



# Alstom SAP Ariba Summit

Country

Date

# Agenda

1. Alstom SAP Ariba Project Introduction
2. Ariba Supply Chain Collaboration Overview
3. Benefits and Opportunities
4. Supplier Enablement
5. Next steps to go to **GO LIVE**
6. Q&As

01

# Alstom SAP Ariba Project Introduction

# Context

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Alstom leads a main improvement program, called **Ariba Project**, for **Direct and Indirect procurement processes and tools**.

For Indirect procurement main objectives are to improve procurement compliancy, efficiency and performance, user experience and solution use by employee.

For **Direct procurement** main objectives are to **standardise collaboration for all Alstom businesses** (Rolling Stock & Component, Service and Digital & Integrated System) and **enhance supplier management**,

In order to reach these, we are implementing **SAP Ariba solution** for global procurement that will replace the ALTeS, e-pass and ASCOT systems.

These **projects** will help to **standardize and improve our way of working, both internally and with suppliers**.

# Introduction

## A central portal to enhance supplier collaboration

- Better interface
- Cloud solution: easy to maintain, refresh, collect data
- Long term simplification in supplier management



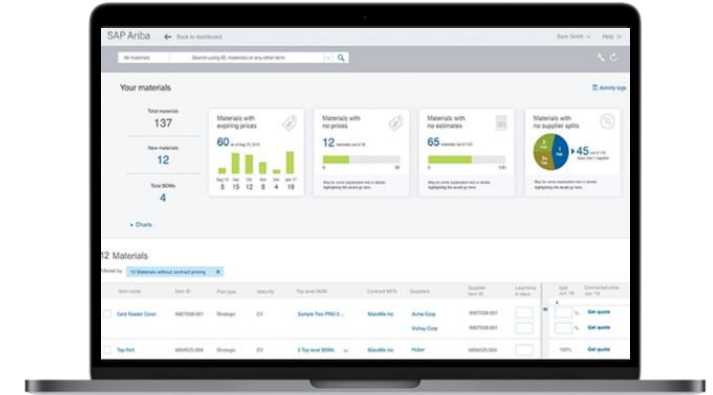
### Supplier relationship

- International network allowed through new Ariba solution
- Improving the relationship, monitoring and follow-up with suppliers

### Supplier Adoption

- Global portal, key asset to develop supplier capabilities
- Free portal for suppliers to register and start doing business with Alstom

## Direct Procurement



## Benefits

### Planning optimization

- Better visibility and forecast to improve planification
- Procurement process simplification

02

## Ariba Supply Chain Collaboration Overview

# Ariba Supply Chain Collaboration Overview

## Supplier View

The screenshot displays the SAP Ariba Supplier View interface, divided into two main sections: Overview and Workbench.

**Overview View:**

- Navigation: Home, Enablement, Opportunities, Workbench, Planning, Orders, Fulfillment, Quality, Invoices, Payments, Catalogs, More.
- Search: Orders and Releases, All customers, Exact match, Order number.
- Summary Cards:
  - 1 Enablement Tasks
  - 932 Orders (Last 31 days)
  - 51 New orders (Last 31 days)
  - 0 Changed orders (Last 31 days)
  - 5 Orders to invoice (Last 31 days)
  - 10 More
- My widgets: Purchase orders (Last 3 months), Invoice aging.
- Purchase orders chart: Shows a line graph with values around \$579K USD.
- Invoice aging chart: Shows a bar chart with values around \$0 USD.

