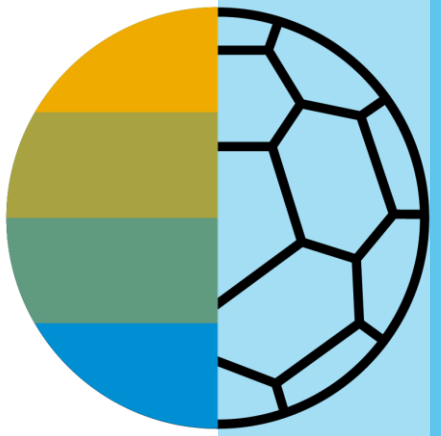
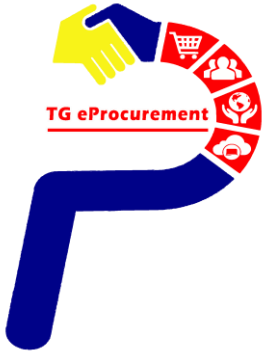
SAP Ariba

Top Glove
Supplier Summit





CUSTOMER

SAP Run Simple

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Timing & Expectations

âìÔ Òð 7 Ù ß ã Ãï¼ í Ý Ô : ÷½ŒÞÿâ Ü ¼ í Þ Ö Þ ë Åó Ü ÷Ò Þ Ô ÔžÂÆÌÙ Ù à í Ý ÷è è Þš

æ í ¼ Üğ Ÿí Ñ í Ü åÿÂåì Ý ÷ÙžÜ ÷ÐïÜ ùÖ Þ Ï ÐïÏ Ðÿè tgeprocurement@topglove.com.my

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Ariba Network (AN)

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Ariba Overview

Who is Ariba?

Ariba Network ¿òè øæàÿÂ÷Åæ ÜùÝÂ×ŒÊÔ ÞëÕÕÐÿÂý
øà ë ÒŸÝÓÞ¼ÞÞÜÞëæâÿíÂÕÞïäìÒÐÿÂý ÷Ùæèúæ Œ¼íÞ
Æè½íÝ÷ÖÞô÷Þæ ÂÂýÝ...
÷ÖÞôÔâìÐ¼ÞÞÜ¼íÞÒŸÂíÔÞÿÜ¼ÞúÔÞëÕÕÓÞ¼ïÃ
ÏïÃÏÒà

- ¼íÞ÷½ŒÞÿÜ Ariba Network ÒŸúæŒóÎ Üðè¼íå ÒæÃë½íÝåïÔ¿Œ / ÕÞï¼íÞ½è Â
  ¿óÎ ûÏŒèÝÿÂ¼âŒÂ½âíÂÛíÝúÔèÂ¿š¼Þ½èÂ Top Glove
- ¼íÞ÷½ŒÞÿÜ Ariba ÷ÙæÜùè¼íåúÔ¼íÞæíàô¼¿ŒúæÜÿÞíÝèæÔÒæÝøÔ÷¿Þè½ÿÝ
  Ariba Network

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4

Why Ariba Network?

Single point for business collaboration

- Manage leads, proposals, contracts, orders, invoices, and payments
- Collaborate with multiple customers

Works with how you do business

- Access a wide range of transaction options
- Use many browsers, formats, languages, and currencies

World's largest trading community of over $1 trillion

- Help active Global 2000 buyers find your products and services
- Get expertise, experience, and advice

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SAP Ariba Ü è ÕùÆ àôÅžÔú æŒ¼ìÕ Òÿï Ô ×ŒÆ í Ý

15% เพิ่มความสัมพันธ์อันดีกับลูกค้า

- à Ï ¿ â í Ü×ïÏ Ù à í Ï Ãí ¼¼í ÞÒŸ Âí Ô ÏŒà ÝÞëÕÕ manual ÷Öþ× àúæŒóÎ Ûí ÙúÔ¼í ÞÒŸ Âí Ô÷ÙžÜ½ñÔ
- Üè Â÷æþ× à ¼í ÞÒŸ Âí ÔúÔ¼í ÞÃÏ Æè ÃÏ æí ÷ÅÂ¼à ÝòÓ ûÏŒÜí ¼½ñÔ ø à ëÅïÏ ÷ÃÔ½ñÔ
- ÖÊïÕÐÐí Üø× Ô÷ÅÂ¼à ÝòÓ Þÿà Ü¼ÏÔûÏŒðúÔ Ëí Ôë¿ÿ¿Œ½è Âàð¼¿Œ

¿ í Ï ÷Ï í ø à ëâ í Âø × Ô¼í Þæ ÜóÔ ÷âðÝ Ô ÷ÂÏÔå Ï ûÏŒÏðŽñÔ

- ติดตามสถานะใบแจ้งหนี้ออนไลน์แบบเรียลไทม์และเพิ่มความถูกต้องและรวดเร็วในการติดตามทวงหนี้
- ระบบสนับสนุนและช่วยให้ผู้ขายได้รับเงินตรงตามเวลา
- สามารถปรับปรุงประสิทธิภาพในการวางแผนชำระ และรับเงินได้ดีขึ้นถึง 68%

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SAP Ariba Ü è ÕùÆàôÅžÔú æŒ¼ïÕ Òÿï Ô ×ŒŽ í Ý

30% growth in existing accounts
35% growth in new business

62% decrease in late payments

¿ í Ï ÷Ï í ø à ëâ í Âø × Ô ¼í Þæ ÜóÔ ÷âðÝ Ô ÷ÂÔå Ï ûÏŒÒð ½ñÔ

- ÐïÏ Ðí Üå Ñí Ô ëúÕ ø ÃÂŒæÔœ è Ôûà Ôšø ÕÕ ÷ÞÝà ûÒÜšø à ë ÷ÙžÜ ¿ â í ÜÑð¼ÐŒÂøà ëÞâÏ ÷ÞþúÔ¼í ÞÐïÏ Ðí ÜÒâÂæÔð
- ÞëÕÕå ÔìÕå ÔœÔ ø à ëÅÿà ÝúæŒŽ í ÝûÏŒÞÌÕ ÷ÂÏÔÐ ÞÂÐí Ü ÷âà í
- å í Üí ÞÑÖÞÌÕÖÞØÂÖÞëåïÒÓÏÛí ÙúÔ¼í Þâ í Âø × ÔÅŸÞë øà ëÞÌÕ ÷ÂÔûÏŒÐ½ñÔ ÑñÂ 68%

÷ÙžÜ â ÂÃÞ¼í Þ½ í Ý ø à ëÖïÏ Ý è Ï ½ í ÝûÏŒ ÷ÞÞ½ñÔ

- ÒŸÂí Ô Þÿ Ü¼ÔûÏŒÌÔ Òœø à ëÜÖÞëåïÒÓÏÛí Ù
- ÷ÖÞÅÿè ÂÒí Â¼í Þåžè å í ÞÒœÜÿ÷æÜœ Ôú¿ Þø à ë¿ àÿè ÂÐã ¼âÿí ÷ÏïÜ
- ÃÏ åÿÂ÷è ¼å í ÞûÏŒÞâ Ï ÷ÞÞ½ñÔ ÒÂúÕåžÂÆè ø à ëúÕ ø ÃÂŒæÔð
- ÃÕ½Œ×ïÏ Ù à í Ï ø à ëø ¼ŒÞ½úæŒÑð¼ÐŒÂ¼ÿ Ô ÒœÃë÷¼Ï ½ñÔ
- ÐïÏ Ðí Üå Ñí Ô ëúÕ ø ÃÂŒæÔœ è Ôûà Ôšû ÏŒø ÕÕ ÷ÞÝà ûÒÜš

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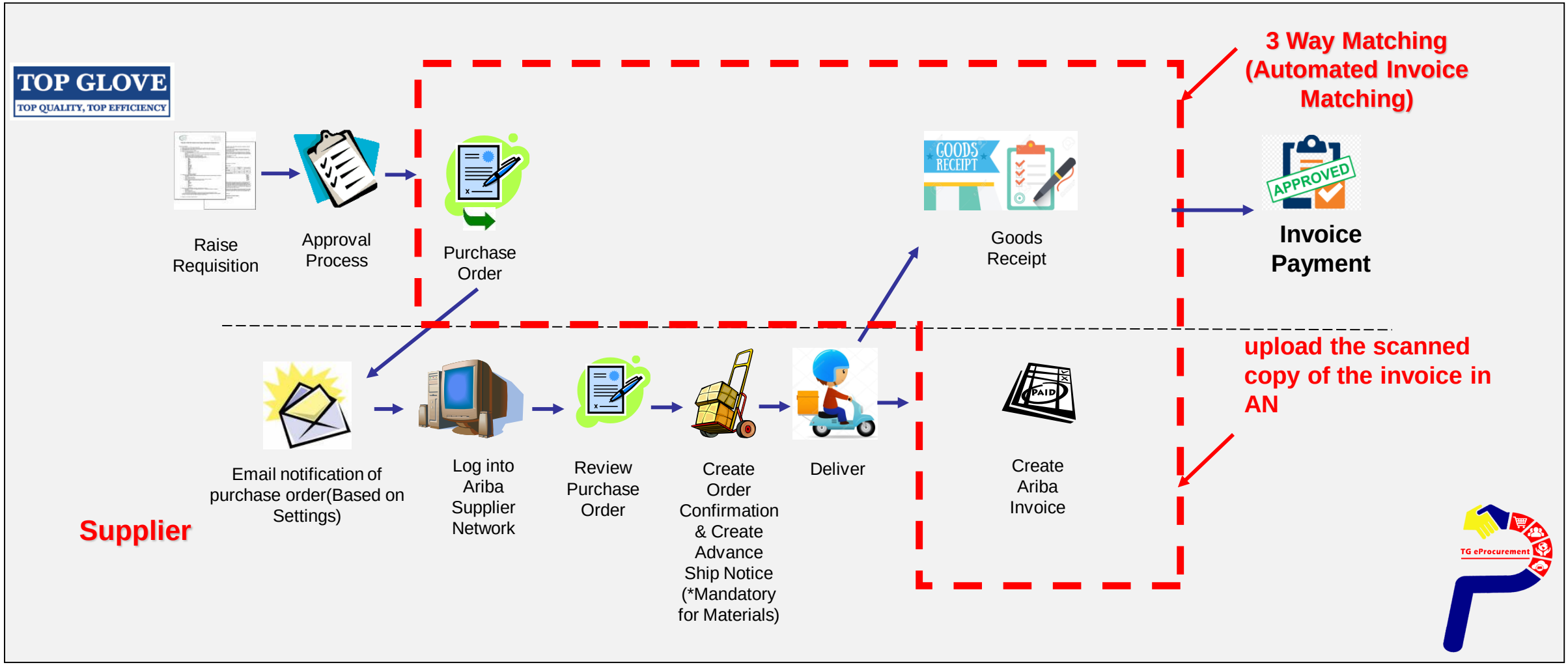
Requisition to Pay Process Flow



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÷ÖÞðÝÕ÷ÒðÝÕÞëæâÿÂ Enterprise øàë Standard Account Support

½ŒÏð½èÂ Standard Account

- úÅŒÉÞðïŒûÜÿÃÏ¼Ï
- ÞÕ POs ×ÿÎÔÒíÂ email
- åíÜíÞÑÝôÝÔ PO øàëÒŸúÕøÃÂÆæÔðÕÔ Ariba Network ûÏŒ
- ÷½ŒûÖÝÎÂ Supplier Information Portal (÷Ùæ Ïíâ Ôšûæà Ï ÷è¼åíÞ Øñ¼èÕÞÜ)
- åíÜíÞÑà ÂÒë÷ÕðÝÔúÔ sourcing events ÷Ùæúå ŒÈ Åð÷ÏðÝâ¼ÔûÏŒ
- ÷Aæ UùŸA¼ÔàôÂ¿ŒÞíÝúæÜÿøà ëÞíÝÔÒìÀAÓÒÔ

½Œ÷åðÝ½èÂ Standard Account

- ¼íÞÒŸÓÞ¼ÞÞÜúÔ¿Ÿí åžÂÆèÐŒÂÜíÃí¼è÷Üà Ò¼¿ÞìÂ
- ûÜÿåíÜíÞÑÜèÂ÷æÞÔ÷è¼åíÞÒìÂæÜÏ ûÏŒûÔÒðÏðÝâ (ûÜÿÜðinbox/outbox)
- ¼íÞÃÏ¼íÞúÕåžÂÆè×ÿÎÔÒíÂè÷Üà šÒ¼¿ÞìÂ÷ÖÞÔ÷Þæ ÂÝâÝí¼
- åÑíÔëÒð÷Ôàðà ÝÔøÖà Â½èÂúÕåžÂÆè øàëúÕøÃÂÆæÔðÃëÑô¼åÿÂ×ÿÎÔÒíÂ è÷Üà š÷ÒÿÔìÔ
- ûÜÿåíÞÜíÞÑ÷ÞÝ¼ÞíÝÂíÔÃí¼ÞëÕÕûÏŒ
- ûÜÿŸÜðëÕÕæÞè ÒðÜÂíÔåÔìÕåÔðÔ (Ü÷ÙðÝÂè÷Üà š)
- ûÜÿåíÜíÞÑ÷× ÝøÙÞÿ¿ÐÐíàþè¼

½ŒÏð½èÂ Enterprise Account

- ÐÞâÃåè Õåíà ÔëúÕøÃÂÆæÔðè ÔûàÔšûÏŒøÕÕ ÷ÞÝàûÒÜš
- Þâ Ü÷è¼åíÞÒô¼ÄÕìÕûâŒÊÔÒðÏðÝâ (inbox/outbox)
- åÞŒÂøàëÏíâÔšûæàÏÞíÝÂíÔ
- ÷×ÝøÙÞÿ¿ÐÐíàþè¼
- èïÔÒÞï÷¼Ï ¼ìÕÞëÕÕ ERP ½è¿ðûÖÝìÂ Ariba Network
- Ü÷ëÕÕåÔìÕåÔðÔÐàèÏ 24 åÜ. úÔ 5 âìÔÒŸ¼íÞ (24X5)
- ¼íÞØô¼èÕÞÜøà ë¼íÞúæŒâíÜÅÿâÝ÷æàèùÏ ÝÒðÜÂíÔ åÔìÕåÔðÔÒðÜ¿âíÜÅŸÔíÎ

½Œ÷åðÝ½èÂ Enterprise Account

- Ãë÷ÞÞÜ¿ÿíÓÞÞÜ÷ÔðÝÜ÷Ü÷ÜðÜð¼íÞÒŸÓÞ¼ÞÞÜÑîÂ ÖÞïÜíÎ øàëøàëÃŸÔâÔ÷è¼åíÞÒô¼ŸæÔÏøàŒ

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ตัวอย่าง :

Standard Account Dashboard

Enterprise Account Dashboard

ùÖÞÏ ¿ àï¼ÖÿÜ PROCESS ORDER Òæ Ýõî Ô èð¼ø ÃŒ÷Ðè Ô âÿï ûÏŒÞÌÖúÕ åžÂÆè (PO) (INTERACTIVE EMAIL)

TOP GLOVE SDN BHD sent a new order

If more than one email address is associated with your organization for PO delivery, then the copy of this purchase order would be sent to them as well.
Your customer sent you this order through Ariba Network.

TOP GLOVE
TOP QUALITY, TOP EFFICIENCY

Process order

Next step

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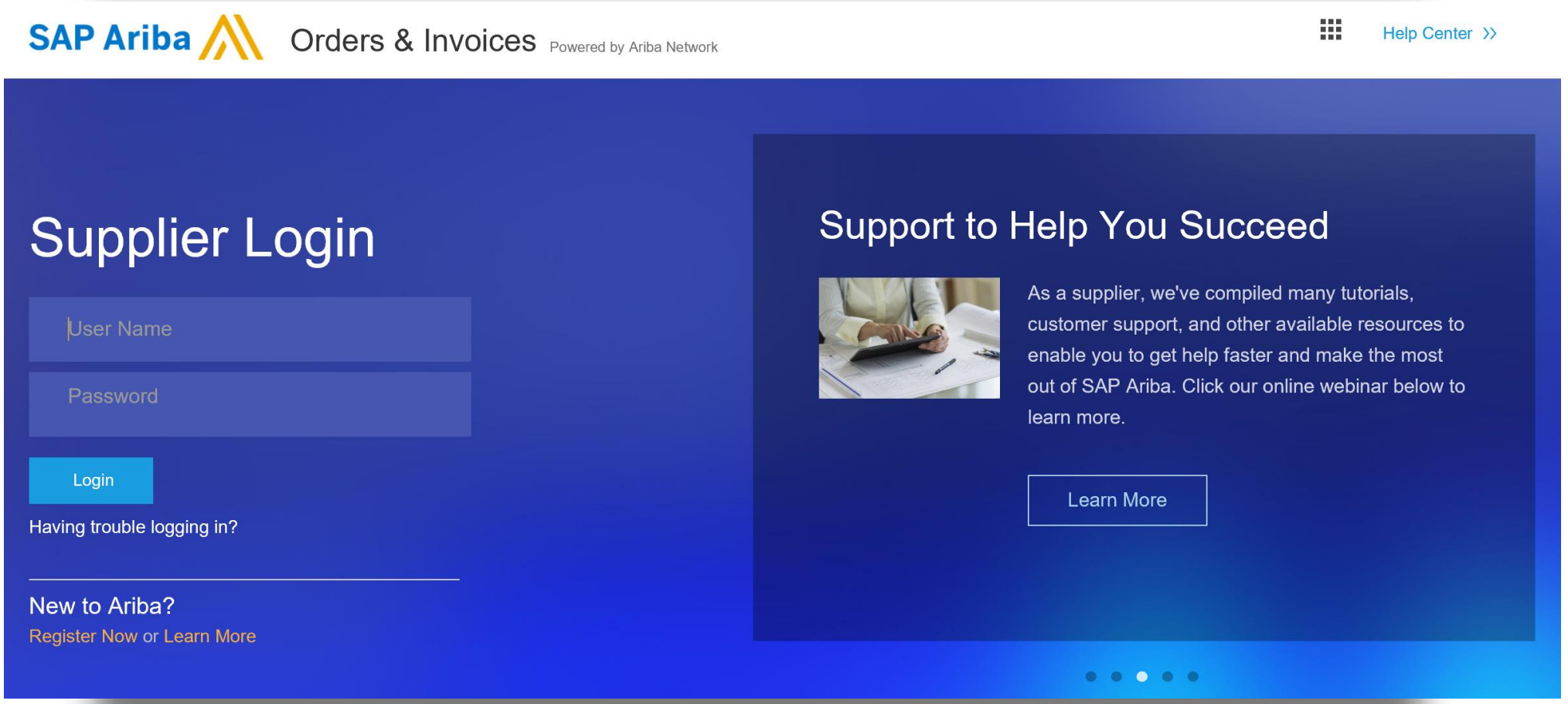
Standard Account

