



Feature at a Glance

SAP S/4HANA Cloud RFQ integration with SAP Ariba Sourcing

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CONFIDENTIAL

Feature at a Glance

Ease of implementation  some complexity
Geographic relevance  Global

Introducing: SAP S/4HANA Cloud RFQ integration with SAP Ariba Sourcing

Customer challenge

- Today RFQ flow from SAP to Ariba sourcing and award results back to SAP uses Ariba Network as a middle layer.
- Integration is custom configured and takes additional efforts to map required fields.
- Customers seek a scalable and tightly integrated solution to seamlessly handle data flow between SAP and Ariba sourcing.

Meet that challenge with SAP Ariba

- As part of SAP's broader Intelligent Enterprise Strategy, Ariba has identified the RFQ flow from SAP to Ariba and award results back to SAP as one of the critical process to support the S2P (source to pay) process.
- The feature address this flow by directly integrating SAP RFQ to Ariba sourcing over CIG and doing away with Ariba Network as a middle layer.
- The feature brings the solutions together to act as one single system enabling seamless data integration.

Experience key benefits

Enhanced product usability.

Solution area

SAP Ariba Sourcing
SAP Ariba Strategic Sourcing Suite

Implementation information

To have this feature enabled, please have your Designated Support Contact (DSC) submit a **Service Request (SR)**.

Prerequisites and Restrictions

The site must be configured and integration must be established over CIG or SOAP webservice with S/4HANA Cloud

1. Applicable only for S/HANA Cloud as external system
2. Applicable for the RFQ flow

Feature at a Glance

Introducing: **SAP S/4HANA Cloud RFQ integration with SAP Ariba Sourcing**

- This feature allows the RFQ in S/4HANA Cloud to directly integrate with Ariba sourcing over CIG or SOAP webservice
- Configuration of integration between S/4HANA Cloud and SAP Ariba Sourcing is an admin effort, please follow the configuration guides to set up the system for the flow