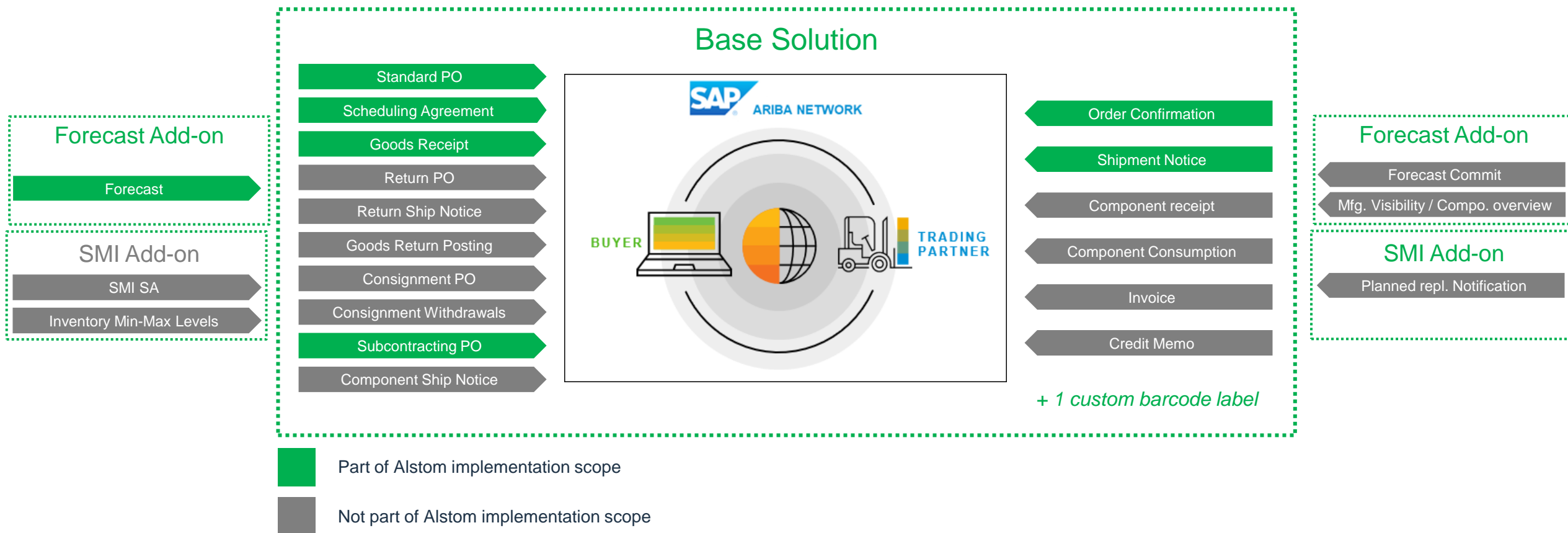
**Workbench View:**

- Navigation: Home, Enablement, Workbench, Planning, Orders, Fulfillment, Quality, Invoices, Payments, Catalogs, Reports, Messages.
- Summary Cards:
  - 75 New orders (Last 90 days)
  - 15 Changed orders (Last 90 days)
  - 45 Orders to invoice (Last 90 days)
  - 2 Rejected invoices (Last 90 days)
  - 304 Orders (Last 90 days)
  - 80 Invoices (Last 90 days)
- Filters: Customers, Order numbers, Creation date, Order status, Company codes, Purchasing organizations, Customer locations, Order type, Routing status.
- Buttons: Apply, Refresh, Cancel.
- Table: SCC Supplier View

Type	Order Number	Customer	Ship To Address	Ordering Address	Amount	Date	Order Status	Actions
Order	4500195149	Stratus Atlantic	Atlanta, ATLANTA, GA, United States	CSC Mtg_atlanta, GA, United States	\$1,000.00 USD	Apr 20, 2020, 8:30:41 PM	New	...
Order	4500195148	Stratus Atlantic	Atlanta, ATLANTA, GA, United States	CSC Mtg_atlanta, GA, United States	\$1,000.00 USD	Apr 20, 2020, 8:28:52 PM	New	...
Order	4500195147	Stratus Atlantic	Atlanta, ATLANTA, GA, United States	CSC Mtg_atlanta, GA, United States	\$500.00 USD	Apr 20, 2020, 8:22:53 PM	New	...
Order	4500195146	Stratus Atlantic	Atlanta, ATLANTA, GA, United States	CSC Mtg_atlanta, GA, United States	\$500.00 USD	Apr 20, 2020, 8:20:36 PM	New	...
Order	4500194393	Stratus Atlantic	Atlanta, ATLANTA, GA, United States	CSC Mtg_atlanta, GA, United States	\$27.50 USD	Apr 16, 2020, 8:19:46 PM	New	...
Order	4500194390	Stratus Atlantic	Atlanta, ATLANTA, GA, United States	CSC Mtg_atlanta, GA, United States	\$2,750.00 USD	Apr 16, 2020, 8:11:30 PM	New	...

