

## buy.SMART – Transforming our way of working with suppliers

### buy.SMART – 改变我们与供应商的合作方式

Dear Supplier,  
尊敬的供应商：

DSM is launching the buy.SMART program to optimize our source-to-pay processes, which will make doing business with DSM more efficient and effective.

帝斯曼将启动 buy.SMART 项目，优化从采购到付款的流程，以提效增益，促进业务开展。

As part of buy.SMART, DSM is working with SAP Ariba, a cloud source-to-pay solution, to offer the Ariba Network (AN) as a transaction platform to facilitate the exchange of electronic business documents (i.e., purchase orders, order confirmations, invoices). Furthermore, we will expand the use of Ariba Catalogs to streamline online ordering for our users.

作为 buy.SMART 项目的一部分，帝斯曼正和提供从采购到付款云解决方案的服务商 SAP Ariba 合作，使用 Ariba 网络（AN）作为交易平台，化繁为简，实现电子交易文件（采购订单、订单确认、发票等）的高效传输。此外，我们将扩大 Ariba 目录使用范围，以简化用户在线订购流程。

We hereby inform you of the upcoming changes and request your collaboration to make this program a success for DSM and our valued suppliers.

我们特此通知您即将发生的改变，并请求您的合作，以使作为我们重要供应商的您与我们一起成功实施该项目。

### How will this affect you?

#### 这将对贵司有何影响？

After a successful pilot with our sites in Village Neuf (FR) and Brazil in 2020, we are now deploying this new solution for our 'Nutritional Products cluster' in other regions, including the Asia Pacific region. The deployment of SAP Ariba occurs in stages, or waves. You are being informed because you do business with at least one of the following sites as part of this wave <<Plant in DSM APAC Region>>

继 2020 年在法国和巴西成功试点后，我们现正在其他地区（包括亚太地区）为我们的“营养产品业务”部署这一全新解决方案。SAP Ariba 项目的部署将分阶段进行，由于您与本阶段<<帝斯曼亚太地区的工厂>>有业务往来，我们特此予以告知。

Please prepare to start transacting with DSM via the Ariba Network as of November 15, 2021. Adoption of the Ariba Network is mandatory for suppliers doing business with DSM in the locations mentioned above.

请准备好于 2021 年 11 月 15 日起通过 Ariba 网络平台与帝斯曼进行采购相关业务。在亚太地区与帝斯曼开展业务的供应商**必须**使用 Ariba 网络平台。

Certain suppliers may conduct business with multiple DSM locations internationally. The expectation of suppliers outlined in this notification letter ONLY applies to business conducted with above mentioned sites. For all other DSM sites, please conduct business as usual until you are advised of further Ariba deployments.

某些供应商可能同时与帝斯曼全球多个场地开展业务合作。本通知函中涉及的供应商仅适用于上述提及的亚太地区场地。对于其他帝斯曼场地，若您未被告知有进一步的 Ariba 部署，请按目前流程照常开展业务。

### What is in it for you?

#### 对贵司有什么好处？

- It is easier to do business with DSM because POs (and invoices) will be managed in a streamlined electronic manner.

与帝斯曼开展业务更便捷。我们化繁为简，采用电子平台在线管理采购订单（和发票）。

- More timely and accurate payments to suppliers.  
向供应商付款更加及时、准确。
- Decrease in operational cost for suppliers, including reduced time spent on issue resolution and reduced paper use\*.  
供应商运营成本降低，包括用于解决问题的时间成本以及纸张使用成本\*。
- The Ariba Network allows suppliers to get immediate acknowledgment when invoices are submitted\* and delivered to DSM's payment system.  
使用 Ariba 网络平台，供应商提交发票并交付至帝斯曼付款系统时，可以立即得到确认。
- Suppliers can view invoice payment status\* directly from the Ariba Network or can choose to receive email notifications of invoice status.  
供应商可直接在 Ariba 网络平台查看发票付款状态，也可选择电子邮件接收发票状态通知。

\*Please note that domestic E-invoicing over the Ariba Network is not possible for China, therefore, for Suppliers based in China, invoicing over Ariba Network is not applicable.

**\* 请注意，通过 Ariba 网络平台递交发票不适用于中国，因此，不支持中国的供应商通过 Ariba 网络平台递交国内电子发票。**

### How will we support you?

#### 我们提供哪些支持？

DSM has set up a dedicated project team to help you throughout this transition as we strongly value the relationship with your company. As a first step, we invite you to attend one of our Supplier Summits (please register through the links below.) During these webinars, we will provide you with more information on our buy.SMART program and how you can benefit from the Ariba Network solution.

