



# 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

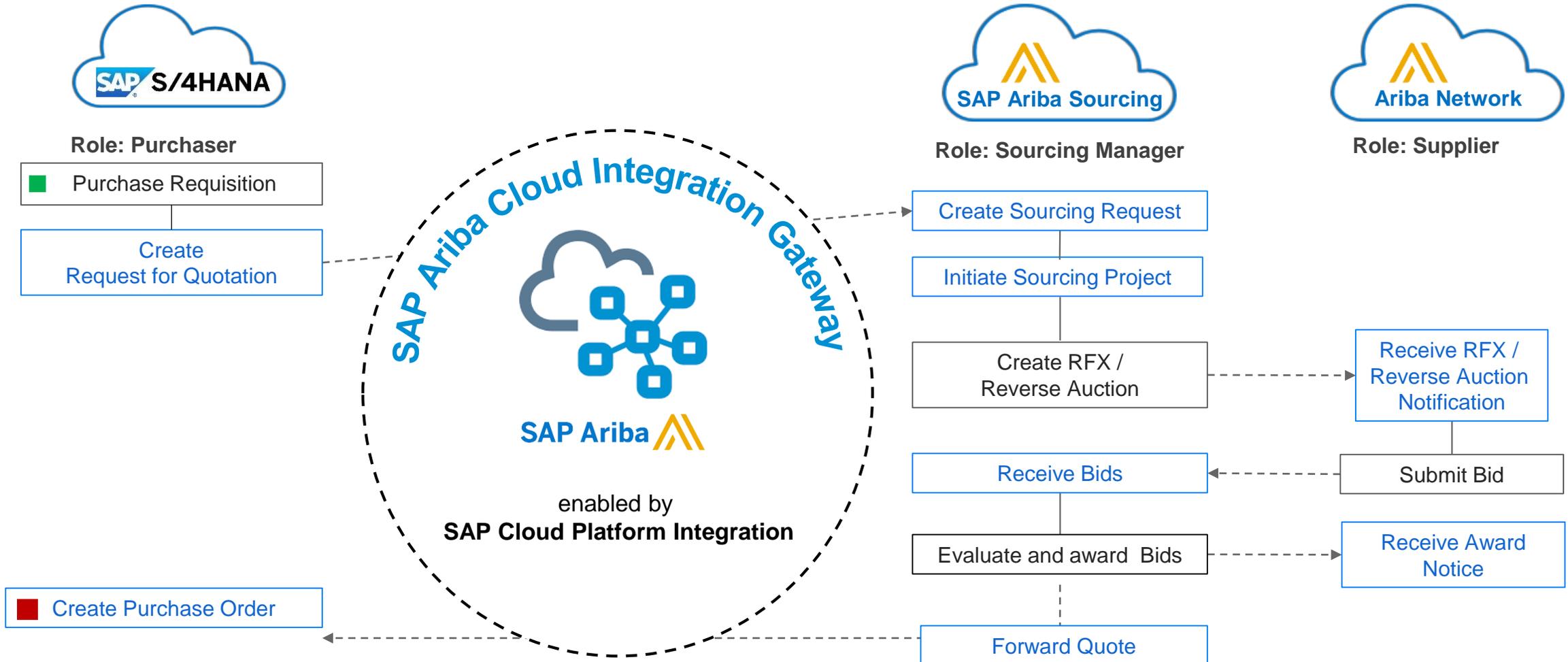
### User Story

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



# Feature at a Glance

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

The screenshot displays the SAP S/4HANA 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.' Below this, the status is 'Enabled' and there is a link to 'Visit the cloud integration gateway'. A section titled 'Manage cloud integration gateway tasks' contains the instruction 'Check the tasks you want to enable. To disable a task, uncheck it.' and a list of tasks with checkboxes: 'Tasks', 'Export RFX Awards to S/4HANA', 'Import Sourcing Request from S/4HANA', and 'SMExternalValidation'. A yellow arrow points from the 'Tasks' checkbox to the text on the right.

### Configuration details:

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

# Feature at a Glance

## 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:

Request for Quotation

IES\_DEMO Sep-24-2019 7000000572

General Information Delivery and Payment Terms **Items** Bidders Output Details Quotations Legal Transactions Process Flow Attachments Approval Details

Request for Quotation Items (2)

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	SP001	Spare parts services (YBPM02)	Plant 1 DE (1010)	600,000 EA	29.11.2019	No

Bidders

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

Output Details

Duplicate Retry Set to Completed

RFQ name & ID

Materials items,  
materials for sourcing

Suppliers

# Feature at a Glance

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

The screenshot displays the SAP Ariba Sourcing search interface. At the top, the 'Project Type' is set to 'Sourcing Request'. A welcome message is visible. The 'Search Filter' section includes a search input field containing '20197000000572', and dropdown menus for 'Creation Date' and 'Process Status', both set to 'No Choice'. Below the filters are 'Reset', 'Save Search', and 'Search' buttons. The 'Search Result' section shows '1 project(s) found' and 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

# Feature at a Glance

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

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

# Feature at a Glance

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

The screenshot displays the SAP S/4HANA Cloud RFQ integration interface. At the top, the SAP logo is visible, along with navigation icons and the user ID 'SU'. The user is acting as 'Customer Support Admin' and is in the 'Customize' mode. The event ID is 'Doc1800867 - IES-Demo'. The interface includes a sidebar with navigation options: Rules, Team, Suppliers, Content, and Summary. The main content area shows the 'Invited Participants' section with a table of participants and their details.

