
Dear valued Supplier,

We are pleased to announce that **ABB-Asea Brown Boveri Ltd** has started to implement a new e-commerce solution in a phased manner focused on selected business units and countries.

In this context ABB has partnered with [SAP Ariba](#) with the goal to transform its supply chain processes by upgrading the technology through SAP Ariba Network. **The Ariba Network (Supply Chain Collaboration)** will be ABB's platform going forward with the clear goal to maximize end-to-end supply chain efficiency. This platform will replace several current systems/processes (ASCC, document exchange via email etc.) within a reasonable time horizon.



How does this affect you? What is your benefit?

- Immediate delivery of purchase orders and also facilitates the change order process when there are discrepancies in price or quantity
- Maintain real-time up-to-date order, delivery and billing information
- Save time and reduce costs by increasing forecast accuracy with automated document processing
- Reduction in manual processing errors and lower operating costs
- Option of integration between your back-end system and ABB ERP system

Next Steps:

1. Please click on one of the following links to register for the **Supplier Summit** latest by **Wednesday, 4th May 2022**. During this event we will provide you with further details of the program rollout.

Supplier Summit dates:

- Wednesday, 11th May, 10:00-11:00 CET (English): [Click here](#) to register.
- Wednesday, 11th May, 16:00-17:00 CET (English): Click [here](#) to register
- Wednesday, 11th May, 15:00-16:00 CET (German): Click [here](#) to register.

Please fill in mandatory information for your organization to complete the registration.

2. If you are not the correct person to act on behalf of your organization in respect of this initiative, please forward this letter to the correct contact without any delay and notify us about the same.

(As part of this strategy ABB is also implementing the SAP Ariba Strategic Sourcing Suite (SSS). This suite has already replaced, for example, the supplier information and pre-qualification service previously managed in other sourcing systems. You may already have completed registration to SAP Ariba SSS or you will receive an automated E-Mail by the SAP Ariba shortly).

As a valued supplier to ABB, we are contacting your organization to inform you of these changes. ABB expects to continue and strengthen its relationship with your organization. Therefore, we will need your full cooperation for implementing this new transformation and ask you to respond to all requested steps in a timely manner. We understand that this represents a significant change for you. Both ABB and SAP Ariba are fully committed to provide you as much assistance as needed with this transformation. We are confident that this change will be mutually beneficial for both your organization and ABB.

Finally, let us take this opportunity to thank you for the support that you provide as a partner to ABB.

If you have any questions related to registration for supplier summit, please refer to [Event Help Guide \(on24.com\)](#). For any other questions, please do not hesitate to contact our ABB supplier enablement team at global-sccenablement@abb.com

We look forward to your participation in the introduction session as an important step forward in this project.

Thank you in advance for your support.

Sincerely,



Enzo Marotta

Head of Supply Chain

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Process Automation



Alessandro Ermanno

Head of Supply Chain

ABB
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