

Dear Valued Vestas Supplier,

We are pleased to announce a new initiative to streamline our procurement and accounts payable processes. Vestas Wind Systems A/S is partnering with **SAP Ariba®** to fulfil our vision of moving away from paper and manually transmitted documents. Since 1996, Ariba has been transforming the global procurement landscape for businesses of all sizes and we are excited to provide you with this opportunity.



The project is called **Digital Procurement** and our vision is to have **One portal for supplier collaboration**. One portal for Vestas to buy, invoice, select, negotiate agreements and manage supplier relationships and performance - in a user friendly, compliant and cost-efficient way. The entire project consists of six Ariba modules that are rolled-out in the following order:



#### What this means for You

- Real-time Purchase Order (PO), Order Confirmation and Invoice exchange for quicker fulfilment
- Predictable cash flow with invoice and payment status updates
- Faster processing of invoices due to instant receipt of your invoices
- Submit RFQs and manage Contracts in one integrated platform

#### When will this take effect?

The onboarding of our existing supplier base is done in waves based on regional location of the supplier, whereas new suppliers to Vestas are instructed to sign-up using SAP Ariba starting from the second quarter of 2019. Vestas will make sure you receive the necessary information about the transformation when it becomes relevant to you.

#### How can you learn more about the Vestas and SAP Ariba partnership?

More information can be located either on [Vestas.com](https://vestas.com) or visit our [Supplier Information Portal](#) that is hosted in co-operation with SAP Ariba.

We are confident that this shift will strengthen our business relationship and allow for more robust collaboration and purchasing capabilities. If you any have questions, please contact the Vestas Supplier Enablement Team at [Ariba.ssc@vestas.com](mailto:Ariba.ssc@vestas.com).

Kind regards,  
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