



SAP Ariba 

SAP Ariba Quarterly Release Updates, 2111 (Q4- 2021)

SAP Ariba Strategic Sourcing and Supplier Management Solution

PUBLIC

Agenda

- Background & Objectives
- Meet one of SAP's Customer Success Partners (CEE)
- Important Announcement
- 2111 (Q4-2021) Feature Releases
- Features at a Glance
- Appendix

Background & Objectives



Background & Objectives

- SAP Ariba releases a number of innovations on Quarterly basis across the Ariba Solution Portfolio
- In most cases, Ariba Customers are not able to keep track of these releases or understand which of these new innovations might be useful for addressing their current pain points
- The objective of this session is to provide a brief synopsis of the Ariba innovations on a quarterly basis to help Ariba Customers keep up to date with the new features & functionalities released by SAP Ariba
- In this session we will provide a summary of these features at a high level and deep dive into few key features only. If there is any specific feature that you are interested in deep diving, please reach out to your respective CEE/CSP's for the same

Meet one of SAP's Customer Success Partners (CSP) ...

Tass Scopetos



- Since April 2018 with SAP and in CEE/CSP role entire time
- SAP Skillset – Procurement Solutions
- Born and raised in Melbourne Australia. First generation Greek-Australian.
- Big on travel, football (both codes) and family.
- Graduated from RMIT University in a Business Information Systems degree
- 13 years procurement experience previously working for IBM Australia and ANZ Bank Australia
- Favourite SAP topics:
 - Release Readiness
 - Path to Value
 - Product Benchmarking



Customer Engagement Executive (CEE)

CEE's are **proactive drivers**, trusted **strategic partners** & **first point of contact** to our Customers, who contribute to **realizing Customer value** and **achieving business outcomes**



Customer

- **Commitment** to value realization
- **Executive sponsorship** & support to make it happen
- **Openness** to expand beyond limits

+



VALUE

- **Achieve** your business case - a clear business case answers the question **"Why?"**
- **Execute** on your strategy - a clear strategy answers the question **"How?"**
- **Continuous improvement** to expand your value extraction

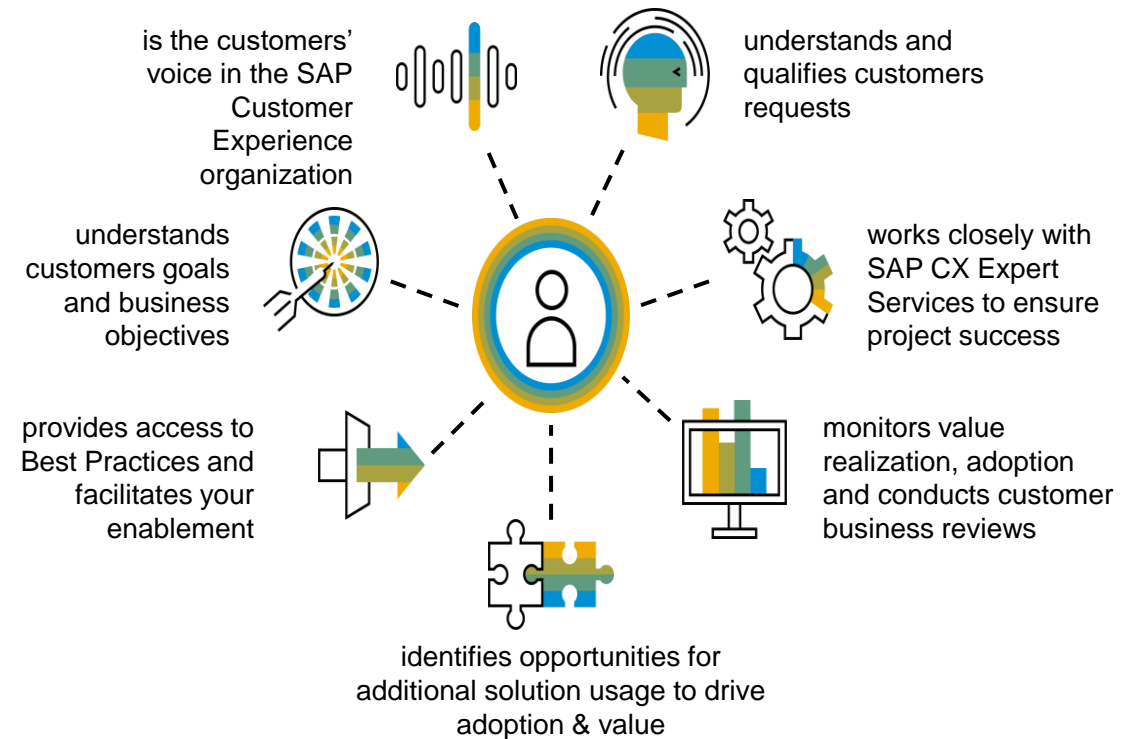
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Meet one of SAP's Customer Success Partners (CSP)

Maneesh Kumar Sudhesan



- Since Sept 2014 with SAP Ariba
- Industry Focus: Manufacturing & Professional Services
- Based out of Delhi , India
- A firm believer of Customer First , passionate about helping customers achieve and sustain adoption of their SAP procurement solutions
- Previously worked for IBM , HCL
- Favourite SAP topics:
 - 12 Keys of Success (Project Must-Knows)
 - Value Scorecard



