

2111 Release Feature Overview and Q&A – SAP Ariba Strategic Sourcing

Rob Jones 27 October 2021

PUBLIC



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Agenda

Logistics

General Release Information

Key Feature Discussions

- General Items
- Source to Contract Features

Reminders

Logistics

To Ask a Question, please use the ON24 Q & A Panel

- If not already visible, click the Q&A button at the bottom of the screen.
- Type your question in the "Enter your question here" area.
- Click Submit.

The Presenter and/or Panelists will attempt to answer your question online or via the audio feed as close to the time the question is asked as possible.



| Q5A | | | - |
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Logistics

At the end of the session, provide Survey feedback

- If not already visible, click the Survey button at the bottom of the screen.
- Answer the questions posed.
- Click Submit.

Your feedback is used to continually improve our customer engagement activities for our quarterly product releases.

Thank you for taking the time to share your thoughts with our team!

| Survey Event Survey | | | | |
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General Information Session Materials

Hom

- SAP Ariba Connect user interface
- Multiple routes for launching the Release Readiness page
- Access to product announcements also available

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| | | | Announcements | email notifications", "user autho | rization" |
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General Information Session Materials

Recordings and presentations will be posted on the Release Readiness tab/tile in SAP Ariba Connect. See the Release Feature List and What's New links on the left side of the page for detailed information. Note naming convention update and visit the Previous Releases Archive and Roadmap tiles at bottom right of page.

Release Readiness 🔻 RJ Incidents & Service Requests Release information Administration & more Home Answers **Release Readiness** Have a question? **Release Feature Content** Release Calendar Activity Date* 11/12/2021 SAP Ariba 2111 Release The SAP Ariba 2111 Early Release Feature List: 2111 Release December Service Pack Series 12/10/2021 January Service Pack 01/14/2022 If you want to learn more and actively SAP Ariba 2202 Release 02/18/2022 engage with SAP subject matter 2111 Release Information 2111 Early Release Series webcasts 2021 Release Calendar view **Release Highlights** experts, we encourage you to participate in these informative *Disclaimer: The release dates above reflect current SAP Ariba planning. A notice confirming the guarterly release dates will be sessions. Register now! sent 3-weeks prior to each release. A notice confirming the monthly deployment dates will be sent 2-weeks prior to each deployment. SAP Ariba may change the schedule at any time without notice and assumes no responsibility for errors or omissions What's New guide Last updated: October 20, 2021 Looking for features from previous Looking for webcasts from previous Resources Feature Archive Webcasts Archive releases? releases? SAP Ariba Customer Support Webcast Series Features Requiring Attention Looking to get more value from your SAP Ariba solutions? The goal of the SAP Ariba Customer Support Webcast Series is to provide insights on common issues customers have faced and provide guidance on how to avoid. Find helpful resource documents below from previous webcasts: Automatically On with the SAP Ariba 2111 Release Features Becoming Mandatory Strategic Procurement **Operational Procurement** These features were made available in a previous SAP Ariba Releases. At the Ariba Network • time of their release they were optional, meaning they required contact with Support for questions based on additional Cloud Integration Gateway (CIG) SAP Ariba to enable. These features will now become mandatory and will be KT What's New types of master data [SM-3049] **APIs** Automatically On for all customers, in both production and test sites, with the Presentation Guide release indicated. Customer Influence and Adoption Automatically On with the SAP Ariba 2202 Release What should you do before features are Automatically On How can customers continuously shape SAP solutions? in your Production site? Find out how customers can continue their influencing journey with SAP by leveraging the • Customer Influence & Adoption offerings to help shape SAP Ariba solutions. Configurable levels for control effectiveness Review feature Knowledge Transfer (KT) material and the KT What's New [ARI-9766] Release Guide. Do you have a great idea for a new product? Would you like to see a specific Presentation Guide Explore these features in your Test site to verify compatibility SAP Ariba enhancement or feature? If so, we have the perfect opportunity for

7

Register TODAY for Remaining 2111 Webcasts





Webcasts

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Select one or more of the following webcasts and complete registration. Click any webcast listing to view its details.

SAP Ariba 2111 release overview and Q&A - Strategic

Sourcing & Supplier Management
 Wednesday, October 27, 2021, 07:00 AM PDT

SAP Ariba 2111 release overview and Q&A - Procurement Thursday, October 28, 2021, 07:00 AM PDT

SAP Ariba 2111 release overview and Q&A - Business Network and Supply Chain Wednesday, November 03, 2021, 07:00 AM PDT

SAP Ariba 2111 release overview and Q&A - Platform and
 Integration (CIG and APIs)
 Thursday, November 04, 2021, 07:00 AM PDT

Overview

Title: SAP Ariba 2111 release overview and Q&A - Strategic Sourcing & Supplier Management

Date: Wednesday, October 27, 2021

Time: 07:00 AM Pacific Daylight Time

Duration: 1 hour

Summary

About this session:

During this webcast session, we will provide an overview of the key features planned for the **SAP Ariba 2111** release.

