

Important Supplier Message: Changes to how you do business with Lilly

Eli Lilly and Company is excited to announce the transition to SAP Ariba for all PO and invoice transactions. Lilly is partnering with SAP Ariba technology to connect the full source-to-pay lifecycle. 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 Ariba Network (AN) is an end-to-end solution that offers more efficient ways to manage purchase orders and submit invoices for quicker fulfilment, payment, and status reporting. We will begin to transition suppliers in a phased approach starting with suppliers doing business with the UK and Ireland Lilly entities. Please see below list of entities in scope for November Go Live. There will be further communications regarding Lilly's global rollout.

COUNTRY	LILLY AFFILIATE NAME
IRELAND	ELI LILLY KINSALE LIMITED
IRELAND	ELI LILLY CORK LIMITED
IRELAND	ELI LILLY AND COMPANY (IRELAND) LTD
IRELAND	ELI LILLY IRELAND HOLDING
UNITED KINGDOM	ELI LILLY AND COMPANY LIMITED

From November 2020 Lilly will request suppliers invoicing UK and Ireland entities to register on the Ariba Network. We are firmly committed to transacting business electronically through Ariba to maximize efficiencies for both Lilly and our suppliers.

As a valued business partner, we are here to support and assist you with any issues you may encounter during the enrolment process. We realize this represents a change for our suppliers; therefore, we established a Supplier Enablement team to assist you during this transition. Our team along with our partner, SAP Ariba, are focused on making the transition as easy as possible.

Once enrolled, you will experience the benefits of Ariba:

- Greater control over order processing
- Accelerated cash flow in lieu of an early payment discount
- Visibility of invoice and payment status online
- Invoice Processing efficiencies
- Business opportunities with other companies leveraging the Ariba Network for the purchasing needs (Ariba Buyers)

Once the Lilly entity you are billing is live on Ariba, all POs and invoice transactions sent from that Lilly entity will be transacted through the Ariba Network.

For suppliers currently submitting invoices via the eConnect portal to Lilly Entities in scope, Lilly will commence the transition to Ariba in November 2020. Once transitioned to Ariba, you will be required to use the Ariba Network to receive PO's and submit PO invoices to Lilly. Your company's eConnect account for legal entities live in Ariba will then be disabled for submitting future invoices.

- **What does this mean for you?**

Lilly requests you to register on the Ariba Network to receive your Lilly Purchase Orders and submit your invoices through the Ariba Network.

- **Is there a cost associated with this initiative?**

Based on the current volume of business you conduct with Lilly it is recommended you transact with us using an Enterprise account. Suppliers who sign up with an Enterprise account may be subject to fees based on the transaction volumes. To learn more please visit [SAP Ariba Subscriptions and Pricing](#). The Ariba Outreach Team will be happy to discuss any questions you may have on this.

If you would prefer to transact using a Standard Account, please click [here](#) and complete the form.

You're Invited: Supplier Summit Session

To provide you with more details, we invite you to join us for one of the following Supplier Summit Sessions:

During these sessions, you will learn what this change means for you and the next steps in establishing your Ariba account. Lilly and Ariba will also review the differences between Enterprise and Standard accounts and answer your questions. This session is targeted at key individuals who manage your strategic relationship with Lilly and oversee PO and invoicing processes.

Name	Date	Time	Registration Links
Lilly Ariba Supplier Summits	8 Sep 2020	2:00 pm GMT	Register Here
	9 Sep 2020	11:00 am GMT	Register Here
	10 Sep 2020	2:00 pm GMT	Register Here

Next Steps

Step 1: Please use this [form](#) to provide the preferred email address to receive the Trading Relationship Request. If your company already does business through the Ariba Network, please provide the appropriate Ariba Network ID.

Step 2: Attend one of the supplier summit sessions organized by Lilly and Ariba to learn more about the strategic program and Ariba features and benefits

Step 3: Accept the Trading Relationship Request when it is sent by Ariba. You will receive this request in the coming weeks from the Ariba team.

How to Register for your Ariba Account

- **Block your calendars** now to ensure you have time to attend the supplier summits.
- **Accept the Ariba Trade Relationship Request** and follow the steps outlined in the Ariba Email
- **Configure your Ariba Account** – Ariba will be reaching out to you via email and will provide guidance
- The Ariba Network specialists will contact you by email and phone. As our team is operating globally, you might get contacted from countries including but not limited to Czech Republic (+420), Bulgaria (+359), Germany (+49), France (+33) and USA (+1).

Should you have questions, feel free to use the following resources:

- **Standard Accounts vs Enterprise Accounts on Ariba Network:** <https://support.ariba.com/ariba-network-overview>
- **Ariba Customer Support Page:** <https://www.ariba.com/support/supplier-support>
- **Lilly business questions:** Ariba_Enablement_EMEA@Lilly.com

Lilly values our partnership with you and appreciates your cooperation with this change.

You acknowledge that this process constitutes a variation to Lilly's Standard Terms of Business.

Sincerely,

Gordon Brooks

Chief Procurement Officer

Eli Lilly and Company

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