Important **Announcement**



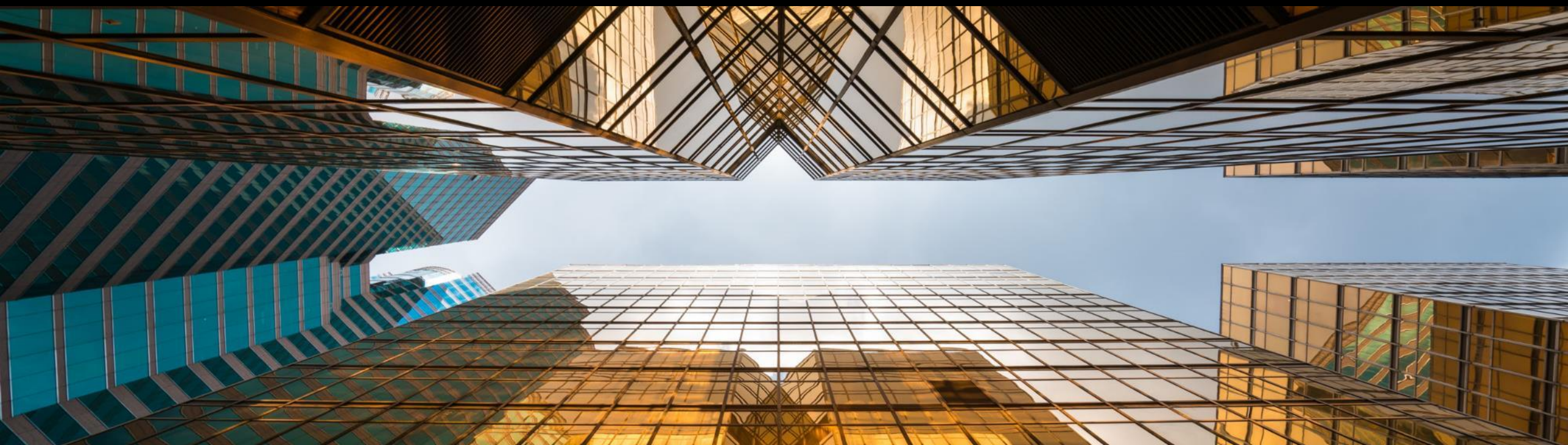
PREVIOUSLY RELEASED FEATURES BECOMING MANDATORY

❖ Support for questions based on additional types of master data [SM-3049]

This feature adds the ability to create master data questions in supplier management questionnaires based on company code, purchasing organization, payment terms, and incoterms master data from an integrated ERP system. The list of possible answers for these questions is populated directly from integrated master data, eliminating the need to manually maintain answers that match the current data in the ERP system.

For Release Guide, Click [HERE](#)

2111 (Q4-2021) **Feature Releases**



Feature Releases

Features	Description	Feature is available in						Enabling this feature
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk	SAP Ariba Strategic Sourcing Suite	
Sourcing								
Ability to create follow-on documents in external system directly upon awarding in guided sourcing [DMS-11837]	This feature enables the creation of follow-on documents such as purchase info records, purchase orders, scheduling agreements or operational contracts in the external system based on the awarding scenario.	✓					✓	Automatically On
Support for relative scoring-based auto-grading and additional formula functions [ET-3]	Improved possibilities for calculating the Most economic advantageous (MEAT) offer – relative scoring. -Pre-grading settings for fixed values or relative values such as the minimum or maximum bid value. -Pre-grade the highest or the lowest value as the best response and pre-grade relative to the best response values. -New formula functions to determine relative scores based on the minimum and maximum values of a term.	✓					✓	Automatically On
Support for cost breakdown information and service line items in bid analysis [OPT-1857]	This feature extends the bid analysis support for the cost breakdown information and service line items. The cost breakdown term is displayed as a hyperlink that users can click to view the cost breakdown details. Cost breakdown information is also available in the Graph view and in a new tab, Cost breakdown. Support for service line items enables you to view service line items, service outline, and service specification as line items in the bid analysis tab.	✓					✓	Automatically On

Feature Releases

Features	Description	Feature is available in						Enabling this feature
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk	SAP Ariba Strategic Sourcing Suite	
Sourcing								
Ability to create an award from the bid analysis interface in guided sourcing (Single Award) [OPT-2241]	This feature enables buyers using the guided sourcing functionalities of SAP Ariba Sourcing to create an award from the bid analysis interface. Buyers can award a supplier by using the Award button that is now available for all suppliers in the table view of the Bid Analysis tab. A manual scenario is automatically created for the awarded supplier and the details of the manual scenario can be viewed in the Scenario Maker tab.	✓					✓	Automatically On
Ability to award a line item to multiple suppliers from the bid analysis interface in guided sourcing (Split award) [OPT-2242]	This feature enables buyers to easily award a line item of a guided sourcing event to multiple suppliers at once. Buyers can award a line item of the guided sourcing event to a single supplier or multiple suppliers from the table view of the Bid Analysis tab. To split a line-item award among multiple suppliers, buyers can allocate a certain percentage or portion of the total quantity to each of the suppliers.	✓					✓	Automatically On
Enhanced event message board [SS-10294]	This feature will enable buyers to efficiently send a message to all or a subset of suppliers, selected one by one or based on criteria such as participation status.	✓					✓	Automatically On

Feature Releases

Features	Description	Feature is available in					Enabling this feature	
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk		SAP Ariba Strategic Sourcing Suite
Sourcing								
Ability for suppliers to add comments and attachments to responses in guided sourcing events [SS-16560]	This feature gives buyers the ability to choose if suppliers can add comments and attachments to their responses in guided sourcing events.	✓					✓	Automatically On
Guided sourcing support for full sourcing projects [SS-19865]	This feature expands the guided sourcing user experience to include full sourcing projects. In addition to individual sourcing events, buyers can now use guided sourcing to create sourcing projects that support additional features, including task management, document storage, and document versioning.	✓					✓	Automatically On
Accessibility enhancements in guided sourcing [SS-21927]	This feature introduces keyboard shortcuts that enable people with special needs to access content and operate features from the guided sourcing interface of SAP Ariba Sourcing. These shortcuts are available through the event management process, which includes creating and editing events, reviewing responses, and awarding events. Added to release 10/8	✓					✓	Automatically On
Support for English reverse auction events in guided sourcing [SS-21938]	This feature enables buyers using guided sourcing to create, monitor, and award English reverse auctions from the guided sourcing UX. A new reverse auction template for guided sourcing is introduced to support English reverse auctions and a new page, Bid console, is added to enable buyers monitor the progress of the auction in near real time.	✓					✓	Automatically On

Feature Releases

Features	Description	Feature is available in					Enabling this feature	
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk		SAP Ariba Strategic Sourcing Suite
Sourcing								
Edit and complete sourcing requests in guided sourcing [SS-21939]	Enables guided sourcing users to complete and edit sourcing requests created from ECC network RFQs (network RFQs sent from SAP ERP Central Component systems).	✓					✓	Automatically On
Ability to download all supplier attachments in guided sourcing events [SS-22999]	This feature enables buyers using the guided sourcing UX to easily download supplier attachments from multiple participants. Buyers can download supplier attachments by selecting the items and participants to download supplier attachments from.	✓					✓	Automatically On
Email bidding: support for attachments from supplies during the email bidding process [SS-23999]	This feature enables suppliers participating in email bidding events to attach supporting files as a .zip package to their bid response emails. Suppliers can specify the exact names of the supporting files in the relevant fields of the Excel file, add the supporting files to a single .zip file, and send the updated Excel file and the .zip file as attachments to the reply email.	✓					✓	Automatically On
Service items and service hierarchies in guided sourcing [SS-24077]	This feature allows buyers to add service items, such as items for consulting or maintenance services, to a guided sourcing event. These service items can be organized into a structural hierarchy that contains service lines, service outlines, and service specifications.	✓					✓	Automatically On