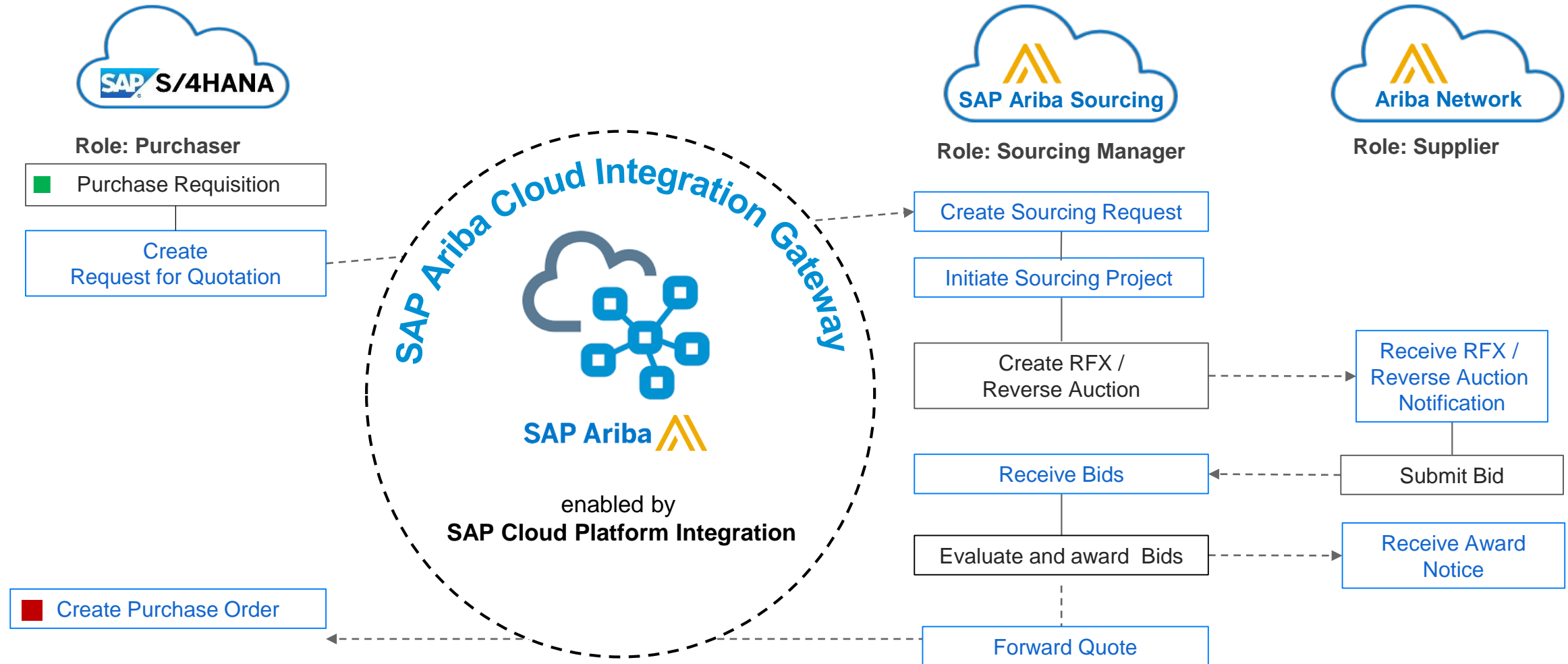
User Story

1. User creates a Purchase Req in S/4HANA Cloud for a list of materials.
2. This request is routed to a Purchase Agent who decides that this should go to bid.
3. The Purchase Agent creates an RFQ and invites suppliers to bid.
4. The Purchase Agent now decides to use the RFQ to create a Sourcing Project. This takes the user into the Ariba Sourcing where the a Sourcing Manager will fill out any additional details needed for the RFQ such as timing, questions, new suppliers, or item information.
5. The Sourcing Manager then publishes the Sourcing Project to the suppliers who will then receive invitations to participate.
6. The suppliers will login through the Ariba Network account and place bids.
7. After the bidding period ends, the Sourcing Manager will log back into Ariba to review the bids.
8. The Sourcing Manager will award the items to one or more suppliers.
9. Sourcing Manager now chooses to send this award information back to S/4HANA Cloud.
10. Purchasing Agent will use this award information to create a PO in S/4HANA Cloud.

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Process flow for PR being created in S/4HANA Cloud → Sourcing process in Ariba → Award information received back and PO created in S/4HANA Cloud



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Introducing: SAP S/4HANA Cloud RFQ integration with SAP Ariba Sourcing

The screenshot displays the SAP S/4HANA Cloud Administration interface. The top navigation bar includes 'HOME', 'SUPPLIER RISK', 'ADMINISTRATION' (highlighted), and 'MORE...'. The left sidebar contains a menu with categories: 'Site Manager' (Data Import/Export, Scheduled Tasks, Front Door Migration, Audit Log, User Sessions), 'Integration Manager' (Data Import/Export, Data Definition, Integration Configuration, End Point Configuration, Cloud Integration Gateway - highlighted, Integration Toolkit Security, Supplier Integration Configuration), 'Master Data Manager', 'Supplier and Customer Manager', 'Customization Manager', and 'User Manager'. The main content area is titled 'Cloud Integration Gateway' and includes a description: 'The cloud integration gateway capability provides a self-service way to integrate SAP Ariba solutions with external ERP systems.' It shows the status as 'Enabled' and a link to 'Visit the cloud integration gateway'. Below this is a section 'Manage cloud integration gateway tasks' with the instruction 'Check the tasks you want to enable. To disable a task, uncheck it.' A table lists four tasks, each with an unchecked checkbox: 'Tasks', 'Export RFX Awards to S/4HANA', 'Import Sourcing Request from S/4HANA', and 'SMEExternalValidation'. An orange arrow points from the 'Tasks' row to the right.