# Ariba Supply Chain Collaboration Overview

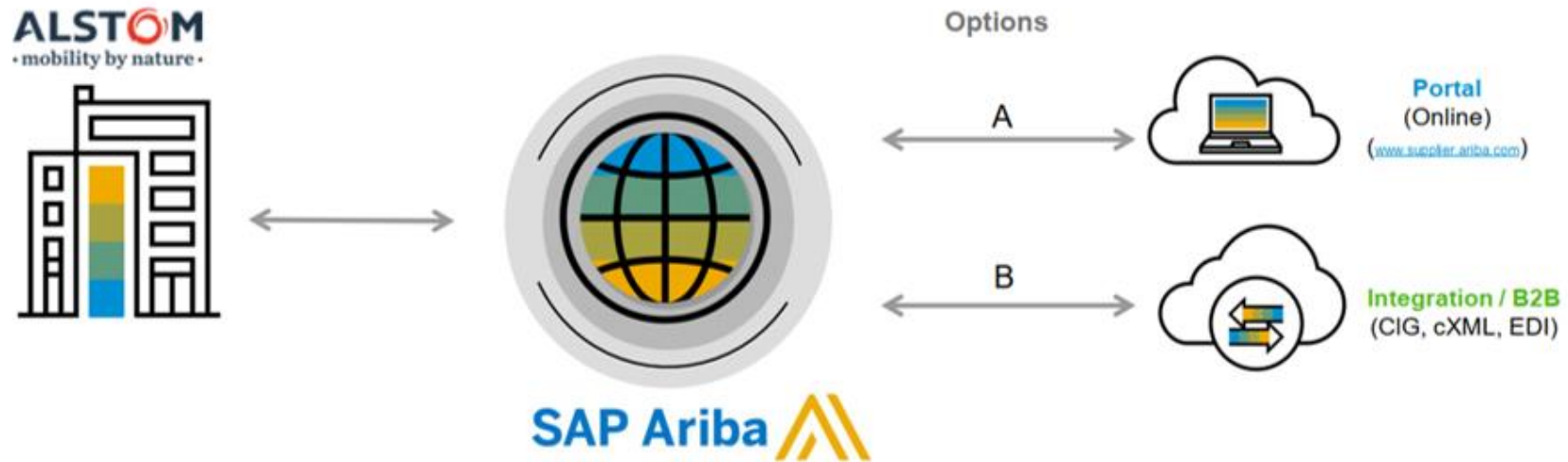
## What is Ariba Supply Chain Collaboration ?





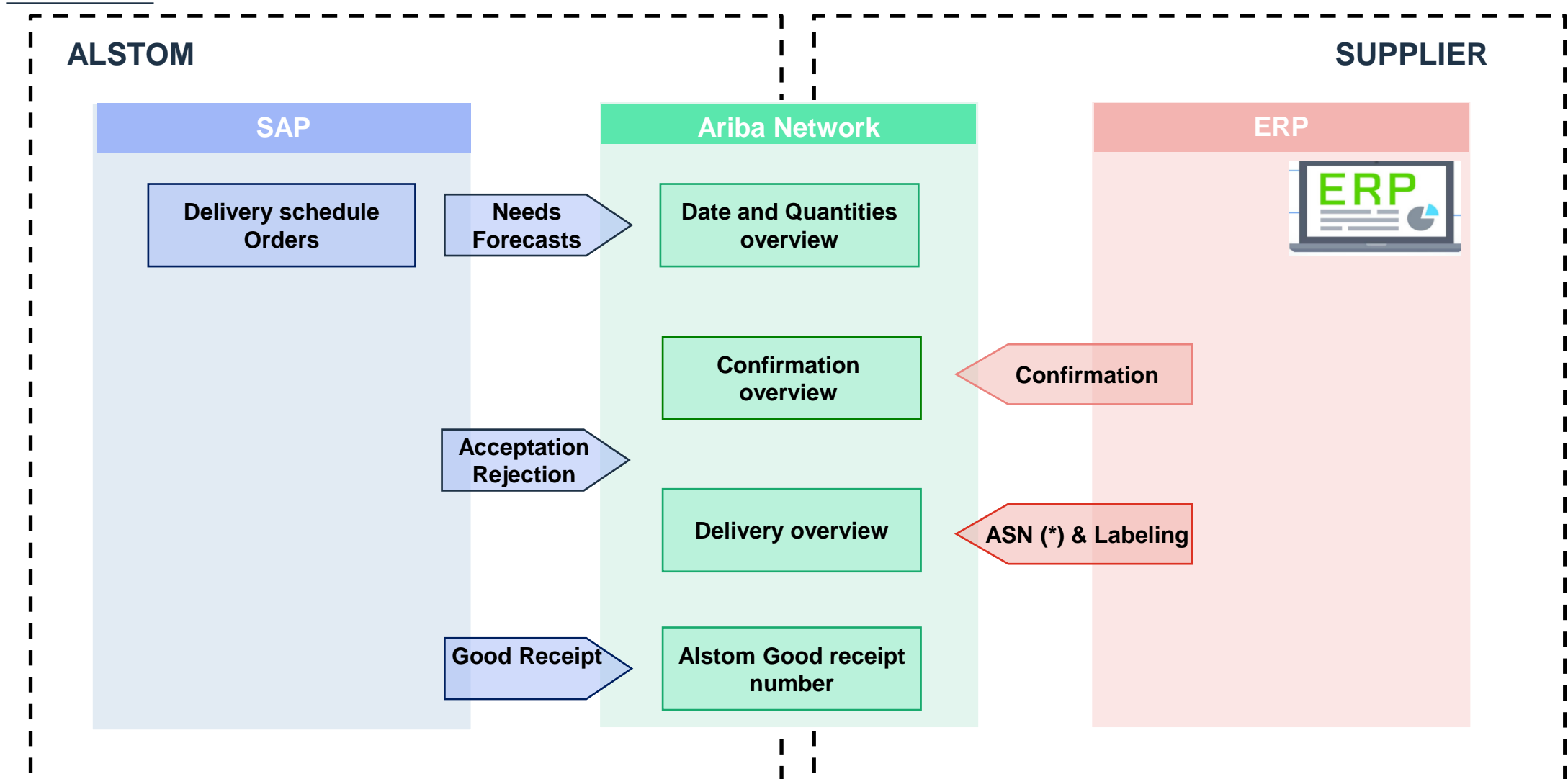
# Ariba Supply Chain Collaboration Overview

