SAP Business Network

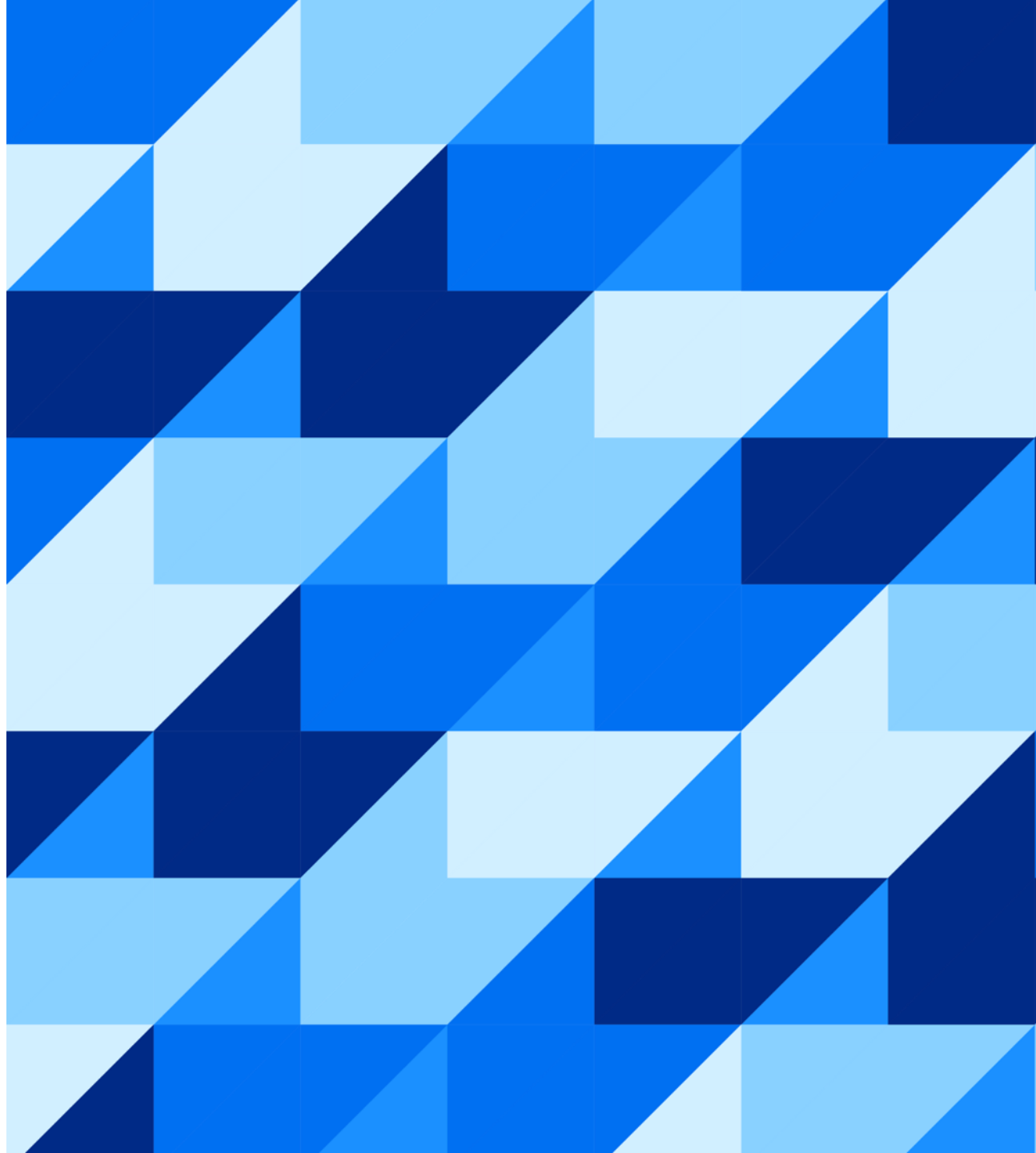# Supplier Integration Overview for Suppliers

Click here to learn more

Introduction to SAP Business Network Supplier Integration:
What is Supplier Integration?

