



Feature at a Glance

Ariba Quote Automation for SAP Supply Base Optimization

Richard Vermeij, SAP Ariba
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CONFIDENTIAL

Feature at a Glance

Ease of implementation

● High-touch

Geographic relevance

● Global

Introducing: Ariba Quote Automation for SAP Supply Base Optimization

Customer challenge

Customers using SAP Supply Base Optimization, which runs on SAP Cloud Platform, can leverage the native quoting capabilities and supplier portal delivered with SAP Supply Base Optimization to obtain price quotes for parts.

This native supplier portal however is not part of the Ariba Network, and requires suppliers to go through a separate onboarding process (account creation, user creation). The native quoting capability does not support customizable notifications, multi-currency, or attachments at this time.

Meet that challenge with SAP Ariba

SAP Supply Base Optimization is being enhanced* with a new API, which supports standard integration to Ariba Quote Automation. Once enabled and configured, a user in SAP Supply Base Optimization can select “request quote” for one or multiple parts, which automatically posts an RfQ for the part(s) in the Ariba Network account of the suppliers listed as sources for the part(s). Suppliers open the RfQ, enter price and other information. After submitting the quote in Ariba, the data is automatically transferred to SAP Supply Base Optimization, ready for analysis.

Experience key benefits

This integration enables customers to leverage Ariba Network as a single portal for supplier engagement. Onboarding effort may be reduced, as certain suppliers may already be on the network. Suppliers benefit as well, because they only need to onboard once, and can leverage the global Ariba support organization.

Solution area

Solution Extension / Ariba Network

Implementation information

To implement this integration, customer needs to configure SAP Supply Base Optimization, as well as Ariba Quote Automation. The integration uses direct connectivity between both cloud solutions, therefore Ariba CIG is not used.

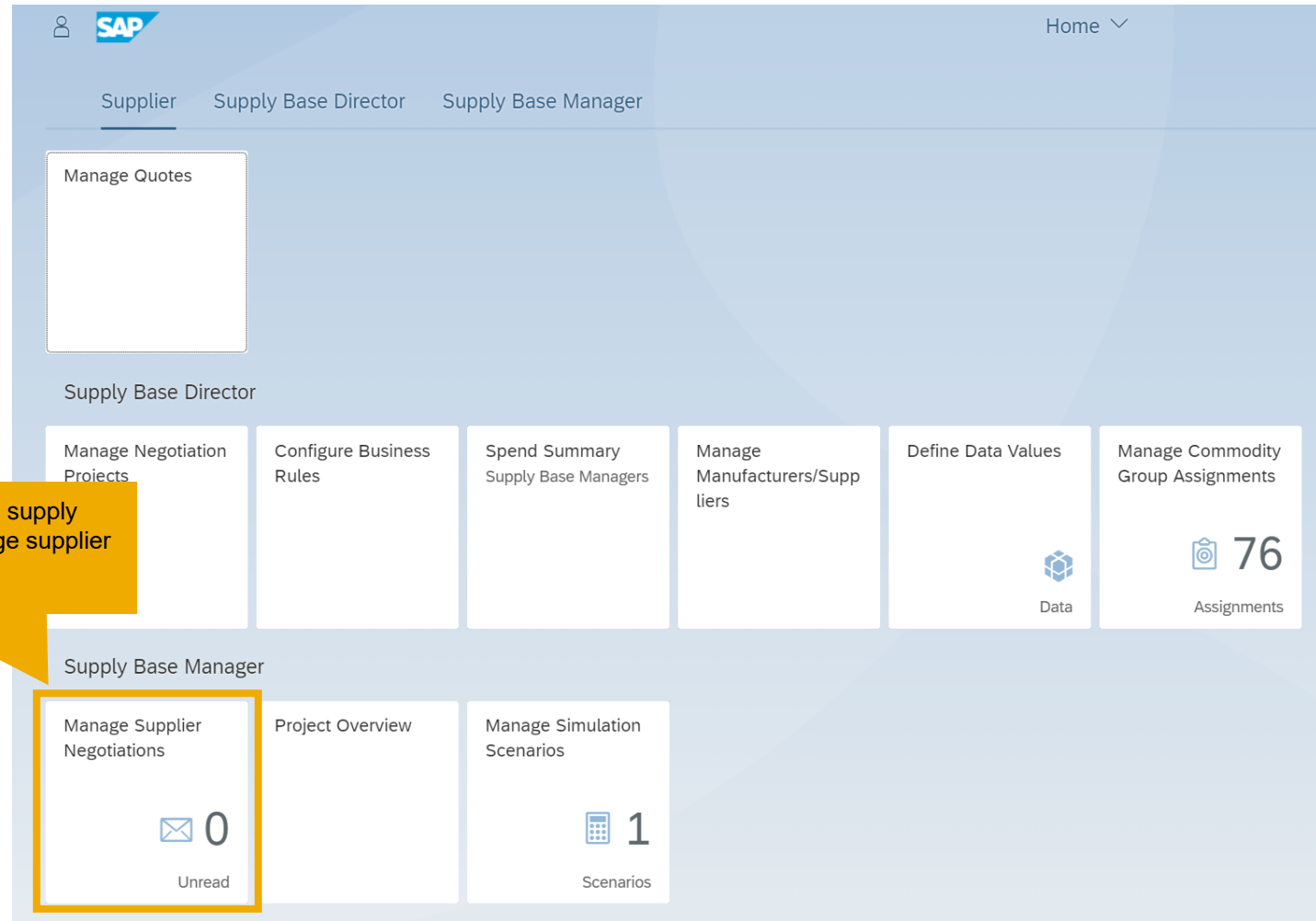
Details can be found in the SAP Supply Base Optimization [Integration Guide](#).