- **Transaction Options for Suppliers**



\* Some suppliers take a hybrid approach – some documents might be handled in Portal and some through Integration

# Collaboration Workflow



# New functionalities VS ASCOT



## Standard PO / Schedule Agreement

- Global query “Orders” for suppliers ( Orders & Schedule Agreement) : One single view

## Subcontracting PO

- List of components
- Material inventory level for common stock

## Order Confirmation

- Individual numbering
- Upload & Download solution

## Shipping Notice

- ASN form available, to be printed by supplier
- Specific data available (Serial Numbers / batch Number / expiration date maintained )
- Upload & Download solution

## Labelling mandatory

## Good Receipt

- Specific data will be directly integrated into GSI (no more manual activity for Storeman)
- GSI GR material document will be available in SCC (new finance requirement for invoicing)
- Usage of mobile solution possible ( bar code available with ASN form)

03

## Benefits and Opportunities

# Benefits and Opportunities

## Benefits

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- One **integrated Cloud technology** for all
- **New functionalities** that are improving each quarter with Ariba release
- Simplicity : One single view for all documents “**Workbench for supplier**”
- Efficiency, Process treatment acceleration : upload, download and **mass confirmation**, new figures (Good Receipt number and unit price available on the portal)
- **Collaboration reinforcement** : messaging, shipping notice, specific data (ex : serial number), allows attachments



# Benefits and Opportunities

## Opportunities

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- **Worldwide Alstom Plants and Suppliers :**