Supplier Integration is connecting a supplier's ERP to the SAP Business Network by an electronic method via a touchless process.

While all of your transactions are submitted to the SAP Business Network using our native language, cXML, the supplier may choose to transact using cXML, EDI, or use other methods such as CSV, or using the SAP Business Network Portal, also known as POFlip.

Why integrate?

When data is transferred from system to system, it is faster, more accurate (45-60%), more repeatable, less expensive (60-75%), and improves both supplier and buyer satisfaction.

Who should integrate?

It's the supplier's choice! Transaction volume can be used to help prioritize but suppliers will confirm whether they wish to integrate a particular buyer relationship on the SAP Business Network.

The image to the left shows how supplier integration works, focusing on system to system, or B2B, transacting.

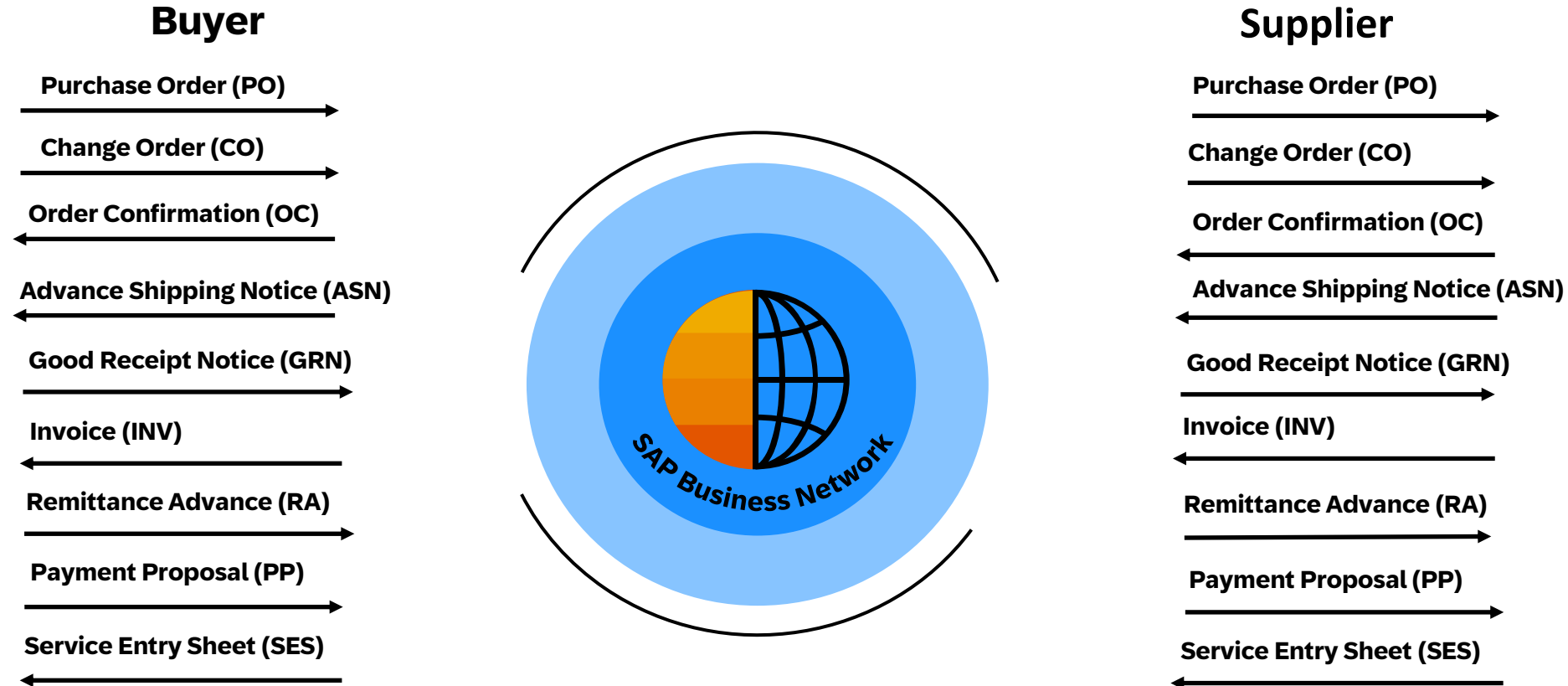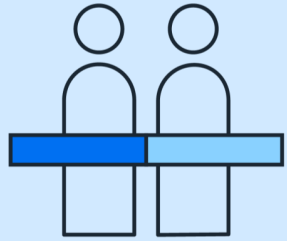# What documents can suppliers integrate on the SAP Business Network?