Solution Areas:

General Planned Features



General items

Features from prior releases becoming automatically on in this release

Support for questions based on additional types of master data [SM-3049] (Introduced with 2105)

Sourcing and Contracts Planned Features



Introducing: Guided sourcing support for full sourcing projects

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| Project widgets | Planning Phase | Not started | | Jun 00, 2020 | 000 |
| | Update team members To Do task | Not started PO Project owner | | Jun 00, 2020 🕑 Strategy do | Mark as started |
| Widgets | Review requirements * Review task | Not started PO Project owner | | 🕑 Strategy do | Mark as started *** |
| Supplier participation | Develop Sourcing Strategy Phase | Not started | | | 000 |
| Sourcing RFP - A | Source and Negotiate Phase | Not started | | | 000 |
| 7 | Deploy Phase | Not started | | | 000 |
| Sourcing RFP - B | Project closure Phase | Not started | | | 000 |
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| | Sourcing RFP - B | RFP V1 Not created | PO Project owner | Jun 00, 2020 PO Project owner | Create RFP +3 *** |

Detailed feature information

The full project functionality is available in SAP Ariba Sourcing and is now also available as part of the guided sourcing capability.

The full projects functionality facilitates the collaboration amongst internal stakeholders as part of a sourcing initiative which follows an overall project plan with phases, milestones and tasks which ultimately can translate into deliverables being part of the sourcing initiative. These can be documents and/or events.

A smart dynamic template appearance behavior upon project creation enabled through conditions in the template, drive operational efficiency. Users do not need to search for the appropriate project/document/event template, but will be guided by the solution by completing header field information.

Feature at a Glance Introducing: Support for English reverse auction events in guided sourcing

Detailed feature information

This feature enables buyers using guided sourcing to create, monitor, and award English reverse auctions from the guided sourcing UX:

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| Office Decoration_Spring Season_UK 2022 Auction Open ID: Doc762144424 | | Monitor eve | ent Close ••• | |
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| | TZ Delivery | \$17.10 USD 09/28/2021, 5:00 PM | TZ Delivery | \$24.98 USD 09/28/2021, 5:00 PM |
| | Willow Supplier | \$18.00 USD 09/28/2021, 5:00 PM | Willow Supplier | \$26.30 USD 09/28/2021, 5:00 PM |

*** A PDF file and Recording of today's presentation will be posted in Release Readiness area of support.ariba.com ***

Introducing: Grading and scoring in guided sourcing

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| Grading criteria | Overall weight | Total weight | Weight | | | Automatic grading | |
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| Subtotal Weight | | | | | | | |
| ✓ General info and requirements | 30 % | 30 % | | | | | |
| ✓ 1.0 Included Services | 30 % | | 100 96 | | | | |
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Detailed feature information

This feature enables buyers to use grading and scoring in guided sourcing events. It enables to further automize the analysis step at the end of the bidding process.

At the closure of the event and if the event has been set up in such a way to enable auto-scoring of the suppliers' responses and/or team grading, the scorecard then helps to get an instant understanding of the various factors (addressed by the buyer through questionnaires/requirements etc) such as technical, qualitative and/or environmental which aim to provide a deep understanding of the supplier's overall offer and with that facilitate the decision process.

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| | | | Grading criteria | ۲ | Overall weight 100 % | Willow Supplier Total grade: 69.13 % | Stratus IT Supplier Total grade: 61.37 % | ABC Compnay Pvt Ltd Total grade: 64.13 % | l. | | |
| | | | > Items and terms | 80 | 70 % | 58.33 % | 29.57 % | 23.33 % | | | |
| | | | > General info and requirements | 80 | 30 % | 10.8 % | 31.8 % | 40.8 % | | | |
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Source to contract

Sourcing

- 1. Guided sourcing support for full sourcing projects [SS-19865] (Highlight Feature)
- 2. Support for English and Dutch reverse auction events in guided sourcing [SS-21938, SS-25524] (Highlight Features)
- 3. Grading and scoring in guided sourcing [SS-24513] (Highlight Feature)
- Ability to create follow-on documents in external system directly upon awarding in guided sourcing [DMS-11837]
- 5. Support for relative scoring-based auto-grading and additional formula functions [ET-3]
- 6. Support for cost breakdown information and service line items in bid analysis [OPT-1857]
- 7. Ability to create an award from the bid analysis interface in guided sourcing (Single Award) [OPT-2241]
- 8. Ability to award a line item to multiple suppliers from the bid analysis interface in guided sourcing (Split award) [OPT-2242]
- 9. Enhanced event message board [SS-10294]
- 10. Ability for suppliers to add comments and attachments to responses in guided sourcing events [SS-16560]
- 11. Accessibility enhancements in guided sourcing [SS-21927]

Source to contract

Sourcing continued...