Feature Releases

Features	Description	Feature is available in					Enabling this feature	
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk		SAP Ariba Strategic Sourcing Suite
Sourcing								
Grading and scoring in guided sourcing [SS-24513]	This feature enables buyers to use grading and scoring in guided sourcing events. Includes: SS-14942	✓					✓	Automatically On
Support for Dutch reverse auction events in guided sourcing [SS-25524]	This feature enables buyers using guided sourcing to create, monitor, and award Dutch reverse auctions from the guided sourcing UI. A new Dutch reverse auction template for guided sourcing is introduced to support Dutch reverse auctions and a new page, Bid console, is added to enable buyers monitor the progress of the auction in near real time.	✓					✓	Automatically On
Support for marking incumbent suppliers in a guided sourcing event [SS-26206]	This feature enables buyers using guided sourcing to mark suppliers as incumbent suppliers at the event level and line-item level. If the incumbency status for a supplier at the event and line-item levels are different, the line-item level status takes precedence. At the event level, you can mark the incumbent status in the Suppliers section of an event. At the line-item level, you can designate suppliers as incumbents by either editing individual line items or bulk-editing multiple line items. You can view the participating suppliers and their incumbency status in the Items table and on the Monitor and Award pages of an event.	✓					✓	Automatically On

Feature Releases

Features	Description	Feature is available in					Enabling this feature
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk	
Sourcing							
Usability enhancements to guided sourcing events in the draft state [SS-26273]	<p>This feature enables buyers using the guided sourcing functionality of SAP Ariba Sourcing to:</p> <ul style="list-style-type: none"> - Set the exchange rate for bidding currency from the Items that need quotes panel of guided sourcing events in the draft state - View and edit the state of the Enable multi-round bidding rule for guided sourcing events in the draft state 	✓				✓	Automatically On
Display supplier sourcing activities on supplier cards [SS-26277]	This feature adds a Sourcing activity tab to supplier cards.	✓				✓	Automatically On
Ability to view changes between the current and previous published versions of a guided sourcing event [SS-26282]	<p>This feature allows event publish approvers of a guided sourcing event to view a summary of changes between the current and previous published versions of the event in the approval email that they receive when buyers submit an event for approval. Event publish approvers can also view the event changes in the guided sourcing user interface. Event publish approvers can review the edited event content and choose to approve or reject the event publish by using one of the following options:</p> <ul style="list-style-type: none"> - Access the guided sourcing dashboard and review the event from the Feeds or My Tasks panel. - Access the link in the approval email. Event publish approvers are directed to guided sourcing, where they can review the event changes. - Access the Microsoft Word document containing a summary of event changes attached to the approval email. Event publish approvers can use the approve or reject links in the email. 	✓				✓	Automatically On

Feature Releases

Features	Description	Feature is available in					Enabling this feature	
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk		SAP Ariba Strategic Sourcing Suite
Contracts								
Ability to restrict users from changing the signature provider and dictate the use of particular electronic signature types when using DocuSign [ET-5]	Offers the ability to, in a electronic signature task, choose and restrict users from changing the signature provider, and, if DocuSign is the e-signature provider, pre-select the use of particular electronic signature types (such as AES or QES).		✓				✓	Automatically On
Support for hierarchy of line items in purchase contracts sent to SAP S/4HANA Cloud in the 4AZ integration scenario [SC-12949]	This feature enables buyers to create hierarchy of line items in purchase contracts in SAP Ariba Contracts workspace and integrate them with SAP S/4HANA Cloud using SAP Ariba Cloud Integration Gateway. This feature is supported by the scope item Contract Management with SAP Ariba Contracts (4AZ) for purchase contracts.		✓				✓	Customer Configured
Ability to upgrade templates in contract workspaces that contain assembled documents [SC-13300]	This feature enables buyers using SAP Ariba Contracts to perform template upgrades for contract workspaces that contain assembled documents. If the contract workspace for which you are upgrading the template contains assembled documents, during the template upgrade you receive a warning stating that the assembled documents, including finalized documents, in the contract workspace will be replaced with the latest version from the template. Only if you confirm the upgrade, the contract workspace and the assembled documents are upgraded to the new version of the template.		✓				✓	Customer Configured

Feature Releases

Features	Description	Feature is available in					Enabling this feature	
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk		SAP Ariba Strategic Sourcing Suite
Supplier Management								
Support for Web Assistant standard content for supplier search [SM-15477]	This feature introduces standard content for Web Assistant, powered by SAP Enable Now for supplier search: -Access online help for the search page which provides descriptive explanation of the user interface elements -Access the product documentation				✓		✓	Automatically On
New Modular Process framework for Qualification and custom supplier lifecycle processes [SM-16798]	This feature introduces a new, flexible process project framework that allows you to define custom qualification and other supplier lifecycle processes to fit your organization's business processes.				✓		✓	Customer Configured
Self-service configuration parameters for supplier data integration [SM-30009]	This feature adds a number of integration-related configuration parameters to SM Administration > Configuration parameters. These parameters allow you to manage key mapping, telephone and address usage code defaulting, and other functionality that supports integration with an ERP system without requiring intervention from SAP Ariba Support.				✓		✓	Automatically On
Support for supplier data integration with SAP S/4HANA Cloud using SAP Master Data Integration (MDI) [SM-30016]	This feature introduces support for supplier data integration between SAP Ariba applications and SAP S/4HANA Cloud using SAP Master Data Integration (MDI).				✓		✓	Support Request

Feature Releases

Features	Description	Feature is available in					Enabling this feature	
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk		SAP Ariba Strategic Sourcing Suite
Supplier Management								
Support for partitioned supplier data for SAP Ariba Procurement solutions [SM-30017]	This feature introduces support for the partitioned supplier data used in SAP Ariba Procurement solutions, such as supplier locations, remittance locations, currency, account type, and payment methods, in supplier data managed in SM Administration. Business partners replicated from SAP S/4HANA Cloud to SAP Ariba applications are automatically converted into common and partitioned suppliers, supplier locations, and remittance locations based on your configuration settings and pushed to SAP Procurement solutions for use in guided buying requisitions.				✓		✓	Support Request
Support for mass updating the ERPVendorID for Integrated suppliers [SM-28995] [SAP Only Feature]	This functionality shall allow the support team on behalf of the Customers to update the ERPVendorIDs of the integrated suppliers.				✓		✓	Customer Configured
Canceling of BP outbound messages [SM-30111] [SAP Only Feature]	Canceling of BP outbound messages				✓		✓	Automatically On