Event: Doc1800867 - IES-Demo

Invited Participants

<input type="checkbox"/>	Organization Name ↑	Contact Name	Incumbent	Response Team	Submit Initial Bid
<input type="checkbox"/>	Inlandslieferant DE (ARIBA 42K) (10300085) ▾	Patricia Taylor	No	No	No
<input type="checkbox"/>	Inlandslieferant DE (EDI) (10300084) ▾	Christine Ford	No	No	No

Buttons: Remove, Set/Clear ▾, Compare, Invite Another Participant, Excel Import

Suppliers get automatically copied over

Users can optionally invite more suppliers to the event

# Feature at a Glance

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

Event Doc1800867 - IES-Demo

On this page you create the information that participants will read and respond to during events. Add different types of content to re-create the traditional sourcing documents used to collect information or to design an

All Content

Name	Price
1 Contact	
2 MacBook - Laptop	

MacBook - Laptop

Discount Amount  EUR

Discount Percentage

Surcharge Amount  EUR

Surcharge Percentage

Items et automatically copied over to the content section

All the fields get added as terms in Ariba

Event Doc1800867 - IES-Demo

On this page you create the information that participants will read and respond to during events. Add different types of content to re-create the traditional sourcing documents used to collect information or to design an

All Content

Name	Price	Quantity	Extended Price	Savings	Total Cost
------	-------	----------	----------------	---------	------------

Lead Time

Requested Delivery Date

Street:

City:

Ship To: State/Province/Region:

Postal Code:

Country:

(\*) Indicates a required field

# Feature at a Glance

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

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	Inlandsliedant DE (ARIBA 42K) (10300085) Price	Inlandsliedant DE (EDI) (10300084) Price
<b>Totals</b> Extended Price: +				€1,250,000.00 EUR	€280,000.00 EUR
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... -	MacBook - Laptop			€1,000.00 EUR (2)	€200.00 EUR (1)
Quantity:	950 each			950 each	950 each
Extended Price:				€950,000.00 EUR Fx	€190,000.00 EUR Fx
Savings:				€0.00 EUR (0.00%) Fx	€0.00 EUR (0.00%) Fx
Total Cost:				€950,000.00 EUR Fx	€187,264.00 EUR Fx

# Feature at a Glance

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

The screenshot displays the SAP S/4HANA Cloud RFQ integration interface. The top navigation bar shows the SAP logo and the user role 'Acting as: Customer Support Admin'. The document ID is 'Doc1800867 - IES-Demo'. The main content area is titled 'Current Awards' and 'All Content', with a table comparing two suppliers: 'Inlandslieferant DE (ARIBA 42K) (10300085)' and 'Inlandslieferant DE (EDI) (10300084)'. The table includes columns for Name, Allocation, Savings, Total Cost, Discount Amount, Discount Percentage, Surcharge Amount, Surcharge Percentage, Supplier Part Id, Lead Time, Requested Delivery Date, and Ship To. A dropdown menu is open on the right side, listing various actions such as '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', and 'Debug Mode'. The 'Send Quotes to External System' option is highlighted with a mouse cursor.

Name ↑	Allocation	Allocation
	Inlandslieferant DE (ARIBA 42K) (10300085)	Inlandslieferant DE (EDI) (10300084)
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%

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

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

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

The screenshot shows the SAP Request for Quotation (RFQ) interface. The top navigation bar includes 'Request for Quotation' and various utility buttons like 'Complete', 'Cancel', 'Copy', and 'Related Apps'. Below the navigation, there are tabs for 'General Information', 'Delivery and Payment Terms', 'Items', 'Bidders', 'Output Details', 'Quotations', 'Legal Transactions', 'Process Flow', 'Attachments', and 'Approval Details'. The 'Process Flow' tab is active, displaying a flow diagram with two stages: 'Sourcing' and 'Bidding'. Under 'Sourcing', a 'Request For Quotation 7000000572' is shown as 'Published' with creation and deadline dates. An arrow points to the 'Bidding' stage, which shows two 'Supplier Quotation' entries, both marked as 'Awarded', with their respective submission dates and supplier IDs.

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

The screenshot shows the SAP Quotation Item interface for 'MacBook - Laptop'. The 'Pricing' tab is active, displaying a table with columns: Condition Type, Description, Amount, Currency, Pricing Unit, Condition Unit, Basis Value, Cndn Base Value Unit, Value, Document Currency, and Changed Manually. The table contains several rows representing different pricing conditions and their values.

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	

Below the table, there is a section for 'Delivery Address'.