Buyer

Purchase Order (PO) →

Change Order (CO) →

← Order Confirmation (OC)

← Advance Shipping Notice (ASN)

Good Receipt Notice (GRN) →

← Invoice (INV)

Remittance Advance (RA) →

Payment Proposal (PP) →

← Service Entry Sheet (SES)

Supplier

Purchase Order (PO) →

Change Order (CO) →

← Order Confirmation (OC)

← Advance Shipping Notice (ASN)

Good Receipt Notice (GRN) →

← Invoice (INV)

Remittance Advance (RA) →

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SAP Business Network
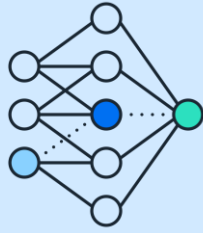
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Keys to Success

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Using This Guide...

This ebook is intended to provide quick access to fundamental aspects of Supplier Integration with the SAP Business Network. This information will help you as your Supplier Integration program is developed.

Click the icons to the left to jump to specific content.

Within each section, you can scroll through to review the pages within the section.
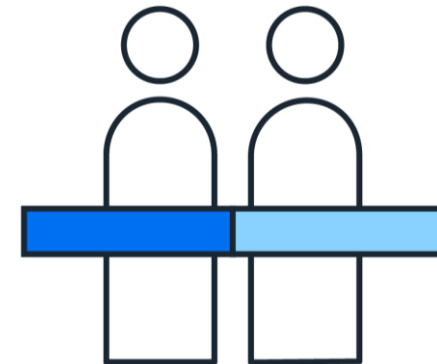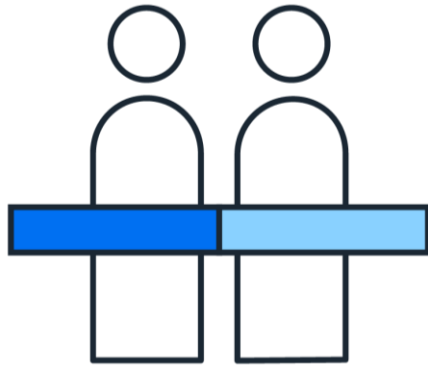
It's a Partnership!

The most important thing to remember about this journey is that it's a partnership!

Buyer	SAP	Supplier

We're most successful when we work together!