Task	Enabled
Tasks	<input type="checkbox"/>
Export RFX Awards to S/4HANA	<input type="checkbox"/>
Import Sourcing Request from S/4HANA	<input type="checkbox"/>
SMEExternalValidation	<input type="checkbox"/>

Configuration details:

CIG now provides the ability to configure the flow with following options

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Introducing: SAP S/4HANA Cloud RFQ integration with SAP Ariba Sourcing

RFQ in S/4HANA Cloud, publishing this will push a sourcing request in SAP Ariba Sourcing over CIG channel:

The screenshot displays the SAP S/4HANA Cloud Request for Quotation (RFQ) interface. The header shows the RFQ name 'IES_DEMO Sep-24-2019' and ID '7000000572'. The 'Items' tab is selected, showing a table of RFQ items. The 'Bidders' section lists two suppliers: 'Inlandslieferant DE (ARIBA 42K)' and 'Inlandslieferant DE (EDI)'. The 'Output Details' section is at the bottom.

Annotations with arrows point to the following elements:

- RFQ name & ID
- Materials items, materials for sourcing
- Suppliers

RFQ Item	Short Text	Material	Material Group	Plant	Requested Quantity	Delivery Date	Info Record Update
10	MacBook - Laptop	SP001	Spare parts (YBPM01)	Plant 1 DE (1010)	950,000 EA	29.11.2019	No
20	Laptop-Protective-Screen		Spare parts services (YBPM02)	Plant 1 DE (1010)	600,000 EA	29.11.2019	No

Supplier	Address	Country	E-Mail
<input type="radio"/> Inlandslieferant DE (ARIBA 42K) 10300085	Neue Straße 65, 89073 Ulm, Germany	Germany	info@10300085.com
<input type="radio"/> Inlandslieferant DE (EDI) 10300084	Wagnerstraße 20, 89077 Ulm, Germany	Germany	info@10300084.com

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Introducing: SAP S/4HANA Cloud RFQ integration with SAP Ariba Sourcing

The screenshot displays the SAP Ariba Sourcing Search interface. At the top, there's a navigation bar with 'port Admin' and 'Customize' links, and a 'Return to Service Manager' button. Below this, a 'Project Type' dropdown is set to 'Sourcing Request'. A welcome message states: 'Welcome to the new Search page. Watch the [Tutorial \(3 min\)](#) to learn more!'. The 'Search Filter' section includes a text input field containing '20197000000572', and two filter groups: 'Creation Date' and 'Process Status', both set to 'No Choice'. To the right of these filters are plus and minus icons for adding or removing filters. At the bottom of the filter section are 'Reset', 'Save Search', and 'Search' buttons. The 'Search Result' section shows '1 project(s) found'. Below this is a table with the following data:

Title ↑	Owner	Commodity	Project Id	Target Savings	Event Type
AJAY Copy of Copy of AJ_Sep_24_01 - 7000...	aribasystem		SR1800731		0

Sourcing request created in SAP Ariba Sourcing

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To create a Sourcing Project, specify the fields below. Templates used for constructing your Sourcing Project appear in the section at the bottom of the page, and available Templates may change depending on the project attributes.

Name: *	<input type="text" value="IES-Demo"/>	Translations ⓘ
Description:	<input type="text" value="IES_DEMO Sep-24-2019"/>	Translations ⓘ
Copy from Project:	<input type="text" value="(no value)"/>	
Project:	<input checked="" type="radio"/> Full Project <input type="radio"/> Quick Project ⓘ	
Project State:	<input type="text" value="Not Created"/>	ⓘ
Test Project: *	<input checked="" type="radio"/> Yes <input type="radio"/> No ⓘ	
Base Language:	<input type="text" value="English"/>	
Regions:	<input type="text" value="(no value)"/>	
Departments:	<input type="text" value="(no value)"/>	
Resourced By:	<input type="text" value="No Choice"/>	ⓘ
Project Reason:	<input type="text" value="No Choice"/>	ⓘ
Baseline Spend:	<input type="text" value="EUR"/>	ⓘ
Target Savings %:	<input type="text" value=""/>	ⓘ
Predecessor Project:	<input type="text" value="(no value)"/>	ⓘ
Owner:	<input type="text" value="Customer Support Admin"/>	ⓘ
Currency:	<input type="text" value="European Union Euro"/>	
Commodity:	<input type="text" value="(no value)"/>	
Execution Strategy:	<input type="text" value="No Choice"/>	ⓘ
Contract Months:	<input type="text" value=""/>	
Contract Effective Date:	<input type="text" value=""/>	