All the sites and suppliers will be working on Ariba within 2025

- **Technology :**

Web browser and Mobile Phone or Tablet

- **Cut over activities for :**

No additional workload to redo documents from the former system to the new one

- **Cost :**

Free of charge for the suppliers



# Benefits and Opportunities

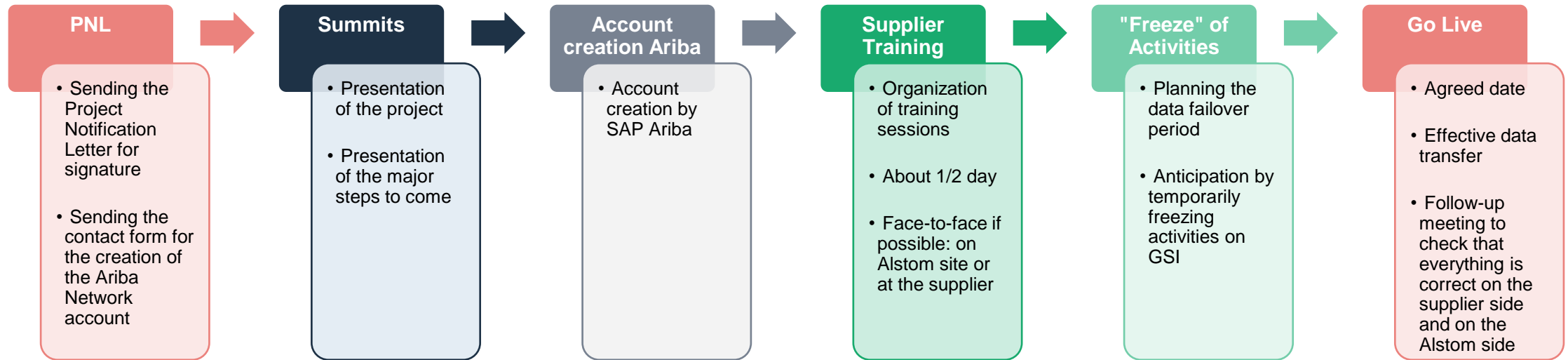
Description	ASCOT	Ariba SCC	Remark
User Interface	★ ★ ★ ☆ ☆	★ ★ ★ ★ ★	Improved User Interface
Multi browser support	★ ★ ☆ ☆ ☆	★ ★ ★ ★ ★	Ariba SCC works with Chrome, Firefox and other popular browsers
Mobile/Tablet	☆ ☆ ☆ ☆ ☆	★ ★ ★ ★ ★	Work on Mobile Phones and Tablets
Price Visibility	☆ ☆ ☆ ☆ ☆	★ ★ ★ ★ ★	Unit Price visible in Ariba SCC
GRN Number Visibility	☆ ☆ ☆ ☆ ☆	★ ★ ★ ★ ★	GR Number visible in Ariba SCC
Mass Confirmation	★ ★ ★ ☆ ☆	★ ★ ★ ★ ★	Improved Mass Confirmation
Excel Based Confirmation	☆ ☆ ☆ ☆ ☆	★ ★ ★ ★ ★	Confirmation with Excel upload available
Real Time Update	★ ★ ★ ☆ ☆	★ ★ ★ ★ ★	Real time update for correct data anytime
ASN	★ ★ ★ ★ ☆	★ ★ ★ ★ ★	Improved ASN with Serial number input options for warranty tracking
Document Attachment	☆ ☆ ☆ ☆ ☆	★ ★ ★ ★ ★	Packing List, Invoice can be attached to ASN

04

## Supplier Enablement



# Process Supplier Enablement



## Keys To Successful Enablement



05

Next steps to go to GO LIVE

# Supplier Enablement Trading Relationship Request

The invitation is also referred to as the Trading Relationship Request, or TRR. This e-mail contains information about transacting electronically with your customer.

**Click** the link in the emailed letter to proceed to the landing page.

1- SAP Ariba Enablement Team will send the **Trading Relationship Request** to the supplier

2 - The supplier will be asked to register **on the Ariba Network** : please refer to the documentation “Quick start guide” (sent with the Summit Presentation and downloadable from the Supplier Information Portal)

3 - The supplier will proceed with Enablement Tasks on the Ariba Network and **create users profiles before GO Live date**

See <http://www.ariba.com/supplier/suppliernetwork/> for more information about the Ariba Network capabilities.

WHAT DO I DO IF I HAVE QUESTIONS  
For general and frequently asked questions about the Ariba Network, [click here](#).

View additional information about ANQA testing account, Inc. in the [Supplier Information Portal](#). After you have established the trading relationship, you can continue to access ANQA testing account, Inc.'s supplier information portal from your Ariba Network account.

For specific questions related to your Ariba Network trading relationship with ANQA testing account, Inc., [click here](#) to submit your questions directly to them.

ACTION REQUIRED

If you are the account administrator or if you want to register a new account on the Ariba Network, proceed to click the following link. Registering and/or setting up the trading relationship with ANQA testing account, Inc. takes only a few minutes. There is no charge to register, and basic membership is free. Potential fees may apply based on transaction volumes.