Ãí ¼ÔìÔ àþè ¿ èïÔ ÏŒã Ý **Ariba Account** ½è ÂÒÿï Ô ÒØÜœ Ýýø àŒã



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Standard Account

Home Page

1.Create

- Non-PO Invoices and Credit Notes
- Contract Invoices*

2. Show only last 200 documents.

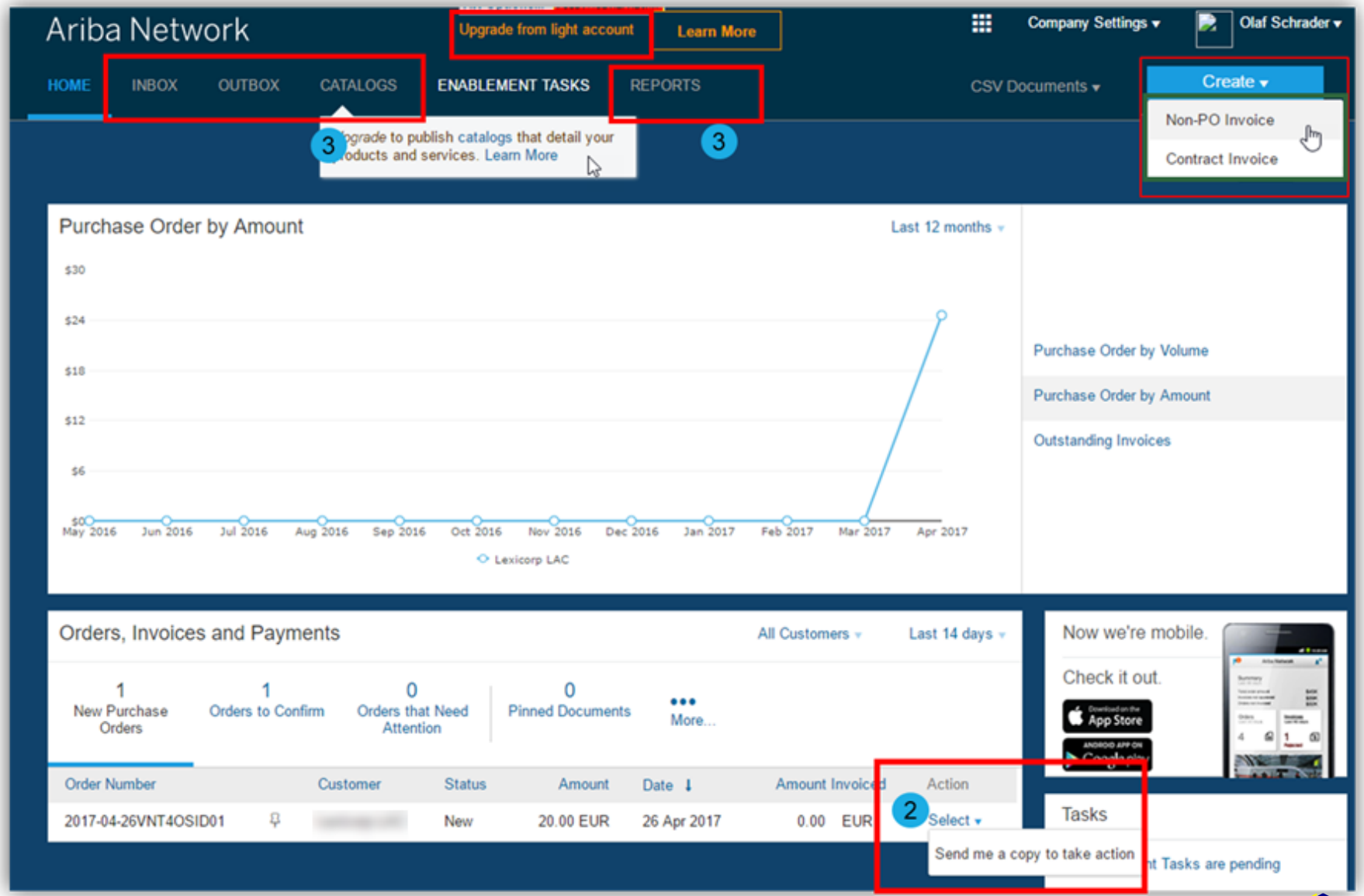
List view with send me a copy to take action

3. Deactivated features

- Inbox/ Outbox
- Catalogs
- Reports
- CSV Documents

4. Upgrade from Standard Account

- → upgrade to full-use account
- Permission controlled



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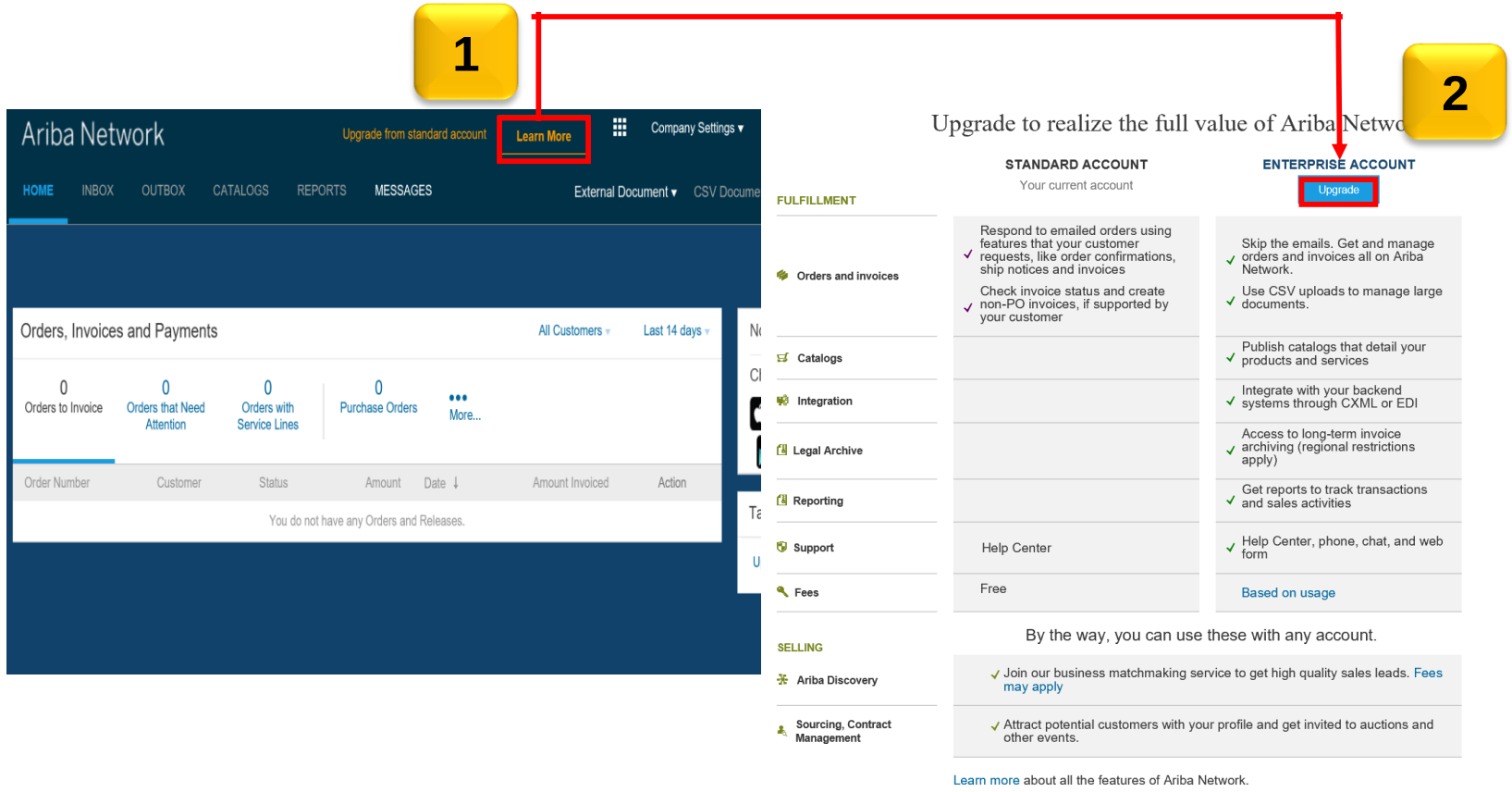
Home Page – âïÓðè ìÙ ÷¼ Þ Ï ÷ÖþÔ Enterprise Account

To Upgrade to Enterprise Account :

1. ¿ àï¼½Œ¿ â í Ü “Learn more”

2. ¿ àï¼ Upgrade



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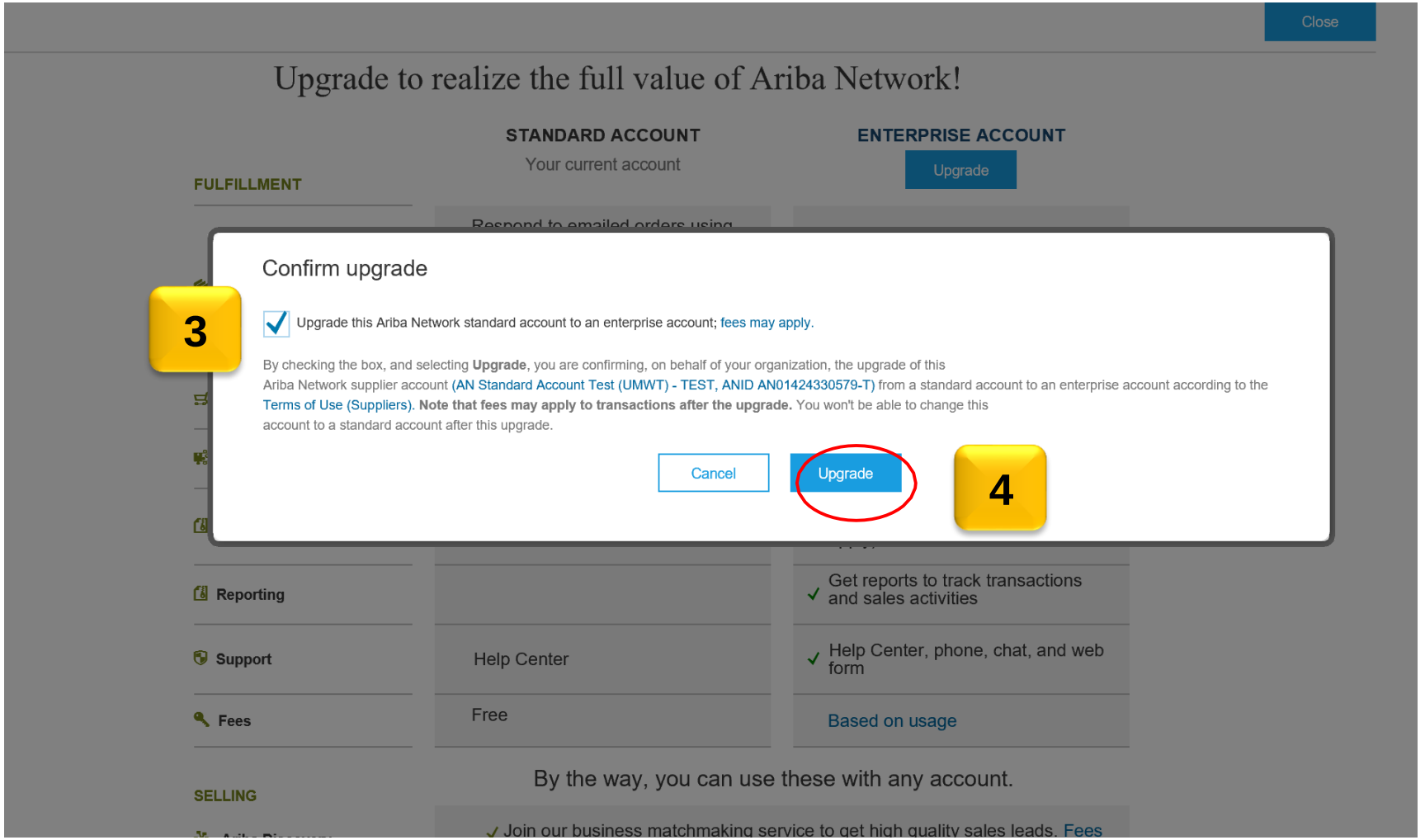
Home Page – Upgrade to Enterprise Account

3. กดตรงกล่อง Upgrade box และ

4. คลิก ปุ่ม Upgrade



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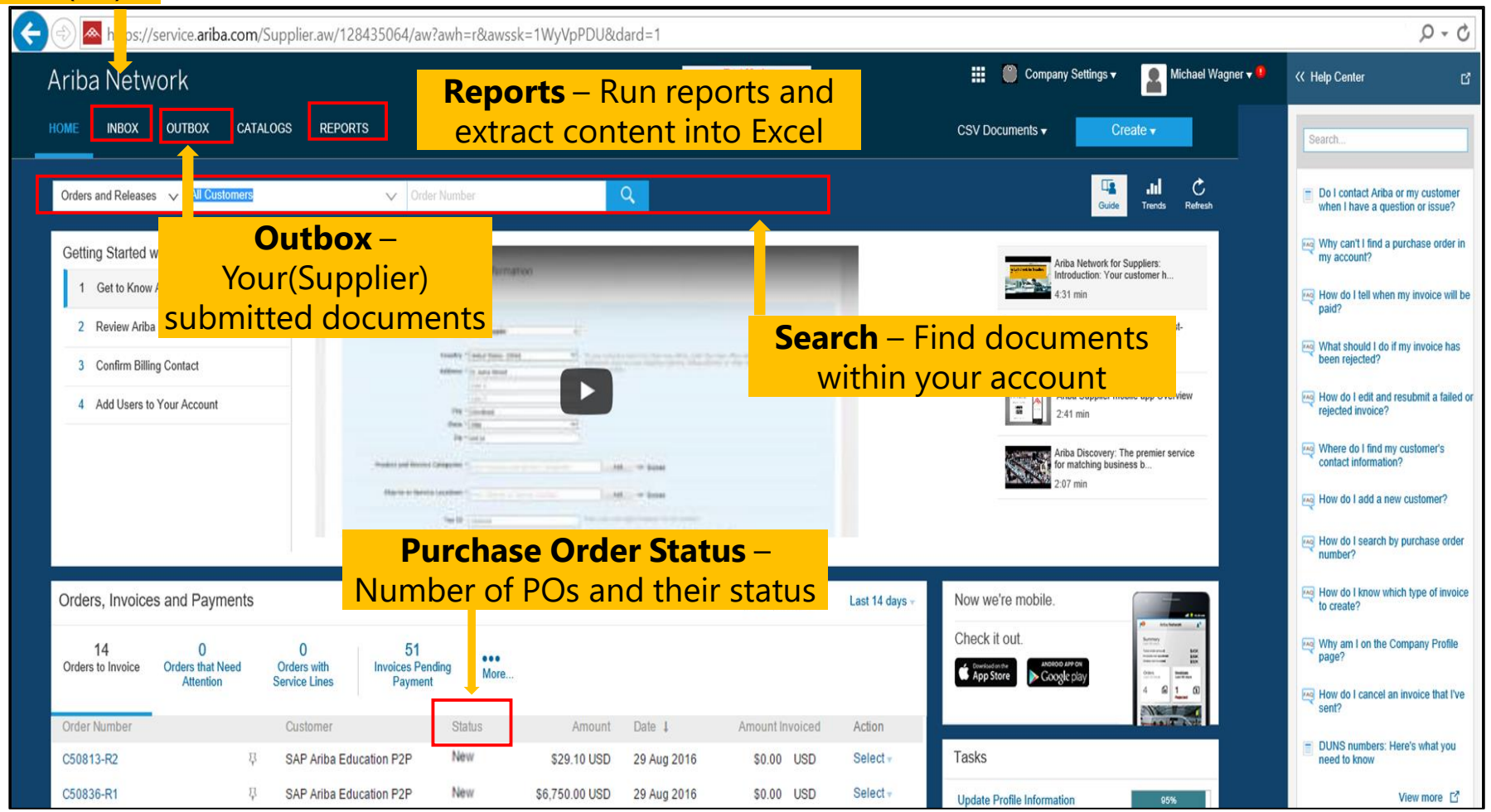
Enterprise Account Dashboard

Inbox – Documents from buyer/s (TG)



Reports – Run reports and extract content into Excel

Outbox – Your(Supplier) submitted documents

Search – Find documents within your account

Purchase Order Status – Number of POs and their status

- All functions are activated
- Dashboard Supplier can click documents from dashboard
- Supplier can use single ID with other customer