Prerequisites and Limitations

To implement this integration, customer needs to have an Ariba Network account with Ariba Quote Automation. Ask your SAP Ariba contact for licensing information. Limitations include quote price displayed with max two digits, and quoting of a single price/time point – meaning volume scales and multiple validity windows are not supported at this time.

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In SAP Supply Base Optimization, a supply base manager accesses the “manage supplier negotiations” tile.

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Manage Supplier Negotiations

Standard *

*Project: ASI_Demo Commodity Group: Gate Part Number: Supplier: Manufacturer: Status: All Notifications: No Filter Adapt Filters (4) Go

Savings on Parts

Total Spend
Current: 7,625
Target: 7,434.38 USD
190.62

Total Savings
Current: 0
Target: 2.5 %
2.5

Target Achieved
0
0 of 1 Parts

0 of 1 Parts

Request Quotes Bulk Quotes Edit Comments Send Reminders Sign Off Revert Sign-Off Lock Parts Revert Lock

Part No./Description	Demand (EA)	Current Quote (Wtd Avg.)	Baseline/Target Price	Current/Target Savings	Spend (Current / Target)	Company Quote Comment	Supplier Response
HT-CMP000000000706					7,625		
Shift Register Single 8-Bit Serial to Parallel 14-Pin TSSOP T/R	61,000 EA	0.125 USD	0.125 USD 0.121875 USD	0.00 % 2.50 %	190.625 7,434.375 USD		0 of 6

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For all parts (Bulk Quotes) or selected parts (Request Quote), negotiation requests are parsed and sent through Ariba Network to the assigned suppliers for response through the Ariba supplier portal

Requests have been sent but no response yet

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Dear Arrow Electronics, Inc. - TEST,

Congratulations! You have been invited by Cirrus Atlantic Suite to participate in a Quote Automation event. This is a great opportunity to connect with the buyer and potentially win new business. Review the details of this lead and indicate your desire to participate in Ariba Discovery by clicking the View Lead button below.

This RFQ is sent for Ariba Network organization account ID AN01422165482-T and the vendor ID 9100 provided to you by your buyer.

The supplier address related to your account ID on Ariba Network is :

26632 Towne Centre Dr.
Foothill Ranch , CA 92610
United States



This Posting is for testing purposes only.