- 10. Edit and complete sourcing requests in guided sourcing [SS-21939]
- 11. Ability to download all supplier attachments in guided sourcing events [SS-22999]
- 12. Email bidding: support for attachments from supplies during the email bidding process [SS-23999]
- 13. Service items and service hierarchies in guided sourcing [SS-24077]
- 14. Support for marking incumbent suppliers in a guided sourcing event [SS-26206]
- 15. Usability enhancements to guided sourcing events in the draft state [SS-26273]
- 16. Display supplier sourcing activities on supplier cards [SS-26277]
- 17. Ability to view changes between the current and previous published versions of a guided sourcing event [SS-26282]

Source to contract

Strategic sourcing for industries

- 1. Product sourcing support for buyer and supplier-defined price validity end dates [DMS-14941]
- 2. Support for pricing conditions in alternative bids as part of a sourcing event [DMS-15410]
- 3. Support for enhanced lookup tables as part of cost breakdowns including complex formula support in guided sourcing [DMS-15569]
- 4. New fields added for creating questions and characteristics in category attribute hierarchy [SSR-2605]
- 5. New article master search user interface [SSR-2788]

Contracts

- 1. Ability to restrict users from changing the signature provider and dictate the use of particular electronic signature types when using DocuSign [ET-5]
- 2. Support for hierarchy of line items in purchase contracts sent to SAP S/4HANA Cloud in the 4AZ integration scenario [SC-12949]
- 3. Ability to upgrade templates in contract workspaces that contain assembled documents [SC-13300]

Preparation: Apply template process updates to existing engagement projects

| Supplier risk administration | | |
|--|--|---|
| Reports Configure risk exposure | Preparation for template upgrade | Choose the version of the template you want to prepare for upgrade |
| Import data Configure alerts Customize supplier alerts | Step 1: Select an older template version to prepare for template upgrade. Latest template version available: v375 | 2. Download the file with survey questions and recommended question matches |
| Engagement processing error report Content and service providers | Select an older template to review matched fields: $v4 \sim$ | Review the file offline and adjust matches (please refer to documentation) |
| Adverse media feedback center Preparation for template upgrade | Ster 2: Developed the file that included the surrow questions and the recommended matches | 4. Upload file, check validity, resolve any errors, and publish. |
| Manage upgrades Configure periodic reviews Control effectiveness options | Step 2: Download the file that included the survey questions and the recommended matches. File includes: • Recommended matched: • Source unmatched: • Target unmatched: • Manually matched questions (if a manual match was applied previously to this template version combination) ↓ ↓ Download v375_v4_unmatched_fields.csv Step 3: Review the columns for source and target correlation IDs, and the matched result column. If you want to make changed preserved from the older template version into the new template version after template upgrade. If you leave the Target Correlation IDs, after making changes, save the file to your desktop. Step 4: Upload the file saved in Step 3 with the updates to the Target Correlation ID column. Click Check validity to check your not upload file ↓ Upload file Browse Check validity | s, make them in the Target Correlation ID column. This will allow data to be ation ID column empty, the data from the older template version will not be |

Feature at a Glance Make Projects Available for Template Update

| HOME SUPPLIER RISK | SUPPLIER MANAGEMENT MORE | Recent ▼ Manage ▼ Create ▼ |
|--|---|--|
| Supplier risk administration | | |
| Reports | Template u Additional settings for template upgrade | 1. On Manage Upgrade > Select |
| Configure risk exposure Import data | Latest templat Project type: Engagements selected for template upgrade: 1 Projects eligibl | engagements tab, multi-select the |
| Configure alerts Customize supplier alerts | Send notification: 1 | engagements you want to upgrade to the latest template |
| Engagement processing error report | Select engag Add a message: * Example Message | 2. After clicking Continue, define additional |
| Content and service providers Adverse media feedback center | Engagement | settings for template upgrade in the popup |
| Preparation for template upgrade | Select eng | such as notification settings and message |
| Manage upgrades Configure periodic reviews | Recurring notification: 1 Every 30 days | reminder settings, and due date settings |
| Control effectiveness options | | |
| | Set a due date: 1 Sep 30, 2021 | &Data base & reporting so ftware |
| | | Finance &Data base & reporting so ftware |
| | Click Confirm to require template upgrade on the selected engagements. Notifications will be sent based on your chosen settings. | &Data base & reporting so ftware |
| | WS4141786 V369 In Assessment Important Not available All | Finance &Data base & reporting so ftware |
| | WS4141418 V372 Completed Not Applicable Not available All | Finance &Data base & reporting so ftware |
| | | &Data base & reporting so |

