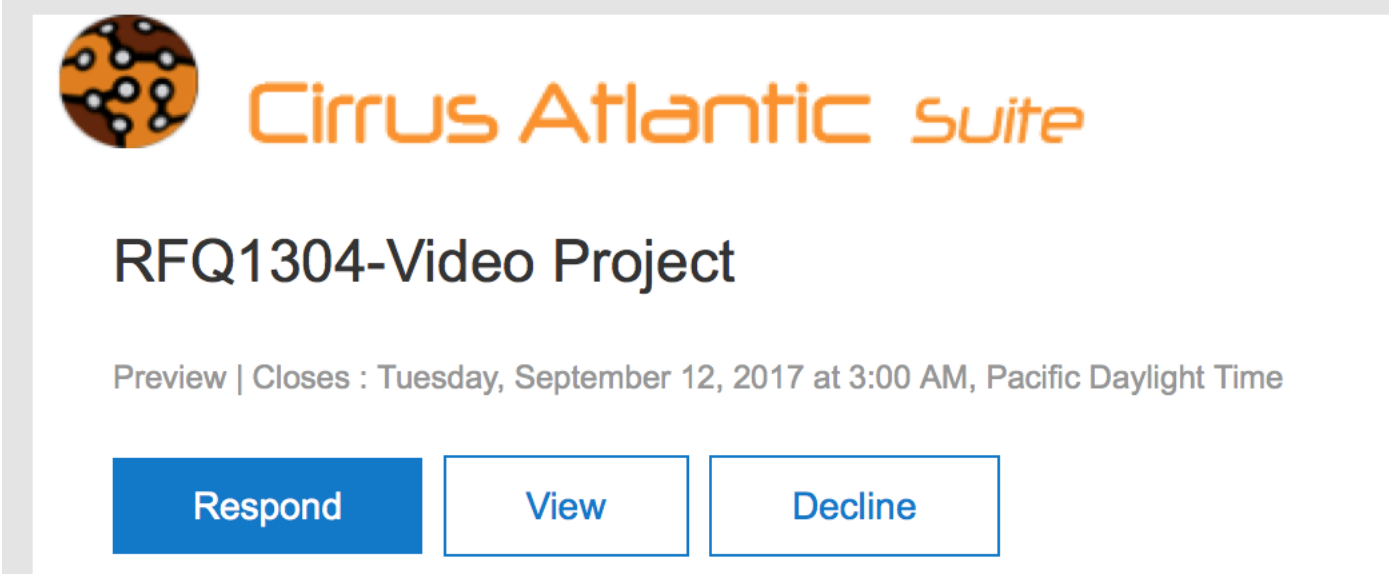
Price	\$50.00 USD
Quantity	20 kilogram
Extended Price	\$1,000.00 USD

Cirrus Atlantic Suite sourcing site, Event Doc1209857617: Oranges (RFP By Email), Realm: cirrusatlanticsuite, Message Id: MSG49583785, [Click Here](#)

Supplier Bidding by Email

Email invitation to suppliers

- **Respond** - This will generate a pre-filled text email template (see next slide).
- **View** - This will direct the user to login to the Ariba Network Sourcing portal to view the event. For new, unregistered Suppliers, a Light Enablement flow will kick off, which takes less than 5 minutes and only requires a name and address from the user. Once their registration is complete, the user is directed to the event page.



The screenshot shows an email invitation interface. At the top left is a circular logo with a brown and orange pattern. To its right is the text "Cirrus Atlantic Suite" in orange. Below this is the title "RFQ1304-Video Project" in bold black text. Underneath the title is the text "Preview | Closes : Tuesday, September 12, 2017 at 3:00 AM, Pacific Daylight Time". At the bottom are three buttons: "Respond" (solid blue), "View" (white with blue border), and "Decline" (white with blue border).

- **Decline** - As above, this will direct the user to login to the Sourcing portal, and will take the user through the Light Enablement flow if required. If the Supplier does not wish to participate in the event, this link will allow them to communicate their response along with any comments to the Buyer.