Feature Releases

Features	Description	Feature is available in						Enabling this feature
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk	SAP Ariba Strategic Sourcing Suite	
Supplier Risk								
Ability to include engagement context in assessment notifications [ARI-11464]	This feature allows you to include information about related engagement projects in notifications to internal or external users concerning assessments. Simply add the engagement context token to your customized content to have each generated notification include a list of relevant active engagements. Added 10/15					✓		Customer Configured
Apply template process updates to existing engagement projects [ARI-12352]	This feature adds support for upgrading existing engagement projects to the latest version of the Supplier Risk Engagement Template so they can include your organization's most recent risk processes.					✓		Customer Configured
Risk alert enhancements [ARI-13952]	The predefined risk alert incident types are updated with new incidents, new sub-incidents, risk category changes, and default severity level changes					✓		Automatically On
Ability to show issue comments in analytical reports [ARI-14630]	This feature makes it possible to include issue comment information in an analytical report. The SR Project reporting fact now includes an Issue Comment dimension with fields for the comment, the user who added the comment, and the date the comment was entered.					✓		Automatically On

Features at a **Glance**



Guided sourcing support for full sourcing projects [SS-19865]

Feature at a Glance

Introducing: **Guided sourcing** support for full sourcing projects

Ease of implementation

 Low touch / simple

Geographic relevance

 Global

Customer challenge

Sourcing events can derive as a result of an overall sourcing strategy initiative. Those initiatives mostly are governed by an overall project plan involving a core team and key stakeholders across the organization. Deliverables need to be captured, internal collaboration need to be facilitated as well as a governance structure such as phases, milestones and its tasks/deliverables.

Meet that challenge with

SAP Ariba

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

Running a full project in Ariba Sourcing facilitates operational efficiency by providing one single point of truth for sourcing initiatives which require project governance and internal collaboration across key stakeholders.

Experience key benefits

- Expand guided sourcing capabilities to full projects
- Increased adoption
- More compliance and visibility on processes
- Improve operational efficiency

Solution area

SAP Ariba Sourcing

SAP Ariba Strategic Sourcing Suite

Implementation information

This feature is **automatically on** for all customers with the applicable solutions and is ready for immediate use

Prerequisites and Restrictions

- Realm needs to have guided sourcing enabled
- Necessary user permission: Category Buyer

Feature at a Glance

Introducing: **Guided sourcing** support for full sourcing projects

The screenshot displays the SAP Sourcing project interface for 'Sourcing project_Medical components_Year_2021'. The interface is divided into several sections:

- Project summary:** Shows project details like 'Full sourcing project', 'SP10392840', 'Original', 'Active', and 'On track'.
- Process:** A list of project phases and tasks, including 'Update team members' (To Do task), 'Review requirements' (Review task), and various 'Phase' tasks like 'Develop Sourcing Strategy', 'Source and Negotiate', 'Deploy', and 'Project closure'.
- Project widgets:** A sidebar on the left showing 'Supplier participation' and 'Sourcing RFP - A' (7) and 'Sourcing RFP - B' (3) with progress bars.
- Events and other documents:** A table listing documents and events, such as 'Strategy-related documents', 'Template vendor list', 'Events', and 'Sourcing RFP - A/B'.

Phases and tasks	Type	Status	Owner	Approvers/reviewers	Due date	Associated document
Planning	Phase	Not started			Jun 00, 2020	
<input checked="" type="checkbox"/> Update team members	To Do task	Not started	PO Project owner		Jun 00, 2020	Strategy docu...
<input type="checkbox"/> Review requirements	Review task	Not started	PO Project owner			Strategy docu...
<input type="checkbox"/> Develop Sourcing Strategy	Phase	Not started				
<input type="checkbox"/> Source and Negotiate	Phase	Not started				
<input type="checkbox"/> Deploy	Phase	Not started				
<input type="checkbox"/> Project closure	Phase	Not started				

Folders and documents	Type	Version	Status	Owner	Last modified on	Last modified by	Associated tasks
Strategy-related documents	Folder			PO Project owner	Jun 00, 2020	PO Project owner	
Template vendor list	Attachment	V1	Not edited	PO Project owner	Jun 00, 2020	PO Project owner	Schedule vendor review m...
Events	Folder			PO Project owner	Jun 00, 2020	PO Project owner	
Sourcing RFP - A	RFP	V1	Not created	PO Project owner	Jun 00, 2020	PO Project owner	Create RFP +3
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.

Support for English reverse auction events in guided sourcing [SS-21938]

Feature at a Glance

Introducing: Support for English reverse auction events in **guided sourcing**

Ease of implementation

Low touch / simple

Geographic relevance

Global

Customer challenge

The functionality of the English reverse auction is available in SAP Ariba Sourcing. To increase further adoption, this feature is now also available within the guided sourcing capability.

Meet that challenge with **SAP Ariba**

This feature enables buyers using guided sourcing to create, monitor, and award English reverse auctions from the guided sourcing UX. A new reverse auction template for guided sourcing is introduced to support English reverse auctions and a new page, Bid console, is added to enable buyers monitor the progress of the auction in near real time.

Experience key benefits

- Increase savings through further price optimization
- Reduce negotiation cycle times
- Real time price feedback to suppliers which drives:
 - Transparency and
 - Improves competitiveness
- Removes unconscious bias

Further more, this capability being present with the guided sourcing capability drives adoption of the advanced user base.

