

# Ericsson Trading Relationship Request Letter

To Acme Supplier,

Message from Ericsson

**Ericsson**, is changing the way we do business with our valued suppliers. The goal is to make the process by which your company receives purchase orders and/or gets paid as efficient as possible.

## WHAT IS THE ARIBA NETWORK?

Ariba, an SAP company, offers solutions and services that enable you to easily share information and business processes with your customers through the Ariba Network, such as:

- Accelerating the sales cycle and lowering the cost of sales
- Finding new customers who are actively looking for what you sell
- Driving more business with current customers

## WHAT TO EXPECT NEXT

Once you register on the Ariba Network, you might receive further instructions from your customer on how to confirm that your account is properly set up. Alternatively, after registering, log into your Ariba Network account and click the **Enablement** tab, where you might see further tasks to complete.

Message from the Ariba Network

**ACTION REQUIRED**

→ [Accept your customer's trading relationship request](#)

(Please click the link above whether or not you have an existing account on the Ariba Network.)

If this invitation did not reach the appropriate person in your company, please forward as needed.

## HAVE ANY MORE QUESTIONS?

- For instructions and online demonstrations provided by your customer, visit the [Supplier Information Portal](#).
- For general questions about the Ariba Network, visit [SAP Ariba Supplier Support](#).

Sincerely,  
**The Ariba Network Team**  
<https://www.ariba.com>