Supplier Support for Supplier Integration
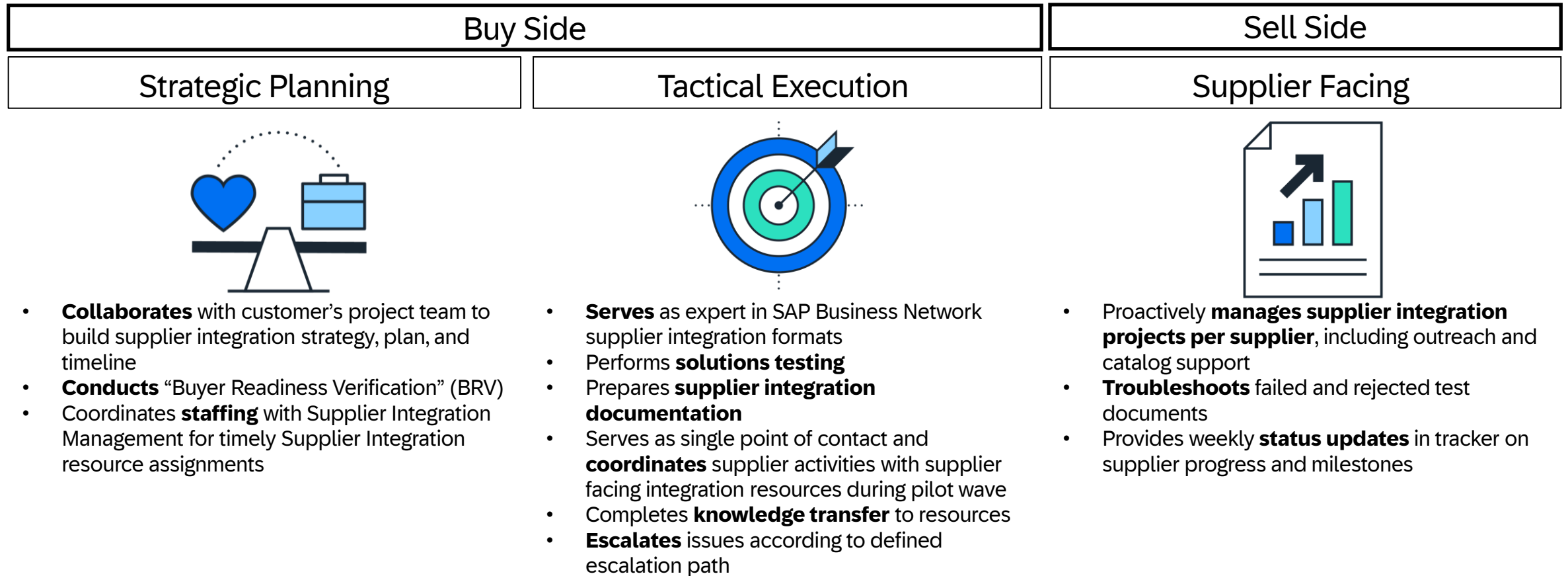
Project Lead	Connectivity Expert	Document Mapping Expert	Testing Contact

Project Lead
- Main contact for **project coordination**
- Provides **commitment** to project timeline
- Understands **buyer's transaction** validation rules
- Participates in **status meetings**

Connectivity Expert
- Sets up **connectivity** between SAP Business Network and supplier's ERP system through the SAP Cloud Integration Gateway

Document Mapping Expert
- Provide **technical details** for integration to back-end systems
- Perform data **mapping**
- Assist in **troubleshooting** document failures

Testing Contact
- Review and confirm **test plan**
- Download and **validate** applicable test transactions
- Load and **process** transactions through supplier's ERP
- **Coordinate** cutover and deployment in preparation for go live

Note: Roles may be performed by one or more resources within your company.

SAP Support for Supplier Integration

Buy Side		Sell Side
Strategic Planning	Tactical Execution	Supplier Facing

Strategic Planning

- **Collaborates** with customer's project team to build supplier integration strategy, plan, and timeline
- **Conducts** "Buyer Readiness Verification" (BRV)
- Coordinates **staffing** with Supplier Integration Management for timely Supplier Integration resource assignments

Tactical Execution

- **Serves** as expert in SAP Business Network supplier integration formats
- Performs **solutions testing**
- Prepares **supplier integration documentation**
- Serves as single point of contact and **coordinates** supplier activities with supplier facing integration resources during pilot wave
- Completes **knowledge transfer** to resources
- **Escalates** issues according to defined escalation path

Supplier Facing

- Proactively **manages supplier integration projects per supplier**, including outreach and catalog support
- **Troubleshoots** failed and rejected test documents
- Provides weekly **status updates** in tracker on supplier progress and milestones

Note: The Supplier Integration Team is a Shared Services function that supports multiple customers simultaneously. **Roles may be operated by the same or multiple resources, depending on criteria such as region, complexity of project scope, and number of targeted integrated suppliers.** Supplier Integration Management determines the roles that will be staffed on a per project basis to best support the business outcome objectives.