Solution area

SAP Ariba Sourcing

SAP Ariba Strategic Sourcing Suite

Implementation information

This feature is **automatically on** for all customers with the applicable solutions and is ready for immediate use

Prerequisites and Restrictions

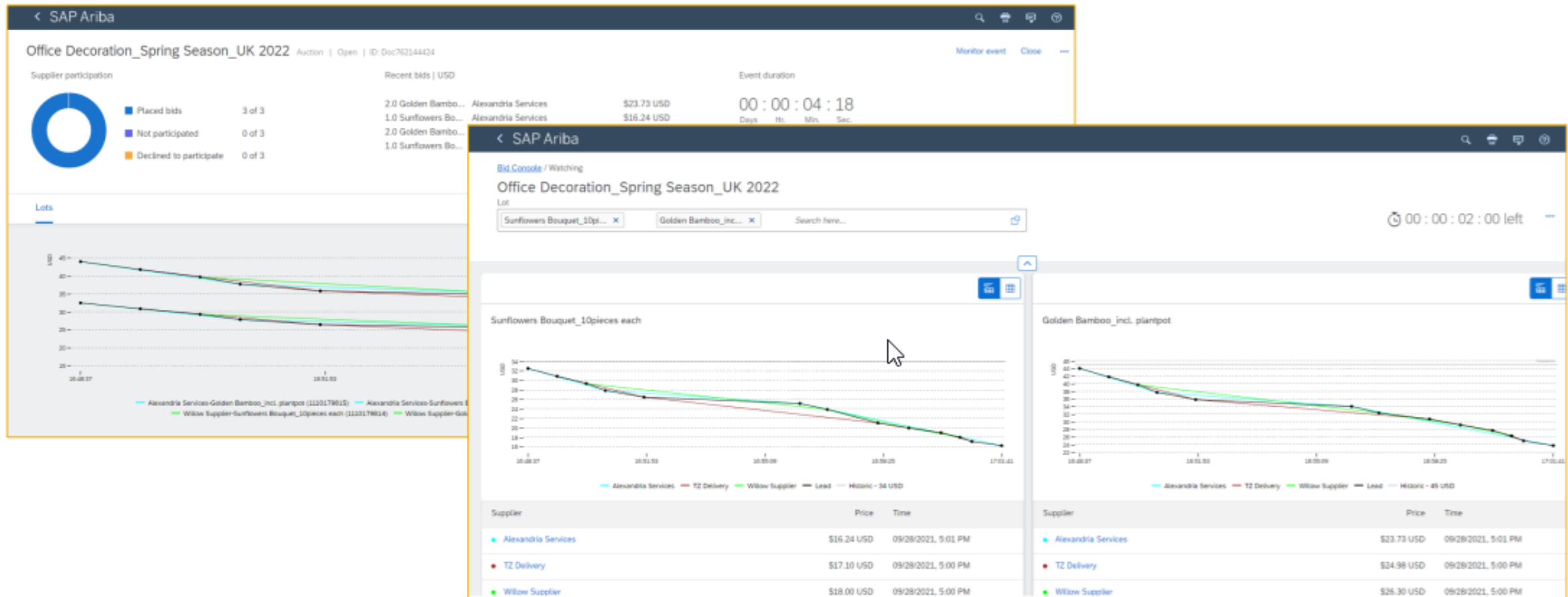
- Realm needs to have guided sourcing enabled
- Necessary user permission: Category Buyer

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:



Grading and scoring in guided sourcing [SS-24513]

Feature at a Glance

Introducing: Grading and scoring in guided sourcing

Ease of implementation



Low touch / simple

Geographic relevance



Global

Customer challenge

A sourcing event with multiple decision factors built on technical, qualitative and/or environmental inputs provided by suppliers by answering a questionnaire and/or a bidding sheet, represents a vast part of the analysis once the event is concluded.

I

Meet that challenge with SAP Ariba

The scoring and grading feature available now in the guided sourcing capability enables to further automatize the analysis step during a bidding process. This is available in SAP Ariba Sourcing and is now also available within the guided sourcing capability.

- Enabling an autoscoring process allows to instantly understand the internal ranking of each supplier's response in the different sections of the questionnaire/bidding sheet
- Grading of the suppliers' responses by internal stakeholders allows to understand if the supplier's product meets the expectations.

Experience key benefits

The immediate benefit is a massive time reduction in analyzing the suppliers' answers when it comes to not only the best price but also other factors such as technical, qualitative and/or environmental goals which need to be met.

Solution area

SAP Ariba Sourcing

SAP Ariba Strategic Sourcing Suite

Implementation information

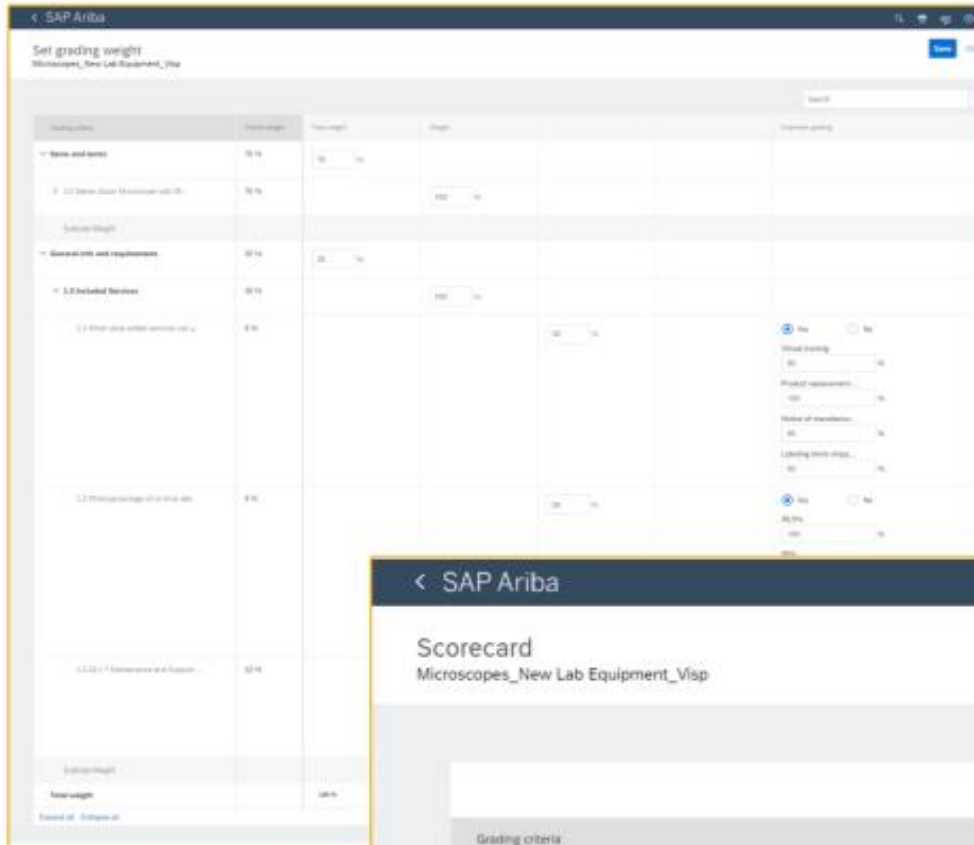
This feature is **automatically on** for all customers with the applicable solutions and is ready for immediate use