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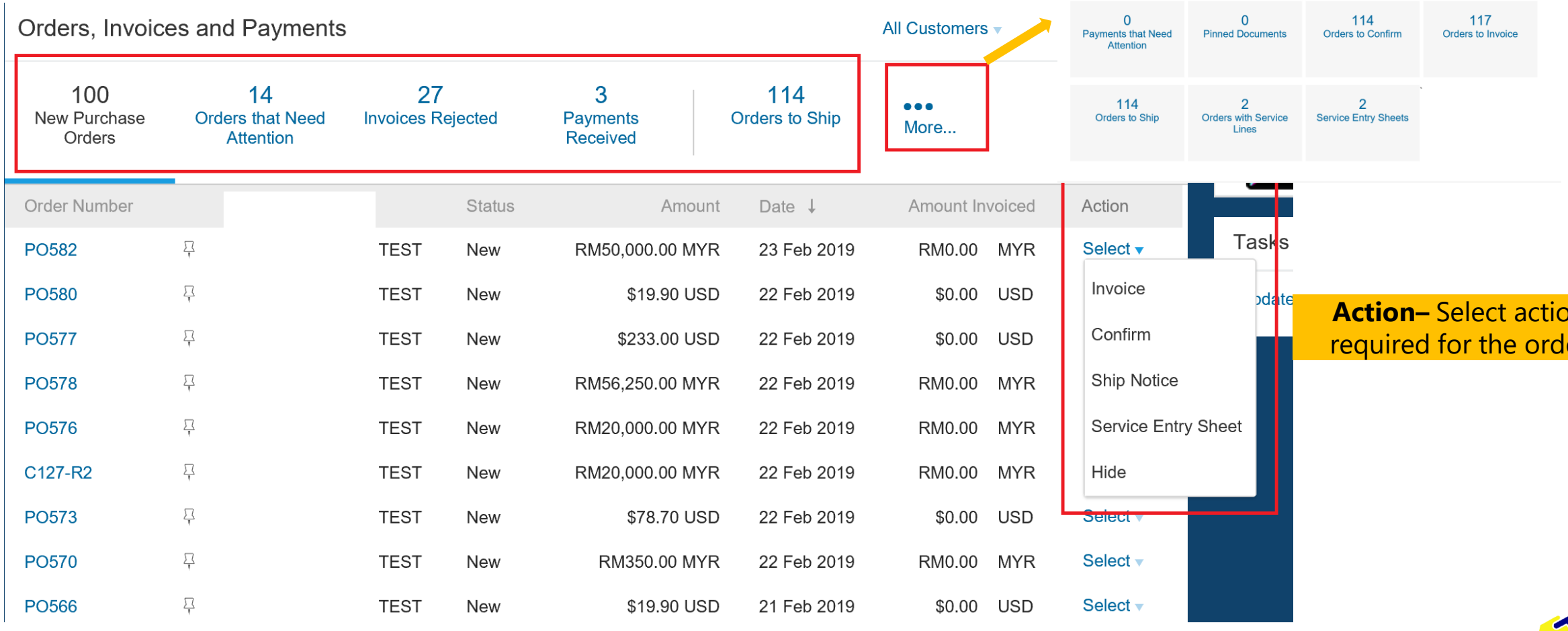
Cont…



Action– Select action required for the order

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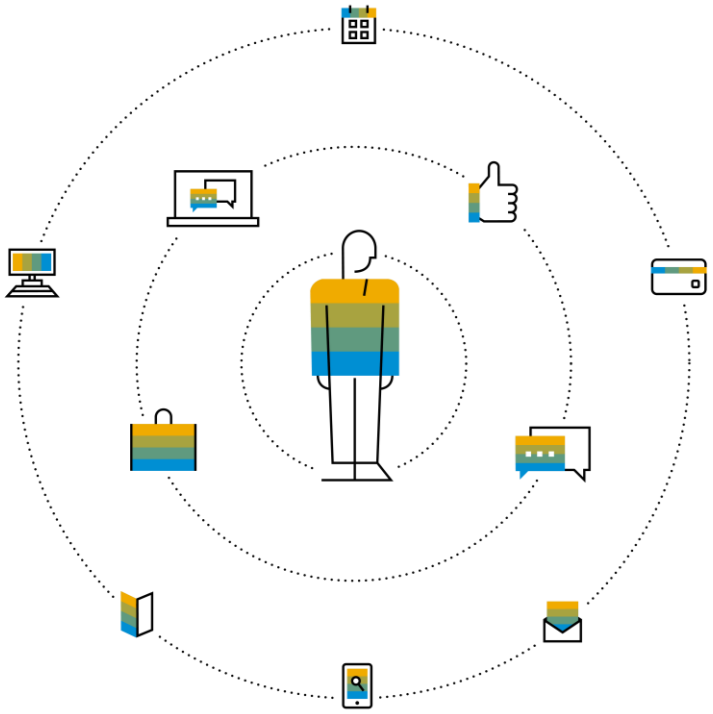
Ariba Network Fee Schedule Basics



FREE for all suppliers to join and begin transacting

Two components of the supplier fee schedule: Transaction Fees and Subscription Fees

Chargeable documents are considered Purchase Orders & Invoices.

Chargeable suppliers transacting less than $250,000 in annual financial volume will be assigned to the Bronze level irrespective of annual document count

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Subscription Levels

Premium

- Unlimited portal access
- Electronic catalogs
- Supply Chain Collaboration
- Customer support
- Long-Term Invoice Archiving
- Reporting

Bronze

Premium, plus:

- eCommerce consult team
- Ariba achievement badges
- Free Discovery RFI/RFQ response

Silver

Bronze, plus:

- Express integration support
- cXML and EDI Integration
- Supplier technical support
- Two free Discovery responses

Gold

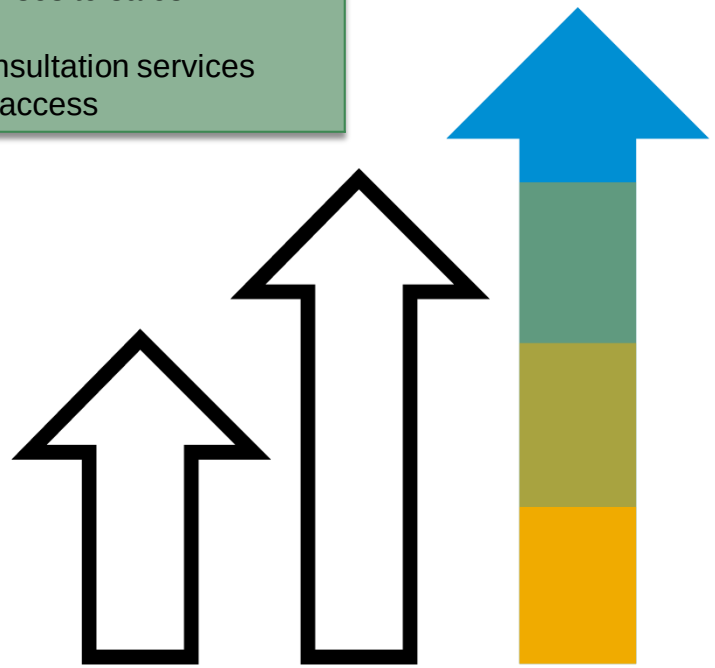
Silver, plus:

- Unlimited responses to sales opportunities
- eCommerce consultation services
- Priority support access

Platinum

Gold, plus:

- Ariba LIVE pass
- Extended integration support



Read more about subscription levels, calculate your fees & check out other currencies on our website
https://www.ariba.com/ariba-network/ariba-network-for-suppliers

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Ð í Þí Â¿ÿí ÓÞÞÜ÷ÔðÝÜ½è Â

ÆÙÙà í Ý÷è è Þš åÝï æ ÞÌÕ

Enterprise Account

¿ÿí ÓÞÞÜ÷ÔðÝÜ¼í ÞÒÝÓÐ¼ÞÞÜ

Õïà ÷¼Ðõ¿ÿí ÓÞÞÜ÷ÒðÝÜÒð¼ûÐÞÜí å

½ð ÃÝ¼ï ¿ÿí ÓÞÞÜ÷ÔðÝÜÐÿè 1 ¿â í ÜåìÜÙìÔÓš: 600,000 Õí Ò Ðÿè Öð

ûÜÿÜðú ÕÕìÔ Òñ¼¼í Þ Õ Þï¼í Þ (Without Service Entry Sheets)

0.155% ½è ÂÖÞïÜí Î ¼í ÞÒÝÓÐ¼ÞÞÜ

เกณฑ์ค่าธรรมเนียม

1,600,000 บาท และ 5 เอกสาร

ซัพพลายเออร์ที่ไม่ผ่านเกณฑ์ค่าธรรมเนียม จะไม่ถูกเรียกเก็บค่าธรรมเนียม

¿ÿí ÓÞÞÜ÷ÔðÝÜ¼í Þå Üì¿ Þå Üí Åï¼

Õïà ÷¼ÐõÞí ÝÖð

ÃÝÔâÔ÷è¼å í ÞÐÿè Öð ÞâÜÒð¼¿ â í ÜåìÜÙìÔÓš½è Âàð¼¿Œ	ÞëÏìÕå Üí Åï¼	¿ÿí ÓÞÞÜ÷ÔðÝÜ Þí ÝÖð (Õí Ò)
÷è¼å í ÞÃÝÔâÔ 4 ÄÕìÕ ½ðûÖ	Premium	Ú Þð
÷è¼å í ÞÃÝÔâÔ 5 Ñâ 24 ÄÕìÕ	*Bronze	1,500
÷è¼å í ÞÃÝÔâÔ 25 Ñâ 99 æ Þè Üð¼í ÞúÅŒEDI/cXML	Silver	22,000
÷è¼å í ÞÃÝÔâÔ 100 Ñâ 499	Gold	68,000
÷è¼å í Þ 500 ÄÕìÕ ½ðûÖ	Platinum	167,000

*ÆÙÙà í Ý÷è è ÞšÒðÝÓð¼ÞÞÜ Ò í Â¼í Þ÷ÂÔÔŒÝ¼âÿï **7,500,000** Õí Ò Ðÿè Öð

ÃëÑð¼úæŒÝÿïÔ ÞëÏìÕå Üí Åï¼ Bronze ùÏ ÝûÜÿÐŒ¿ÿí ÔñÂÑñÃÝÔâÔ ½è Â÷è¼å í ÞÐÿè Öð

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Ðìâ è Ýÿ Â¼í Þ¿Ÿí Ô â Î ¿ÿí ÓÞÞÜ÷ÔðÝÜ

Transaction Fees (USD) (0.155% or 0.00155 of Sales Volume)		Subscription Fees (USD) (Annual Chargeable Doc Count)		Annual Fees (USD)
$59k USD x 0.155%= ~~$91.45~~ THB 1,779,440 $0	+	4 documents Premium Level | $0	=	$0
$400k USD x 0.155%= $620 USD THB 1,2064,000 THB 18,699	+	93 documents Silver Level | $750 THB 22,620	=	$1,370 USD/ THB 41,319
$200k x 0.155%= $310 THB 6,032,000 THB 9,349	+	700 documents *Bronze Level | $50 THB 1,508	=	$360 USD/ THB 10,857

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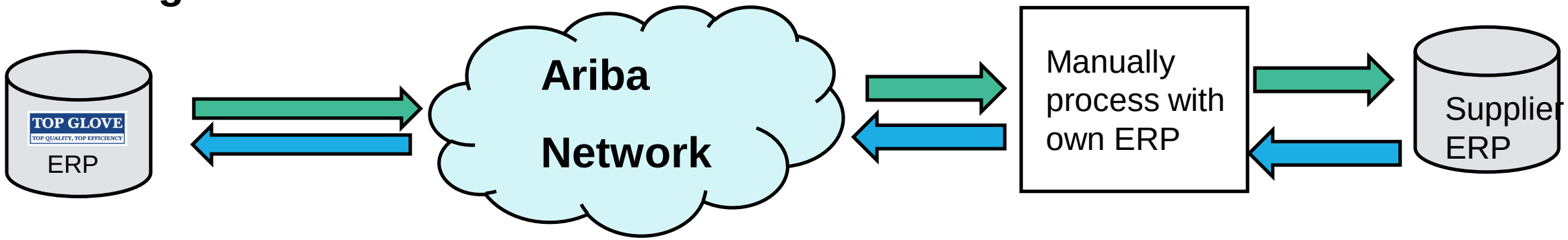
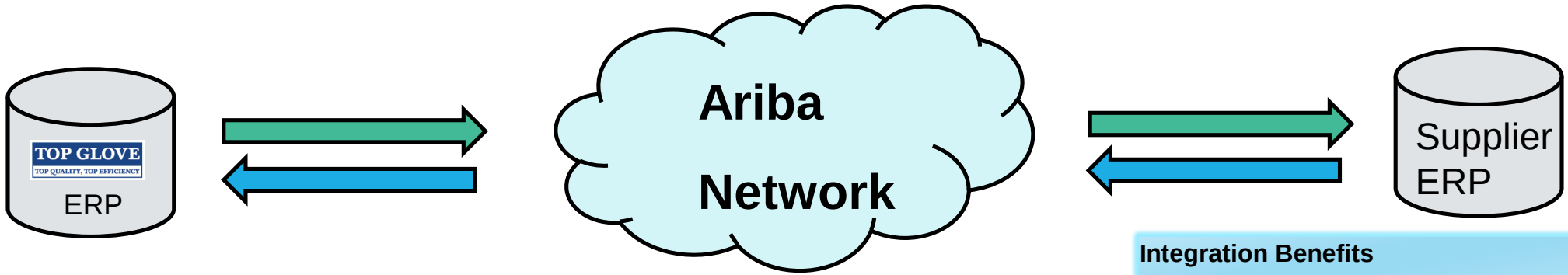
Supplier Integration





Integration Benefits

- ✓ 45 to 65 percent invoice accuracy
- ✓ 60 to 75 percent less costly
- ✓ 15 to 20 percent reduction in DSO
- ✓ Improve customer Retention

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SAP Ariba Supplier Mobile App

ø è Ù Ù àï÷¿ ÅžÔ ÕÔ Üè Ñè ½ è Â **Ariba Network**

Supplier

Available on :

Google Play

App Store

Business Insights

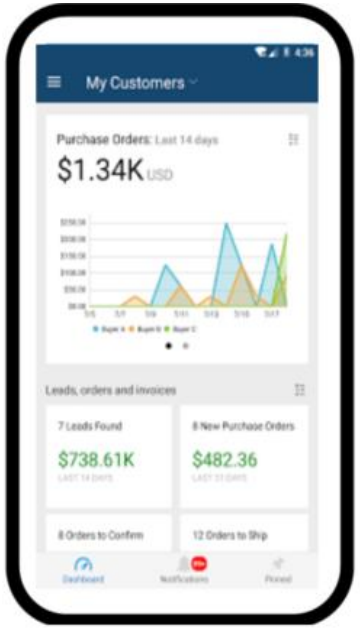
แนวโน้ม ของ PO

PO and invoices ที่ได้รับ/ส่งจากลูกค้า

Work on-the-go

ยืนยัน PO ได้ทันที ผ่านมือถือ

ปักหมุดสำหรับเอกสารที่สำคัญไว้อ่านภายหลัง...



Insights

Alerts

Monitoring

Transactions

Real-time Alerts

View network activity

สามาได้รับรับการแจ้งเตือนของ business critical events

Monitor Key Activity

เรียกดูรายละเอียดของ PO and invoice

ค้นหา PO and invoices โดยใช้ระบบ HANA

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Receive qualified leads

A quick 5 minute registration will activate qualified leads sent right to your inbox

- ผู้ซื้อโพสหาผู้ขายเป็นมูลค่ากว่า US$3 ล้านล้าน

- มีสินค้ามากกว่า 20,000 รายการ

- มีผู้ซื้อจากองค์กรใหญ่มากกว่า 4,000 ราย
- มีผู้ขายมากกว่า 1,000,000 ราย

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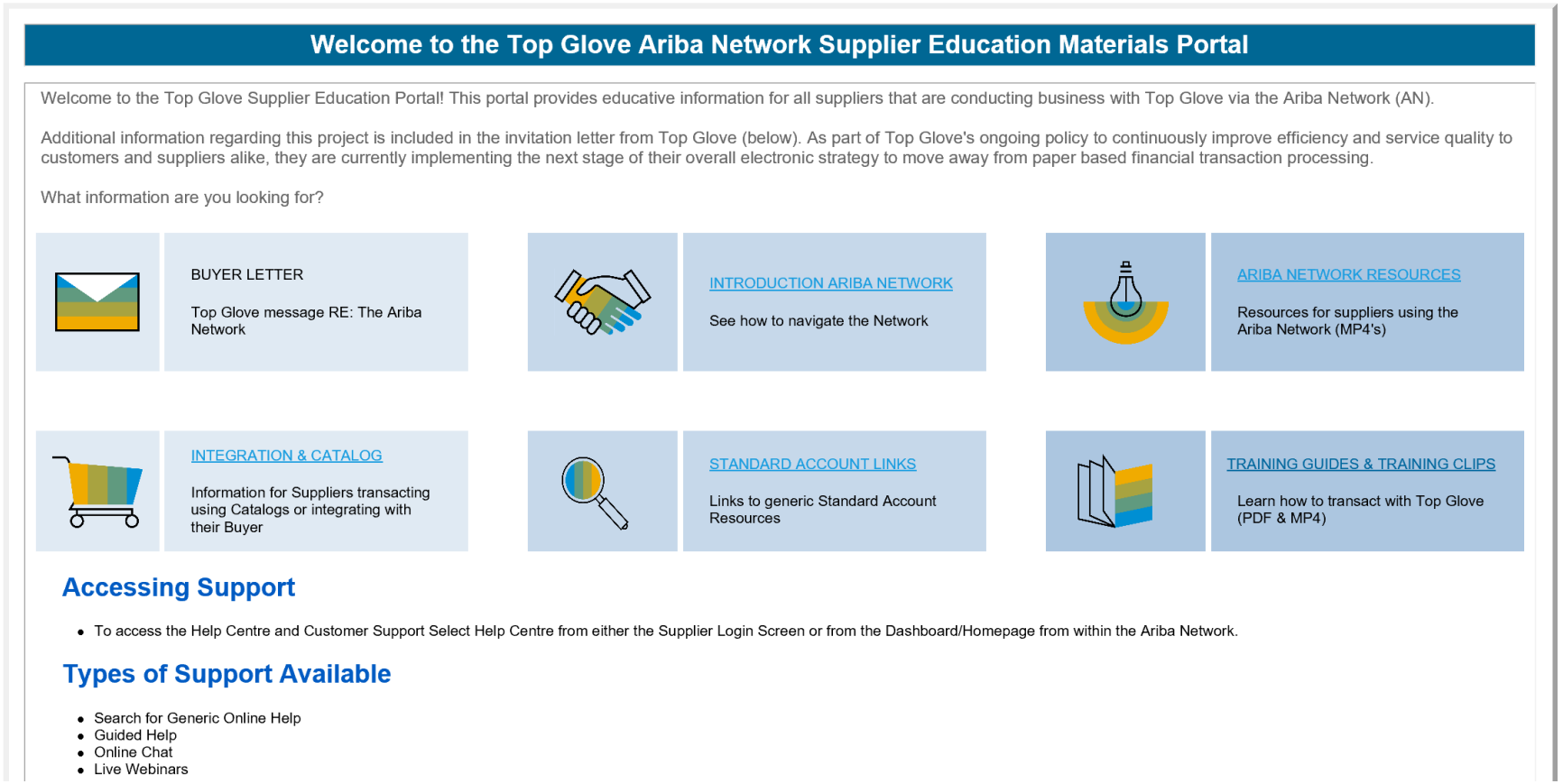
Supplier Informational Portal



Welcome to the Top Glove Ariba Network Supplier Education Materials Portal

Welcome to the Top Glove Supplier Education Portal! This portal provides educative information for all suppliers that are conducting business with Top Glove via the Ariba Network (AN).