Supplier Bidding by Email

Email response format

- Clicking Respond will generate a one-time secure email with a pre-populated body, as shown.
 - All supplier required terms will have a "*" symbol following field label/description, otherwise, it's an optional field.
 - Attachment-type terms don't require an in-line response, and don't have a ":" following the term name. Simply attach a file to your response email; limit one attachment per item per event
 - The Quantity field will have the default value prepopulated in the email.
- Suppliers will receive a success confirmation email with the bid values received into Ariba.
- Suppliers will receive an error notification email if they send an invalid response format.

To:	bidbyemail-prod+cirrusatlanticsuite+Doc1127442887+-621011439618193017@ansmtp.ariba.com
Cc:	
Subject:	Re:Cirrus Atlantic Suite has invited you to participate in an event: RFQ1381-RFQSep24_1.

Price*[PRICE]:
Quantity*[QUANTITY]:1 each
Line Number*[LINENUMBER]:
Tax [TAX]:
Tax Description [TAXDESCRIPTION]:
Shipping Terms [SHIPPINGTERMS]:
Shipping Cost [SHIPPINGCOST]:
Comment [COMMENT]:
If required, attach a supporting file to your response

- A Bid submitted by email could be rejected if the bidding rules are not followed. Suppliers will receive a failure bidding notification email with detailed information about the rejection.

Supplier Bidding by Email

Questions Support

- Questions are supported at both the header level and the line item level.
- Questions will be prepopulated in the email, with an asterisk (“*”) denoting the questions that are required from the Supplier. Optional questions will have no asterisk.

Bidding start date

Friday, November 3, 2017 at 5:31 PM, Pacific Daylight Time

Region

Los Angeles Metro

San Francisco Bay Area

Commodity

Footwear

Personal care products

Description

Questions

What safety certification does your product have?

How long has your company been manufacturing this product?

Items for pricing

Computer

Supplier Bidding by Email

Buy-side

- Buyers will continue to receive event responses the same way they currently do, from both the Guided Buying and Sourcing applications.
- No change in process flow is required from Buyers for email bid responses.
- To utilize the feature, submit a service request to support so this may be turned on for your environment

The screenshot displays the SAP Ariba mobile application interface. At the top, there is a browser-style address bar with 'Apps' and 'Managed Bookmarks' options. Below this is a dark navigation bar with the SAP Ariba logo, a back arrow, a search icon, and a user profile for 'Gene Halas' with a notification bell icon showing '9' alerts. The main content area is titled 'Invited suppliers' and states 'You have received 1 quote from invited suppliers'. A 'Preferred' badge is visible above the supplier information. The supplier is 'Demo QE Supplier 1' located in 'Sunnyvale, CA'. The quote amount is '\$140.00 USD' in green text, with a blue 'Accept Quote' button below it. Under the 'Attachments' section, there is a 'Line item 1' with a dropdown arrow. The line item details are: Total \$140.00 USD, Quantity 1, Unit of measure EA, and Unit price \$140.00 USD.