Prerequisites and Restrictions

- Realm needs to have guided sourcing enabled
- User driven: bidding rules configuration to enable scoring and team grading in the template used for guided sourcing

Feature at a Glance

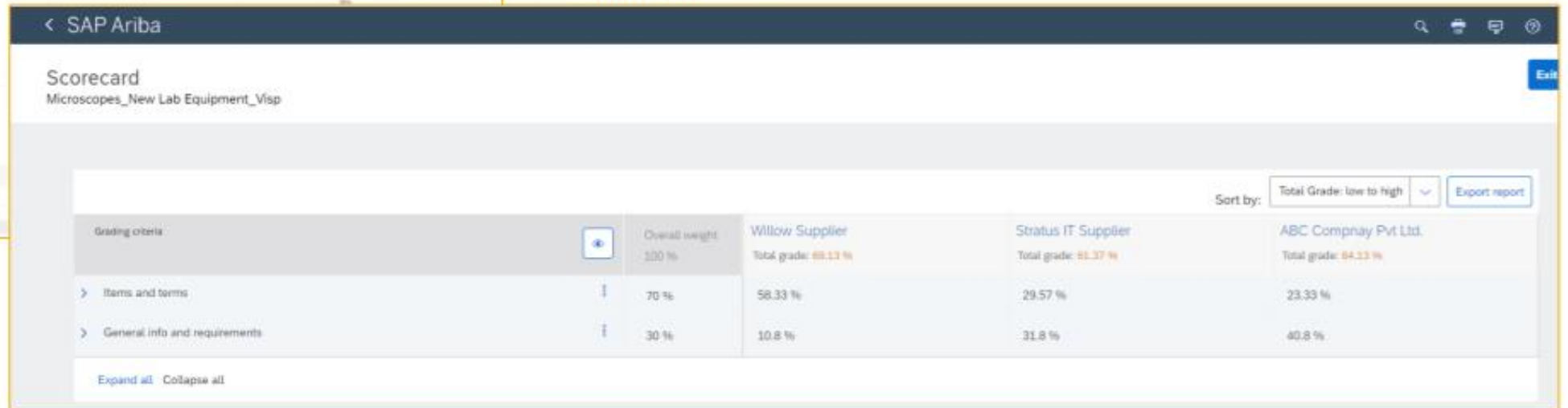
Introducing: Grading and scoring in guided sourcing



Detailed feature information

This feature enables buyers to use grading and scoring in guided sourcing events. It enables to further automatize 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.



New Modular Process framework for Qualification and custom supplier lifecycle processes [SM-16798]

Feature at a Glance

Ease of implementation  High Touch
Geographic relevance  Global

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

Customer challenge

SLP currently has a fixed set of lifecycle processes (registration, qualification, preferred), each with a single configurable template. Lifecycle processes could vary based on process type, and additionally by various commodity, region and department distinctions.

Current lifecycles result in a binary yes/no result, but data collection and qualification processes might require a more nuanced final state.

Lastly, data collected in one questionnaire cannot be reused in another process, resulting in suppliers potentially having to provide data multiple times.

Solution area

SAP Ariba Supplier Lifecycle and Performance (SLP)
SAP Ariba Strategic Sourcing Suite

Meet that challenge with SAP Ariba

Process projects provide a flexible, repeatable framework for creating different supplier management processes for different types of suppliers using different combinations of modular supplier management questionnaires.

Process projects allow you to tailor questionnaire content to specific suppliers, to leverage and reuse modular questionnaires across different processes, and to create custom processes for your specific supplier lifecycle activities.

Implementation information

This feature is ready for immediate use for all customers with the applicable solutions but requires **customer enablement** steps.

Experience key benefits

Significantly increased flexibility when using modular questionnaires for both qualification and other data collection activities

Unleash configuration creativity across all lifecycles – leverage process framework to address data collection inefficiencies by using multiple process types, internal and external questionnaires, and questionnaire reuse

Prerequisites and Restrictions

Process Framework is a complex feature set and related configuration. See slide in this deck for restrictions overview. Please refer to the documentation for a comprehensive listing of prerequisites and restrictions.

Feature at a Glance

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

The screenshot shows the SAP Qualifications interface. On the left is a navigation menu with items: Summary, Contacts, ERP data, Certificates, Activity log, Risk, Registration, Qualifications (highlighted with callout 1), Preferred, Questionnaires, and Processes. The main area is titled 'Qualifications' and has a '+4' badge (callout 4). It is split into 'Process qualifications' and 'Legacy qualifications'. Under 'Process qualifications', there is a search bar (callout 2) and a 'Filter' button. Below this is the 'Internal Qualification' table with columns: CATEGORY, REGION, BUSINESS UNIT, STATUS, OWNER, and EFFECTIVE DATE. The first row is 'Building and Construction and Maintenance Services' with status 'Internally Qualified' and owner 'Bresnahan, Molly', effective date '6/11/2021'. It has 'View' and 'Renew' actions (callout 5). Below is the 'TFMC - Indirect Qualification' table with columns: CATEGORY, REGION, BUSINESS UNIT, STATUS, OWNER, and EFFECTIVE DATE. The first row is 'Apparel and Luggage and Personal Care Products' with status 'InProgress' and owner 'Courtney Rome'. The second row is 'Mining and Well Drilling Machinery and Accessories' with status 'InProgress' and owner 'Courtney Rome'. Callout 3 points to the 'TFMC - Indirect Qualification' header.

1. “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.

Feature at a Glance

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

The screenshot displays the 'Create a process' interface. At the top, it shows 'PB Indirect Qualification Project' with a 'Not Started' status. Below this, there are four main sections: Supplier (ACME SUPPLIER, Vendor ID S12111351), Process Type (PB Indirect Qualification), Process Owner (Balachandar), and Matrix (Category: All Commodities, Region: All, Business unit). Below these sections, there is a section for 'Applicable questionnaires' with a 'Newly assigned' filter. A table of 'Reusable Questionnaires' is shown, with columns for QUESTIONNAIRENAME, STATUS, EXPIRY DATE, SCORE, and REQUEST UPDATES. The table contains four rows of questionnaires with various statuses and expiration dates.