External System Integration

External System: ⓘ

- Sourcing request now becomes a sourcing project/RFQ in SAP Ariba Sourcing
- Details from RFQ in S/4HANA Cloud get copied over to the new RFQ in SAP Ariba
- More details like timing, questions, etc. can be added

External ERP ID indicated the system from where the request is originating

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The screenshot displays the SAP S/4HANA Cloud RFQ integration interface. The top navigation bar includes the SAP logo, a search icon, a printer icon, a chat icon, a help icon, and a user profile icon labeled 'SU'. Below the navigation bar, the user is logged in as 'Customer Support Admin' and can 'Customize' the interface. A 'Return to Service Manager' link is also present.

The main content area is titled 'Event Doc1800867 - IES-Demo'. It features a sidebar with a navigation menu containing five items: 'Rules', 'Team', 'Suppliers', 'Content', and 'Summary'. The 'Suppliers' item is currently selected.

The main content area displays the 'Invited Participants' section. It includes a table with the following columns: 'Organization Name', 'Contact Name', 'Incumbent', 'Response Team', and 'Submit Initial Bid'. The table lists two participants:

Organization Name	Contact Name	Incumbent	Response Team	Submit Initial Bid
Inlandsieferant DE (ARIBA 42K) (10300085) ✓	Patricia Taylor	No	No	No
Inlandsieferant DE (EDI) (10300084) ✓	Christine Ford	No	No	No

Below the table, there are five buttons: 'Remove', 'Set/Clear', 'Compare', 'Invite Another Participant', and 'Excel Import'.

At the bottom of the main content area, there are three buttons: 'Prev', 'Next', and 'Exit'.

Suppliers get automatically copied over

Users can optionally invite more suppliers to the event

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The screenshot shows the SAP S/4HANA Cloud RFQ integration interface. The top bar indicates the user is acting as 'Customer Support Admin' and is in the 'Customize' mode. The main header shows the event ID 'Doc1800867 - IES-Demo'. The left sidebar contains a navigation menu with five items: Rules, Team, Suppliers, Content (selected), and Summary. The main content area is titled 'All Content' and contains a table with columns: Name, Price, Quantity, Extended Price, Savings, and Total Cost. The table has two rows: Row 1 is 'Contact' with a 'Postal Address' field; Row 2 is 'MacBook - Laptop' with fields for 'Discount Amount', 'Discount Percentage', and 'Surcharge Amount'. The 'MacBook - Laptop' row is highlighted. At the bottom of the table are buttons for 'Add', 'Edit', 'Delete', and 'Excel Import'.

Items et automatically copied over to the content section

All the fields get added as terms in Ariba

The screenshot shows the SAP S/4HANA Cloud RFQ integration interface. The top bar indicates the user is acting as 'Customer Support Admin' and is in the 'Customize' mode. The main header shows the event ID 'Doc1800867 - IES-Demo'. The left sidebar contains a navigation menu with five items: Rules, Team, Suppliers, Content (selected), and Summary. The main content area is titled 'All Content' and contains a table with columns: Name, Price, Quantity, Extended Price, Savings, and Total Cost. The table has two rows: Row 1 is 'Lead Time' with a 'Lead Time' field; Row 2 is 'Requested Delivery Date' with a 'Requested Delivery Date' field. The 'Requested Delivery Date' row is highlighted. Below the table are buttons for 'Add', 'Edit', 'Delete', 'Excel Import', and 'Full Event Import'. At the bottom right, there is a note: '(*) indicates a required field'.