View status: Apply template process updates to existing engagement projects

| Supplier risk administration | | | | | | | |
|------------------------------------|---|-----------|--------------------|--------------|--------------------|--------------|------------------------------|
| Reports | Template upgrade | | | | | | |
| Configure risk exposure | Latest template version: | V375 | | | | | |
| Import data | Project type: Projects eligible for upgrade: | | Engagement Project | | | | |
| Configure alerts | | | | | | | |
| Customize supplier alerts | Select engagements Vie | ew status | | | | | |
| Engagement processing error report | Engagement request | Upgrade | status | Upgrade sent | | | |
| Content and service providers | Select engagement ID | Select | a status | ~ | × Apply filters Re | eset filters | |
| Adverse media feedback center | | | | | | Export | |
| Preparation for template upgrade | Date | ID | Version | Upgraded to | Completed on | Notified | Status |
| Manage upgrades | Sep 30, 2021 | WS4142647 | V374 | V375 | | | Template Upgrade Submitted |
| Configure periodic reviews | Sep 30, 2021 | WS4142447 | V374 | V375 | | | Template Upgrade Submitted |
| Control effectiveness options | Sep 30, 2021 | WS4120676 | V369 | | | | Pending |
| | Sep 30, 2021 | WS4104754 | V369 | V370 | | | Pending Edit |
| | Sep 29, 2021 | WS3483676 | V316 | V369 | | | Pending Change Request |
| | Sep 29, 2021 | WS3882245 | V341 | V369 | Sep 29, 2021 | | Completed |
| | Sep 29, 2021 | WS4055037 | V352 | V369 | | | Pending Change Request |
| | Sep 29, 2021 | WS4017006 | V356 | V369 | | | Pending Edit |
| | Sep 29, 2021 | WS3999947 | V352 | V369 | Sep 29, 2021 | | Completed |
| | Sep 29, 2021 | WS4098974 | V364 | V369 | | | Pending Edit |
| | | | | | | | First < > Last Viewing: 1/61 |

- **Pending Change Request** means the project owner updated their engagement project to the latest template but hasn't completed the change request that was opened after the template upgrade.
- **Pending Edit** means the project owner updated their engagement project to the latest template but hasn't completed the edit that was opened after the template upgrade.
- **Template Upgrade Submitted** means the upgrade processing has completed and the change request has been submitted.

The **View status** tab shows the engagement projects that were selected for upgrade to the latest template version and their upgrade status.

Completed means the project owner finished everything and the template upgrade process is done.

- If the engagement project was in progress for an edit before the upgrade, it's in progress again after the upgrade.
- If the engagement project was completed before the upgrade, the change request following the upgrade has been completed and the engagement project is back in completed status after the upgrade.
- **Failed** means the engagement project failed to upgrade to the latest template.
- In Progress means the background processing is in progress.
- **Pending** means the project owner needs to upgrade their engagement project.

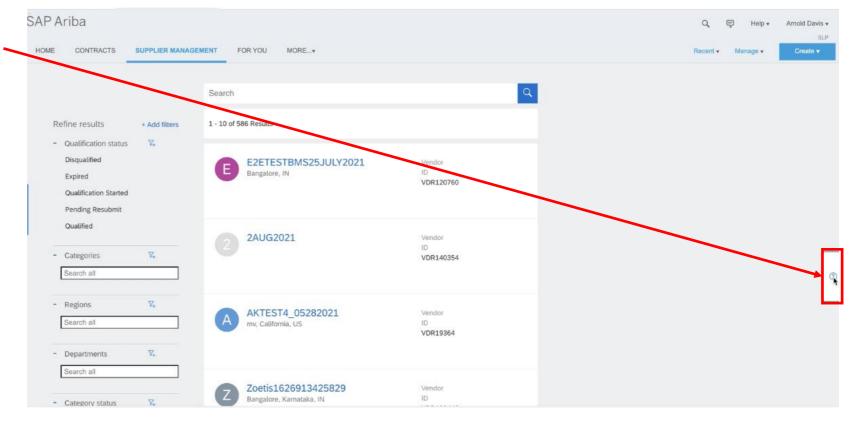
Supplier management

Risk

- 1. Apply template process updates to existing engagement projects [ARI-12352]
- 2. Ability to include engagement context in assessment notifications [ARI-11464]
- 3. Risk alert enhancements [ARI-13952]
- 4. Ability to show issue comments in analytical reports [ARI-14630]