Buyer Support for Supplier Integration

Business Lead	SBN Admin	Technical Lead	Testing Lead
• Main contact for **project coordination** • Provide **commitment** to project timeline • **Participate** in status meetings • **Answer** business process related questions • **Coordinate** feedback on test plan • **Review** completed test plan • **Confirm** testing is completed	• **Enable supplier** in test account • **Create** links between Buyer and SAP Business Network for successful order routing • Provide **notification** that supplier is ready for testing	• Provide **technical details** for integration to back-end systems • Assist in **troubleshooting** document failures	• Review and confirm **test plan** • **Create** orders as requested as outlined by test plan • **Populate** test plan with PO numbers • **Involve** technical resources as needed. • **Verify** return documents • **Update** test plan with status of returned documents.

• Note: Roles may be performed by one or more resources within your company.

How can suppliers connect to the SAP Business Network?

Cloud Integration Gateway

- Method of connection for integration suppliers

- Supports cXML, EDIFACT, ANSI x12 and more

- Supports HTTPS, AS2, VANs and more

- Self Testing tools for connections from the Supplier to the SAP Business Network

- Transaction Tracker for document tracking and errors

Supplier Integration Solution Blueprint

Solution Blueprint is a buyer specific scoping document outlining buyer's project requirements, documenting various business and technical aspects relative to supplier integration.

Solution Blueprint is used for:

- Identifying and documenting all possible integration requirements from both parties to facilitate a smooth and swift implementation.

- Identifying, analysing and documenting any exceptions and areas of concern on all sides prior to beginning of design phase.

- Covering system details relative to integration.

- Covering details around project tracking – project schedule and timeline, test plan, project risks, resource requirements and availability, best practices, next steps.

The following tables outline the requirements unique to this buyer procurement environment, as detailed in the Excel Delta Requirements. Not all required elements outlined in the DTD are represented below, as this is meant to only highlight information that is important to your buyer.

Description Documents in Scope Summary	Mandatory	Optional	Out of Scope
Purchase Order			
Change Order			
Order Confirmation			
Advance Ship Notification			
Receipt Notification			
Service Entry Sheet			
Service Entry Sheet Response			
Invoice			
Remittance Advice			

Effort is coordinated by an appointed SAP Supplier Integrator

It is assumed that assigned resources have the correct skills and knowledge to complete all responsibilities:

- Knowledge of business operations with customer
- Experienced Developers

Buyer Transactions Samples

- Used by Suppliers to build internal mappings

- Provides specific buyer cXML sample for each document type in the project scope

- Covers Field Descriptions, Buyer's specifics, and country based rules when/if applicable

- cXML outline of every document in scope

  - Goods / Services

- Accompanied by standard cXML Documentation / DTD's

  - cxml.org

`<OrderReference orderID = "PO201271">`	OrderReference:The reference to the purchase order being invoiced. The ID of a purchase order (purchase order number) known to the buying organization	M	The buyer doesn't allow invoicing POs received outside of Ariba Network or reference to unknown PO numbers
`<DocumentReference payloadID = "">` `</DocumentReference>`	@attr payloadID: payloadID of the purchase order being invoiced is not mandatory and it can be left empty, but the element and the attribute are required	M	
`</OrderReference>`		M	
`</InvoiceDetailOrderInfo>`		M	
`<InvoiceDetailItem>`		M	
`invoiceLineNumber = "1"`	invoiceLineNumber: Supplier defined ID for the current invoice line. It must be unique across all invoice lines within an invoice.	M	
`quantity = "1">`	quantity: The quantity being invoiced for the line item	M	
`<UnitOfMeasure>EA</UnitOfMeasure>`	UnitOfMeasure: The line item's unit of measure	M	
`<UnitPrice>`		M	
`<Money currency = "EUR">50</Money>`		M	
`</UnitPrice>`		M	
`<InvoiceDetailItemReference lineNumber = "1">`		M	
`<ItemID>`		M	
`<SupplierPartID>123e</SupplierPartID>`		M	
`</ItemID>`		M	
`<Description xml:lang = "en">test invoice</Description>`		M	
`<Classification domain = "unspsc">NONMAPPEDCOMMODITY</Classification>`		O	
`</InvoiceDetailItemReference>`		O	
`<SubtotalAmount>`		M	
`<Money currency = "EUR">50</Money>`		M	
`</SubtotalAmount>`		M	
`<Tax>`		M	
`<Money`		M	
`alternateAmount = "0.00"`		C	Country-based requirement	CZE, FRA
`alternateCurrency = "EUR"`		C	Country-based requirement	CZE, FRA
`currency = "EUR">0.00</Money>`		M	
`<Description xml:lang = "pt-PT"></Description>`		M	
		M	