Additional Features

Strategic Procurement

Sourcing and Contracts

1. Participant read only line items*
2. Update material master items in CLID from sourcing award

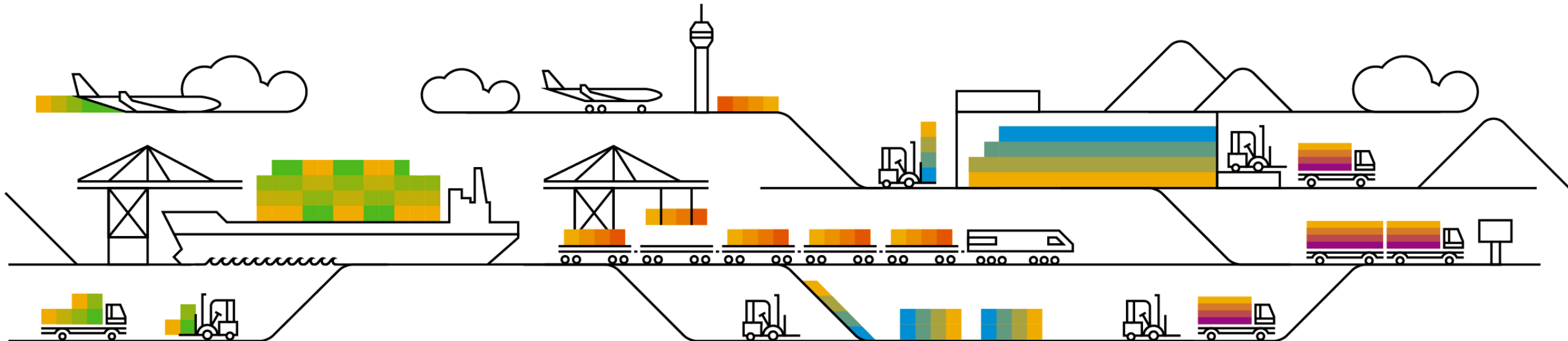
Supplier Management

1. Editability conditions in supplier management questionnaires*
2. Multiple category/region/business unit selection in supplier search
3. Associating descriptive answers with codes in supplier management questionnaires

Supplier Risk

1. Ability to skip 'Send assessments' phase when no risk assessments are required

Operational Procurement **Catalog search and open API catalog fetch**



Operational Procurement highlight features

Catalog Search Improvement

- Prioritized listing of catalog search results based on relevance and utilization
- Improves access to relevant catalog data when catalogs contain large volumes of items
- Provides users with quick access to most appropriate items based on search criteria

Open API fetching of catalog data from SAP Ariba solutions

- Enables external applications to fetch catalog related data from SAP Ariba solutions such as:
 - Catalog subscription information that has been activated after a specified date and time
 - Catalog data based on specific attributes
 - Lists of items or a filtered subset of items from a catalog

Features

Operational Procurement

Guided Buying

1. Support for approvals of user profile requests, invoices and invoice reconciliations

Core Procurement

1. Hide price on purchase orders*
2. Search and invite test account suppliers to bid on RFQs*
3. Specify award currency while awarding a bid*
4. Improved comparison of data in the exported supplier responses file*
5. Show a list of deleted RFQs on Terminated tab*
6. Sending purchase order attachments and comments in response to requests from external systems
7. Show closing date for each RFQ on the RFQ postings page for suppliers and buyers
8. Export supplier responses in a semicolon-separated file
9. Show details of a bid award

Features

Operational Procurement

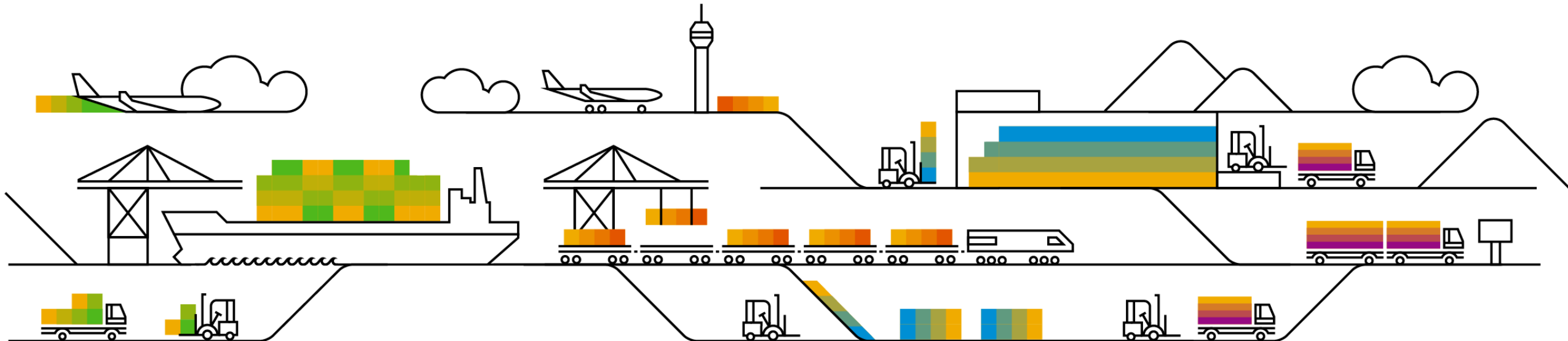
Catalog

1. Support for synchronizing incremental catalog subscriptions from Ariba Network

Invoicing

1. Invoice from ordered or received quantity triggered on a PO line item basis*

Ariba for Direct Upload/download of manufacturing planning visibility data



Framework for upload/download of manufacturing planning visibility

UI changes:

- Renamed FILE DOWNLOADS to UPLOAD/DOWNLOAD to reflect the new upload functionality
- Introduced Uploads tab on the UPLOAD/DOWNLOAD tab

The screenshot displays the SAP Manufacturing Planning Visibility interface. At the top, a navigation bar includes tabs for HOME, INBOX, OUTBOX, PLANNING, CATALOGS, REPORTS, and UPLOAD/DOWNLOAD (which is currently selected). On the right side of the navigation bar, there is a 'CSV Documents' dropdown menu and a 'Create' button. Below the navigation bar, there are three tabs: 'Jobs', 'Downloads', and 'Uploads' (which is selected). The main content area features a 'Search Filters' section with a 'Name' input field, a 'Last Uploaded From' and 'To' date range selector, and a 'Type' dropdown menu. The 'Type' dropdown is open, showing options: 'All', 'Manufacturing Planning Visibility: All', 'Manufacturing Planning Visibility: Inventory', and 'Manufacturing Planning Visibility: Supplier Data'. Below the search filters, there are 'Search' and 'Reset' buttons. The 'Uploads' section contains a table with the following data:

Name	Type	Last Uploaded	Last Uploaded By	Status	File	Log
emptydata8	ManufacturingPlanningSupplierData	24 May 2017 6:45:43 AM	jU-BoOI6jUh58d8e1941008110881 lastName	Failed	↓	↓
emptydata7	ManufacturingPlanningInventory	24 May 2017 6:45:31 AM	jU-BoOI6jUh58d8e1941008110881 lastName	Completed	↓	↓

At the bottom of the interface, there is a left-pointing arrow icon and two buttons: 'Upload CSV' and 'Refresh Status'.

Framework for upload/download of manufacturing planning visibility

- On clicking on “Upload CSV” a pop-up will appear (screen 1 below)
- Get the latest templates by downloading via “Download templates”
- Choose the appropriate template and enter the data and save it as .CSV (screen 2 demonstrates an example CSV)
- Provide a name for the upload, choose the type and select the file from the previous step via file browser
- Click “Upload CSV” to trigger the upload

Upload CSV

Name:

Type: Manufacturing Planning Visibility: All

- Manufacturing Planning Visibility: All
- Manufacturing Planning Visibility: Inventory
- Manufacturing Planning Visibility: Supplier Data

CSV File: No file selected.

[Download templates](#)

```
1 UTF-8
2 "_csv_version:1.0",
3 "Customer ANID","Customer Name","Customer Part #","Supplier Part #","Description","Plant","Storage Location","Lead Time","Characteristic 1 Dom
4 AN01000000001,my buyer,,spid1,part 1,Palo Alto,,,Color,blue,,,,,,,,,,,,,PK,220,,,,,,,,,30,
5 AN01000000001,my buyer,bpid2,spid2,part 2,Walldorf,,,,,,,,,,,,,EA,,4.5,,,,,,,,,7
```

Framework for upload/download of manufacturing planning visibility

- On upload virus scan will be performed
- In case of virus the upload will be rejected with the illustrated error message below

Upload CSV ✕

Name: Type:

CSV File: test_virus.csv

[Download templates](#)
File contains a virus and has been rejected. Upload a virus-free CSV file instead.

Features

Ariba for Direct

Supply Chain Collaboration

1. Adding components and batch in order confirmation

Direct Materials Sourcing

1. Price by time for sourcing events and contract CLIDs*
2. Placeholder part management
3. Default plant
4. Bill of Materials (BOM) roll-ups and costing
5. Ability to add additional materials to simple RFx events

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Thank you.

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