Additional information regarding this project is included in the invitation letter from Top Glove (below). As part of Top Glove's ongoing policy to continuously improve efficiency and service quality to customers and suppliers alike, they are currently implementing the next stage of their overall electronic strategy to move away from paper based financial transaction processing.

What information are you looking for?

BUYER LETTER

Top Glove message RE: The Ariba Network

INTRODUCTION ARIBA NETWORK

See how to navigate the Network

ARIBA NETWORK RESOURCES

Resources for suppliers using the Ariba Network (MP4's)

INTEGRATION & CATALOG

Information for Suppliers transacting using Catalogs or integrating with their Buyer

STANDARD ACCOUNT LINKS

Links to generic Standard Account Resources

TRAINING GUIDES & TRAINING CLIPS

Learn how to transact with Top Glove (PDF & MP4)

Accessing Support

- To access the Help Centre and Customer Support Select Help Centre from either the Supplier Login Screen or from the Dashboard/Homepage from within the Ariba Network.

Types of Support Available

- Search for Generic Online Help
- Guided Help
- Online Chat
- Live Webinars

เลือก **Company Settings**, review:

- Customer Relationships
- Top Glove “Supplier Information Portal”
- Click Supplier Information Portal for each pop-up window

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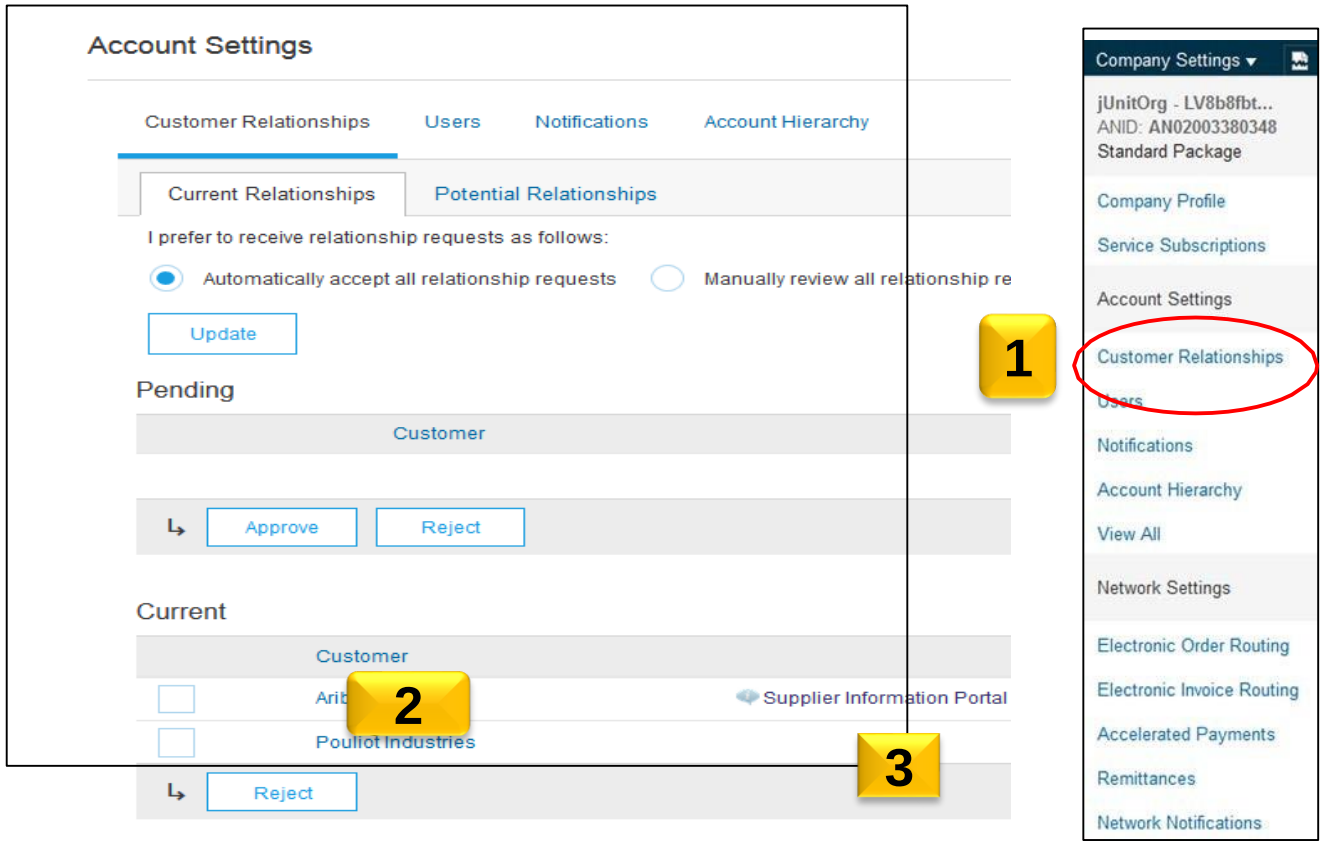
How to access TG Supplier Information Portal

1. Select the name of your company in the top right corner and then click the Customer Relationships link.
2. Select the **Customer Name (Top Glove)** to view transactional rules - The Customer Invoice Rules determine what you can enter when you create invoices.
3. Select **Supplier Information Portal** to view the following presentations to learn more about transacting with Top Glove.
   - Account Configuration Guide
   - Purchase Order Confirmation and Ship Notice Guide
   - Invoice Guide
   - Supplier Membership Program / Supplier Registration Guide



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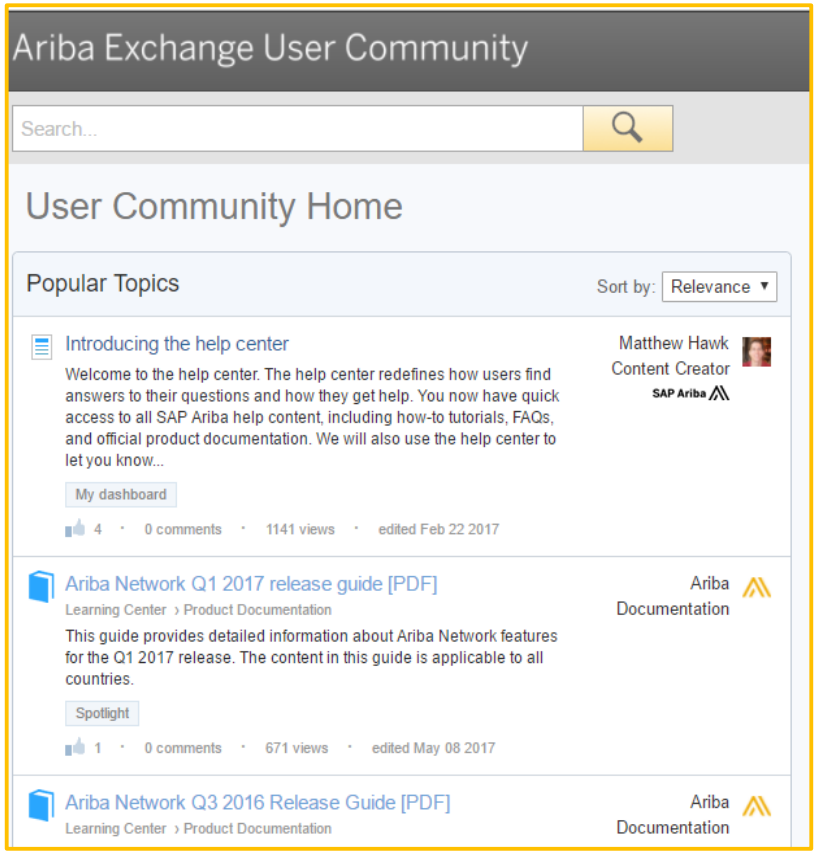
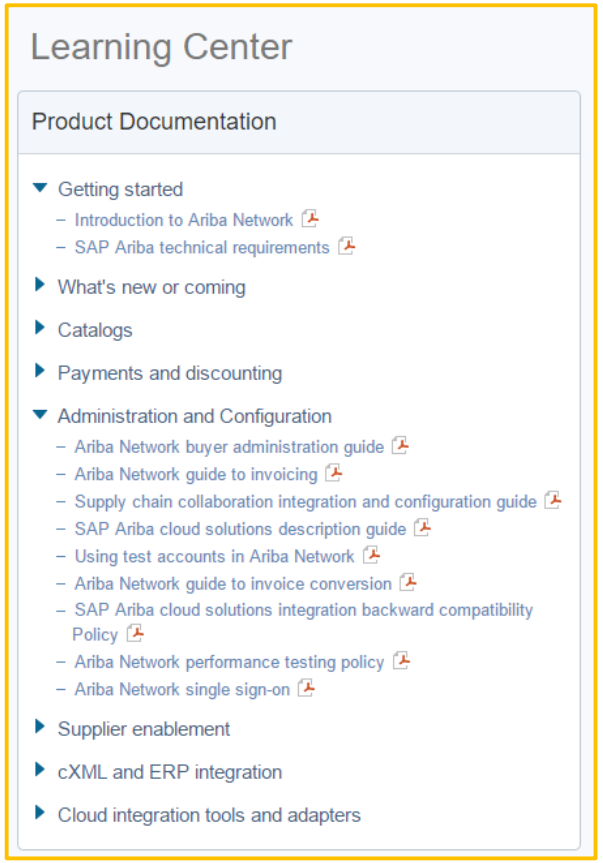
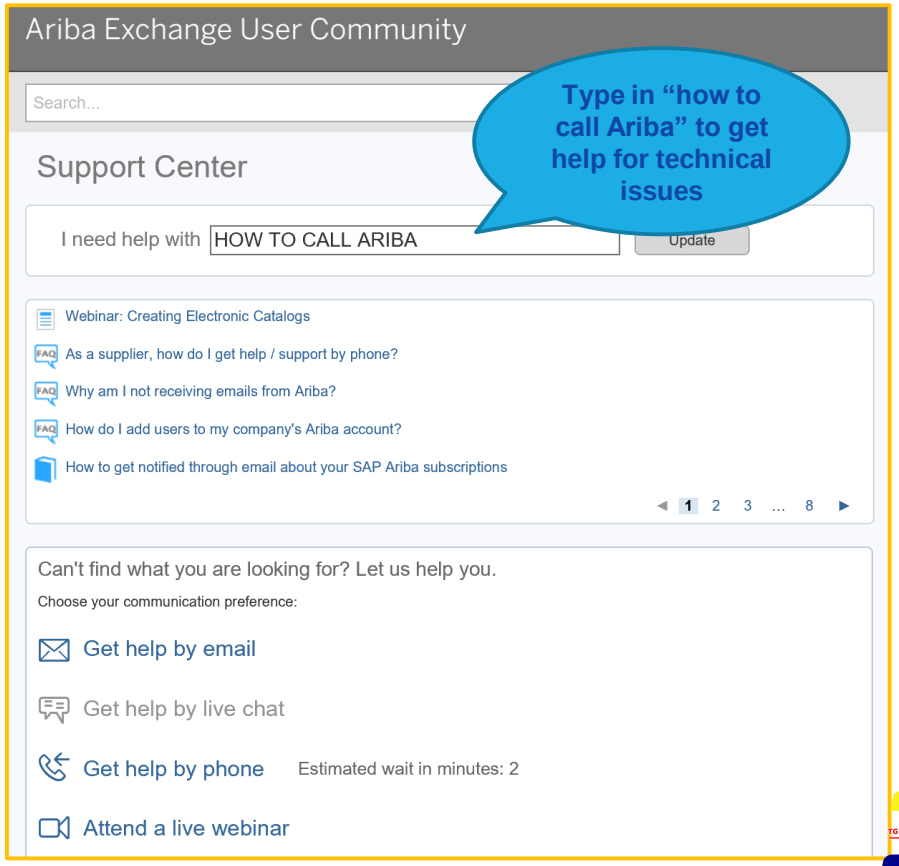
Ariba Exchange User Community

- From the Help link, access the **Learning Center** for Product Documentation or the **Support Center** to Contact Support







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Òÿï Ô Ù ÞŒÜ ø àŒ æ Þè ÝìÂ ? on Ariba Network- to register a new account or use existing account to transact with TG?

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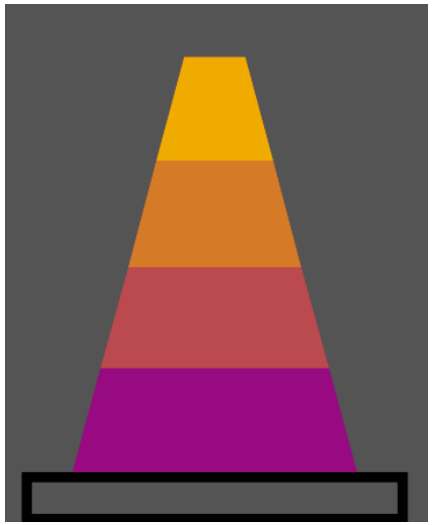

Subscriptions Level Benefits

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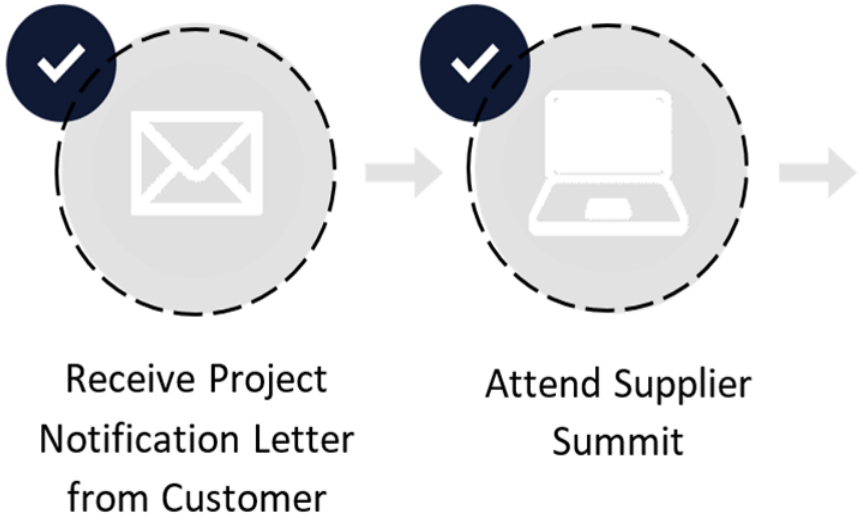

**โปรดเรียกทีมงาน หากท่านยังไม่ได้รับอีเมลขอความสัมพันธ์ทางการค้าจาก Top Glove

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Registration/ Enablement Activity

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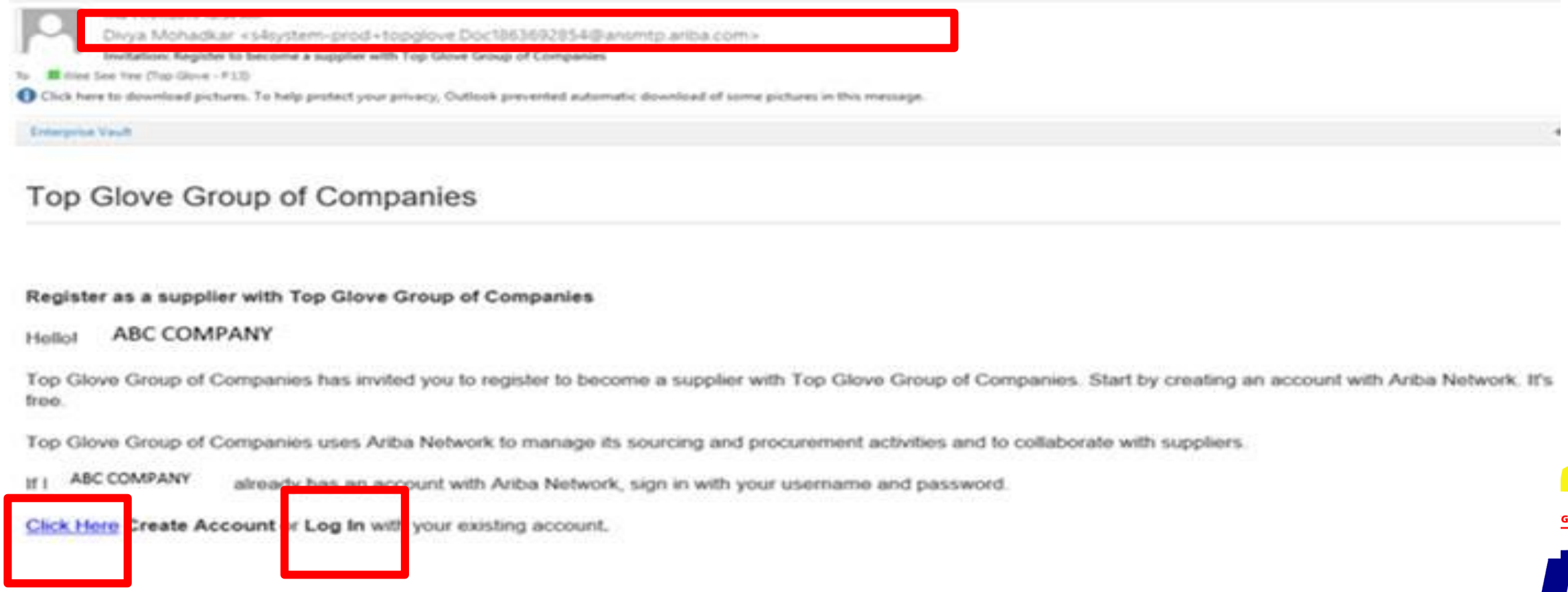
Ðìâ è Ýÿ Âèð÷Ü à : TG Collaboration invitation (*ùÖÞÏ ¿ŒÔ æ í Òð Spam/æÞè ¼ àÿè Â½Œ¿ â í Ü èðÔ ý æ í ¼ÝìÂ ûÜÿûÏŒÞìÕ èð÷Ü à)