QUESTIONNAIRENAME	STATUS	EXPIRY DATE	SCORE	REQUEST UPDATES
Optional Indirect Qualification for US ReUseTrue for ACME SUPPLIER - optional	Approved		-	<input type="checkbox"/>
Mandatory indirect Qualification for US ReUseTrue with Phase for ACME SUPPLIER	Approved		-	<input checked="" type="checkbox"/>
Internal Indirect Qualification for US ReUseTrue for ACME SUPPLIER - optional	NotResponded		-	<input type="checkbox"/>
PB NA & APAC Specific Questions for ACME SUPPLIER - optional	Expired	29/08/2019	-	<input checked="" type="checkbox"/>

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

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Internal Qualification Pending Decision

Supplier: Electricians Bright Idea (Vendor ID S28434704)

Process Type: Internal Qualification

Process Owner: Courtney Rome (Started 4 weeks ago)

Matrix: Category: All Commodities (Category ID: All), Region: All (Region ID: All), Business unit

Process status: Required tasks have been completed. The process status is pending. Make decision

Set process status

Internally Qualified

Conditionally Approved

Internal Qualification Denied

Leave comment

Enter a comment of up to 255 characters about your status decision (required)

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.

Feature at a Glance

Process Framework Key Features

Flexible lifecycle Framework

- Instead of using one process for all suppliers, you can tailor multiple different processes to specific circumstances and for specific types of suppliers using collections of modular questionnaires.
- Define custom statuses for your process projects, allowing you to use your organization's terminology and reflect more nuanced outcomes

Process-based Qualification

- Process projects are a new alternative to legacy supplier qualification projects. Each process project includes a dynamically generated list of available modular questionnaires based on the commodities, regions, and departments selected in the process project intake form, eliminating the need to construct a complicated set of questionnaire segment content documents

Custom (miscellaneous) Processes

- You can create processes tailored to your organization's specific supplier lifecycle. Miscellaneous processes don't need to match the standard SAP Ariba lifecycle stage names, and you can tailor them to your organization's needs.

Internal & External MQs

- Process projects can collect information from both internal recipients in internal modular questionnaires (new), and supplier contacts in external (supplier-facing) modular questionnaires (existing). Internal modular questionnaires are only supported in process projects.

Streamlined data collection

- Reuse a questionnaire in multiple processes. Once you collect information in a modular questionnaire, you don't need to ask recipients to respond again, and it doesn't need to be re-evaluated and reapproved for each new process where it's included (if it has not expired). Alternatively, you may request updates for reused questionnaires manually on a per-process basis, allowing you to tailor update request requirements to the specific questionnaire and help ensure information in reused questionnaires is current.

Feature at a Glance

Elements of Process Framework Projects

Process framework projects combine a project template that has some specialized functionality with other elements such as site master data and modular questionnaires to create a workflow. To set up a supplier lifecycle process project, you must understand these elements and their relationships to one another.

Element	Description
Custom process types	You define your own types of supplier management processes by importing process type master data in CSV files. When you define a process type, you specify its lifecycle type, which can be a miscellaneous process that is unique to your organization or a qualification process that is mapped to the SAP Ariba qualification stage of the supplier lifecycle.
Custom process statuses	You define your own process statuses by importing process status master data in CSV files. You define a set of custom statuses for each process type you use. The display names you define for these statuses can match your organization's specific business processes and terminology.
SM Process Project project type	You use this project type to create templates for supplier management process projects . Like modular questionnaire project templates, you can create multiple SM Process Project templates to define different processes, assigning each template a different process type.
Process intake form	The survey document in a process project template defines the form that process project initiators fill out to create a project from the template. Answers to questions you create in the intake fork determine which of the modular questionnaires that are referenced in the process project template are included in individual process project.
External tasks	You create specialized external tasks in process project templates to add modular questionnaires to the process .
Process initiator and decision-maker project groups	You use specialized project groups to assign specific users the ability to create or make status decisions for specific process projects. These project groups provide a finer degree of control over responsibility for individual processes than global user group membership.

Feature at a Glance

Process Type

Process Types define various named processes that are mapped to a core supplier lifecycle. Each process type has one and only one template. For the 2111 release we are providing the following two core types:

- **Qualification:** Maps/Replaces the legacy qualification lifecycle. Can be initiated, managed, or viewed on the **Qualification** tab of the 360° profile.
- **Miscellaneous:** Miscellaneous process types are customer-defined and standalone processes, and as such maps to no legacy lifecycle stage. Can be initiated from the **Processes** area of the 360° profile.

Use the **Import SM Process Types** data import task to import the SMProcessFlowType.csv file:

AribaLifeCycle	The core lifecycle for the process type – as of 2108 release either Qualification or Miscellaneous
Description	A free text description of your process type
Name	Process Type name shown in the Process Type dropdown menu in various places locations in the UX
UniqueName	The unique ID of the process type

	A	B	C	D
1	AribaLifeCycle	Description	Name	UniqueName
2	Qualification	Direct Supplier Qualification	Direct Supplier Qualification	DirectQualification
3	Qualification	Indirect Supplier Qualification	Indirect Supplier Qualification	IndirectQualification
4	Qualification	Internal-only qualification process to be completed prior to suppliers being designated as preferred suppliers	Internal Qualification	InternalQualification
5	Miscellaneous	Pre-Qualification	Pre Qualification Vetting	PreQualification
6	Miscellaneous	Supplier must complete pre-registration before we collect their information to be setup in our transactional system	Pre-Registration	PreRegistration
7	Qualification	Standard supplier qualification process	Qualification	StandardQualification
8	Miscellaneous	Supplier Due-Dilligence process	Supplier Due-Dilligence	DueDilligence

Feature at a Glance

Process Status

All supplier management projects have an underlying project state, but process framework states *are not automatically associated* with statuses. You must define statuses for them using the SMResourceStatus.csv data import.

- For example, if you have a miscellaneous process type called Compliance, you can define a status of Compliant for Approved state, Non Compliant for Denied state, and Partially Compliant for ConditionallyApproved state

Process Framework statuses are linked to legacy qualification statuses so that important functionality is automatically applied, including:

- Eligibility criteria for invitations to sourcing events
- Ability to start a preferred supplier management project once a qualification process project has an approved status

Use the **Import SM Process Types** data import task to import SMResourceStatus.csv file

Description	A free text description of the process status
Name	The name of the process status that will display in the user interface
UniqueName	A unique ID for the process status
ProcessType.UniqueName	The underlying project state to which the status applies
ProjectStatus	The underlying core project state to which the status applies (see next slide)

Feature at a Glance

Making a Decision

Unlike other supplier management projects, when all the tasks related to its constituent questionnaires are completed the status of a process project can be set either automatically based on a preset business rule or manually, a decision maker reviews the process and its questionnaires before setting its desired end status.