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Comparison of supplier bids in SAP Ariba Sourcing before awarding

Acting as: Customer Support Admin Customize Return to Service Manager

Doc1800867 - IES-Demo Time remaining 00:25:04

Overview Content **Suppliers** Discovery Suppliers Team Report Messages Log Scenario Actions

All Content Display: Responses

Name ↑	Initial Price	Historic Price	Reserve Price	Inlandslieferant DE (ARIBA 42K) (10300085)	Inlandslieferant DE (EDI) (10300084)
Totals Extended Price: +				€1,250,000.00 EUR	€280,000.00 EUR
1 Contact 1 Contact	Name:001 Postal Address: Email: a Phone: 770 840 9421 Fax: 770 840 9000			Name:001 Postal Address: Email: a Phone: 770 840 9421 Fax: 770 840 9000	Name:001 Postal Address: Email: a Phone: 770 840 9421 Fax: 770 840 9000
2 MacBook - Laptop Less... -				€1,000.00 EUR (2)	€200.00 EUR (1)
MacBook - Laptop					
Quantity: 950 each				950 each	950 each
Extended Price:				€950,000.00 EUR <i>Fx</i> ✓	€190,000.00 EUR <i>Fx</i> ✓
Savings:				€0.00 EUR (0.00%) <i>Fx</i> ✓	€0.00 EUR (0.00%) <i>Fx</i> ✓
Total Cost:				€950,000.00 EUR <i>Fx</i> ✓	€187,264.00 EUR <i>Fx</i> ✓

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< SAP

Acting as: Customer Support Admin Customize

Doc1800867 - IES-Demo

OverviewContentSuppliersDiscovery SuppliersTeamReportMessagesLogScenarioAward

Current Awards

All Content

Excel

Name ↑	Inlandslieferant DE (ARIBA 42K) (10300085)	Inlandslieferant DE (EDI) (10300084)
	Allocation	Allocation
Savings:	€0.00 EUR (0.00%) Fx ✓	€0.00 EUR (0.00%) Fx ✓
Total Cost:	€855,000.00 EUR Fx ✓	€18,726.40 EUR Fx ✓
Discount Amount:	€10.00 EUR	€0.00 EUR
Discount Percentage:	0%	12%
Surcharge Amount:	€10.00 EUR	€0.00 EUR
Surcharge Percentage:	0%	12%
Supplier Part Id:		
Lead Time:		
Requested Delivery Date:	Fri, 29 Nov, 2019	Fri, 29 Nov, 2019
Ship To:	Plant 1010Dietmar-Hopp-Allee16noreply@sap.com 69190 Walldorf Deutschland	Plant 1010Dietmar-Hopp-Allee16noreply@sap.com 69190 Walldorf Deutschland
3 Laptop-Protective-Screen ✓	More... + 90%	10%