ขั้นตอนที่ 1: เปิดอีเมล **Top Glove Group of Companies / Divya Mohadkar**

ขั้นตอนที่ 2: คลิก “Click Here” ภายใน 24 ชั่วโมง เพื่อสร้าง **Create Account** or **Log in** with your existing Ariba account



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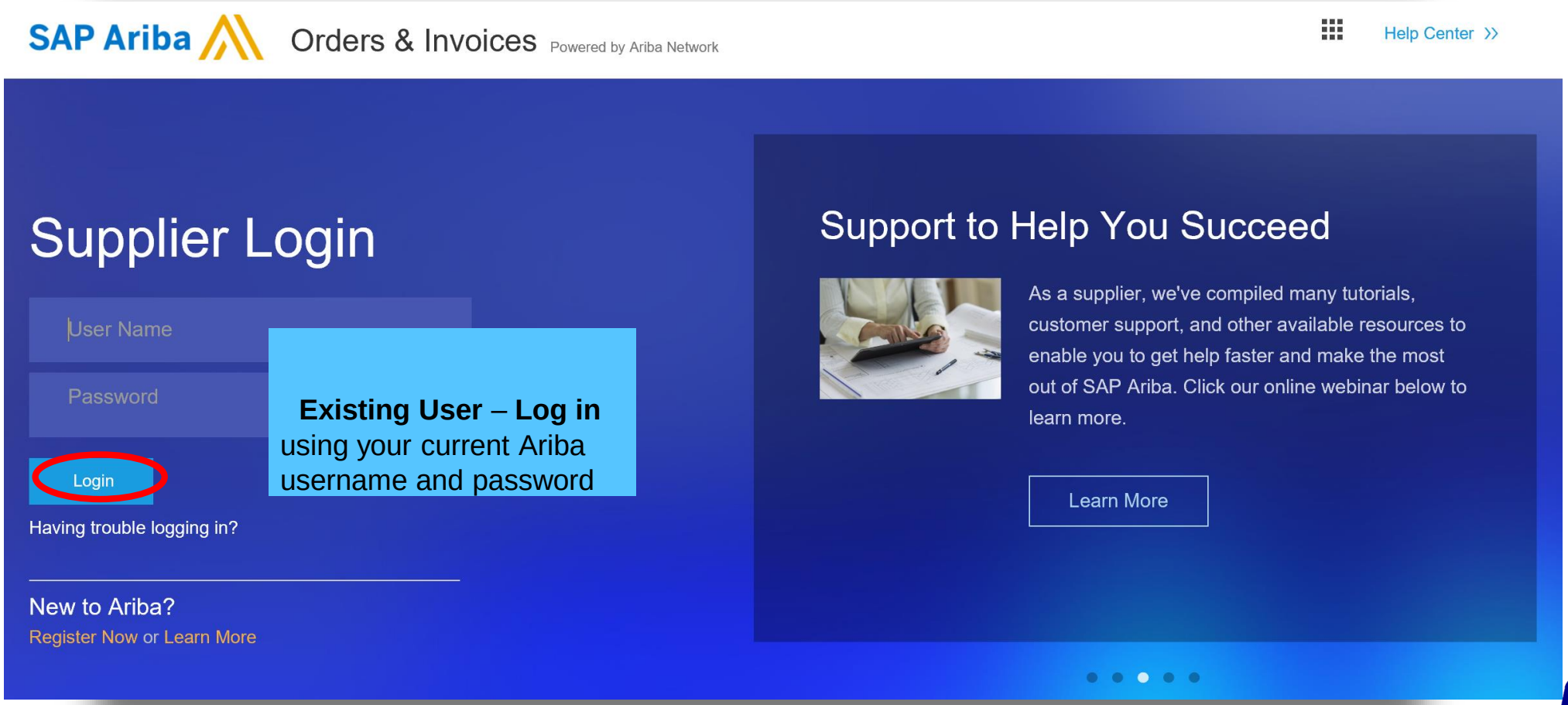
Demo & Training

1. Configure your account
2. Process Invoice

Login.

***Note:* Ensure to use the same username & password which you've registered for SLP**



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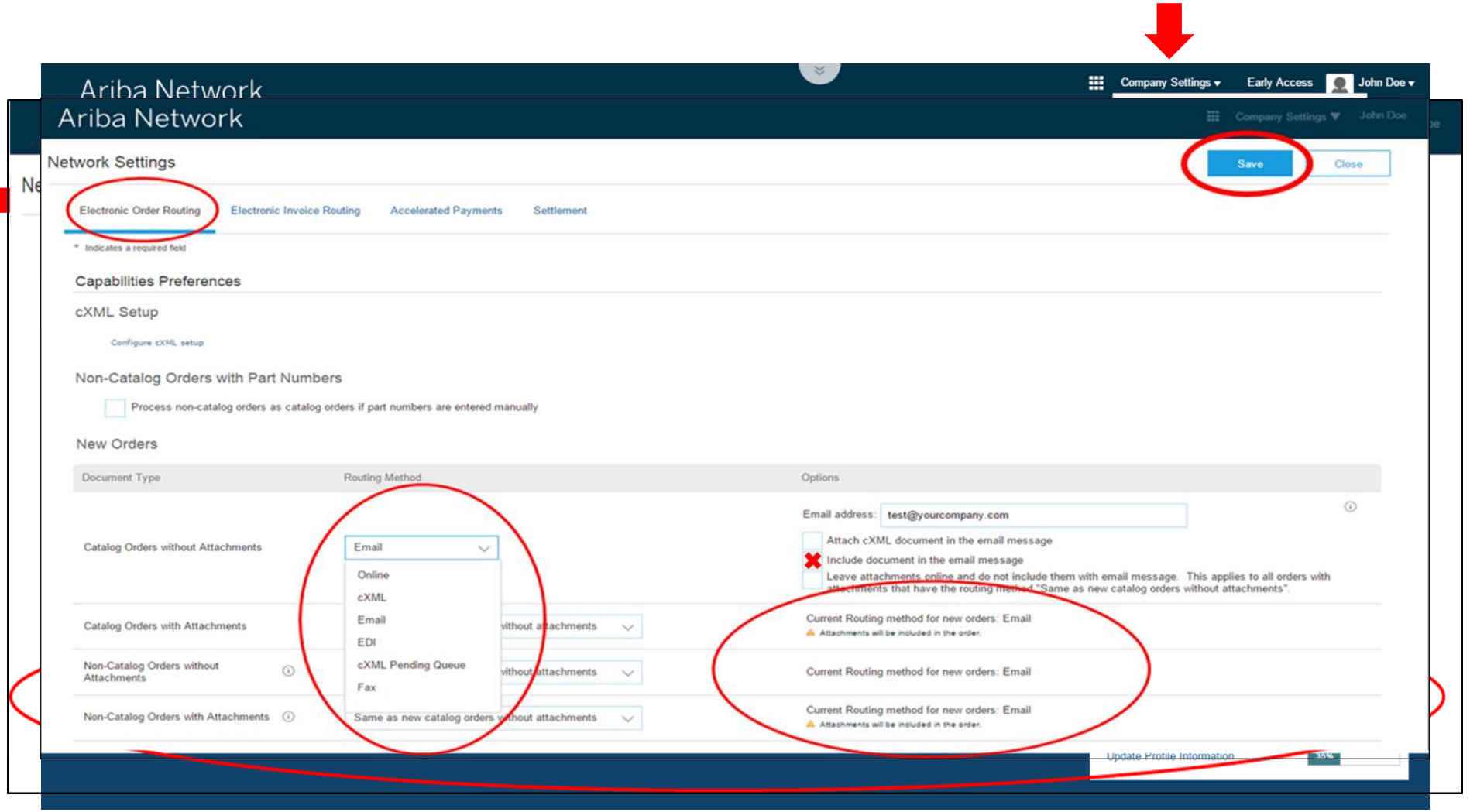

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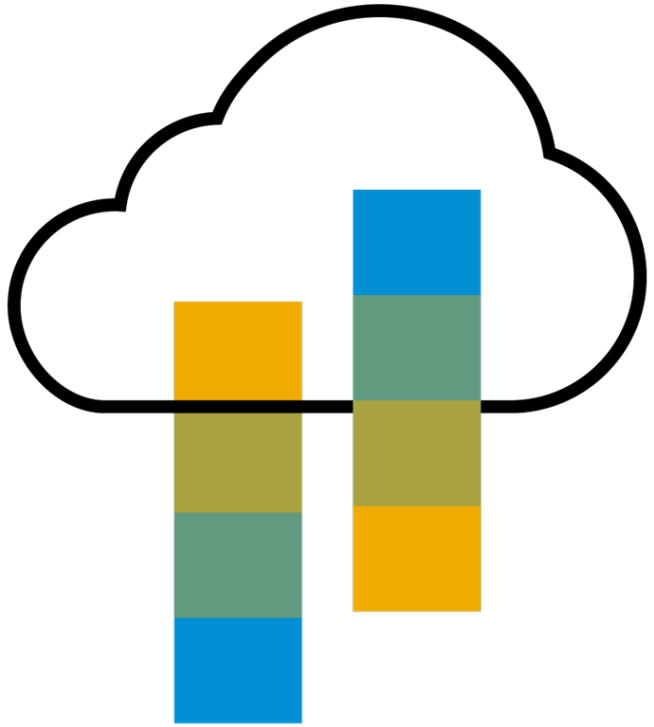

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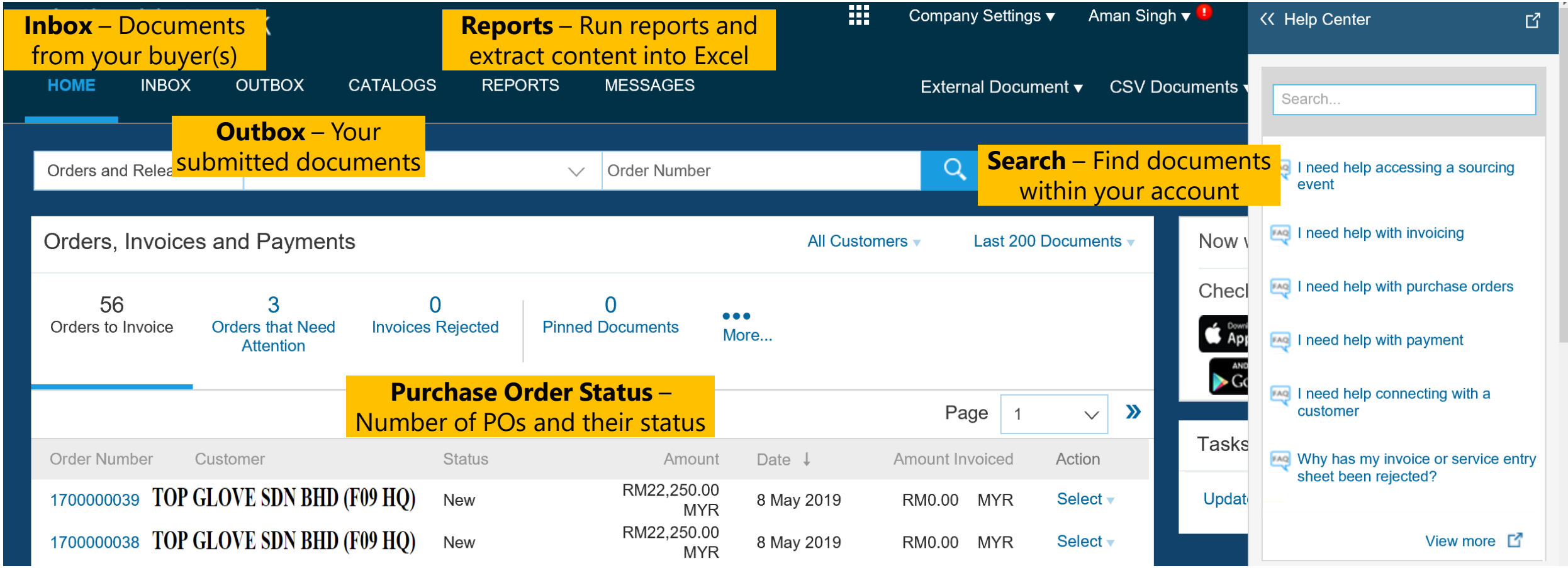
Supplier Account Interface



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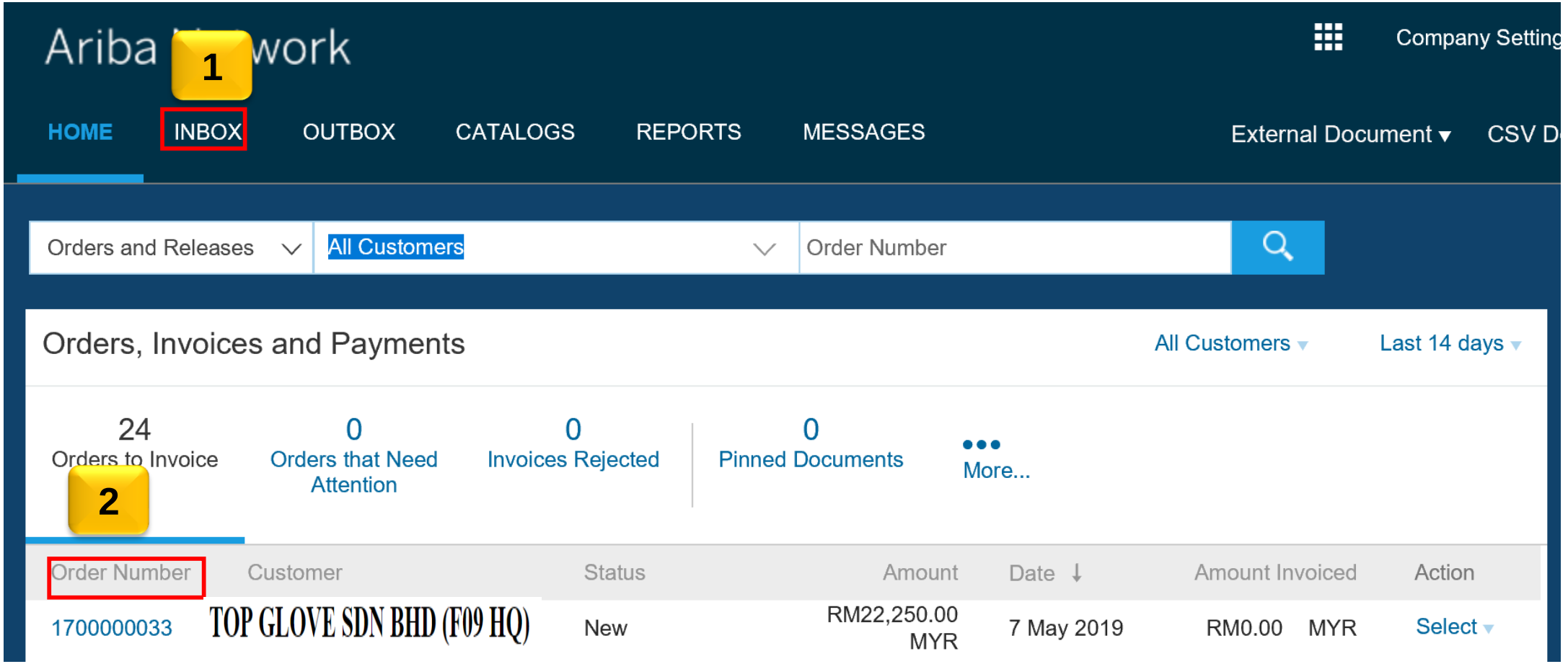
View Purchase Order



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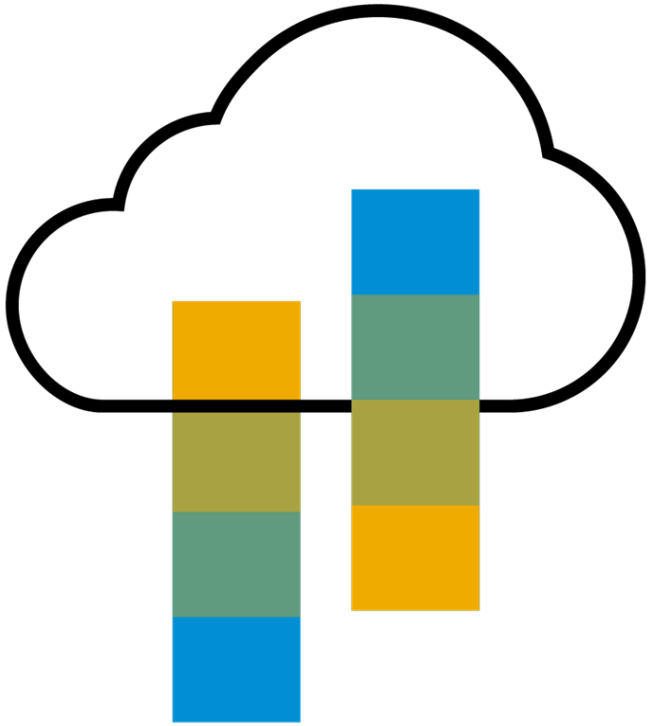