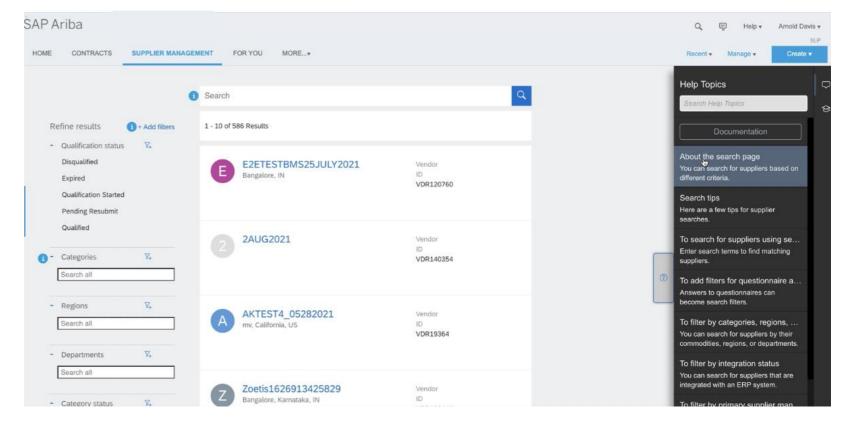
Web Assistant Launch

• Clicking on the question mark icon on the right of the page launches the web assistant.



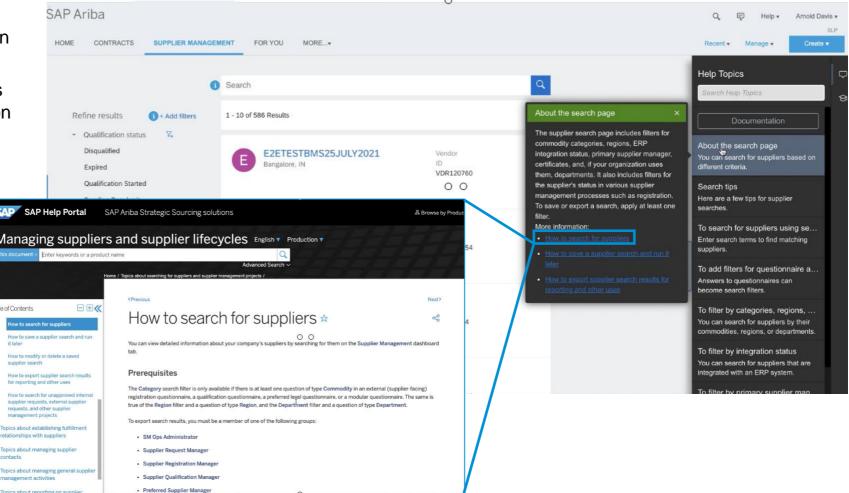
Web Assistant Launch

• On launch, the carousel appears on the right, with tiles offering assistance on elements specific to the page.

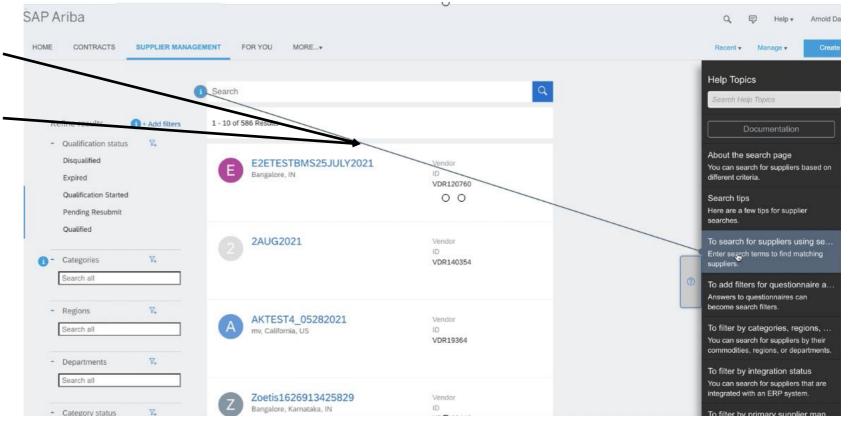


Introducing: Support for Web Assistant standard content for supplier search

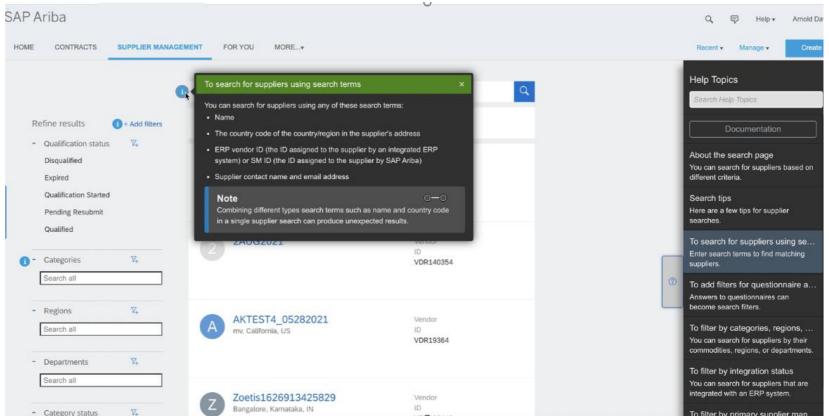
- Some tiles provide general information for the page.
- Clicking on the top tile, a dialog box is launched providing overview details on the search page, including links to documentation.