RFQ

SSORFQ00035

Cirrus Atlantic Suite

What: Timer integrated circuits

Ship-to or Service Locations Main Street 2001

San Francisco , CA 94121

United States

Amount: Unspecified (Est.)

Closes: Sunday 18 Nov 2018 7:00 AM PST

View Lead

Log in with your Ariba Commerce Cloud username and password.

Each supplier (or vendor) assigned to the selected part(s) receives a notification from Ariba regarding the new RfQ.

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Introducing: Ariba Quote Automation for SAP Supply Base Optimization

The screenshot displays the Ariba Discovery web application interface. The top navigation bar includes the 'Ariba Discovery' logo, a 'Test Mode' indicator, a grid icon, and links for 'Company Settings', 'Bob Becker', and 'Help Center'. Below this, there are tabs for 'I'M BUYING' and 'I'M SELLING', with the latter being the active tab. The main content area is titled 'Leads' and features three summary cards: 'Invitations 1' (highlighted in blue), 'Watchlist 0', and 'Responses 0'. A note below these cards states: 'Match confidence indicates in percentage how closely your company profile matches the buyer's requirements.' The 'My Leads' section is shown with a 'Sort by: Date - Most Recent' dropdown. It contains a table with one lead entry:

Posting	Ending	Opportunity Amount
<div>☆ RFQ SSORFQ00035</div> <div>Cirrus Atlantic Suite</div> <div>Timer integrated circuits</div> <div>San Francisco-Oakland-Fremont - California (United States)</div>	<div>31 days left</div> <div>(New, Invited)</div> <div>18 Nov 2018 7:00 AM PST</div>	Unspecified

An orange callout box points to the 'Invitations' card with the text: 'The supplier accesses the RfQ in Ariba. (Note: for these type of leads, the RfQ shows in the "Ariba Discovery" part of the network.)'

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Introducing: Ariba Quote Automation for SAP Supply Base Optimization

Ariba Discovery

Test Mode

Company Settings ▾

Bob Becker ▾

Help Center

I'M BUYING

I'M SELLING

Home

Leads

Back

SSORFQ00035

This posting is for test purposes only

Open

Cirrus Atlantic Suite - The buyer has personally invited you to submit a quote.

Posted On: 17 Oct 2018

Open for bidding on: 17 Oct 2018 3:00 A

Response Deadline: 18 Nov 2018 7:00 A

Quote All

☆ Add to Watchlist

N

Details

Opportunity Amount: Unspe

Response Deadline: 18 Nov 2

(Buyers

Posting ID: 5985975

Business Contact: Joe Wol

Posting Type: Request

Company Public Profile: http://dis

Match Confidence: 0%

Comments: General

Details

Lines

Bid History

Items

View Event Details

Download RFQ

<input type="checkbox"/>	Line Item No.	Name	Buyer Part Id	Commodity	Estimated Price	Quantity	Deliver by	Ship-to or Service Location
<input type="checkbox"/>	00001	Shift Register Single 8-Bit Serial to Parallel 14-Pin T SSOP T/R	HT-CMP0000 00000706	Timer integrated circuits	\$0.00 USD	61,000 EA	28 Nov 2018	
<input type="checkbox"/>	00002	Shift Register Single 8-Bit Serial to Parallel 14-Pin T SSOP T/R	HT-CMP0000 00000706	Timer integrated circuits	\$0.00 USD	61,000 EA	28 Nov 2018	

Quote Selected

Not interested in bidding on any line item? [Click Here.](#)

The RfQ contains all manufacturer parts associated with the company part that was selected in SAP Supply Base Optimization.