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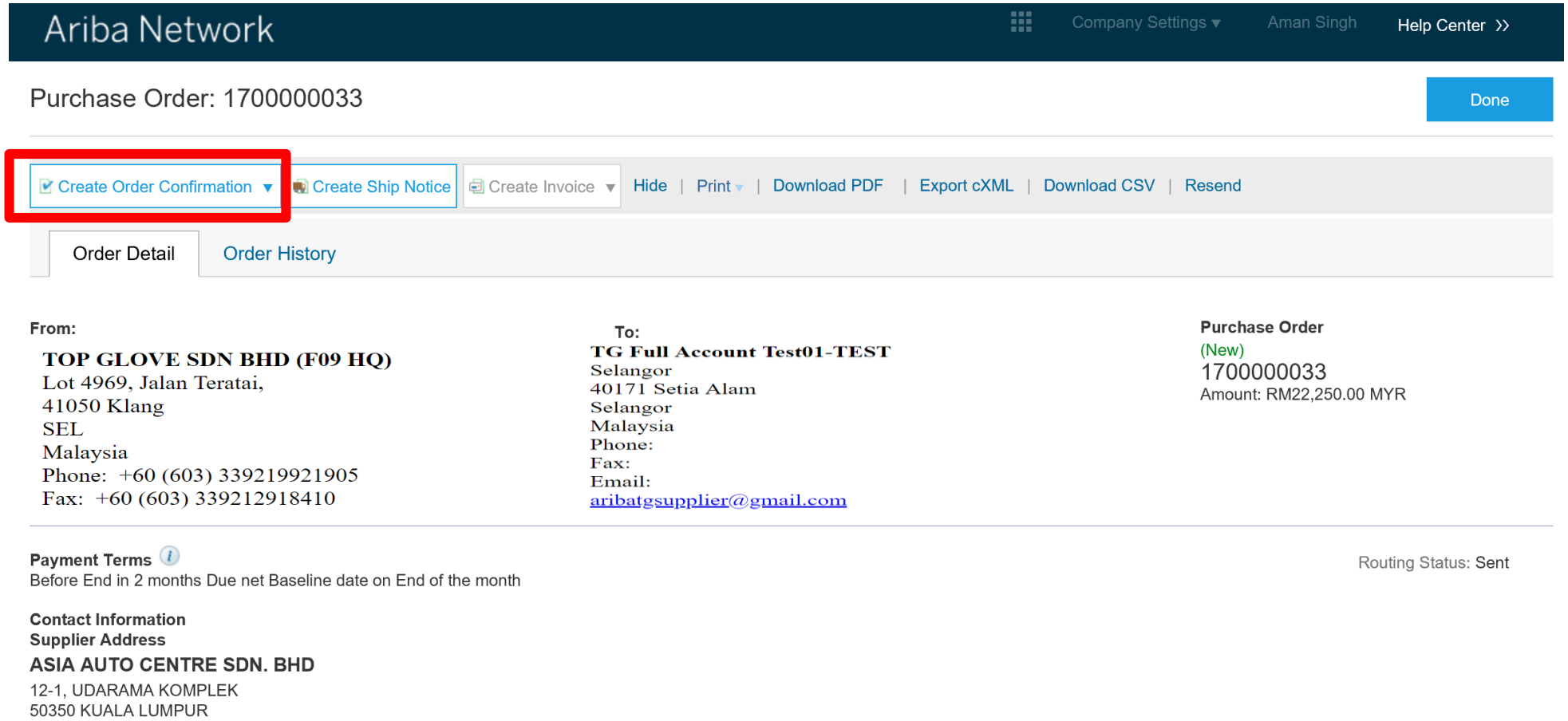
SUPPLIER confirms TG's order and create shipping note
Activity: Click [Create Order Confirmation] to confirm orders



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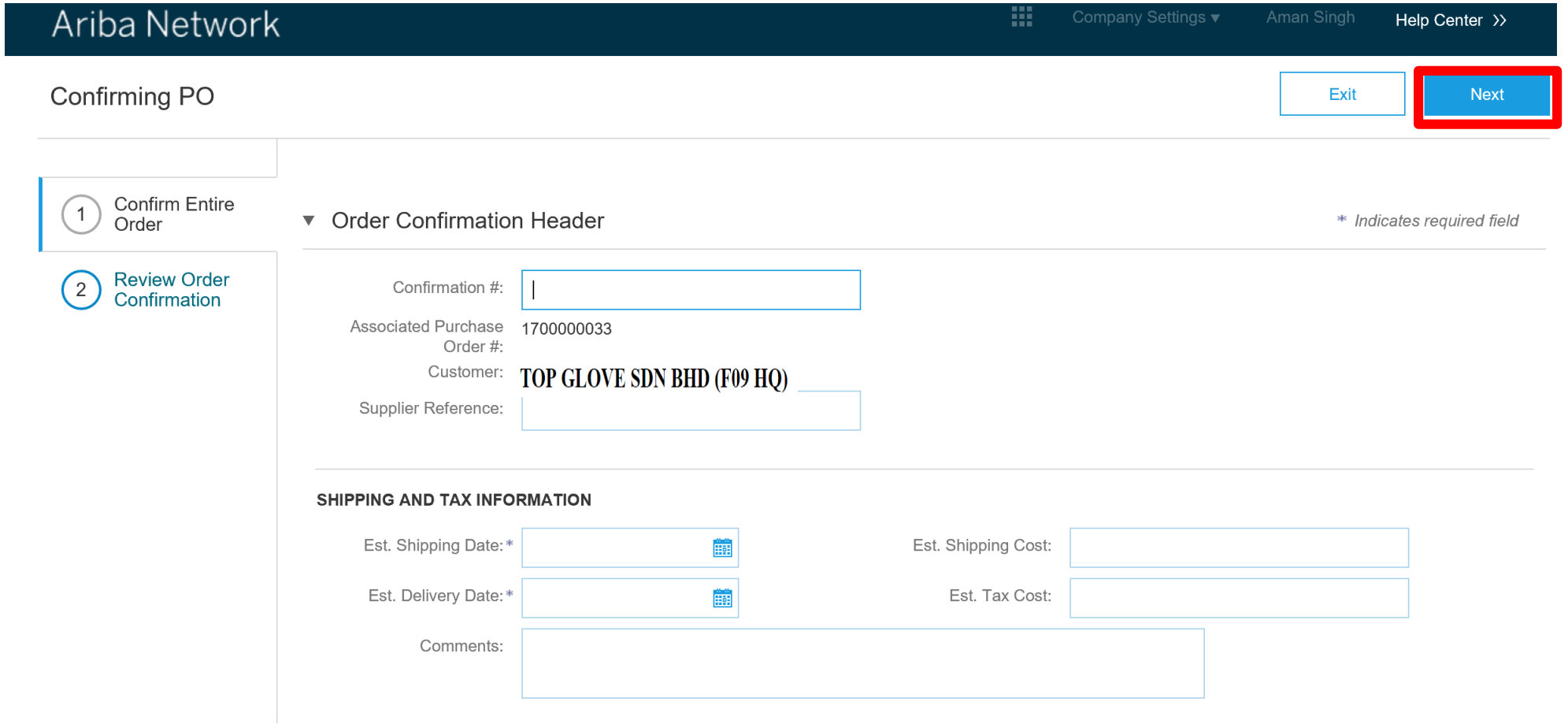
SUPPLIER creates order confirmation, which is mandatory, to imply that the supplier has accepted the order.
BUYER cannot proceed further without supplier's order confirmation.
Activity: Fill in the relevant information in order confirmation and click [Next]
(ie: confirmation no, estimated delivery date)



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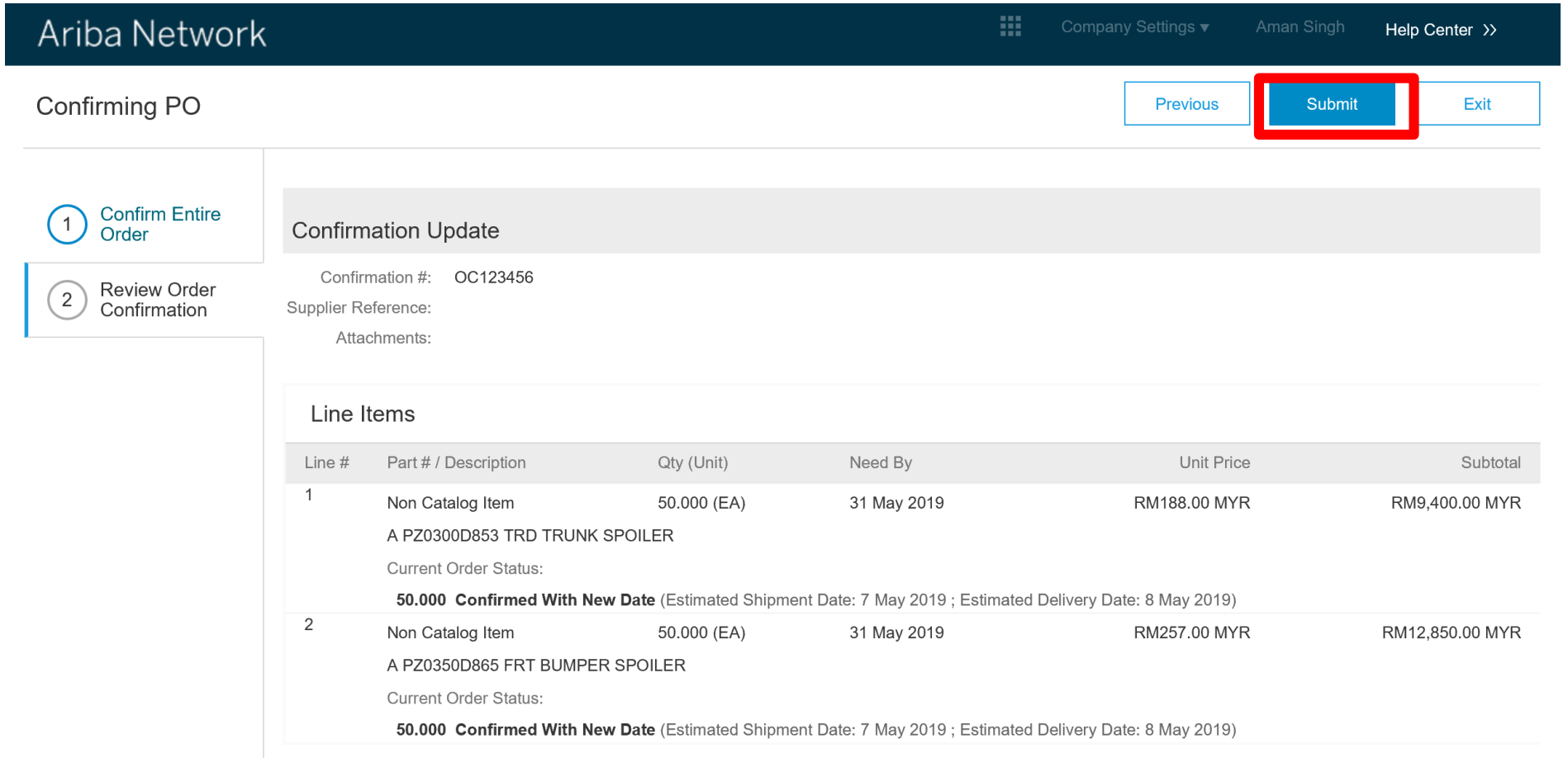
SUPPLIER submits order confirmation
Activity: Click [Submit] to submit order confirmation



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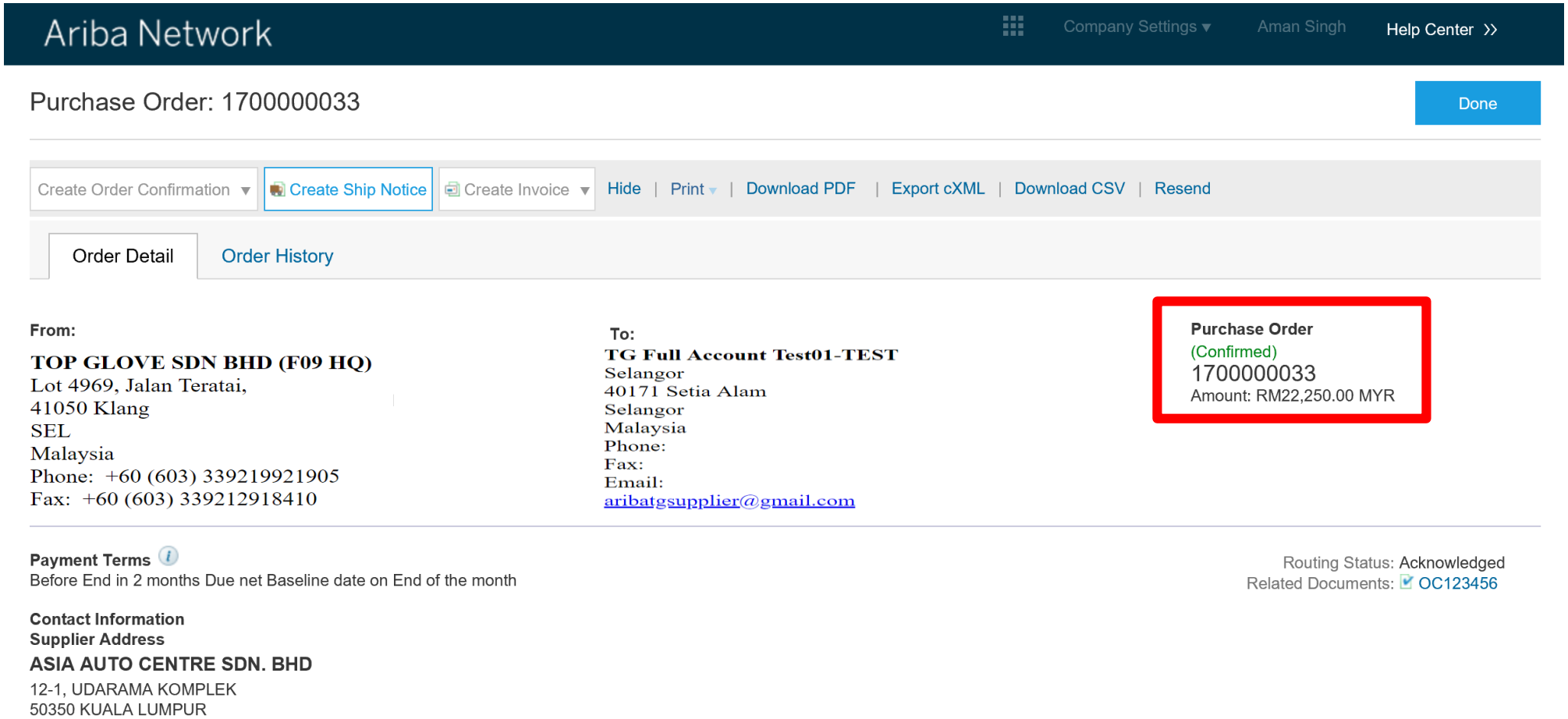
SUPPLIER can then observe the change in PO status from “New” to “Confirmed” after order confirmation
Activity: View PO status change on Ariba Network



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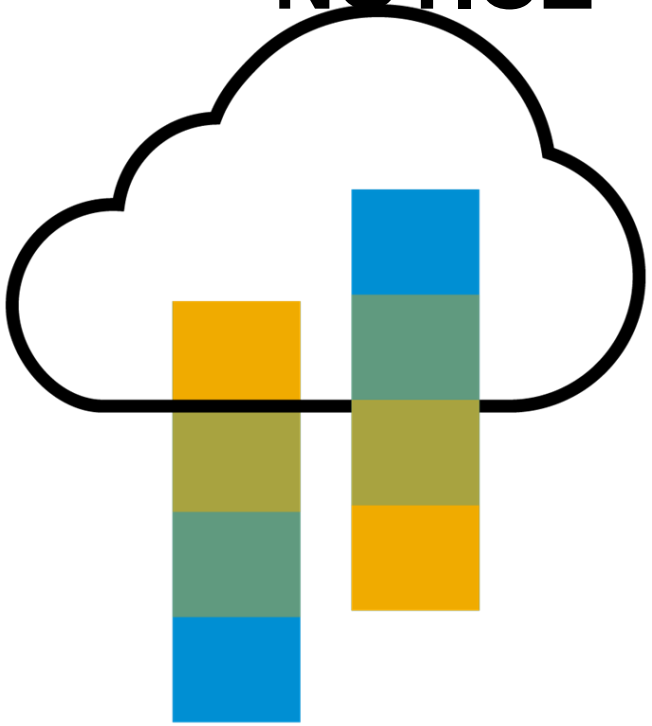
âïÓå ÞŒÂú Õ åÿÂ½ è Â æ Þè ÷ÞÝ¼ âÿ SHIP NOTICE