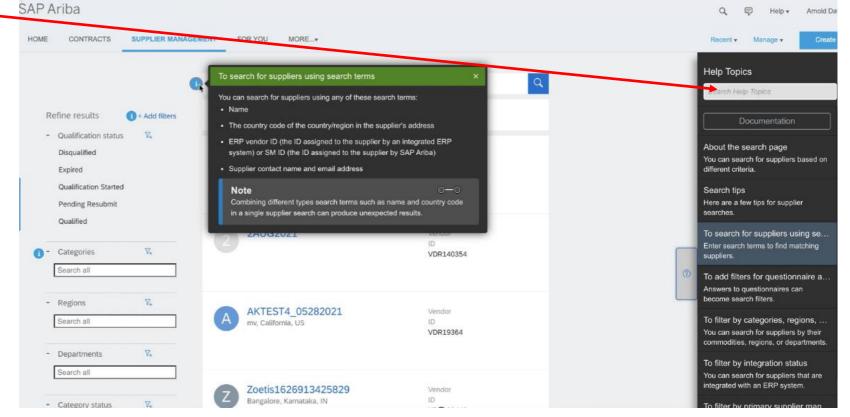
- ① Other tiles link directly to hot spots
- Hovering over a tile linked to a hot spot shows a "laser" connecting to the hot spot it supports.
- Hovering over the hot spot also launches the "laser" connecting it to the tile it relates to.



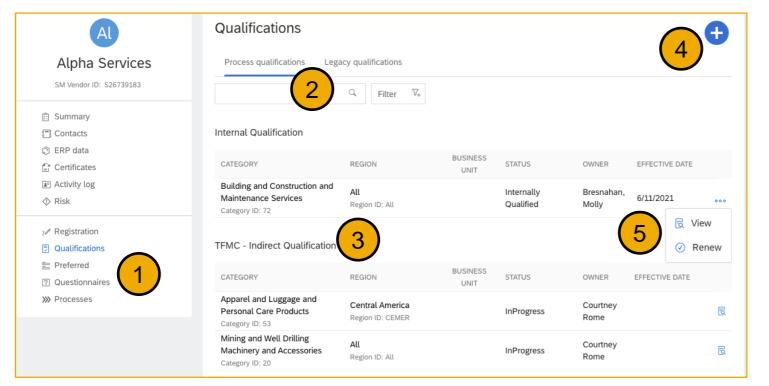
- Other tiles link directly to hot spots
- Hovering over a tile linked to a hot spot shows a "laser" connecting to the hot spot it supports.
- Hovering over the hot spot also launches the "laser" connecting it to the tile it relates to.
- Clicking on the hotspot or tile launches a dialog box containing insight on the field being highlighted.



- The search field at the top of the Web Assistant carousel can be used to search available topics in Web Assistant. It does **not** return results from the full documentation available on the <u>SAP Help Portal</u>.
- A number of tiles and hot spots are available on the Supplier Search page including:
 - · About the search page
 - Search field tips
 - Adding filters based on supplier questionnaire responses
 - Filtering on
 - Supplier categories
 - Supplier regions
 - Departments
 - ERP integrated suppliers
 - Supplier Manager
 - Supplier Certificates

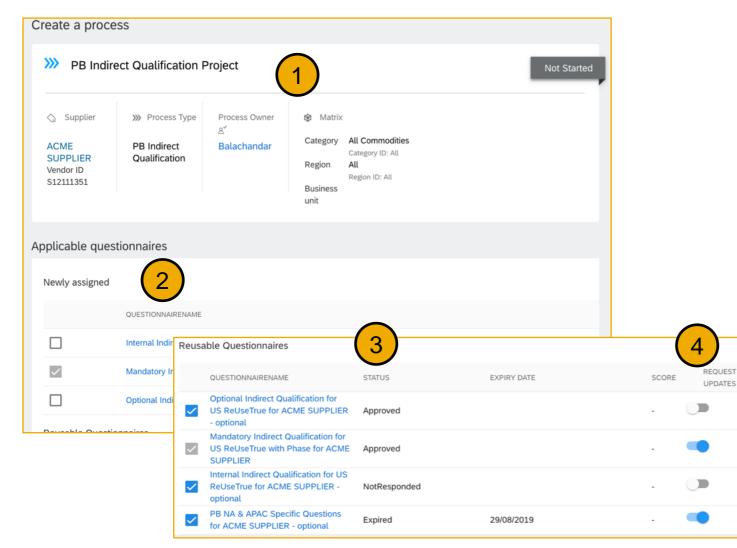


Introducing: New Modular Process framework for Qualification and custom supplier lifecycle processes