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Provide Your Quote

Currency: USD - US Dollar

Selected Items

Line Item No.	Name	Estimated Price	Quantity	Estimated Sub-total
00001	Shift Register Single 8-Bit Serial to Parallel 14-Pin TSSOP T/R	\$0.00 USD	61,000 EA	\$0.00 USD

Your Quote:

Price (per unit): * 0.121 USD

Supplier Part ID: MM74HC164MTCX

Buyer Part ID: HT-CMP000000000706

Manufacturer Part ID: MM74HC164MTCX

Manufacturer Name: ON Semiconductor

Lead Time(in days): * 10

Shipping Cost: 0.00 USD

Ship To:

Browse...

Attachment:

Upload Attachments

Company Quote Comment: Pls note this is the SMD package type!

Initial Response Date: 21 Oct 2018

Minimum Order Quantity (EA): 1000

Minimum Package Quantity (EA): 500

Non-Cancelable: Yes

Non-Returnable: Yes

Order Based / Ship Based: Order Based

Previous Price: \$0.13 USD

Supplier Quote Comment:

Valid From: * 17 Oct 2018

Valid To: * 31 Oct 2018

Tax Type	Tax Rate Type	Description	Taxable Amount	Tax (%)	Base Tax (%)	Tax Amount
No items						
						Total Tax: \$0.00 USD

Remove line from the Bid

For each of the manufacturer parts, the supplier can enter price and other required/optional information, including lead time, minimum order quantity, and validity range.

These fields are 1:1 mapped to the corresponding fields in SAP Supply Base Optimization.

Note: Limitations include quote price displayed with max two digits, and quoting of a single price/time point – meaning volume scales and multiple validity windows are not supported at this time.

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00002

Shift Register Single 8-Bit Serial to Paralle
I 14-Pin TSSOP T/R

\$0.00 USD

61,000 EA

\$0.00 USD

Your Quote:

Price (per unit): * 0.122 USD

Supplier Part ID: SN74HC164PWR

Buyer Part ID: HT-CMP000000000706

Manufacturer Part ID: SN74HC164PWR

Manufacturer Name: Texas Instruments

Lead Time(in days): * 7

Shipping Cost: 0.00 USD

Ship To: Browse...

Attachment:

Minimum Order Quantity (EA): 1000

Minimum Package Quantity (EA): 500

Non-Cancelable: Yes

Non-Returnable: Yes

Order Based / Ship Based: Order Based

Previous Price: \$0.13 USD

Supplier Quote Comment:

Valid From: * 17 Oct 2018

Valid To: * 31 Oct 2018

Company Quote Comment: Pls note this is the SMD package type!

Initial Response Date: 21 Oct 2018

Tax Type	Tax Rate Type	Description	Taxable Amount	Tax (%)	Base Tax (%)	Tax Amount
No items						
						Total Tax: \$0.00 USD

Remove line from the Bid

The supplier submits the quote..

Submit

Cancel

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Ariba Discovery

Test Mode

Company Settings ▾Bob Becker ▾

I'M BUYING

I'M SELLING

Home

Leads

Back

You have successfully submitted your quote.

Submitted On: 17 Oct 2018 | Submitted By: Bob Becker | [Revise quote](#)

SSORFQ00035

This posting is for test purposes only

Open

[Cirrus Atlantic Suite](#) - The buyer has personally invited you to submit a quote.

Posted On: 17 Oct 2018
Open for bidding on: 17 Oct 2018 3:00 PM PDT
Response Deadline: 18 Nov 2018 7:00 AM PST

☆ Add to Watchlist

Not Interested

Upload Your Quote

Download last submitted bid

[Leave feedback](#)

Details

Opportunity Amount: **Unspecified**

Response Deadline: 18 Nov 2018 7:00 AM PST
(Buyers can close postings early)

Posting ID: 5985975

Business Contact: Joe Wolf

Posting Type: Request for Quotation (ERP)

Company Public Profile: <http://discovery.ariba.com/profile/AN01037602217-T>

Match Confidence: 0%

Comments: General instructions: 1. Pls reply by the indicated initial response date. 2. Pls update your supplier part nr if not equivalent to manufacturer part [More](#)

Product and Service Categories

Ship-to or Service Locations

• Timer integrated circuits

Main Street 2001
San Francisco , CA 94121
United States

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