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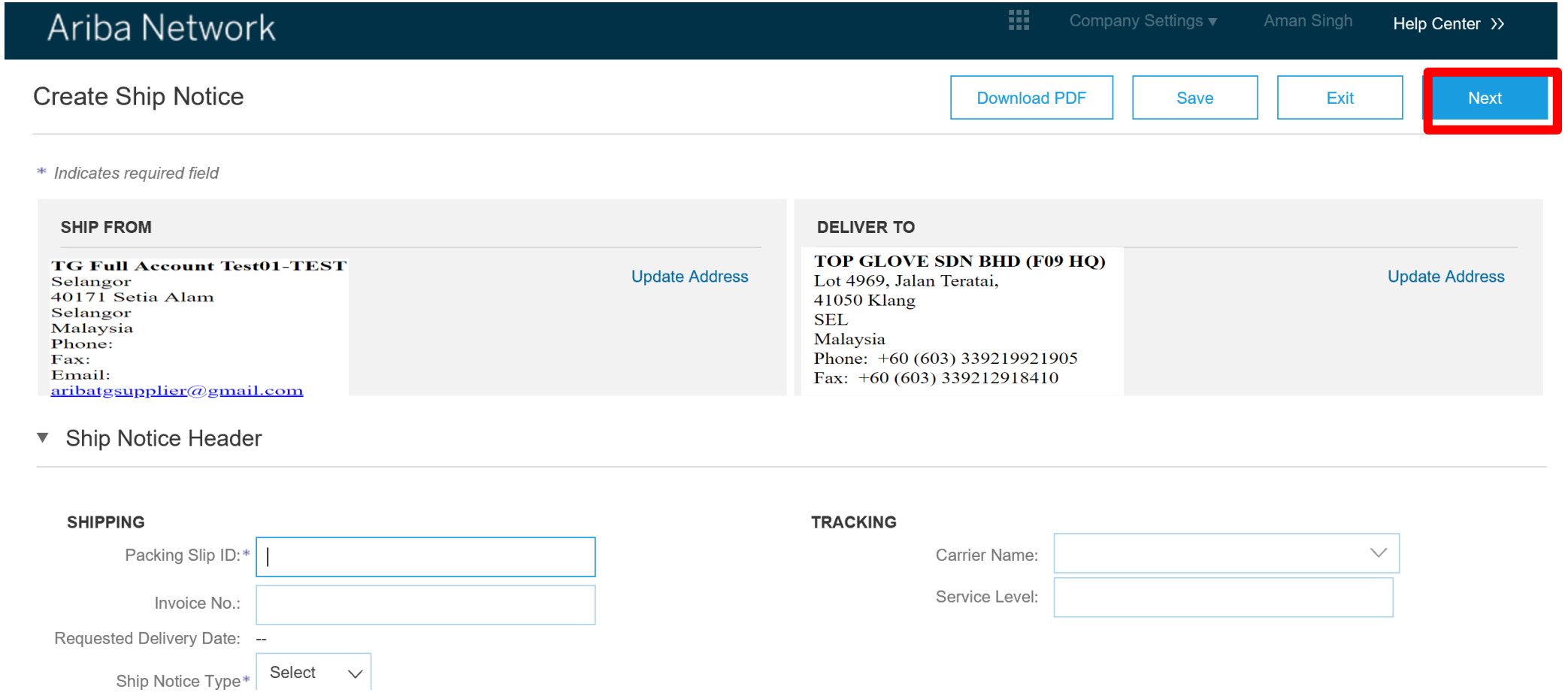
SUPPLIER creates ship notice to notify the buyers on shipping dates and estimated delivery date.
SUPPLIER may also include tracking information for the items delivered
Activity: Click [Create Ship Notice] and fill in the necessary fields
Click [Next] to proceed



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SUPPLIER submits ship notice to notify the buyers
Activity: Review information entered in the previous page
Click [Submit] to submit the ship notice

Ariba Network

Company Settings ▾ Aman Singh Help Center »

Create Ship Notice

Previous | Download PDF | Save | Submit | Exit

Confirm and submit this document.

SHIP FROM

TG Full Account Test01-TEST
Selangor
40171 Setia Alam
Selangor
Malaysia
Phone:
Fax:
Email:
aribatgsupplier@gmail.com

DELIVER TO

TOP GLOVE SDN BHD (F09 HQ)
Lot 4969, Jalan Teratai,
41050 Klang
SEL
Malaysia
Phone: +60 (603) 339219921905
Fax: +60 (603) 339212918410

Ship Notice Header

SHIPPING

Packing Slip ID:	PS12345678
Invoice #:	--
Requested Delivery Date:	--
Ship Notice Type:	Actual
Actual Shipping Date:	7 May 2019
Actual Delivery Date:	8 May 2019 12:00:00 PM

TRACKING

Tracking information not provided.

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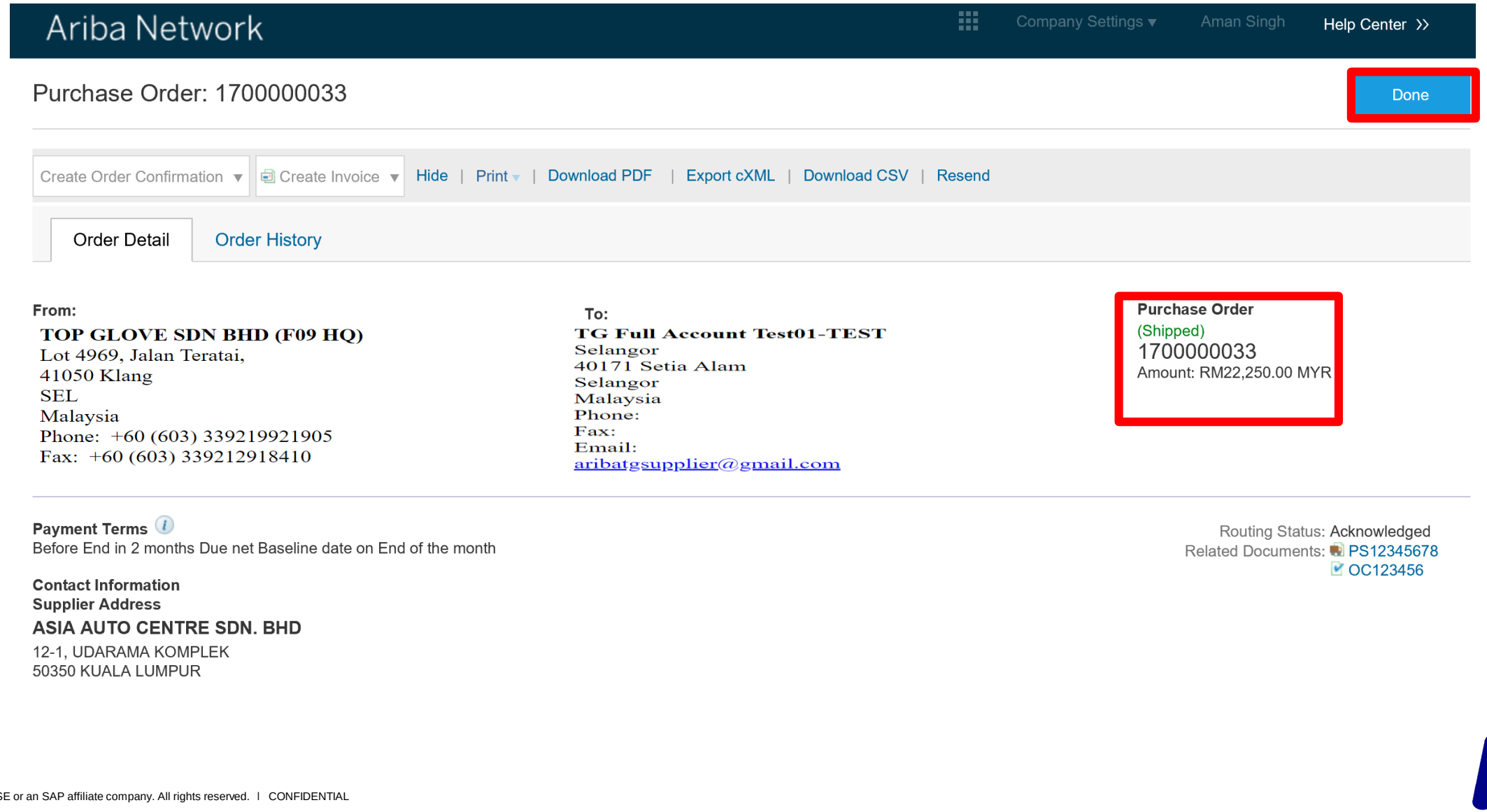
SUPPLIER can then observe the change in PO status from “Confirmed” to “Shipped” after ship notice submission
Activity: View PO status change on Ariba Network



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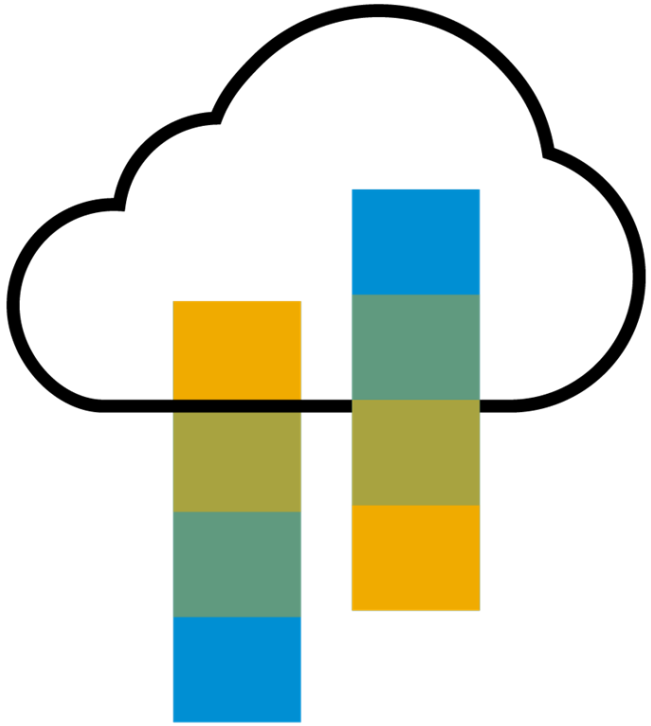
âïÓå ÞŒÊú Õø ÃŒæ Ôð (INVOICE)



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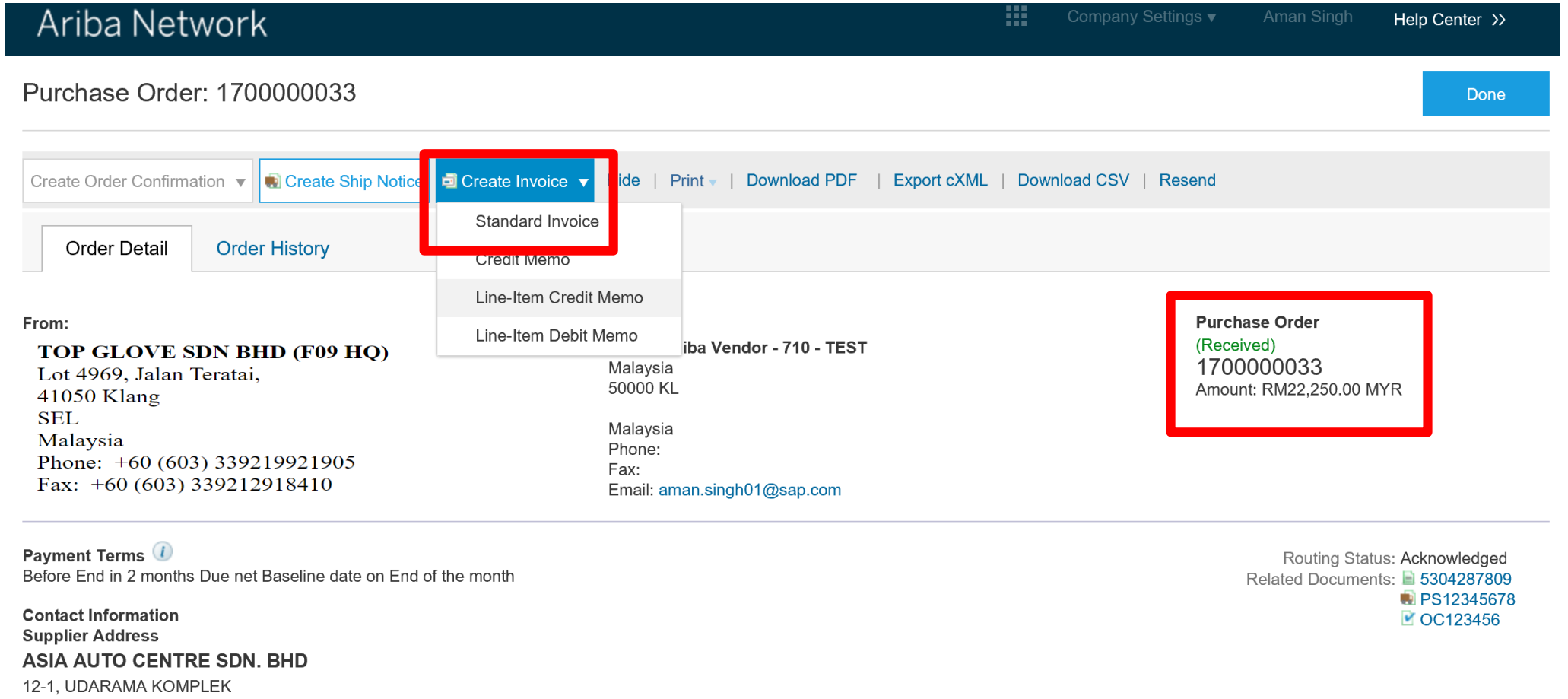
SUPPLIER may proceed to create invoice when the PO status has changed from “Shipped” to “Received”
Activity: Click [Create Standard Invoice] to create an invoice against a PO



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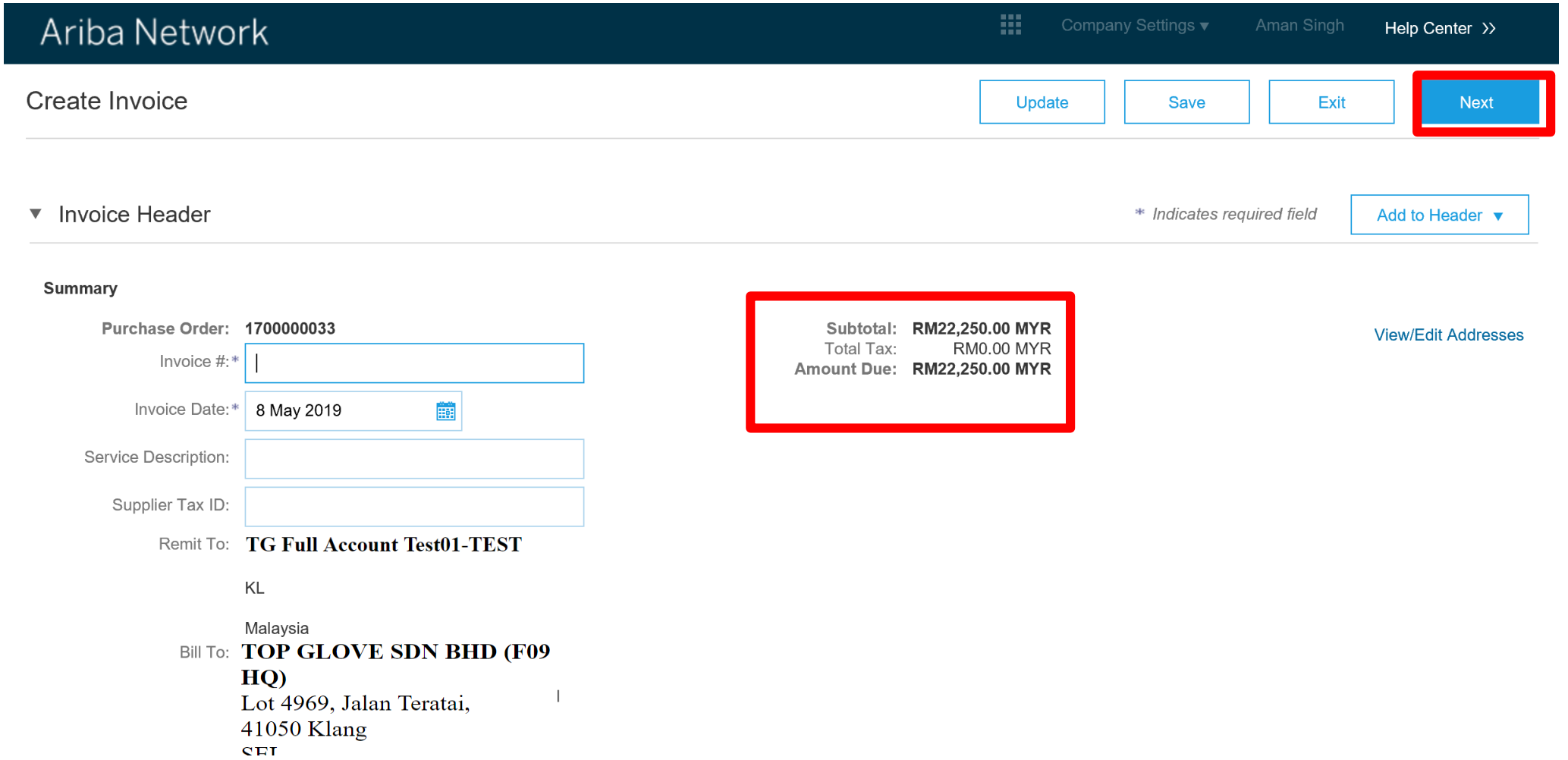
SUPPLIER fills in the relevant invoicing information and add on other charges where applicable
Activity: Fill in relevant information and mandatory fields
Click [Next] to proceed