Supplier Test Plan

- Scenarios to be tested in UAT

- Agreed upon by Buyer and Supplier

- Buyer and Supplier can add/remove scenarios as needed

- Buyer and Supplier have to sign off on these scenarios before Go Live

- Supplier Integration Specialists troubleshoot the errors on the SAP Business Network during UAT

- Buyer raises Purchase Orders and troubleshoots return document errors if there's any in their ERP

- Supplier troubleshoots errors on their end

ASNs (Inbound)	CXML		Pass | Fail
ASNs in Scope	PO	ASN	
Full Shipment			
Partial Shipment			
Carrier Information			
Customaizations			

Invoices (Inbound)	CXML		Pass | Fail
INVs in Scope	PO	INV	
Non-Catalog			
Catalog			
Blanket (non-release)			
Blanket & Release			
Standard PO acting as a Blanket PO			
Service			
Material as a Service			

Project Plan Timelines

Supplier Integration 8 to 12 weeks

Plan → Design → Build → Test → Deploy → Go-live

Schedule Kick Off meeting.	Confirm the Network account creation.	Development executed by supplier.	Perform UAT tests together with the buyer.	Migration to production. The supplier migrates the mappings on its side to production.	Production transactions.
Define project scope / project plan/ timelines.	Test account set up. Confirm that there is an active business relationship under test.	Perform QA tests to validate the mapping.	Test scenarios predefined.	Confirm that Network accounts are set up in production. Confirm relationship with the buyer in production.	Confirm successful transactions in production.
Documents, Business rules, format.	Master Data Define the test plan and identify the test scenarios.	Configure the solution's connectivity to the SAP Business Network.	Validate that the solution meets the requirements.	Change management on the buyer and supplier side.	Post-go-live support.
Define project plan, timeline, and set Go-Live date.	Supplier Technical solution defined.	Routing configured.	Solution sign-off.	Communications and internal settings.	Continuous technical support. Project closure.

Project Plan Governance

Teamwork

Communication

Accountability
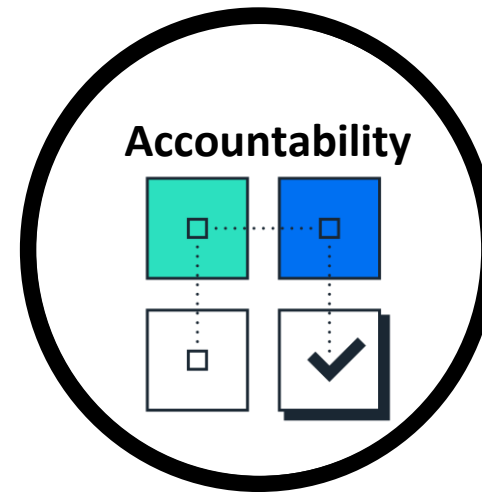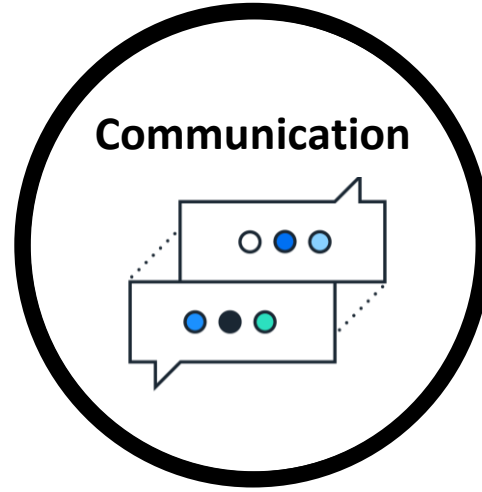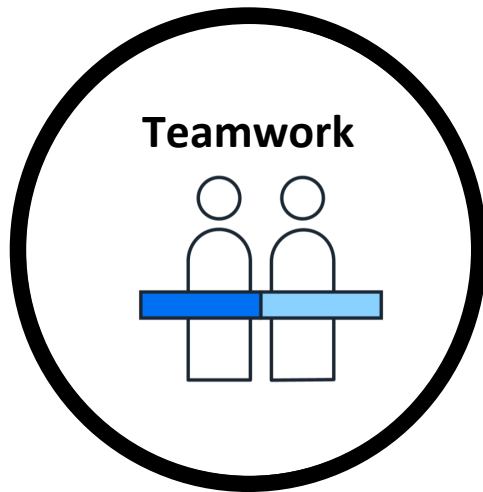
Having a Governance process in place assists with overcoming obstacles related to:

- Disengaged or non-responsive resources

- Knowledge of who to go to when challenges arise

- Levels of escalation to have complex decisions quickly resolved

Appendix: Supplier Integration Options

Supplier Integration Options	SAP Business Network Scenario					Communication Channels					
	Buyer With Supplier Enablement Services (SAP SI Resources Included)	**Buyer With Supplier Enablement Services & Optional Features*** (SAP SI Resources Included)	**Buyer Without Supplier Enablement Services** (SAP Technical Support)	**Supplier Self-Service** (SAP Technical Support)	**Additional Paid Supplier Service Offerings** (SAP SI Resources Included)	**HTTPS**	**AS2**	**RNIF**	**SOAP**	**Supplier UI SAP Business Network**	**Email**
cXML	X	X	X	X		X					
UN-EDIFACT (D96A)	X	X	X	X			X				
GS1 GUSI	X	X	X	X		X	X				
ASC-X12	X	X	X	X			X				
OAGIS	X	X	X	X		X	X	X			
PIDX	X	X	X	X				X			
EANCOM 97	X	X	X	X			X				
EANCOM 2002	X	X	X	X			X				
SAP ECC SD ADDON				X	X				X		
SAP S/4 HANA (4A1)				X	X				X		
SAP API(s)				X					X		
CSV Upload		X								X	
PunchOut	X	X	X	X		X					

*Optional Features, like CSV Upload, are only available for suppliers once the buyer has completed set up with SAP.

Appendix: Supplier Integration Testing Roles & Responsibilities

Task	SAP	[1]Buyer	[2]Supplier
Supplier conducts initial testing with Buyer (Pilot or Future Suppliers)	X	X	X
Supplier confirms ready for end-to-end testing			X
Create orders for testing		X	
Submit return documents			X
Assist buyer and supplier with troubleshooting errors	X		
Validate return documents		X	
Sign off on testing		X	X

[1]Buyer Resource may be customer contact, customer's third party contact, or SAP consulting resource

Appendix: Guided Integration for Trading Partners

1. Introductory Video:
https://sapvideoa35699dc5.hana.ondemand.com/?entry_id=1_o1eepg2y
2. Compatibility Dashboard:
https://sapvideoa35699dc5.hana.ondemand.com/?entry_id=1_8b9jbdg4
3. Reconcile Template:
https://sapvideoa35699dc5.hana.ondemand.com/?entry_id=1_hgwdkk00
4. SAP Help: Seller Account Settings and Profile Configuration - Guided Integration for Trading Partners at: https://help.sap.com/docs/business-network-for-trading-partners/seller-account-settings-and-profile-configuration/guided-integration-for-trading-partners?locale=en-US

Thank you.

Contact information:

Name
Email

SAP Bring out your best.