帝斯曼非常重视与贵司的合作关系，已专门成立了一个项目团队，帮助您完成整个系统过渡阶段。第一步，我们邀请您参加**帝斯曼供应商 Ariba 说明会**（请通过以下链接注册）。这些说明会将为您提供更多关于 buy.SMART 项目的信息以及您如何从 Ariba 网络解决方案中获益。

Please see FAQs from Ariba at <https://www.ariba.com/ariba-network/ariba-network-for-suppliers/accounts-and-pricing/ariba-network-faq>

请参阅 Ariba 常见问题解答：<https://www.ariba.com/zh-cn/ariba-network/ariba-network-for-suppliers/accounts-and-pricing>

### What actions do you need to take?

#### 您需要做什么？

To ensure a smooth transition to our new processes, please complete the next steps:

为确保顺利过渡到我们新系统，请完成以下步骤：

1. Confirm appropriate contact information. Within 5 days of receipt of this email, please provide the appropriate contact person(s) name, phone, and e-mail address via the form in the link below to receive Ariba-related communication.

[English] <https://app.smartsheet.com/b/form/4307f9643e1545e9becb6e1c0dae1fdc>

**确认对应联系人信息。**在收到此邮件的 5 天内，请通过以下链接中的表格提供相应的联系人姓名、电话和电子邮件地址，以便接收 Ariba 的相关沟通信息（仅需填写一份表格）。

[中文表格] <https://app.smartsheet.com/b/form/155d5d65321245d581f584557b6450fb>

2. Provide Ariba Network ID. If your company already does business through the Ariba Network, please email us the appropriate Ariba Network account ID (ANID) for your legal entity that is doing business with the mentioned sites.

**提供 Ariba 网络平台 ID。**若贵公司已经通过 Ariba 网络平台开展业务，请将上述网站开展业务的法人实体的相应 Ariba 网络账户 ID（ANID）通过电子邮件发送给我们。

3. Register for Supplier Summit. Register for one of our supplier information sessions using the links below:  
注册参加供应商 Ariba 说明会。使用以下链接注册参加我们的供应商信息会议：

Summit Title 研讨会主题	Date 日期	Time 时间	Registration 注册
DSM Supplier Summit 帝斯曼供应商 Ariba 说明会（中文场）	Wednesday, July 28, 2021 2021 年 7 月 28 日， 星期三	3:00 PM GMT+8 北京时间 下午 3:00（约 1 小时）	<a href="https://sap-se.zoom.us/webinar/register/WN_a4a22pM4R12I_qe0RT1fng">https://sap-se.zoom.us/webinar/register/WN_a4a22pM4R12I_qe0RT1fng</a>
DSM Supplier Summit 帝斯曼供应商 Ariba 说明会（English Session）	Thursday, July 29, 2021 2021 年 7 月 29 日， 星期四	3:00 PM GMT+8 北京时间 下午 3:00（about 1h）	<a href="https://event.on24.com/eventRegistration/EventLobbyServlet?target=req20.jsp&amp;referrer=&amp;eventid=3306691&amp;sessionid=1&amp;key=15E6195B2FED49867751C1539C764893&amp;reqTag=&amp;V2=false&amp;sourcepage=register">https://event.on24.com/eventRegistration/EventLobbyServlet?target=req20.jsp&amp;referrer=&amp;eventid=3306691&amp;sessionid=1&amp;key=15E6195B2FED49867751C1539C764893&amp;reqTag=&amp;V2=false&amp;sourcepage=register</a>

4. Accept the Trading Relationship Request (TRR). Accept the Trading Relationship Request within 3 business days, sent by Ariba after the Supplier Summit.  
接受交易关系请求（TRR）。Ariba 将在供应商说明会后发送交易关系请求，请在 3 个工作日内接受请求。
5. Configure your Ariba Network account. Once you accept the TRR, you will be contacted by an Ariba Supplier Onboarding Specialist who will help set up your account.  
配置您的 Ariba 网络账户。一旦您接受交易关系请求（TRR），Ariba 专员将与您联系，帮助您设置帐户。

DSM will also expand its use of Catalogs as part of the Ariba deployment to improve our internal procurement process and define the best transaction channels with our suppliers. If DSM identifies your company as a (potential) catalog vendor, this will be communicated separately.

为作好 Ariba 部署工作，帝斯曼还将继续扩大目录的使用，以优化内部采购流程并寻求最佳交易途径。若帝斯曼将贵公司确定为（潜在的）目录供应商，将另行通知。

#### Who to contact in case of questions?

#### 如有疑问，联系谁？

If you have any questions or concerns about our buy.SMART program or if you feel this email has reached you in error, please contact your DSM Sourcing Contact person.

如果您对 buy.SMART 项目有任何问题或疑虑，或认为该邮件发送错误，请联系帝斯曼采购部相关采购员。

Please take notice of the actions and dates mentioned in this letter and make sure you will meet the deadlines set. Your first actions are to make sure we get the correct contact details of your company contact person and that you are registered for the supplier summit.

请注意本信函中提到的活动与日期，并在规定期限内完成注册。您首先要做的是确保向我方提供贵公司联系人的正确联系方式，并确保您已注册参加供应商 Ariba 说明会。

Thank you for your cooperation to improve the way we do business together.

感谢您的合作，让我们一起优化业务合作方式。

Sincerely,  
此致，

Martha Buffington

CPO DSM