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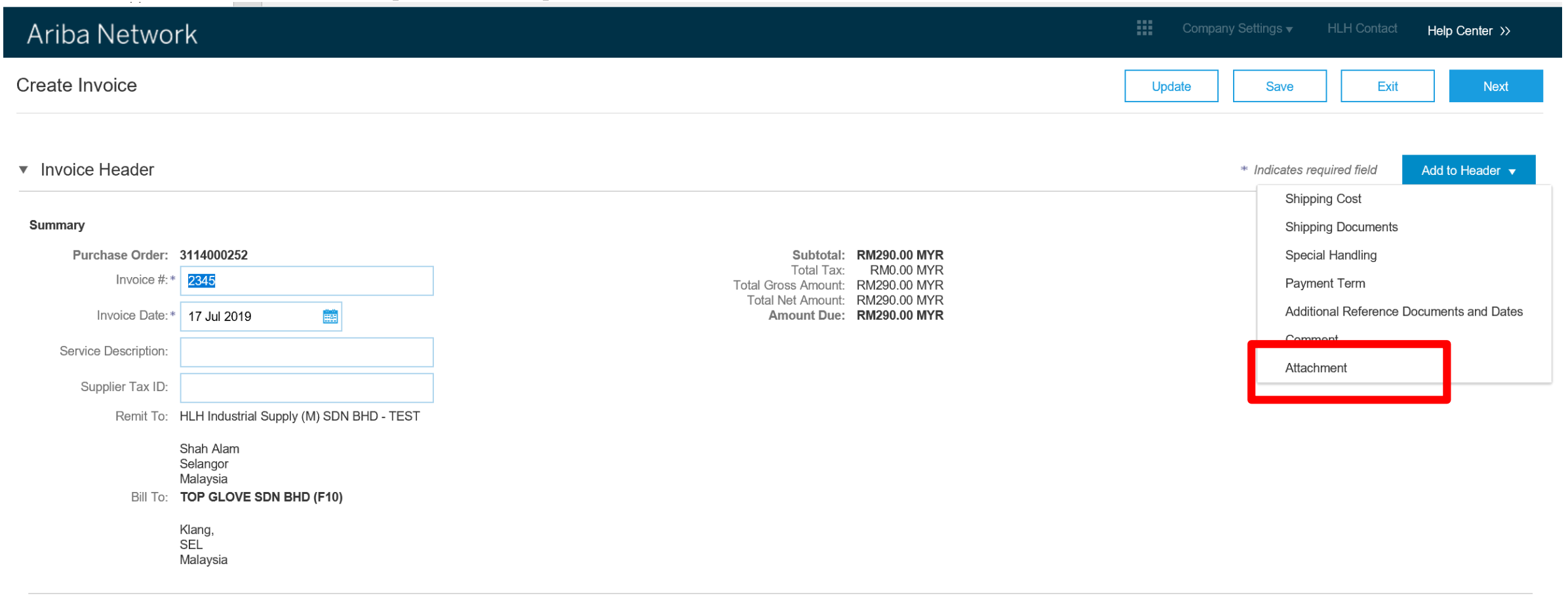
Include Attachment (Invoice)



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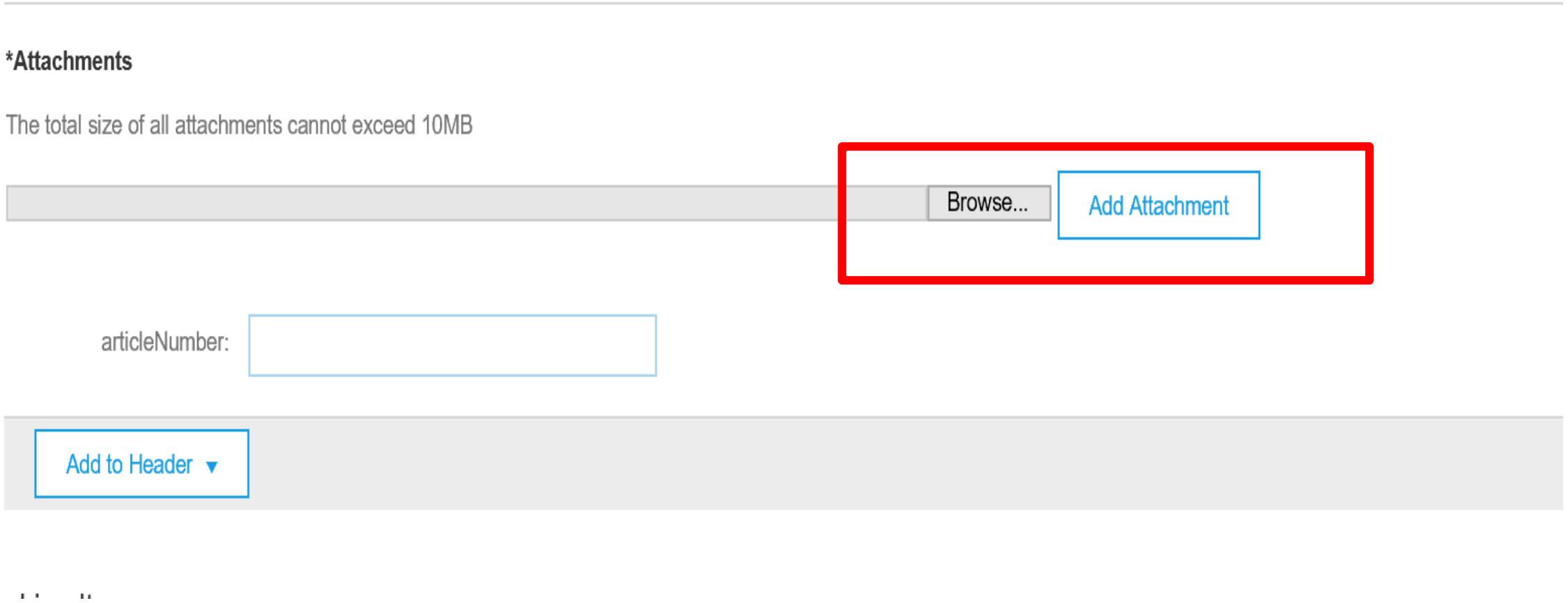
Add Attachment



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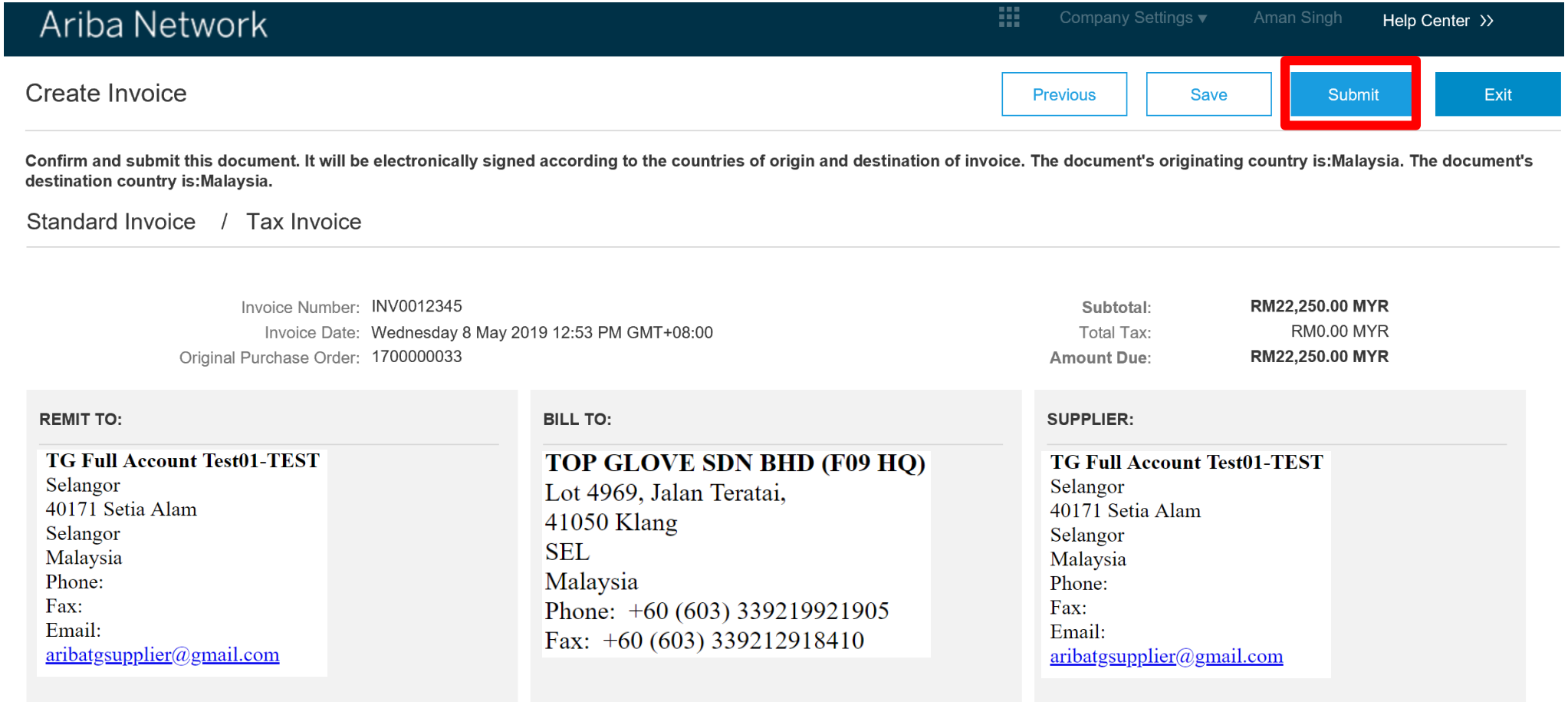
SUPPLIER reviews the invoice information before submission
Activity: Review the information filled in from the previous page
Click [Submit] to submit the invoice to the buyer



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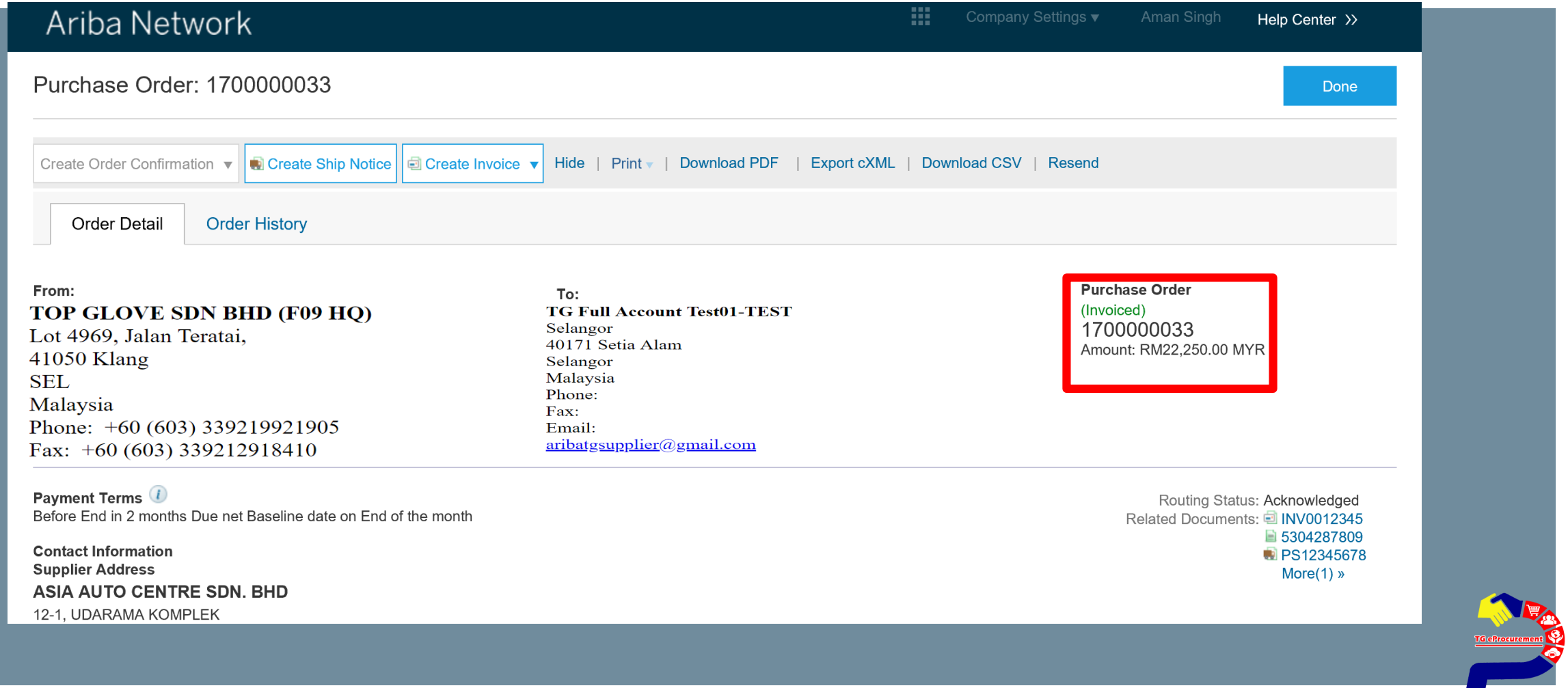
SUPPLIER can then observe the change in PO status from “Received” to “Invoiced” after invoice submission
Activity: View PO status change on Ariba Network



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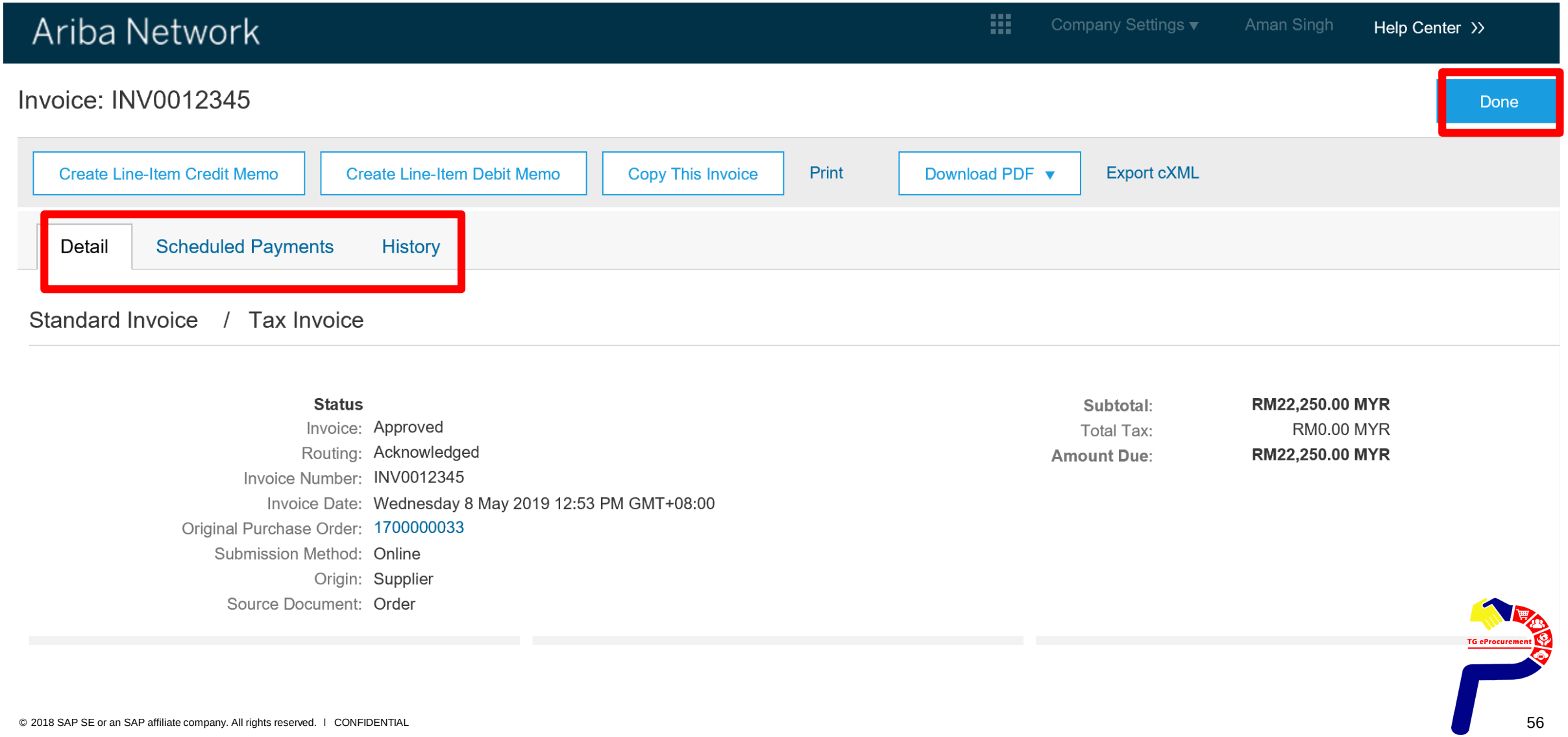
SUPPLIER may review the approved invoice on Ariba Network
Activity: Review the details on the approved invoice



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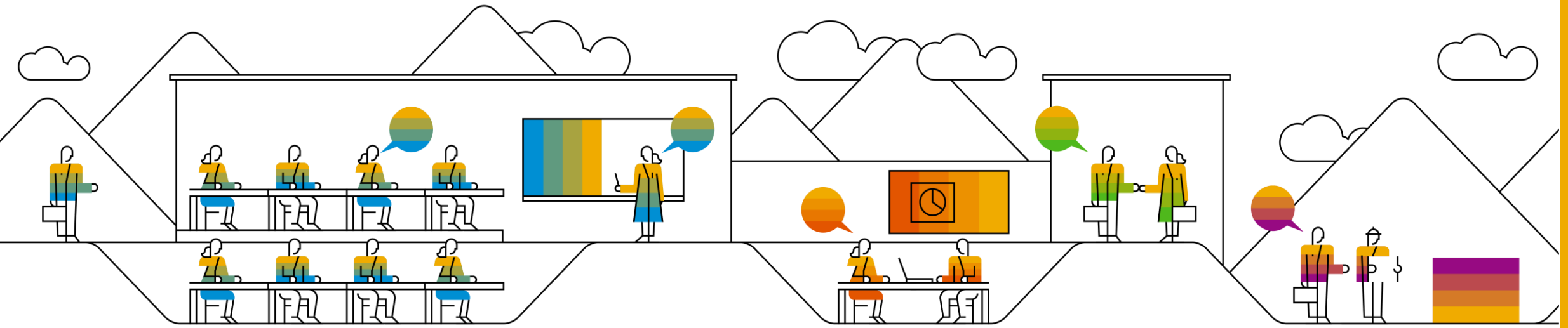
Go Live on Ariba Network for Thailand

Projected Date to Start Transacting – Mid Nov,2019



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November 7: Attend Training

Mid November, 2019: Go Live

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Procurement:
tgeprocurement@topglove.com.my

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SAP Ariba

Thank you.

Run Simple

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