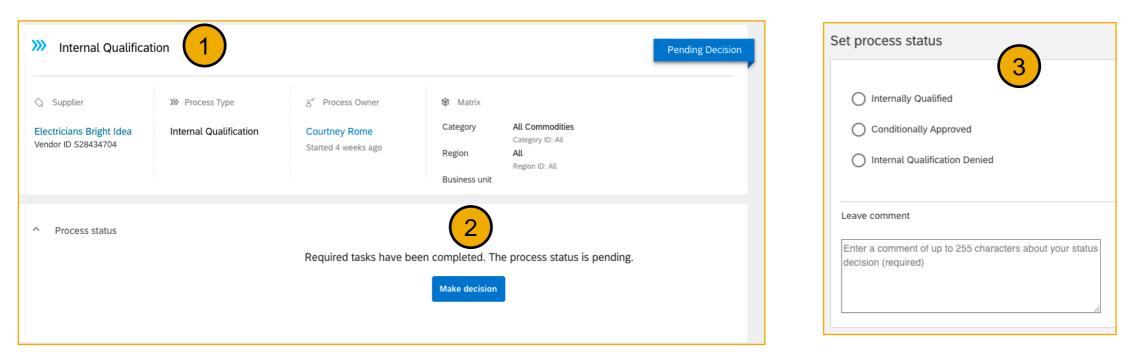
- "Qualifications" available on the 360 as before. New "Processes" link for customer defined processes.
- 2. Legacy qualification activities (if any) are maintained in a separate area from the new process-based qualifications. **See documentation for more details for how legacy qualification transitions are handled.
- 3. Processes are grouped by Process Type, with matrix selections and qualification status at the ready. Now able to search and filter across projects.
- 4. Initiate a new qualification process
- 5. Action-based menus depending on status.

Introducing: New Modular Process framework for Qualification and custom supplier lifecycle processes



- 1. Process creation summary includes process type and matrix details
- 2. Questionnaires that are dynamically assigned to the process
- 3. Reusable modular questionnaires with status and expiration details
- 4. Ability to request updates to force attention on a particular questionnaire, even if already answered and active

Introducing: New Modular Process framework for Qualification and custom supplier lifecycle processes



- 1. Process level decision above and above individual questionnaire approval workflow
- 2. Process details including intake form and all related questionnaires are accessible to decision maker
- 3. Process statuses can be customized text values as well as non-binary. "Conditionally approved" is now available as an outcome.

Supplier management

Supplier management

- 1. Support for Web Assistant standard content for supplier search [SM-15477]
- 2. New Modular Process framework for Qualification and custom supplier lifecycle processes [SM-16798]
- Support for supplier data integration with SAP S/4HANA Cloud using SAP Master Data Integration (MDI) [SM-30016]
- 4. Self-service configuration parameters for supplier data integration [SM-30009]
- 5. Support for partitioned supplier data for SAP Ariba Procurement solutions [SM-30017]

Reminder

Please remember to provide Survey feedback

- If not already visible, click the Survey button at the bottom of the screen.
- Answer the questions posed.
- Click Submit.

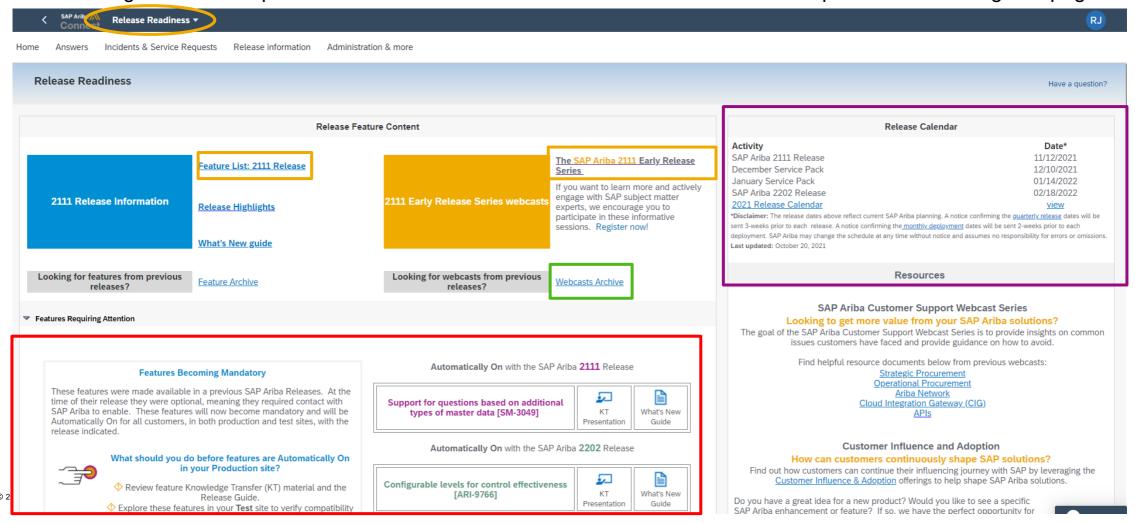
Your feedback is used to continually improve our customer engagement activities for our quarterly product releases.