Timing

Suspend Event

Document

Edit

Excel Export

Print Event Information

View Translations

View Publish Approval Task

View Team Grading Task

Add to Watched Projects

Delete

Adjust Grades

Download All Supplier Attachments

Send Quotes to External System

Version

View Draft Version

View Published Version

View Change History

Event Notifications

Disable Automatic Event Notifications

Support Admin Functions

Reschedule For Next Data Pull

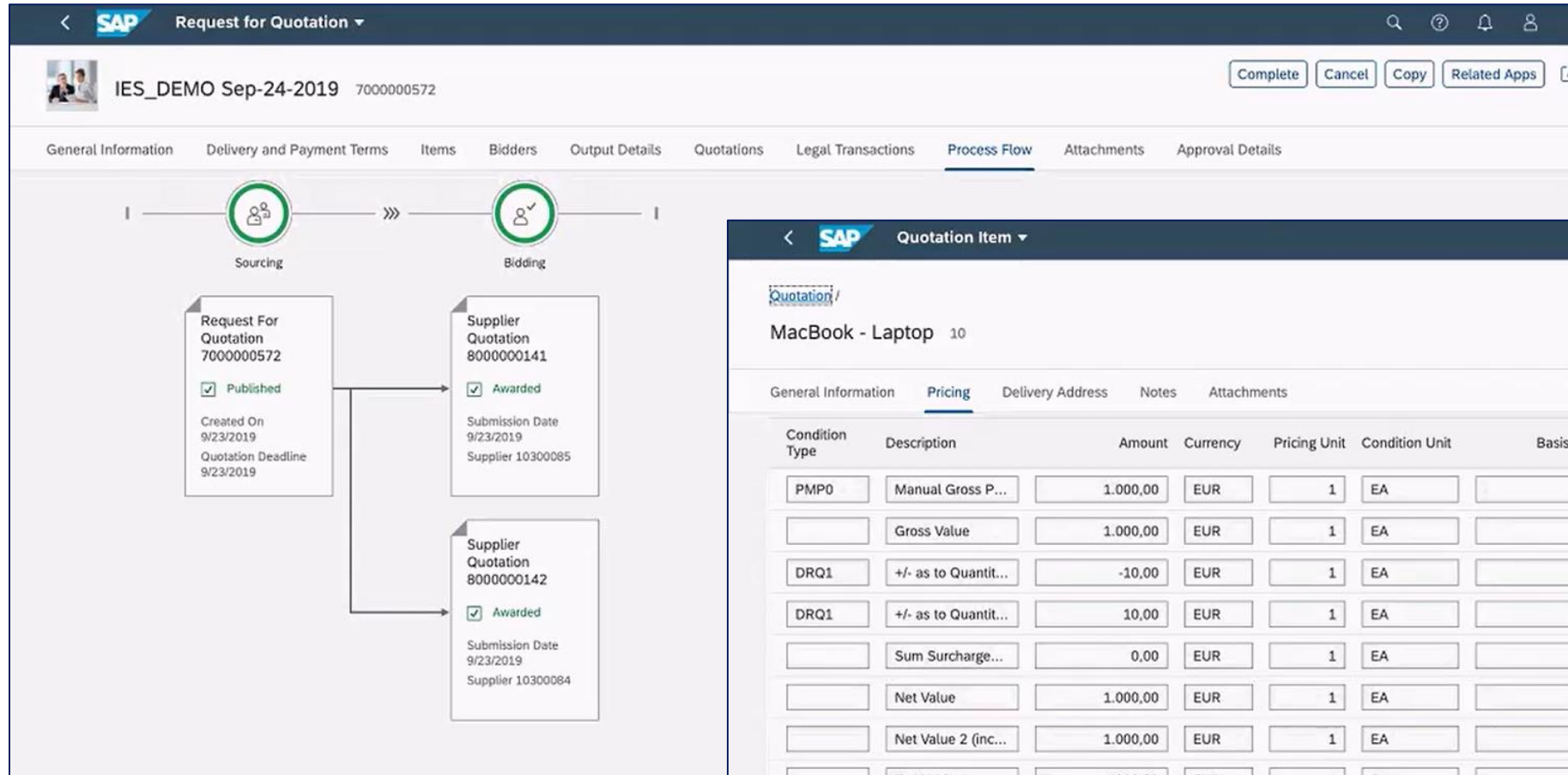
Debug Mode

Send quotes back to S/4HANA Cloud to create a PO or OA

The quotes are routed directly to S/4HANA Cloud over CIG

Feature at a Glance

Introducing: SAP S/4HANA Cloud RFQ integration with SAP Ariba Sourcing



Pricing and process flow for the RFQ within S/4HANA Cloud

The screenshot displays the SAP S/4HANA Cloud Quotation Item interface for 'MacBook - Laptop'. The interface includes tabs for General Information, Pricing, Delivery Address, Notes, and Attachments. The Pricing tab is active, showing a table of pricing details.

Condition Type	Description	Amount	Currency	Pricing Unit	Condition Unit	Basis Value	Cndn Base Value Unit	Value	Document Currency	Changed Manually
PMP0	Manual Gross P...	1.000,00	EUR	1	EA	855	EA	855.000,00	EUR	
	Gross Value	1.000,00	EUR	1	EA	855	EA	855.000,00	EUR	
DRQ1	+/- as to Quantit...	-10,00	EUR	1	EA	855	EA	-8.550,00	EUR	
DRQ1	+/- as to Quantit...	10,00	EUR	1	EA	855	EA	8.550,00	EUR	
	Sum Surcharge...	0,00	EUR	1	EA	855	EA	0,00	EUR	
	Net Value	1.000,00	EUR	1	EA	855	EA	855.000,00	EUR	
	Net Value 2 (inc...	1.000,00	EUR	1	EA	855	EA	855.000,00	EUR	
	Total Value	1.000,00	EUR	1	EA	855	EA	855.000,00	EUR	
	Effective Value	1.000,00	EUR	1	EA	855	EA	855.000,00	EUR	

Delivery Address