Instead, a decision maker reviews the process and its questionnaires before setting its status.

This status is not permanent. A decision maker can edit it at any time.

- For example, if an critical questionnaire in a qualification project is expiring and the supplier has not updated it yet, a decision maker for that process might update its status from **Approved** to **Conditionally approved**.
- If the supplier allows the questionnaire to expire without updating it, a decision maker might update the process status again to change it from **Conditionally approved** to **Denied**.

Comments allow decision makers to describe why they made a particular decision, and a table of previous decisions and those comments allow all of the members of the project Decision Maker team to track those changes and the reasons behind them.

The supplier primary contact and all members of the process Decision Maker group receive notifications about the status change.

Feature at a Glance

Restrictions

Process Framework is a complex feature set and related configuration. Please refer to the documentation for a comprehensive listing of prerequisites and restrictions. In this feature at a glance we will highlight three major restriction considerations.

Migration from Legacy Qualification Projects

- There is no way to migrate data from questionnaires in legacy, dedicated qualification projects to the modular supplier management questionnaires used in qualification process projects. Requalification based on legacy qualifications use the new qualification process projects that do not include any data from the previous qualification, therefore recipients must submit new process-based modular questionnaires to requalify.
- The questionnaire import in SM Administration does not support importing data into modular questionnaires and cannot be used to migrate qualification data from legacy qualification questionnaires or external systems into process-related modular questionnaires.

Template Upgrade

- Template upgrade for process projects is not currently supported. However, template upgrade for the modular questionnaire projects used in process projects is available.

Integration

- Synchronization of data in mapped questions in modular questionnaires to an integrated ERP system is not currently verified or certified by SAP Ariba.
- Synchronization of data from the process intake form to an integrated ERP system isn't supported.
- If your integration configuration specifies automatic integration of new suppliers based on qualification status, process qualification status works the same way as legacy qualification status to trigger initial synchronization to the ERP system.

Time for a quick **Survey/Feedback.**



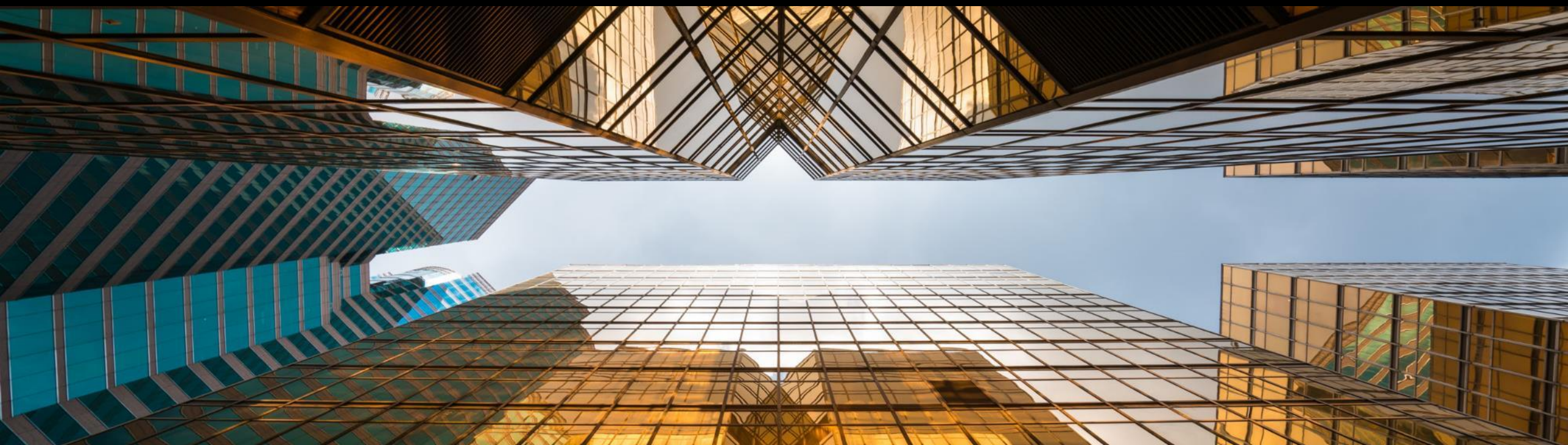
Thank you.

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2111 (Q4-2021) **Appendix**



Feature Releases

Features	Description	Feature is available in						Enabling this feature
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk	SAP Ariba Strategic Sourcing Suite	
Strategic Sourcing for Industries								
Product sourcing support for buyer and supplier-defined price validity end dates [DMS-14941]	This feature gives buyers and suppliers the ability to define price validity end dates during sourcing events initiated from product sourcing.	✓					✓	
Support for pricing conditions in alternative bids as part of a sourcing event [DMS-15410]	This feature enables buyers to allow suppliers to create alternative bids based on varying pricing conditions. Buyer users can enable pricing conditions-based alternative bids from the classic SAP Ariba Sourcing user interface and the guided sourcing user interface by setting the bidding rule "Can edit pricing condition terms in alternatives" to Yes at the template level or the event level.	✓					✓	
Support for enhanced lookup tables as part of cost breakdowns including complex formula support in guided sourcing [DMS-15569]	This feature enables buyers using guided sourcing to specify lookup table formulas while creating guided sourcing events. This feature also extends lookup table formula support to cost breakdown terms.	✓					✓	

Feature Releases

Features	Description	Feature is available in						Enabling this feature
		SAP Ariba Sourcing	SAP Ariba Contracts	SAP Ariba SIPM	SAP Ariba SLP	SAP Ariba Supplier Risk	SAP Ariba Strategic Sourcing Suite	
Strategic Sourcing for Industries								
New fields added for creating questions and characteristics in category attribute hierarchy [SSR-2605]	Fields were added to the Create Question and Create Characteristic pages in the category attribute hierarchy administration area to better align with the question and characteristic creation fields in SAP Ariba Sourcing and guided sourcing.	✓						
New article master search user interface [SSR-2788]	For SAP Ariba Sourcing users, this feature introduces a new user interface for adding items from article master to sourcing events. For guided sourcing users, this feature allows users to add items from article master to sourcing events.	✓						