Thank you for taking the time to share your thoughts with our team!

| Survey | | |
|---|---|--|
| Event Survey | | |
| | nar is greatly appreciated. We re make continuous improvements | |
| How strongly would y to your peers? | ou recommend this webinar | |
| Select a Choice | • | |
| Are you willing to be a feedback on release r | contacted to provide survey eadiness content? | |
| Select a Choice | • | |
| 3. Provide any comment session or the release | ts you have regarding this materials: | |
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General Information Session Materials

Recordings and presentations will be posted on the Release Readiness tab/tile in SAP Ariba Connect. See the Release Feature List and What's New links on the left side of the page for detailed information. Note naming convention update and visit the Previous Releases Archive and Roadmap tiles at bottom right of page.



33



Thank you.

Contact information:

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Sr. Director, Roadmaps and Releases SAP Procurement Product Strategy Washington, DC, USA rob.jones@sap.com



Appendix: Additional information of possible interest



Communications Notice Recipients

Release Notifications are sent to all Designated Support Contacts by default and any other users that subscribe.

Best Practice:

- Encourage relevant team members to subscribe by clicking their name in the top right corner and select Subscriptions
- Create a distribution list for others that need to know and add as an additional email

| P Ariba 然 Connect | Search | ۹. ۳ | Rick Cox 🗸 | | ability to add |
|---|---|--|---|---|--------------------|
| Downtime/Security Notifications | | | User Profile | | additional email |
| Subscribe Unsubscribe | Notifications regarding scheduled/unscheduled dow Note: Internal users will not receive this regardless Notification" distribution list <u>here</u> . | ntime and security information/bulletins. of their subscription options. You may request access to the "DL AR | Change Password Subscriptions Designated Support Contacts | Downtime/Security Notifications | |
| Product Release Information Subscribe Subscribe Unsubscribe Unsubscribe | Notifications regarding new product releases, new f Note: Internal users will not receive this regardless Notification" distribution list <u>here</u> . | eatures, and service pack availability. of their subscription options. You may request access to the "DL ARI | Designated Support Contacts Entitlements Environments Contact Us | Subscribe Unsubscribe Market Statements | Notifications rega |
| Discussion Forums | | | Turn On Background | Product Release Information | |
| Discussion Forums and Subscriptions Forums are split into SAP Ariba solution families. Subscription enait treatigenamic on - Citch here to correct Subscribe: (KE) (R) Procurement and Involving Subscribe: (KE) | Select the yes/no switch beside the forum names to Click here to edit Discussion Forum subscriptions | receive notification emails for new posts. | Help Log Out | Subscribe Unsubscrib Contractioners | mail 2 |
| R Arba Network Subscribe: YES | | | | - Chipping Approximation | m Cristin. |

Cloud Integration Subscrit

DSC view with

Historical release information Archive page

Prior release materials grouped by product/solution area for quick reference. Listed in chronological order of most recent to oldest update from top to bottom of page.



| sourcing, contracts, & spend analysis | | | |
|---|----------------|------------|---|
| his page includes a list of features delivered in the 2018 calendar year for SAP Ariba Sourcing, Contracts, and Sp n all features can be found in the release guides and other documentation located on SAP Ariba Connect. Suppl vailable for some features. Click the play or PDF icons to access the materials. | | | |
| or additional information on the monthly release model see the About Release Readiness link on the Release Re | adiness tile o | of SP Arib | a Connect. |
| April | | | |
| Update Material Master items in CLID from sourcing award With this solution users should be able to update line items into a CLID from a Sourcing Award. | Mandatory | POF | SAP Ariba Contracts SAP Ariba Sourcing |
| Append or update line items in contracts from a sourcing award without manual amendment of the contract workspace This feature will ensure that line items from a sourcing award can be updated or amended in to a contract without manually changing he status of the workspace. | | POF | SAP Ariba Contracts |
| With this solution, all contracts - draft, draft amendment and published contracts will be listed from the sourcing award. When a user selects a published contract, application will create Price Update Amendments automatically, update the contract line items document by adding or updating line items, then close the amendment. | Mandatory | ~ | SAP Ariba Sourcing |
| Control the deletion of line items from a Contracts Line Item Document (CLID) This feature provides users the option to disable line items in the CLID thus preventing further edits while retaining the line item on the User Interface(UI) for future reference. | Mandatory | PDF | SAP Ariba Contracts |
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