→ [Click here to proceed](#)  
(This will inform us that you have started the activation process)

NOTES:

- This invitation link allows you to create a new Ariba Network account or use an existing

# Next steps to go to **GO LIVE**

## Tasks and execution strategy

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**Account registration :** Confirm Name and contact details of the SAP Ariba Administrator

**Training :** From date

**Cut over execution :**  
Define the frozen period and the GO LIVE strategy “One Plant / One Supplier”

**Before GO LIVE :**  
The Supplier will have to make sure that it has created its users in Ariba Network

## Supplier Information Portal

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## Help Center

Welcome to the **CUSTOMER** Supplier Information Portal. This portal provides information for all suppliers conducting business with **CUSTOMER**. For your organization, this means that the traditional way of transacting with us is changing fundamentally. On this site you will find information regarding the transformation as well as a number of tools to help answer any of the questions you may have.

What information are you looking for?

- Buyer Letter**  
Regarding the Ariba Network
- Introduction Ariba Network**  
See how to navigate the Network
- Ariba Network General Resources**  
General resources for suppliers transacting using the Ariba Network
- Integration & Catalog**  
Catalog & Integrations processes for transacting via the Ariba Network.
- Standard Account Information**  
Access to Standard Account Services
- Training Guides & Training Clips**  
Learn how to transact with **CUSTOMER**

Account Settings

Customer Relationships | Users | Notifications | Application Subscriptions | Account Registration | API management

Current Relationships | Potential Relationships

I prefer to receive relationship requests as follows:

Automatically accept all relationship requests  Manually review all relationship requests

Current (4) | Pending (1) | Rejected (0)

Current Customers

Filter

Customers

Enter customer name or Network ID

<input type="checkbox"/>	Customer	Network ID	Relationship Type	Approved Date	Supplier Information Portal
<input type="checkbox"/>	Ben's Company	AN01014461904-T	Trading	26 Apr 2016	<a href="#">[i]</a>
<input type="checkbox"/>	Ariba - TEST	AN01025994488-T	Trading	9 Nov 2015	

Search...

- I need help accessing a sourcing event
- How do I create an invoice?
- Why was my invoice or service entry sheet rejected?
- I need help with invoicing
- I need help connecting with a customer
- When will my invoice be paid?
- I need help with purchase orders
- Does Ariba offer live webinar training?
- I need help with payment
- Why can't I find a purchase order?
- How do I add a new customer?
- How do I edit and resubmit a failed rejected invoice?
- Do I contact Ariba or my customer when I have a question or issue?

Documentation | Support

SAP Ariba Help Center

English | Logout

Home | Learning | Support

### How can we help you?

Search our knowledge base

Or browse below for topics that might help

Sort by: Relevance

- I need help accessing a sourcing event**  
You can access a sourcing event to which you have been invited in two ways: Through the invitation email the buyer sends. By going to the Proposals page (click app drop-down menu in the upper-left corner of the application and select Proposals.) If the event you are looking for is not listed on the...  
Event participation | View homepage | RFQ | Standard accounts  
67 · 86772 views · edited Apr 29 2020
- How do I create an invoice?**  
Question How do I submit an invoice? Answer First, you will need a trading relationship with your customer. Then, you will need to determine what type of invoice you are submitting. Please see the article "How do I know which type of invoice to create?" to determine what type of invoice you are...  
Invoices | PO invoices | Non-PO invoices | Contract invoices | Invoice status | Enablement tasks and activities | View homepage | Supply chain  
32 · 65847 views · edited Apr 29 2020
- Why was my invoice or service entry sheet rejected?**  
Question Why has my invoice or service entry sheet been rejected? What should I do if my invoice has been rejected? Answer Invoices are rejected either. Automatically by your customer's invoicing rules. Manually by your customer. The rejection happens when the invoice violates invoicing requirements...  
Search invoices | Invoice status | Invoice history | View homepage | Invoice rejection messages

# Alstom SAP Ariba Business Network

## Support references

### Supplier Support During Deployment



#### SAP Ariba Business Network Registration or Configuration Support

- [Registration, Account configuration](#)



#### Alstom Enablement Business Process Support

- Business-Related Questions
- Email: [Vincent.mathieu@alstromgroup.com](mailto:Vincent.mathieu@alstromgroup.com)
- Email: [gerald.cagnin-ext@alstromgroup.com](mailto:gerald.cagnin-ext@alstromgroup.com)



- [Alstom Supplier Information Portal](#)

### Supplier Support Post Go-Live



#### Global Customer Support

Use the Help Center directly from your Ariba Network Account.

06

Q&As

# Q&As

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