



# Axpo Group Supplier Summit

Public



# ON24 Screen Overview: Audience

The screenshot displays the ON24 event interface for the 'TEST BUYER SUPPLIER SUMMIT'. The main header includes the event title and the 'THE BEST RUN SAP' logo. The interface is divided into several sections:

- Slides:** A large window showing the current slide with a photo of two people and the event title. A callout points to a maximize icon in the top right corner.
- Q&A:** A widget for asking questions, featuring a text input field and a 'Submit' button. A callout points to this widget.
- Speaker Bio:** A widget displaying the profile of a speaker, including a photo, name, title, and a short biography. A callout points to this section.
- Resource List:** A list of available resources such as 'Presentation', 'FAQ', 'A day in a life', and various video guides. A callout points to this list.
- Information:** A section with a welcome message and technical tips, including supported browsers. A callout points to this section.
- Navigation Bar:** A bottom bar with icons for home, video, play, documents, user, chat, and a 'Supplier Survey' icon. A callout points to the 'Supplier Survey' icon.
- Control Bar:** A bar with icons for hiding or unhiding widgets. A callout points to this bar.

Slide View  
(maximise with icon  
in up right corner)

Technical  
Information

Hide/unhide widgets

Q&A Widget

Speaker  
Information

List with  
Resources

Supplier Survey

# Agenda

Speaker Introductions

Axpo Group Initiative

- Project Overview

Describe SAP Business Network

- Benefits & Functionalities
- Fees
- Support Resources

Next Steps

Timeline & Contacts



# Speaker Introductions

**Olaf Schoene**

CPO, Axpo Group

**Andreas Schneider**

Head Procurement Excellence,  
BPO Procurement & Logistics OneERP, Axpo Group

**Anna Zykin**

Manager Procurement Tools, Axpo Group

**Joanna Wolska**

Manager Procurement Tools, Axpo Group

**Vildana Uštović & Shaïnah Casseres**

Enablement Team Member, SAP





# Axpo Group Initiative Overview



# Our corporate strategy



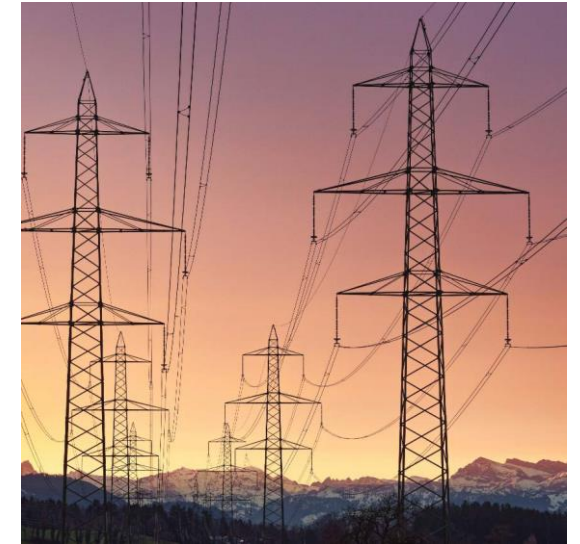
We are moving towards a data-driven and digital organisation



We are expanding our renewable energy business across Europe



We are shaping the energy shift in Switzerland



We are growing in attractive international markets



# | Purchasing at the Axpco Group

... supports the Group strategy with uniform Group-wide purchasing processes, standards and tools

# Purchasing strategy

## **Selected digitisation targets:**

- No order - no Payment
- System-supported onboarding of new suppliers
- Purchasing volume covered by catalogues
- Reduction of the number of suppliers to an economically reasonable number. Pooling effect promotes cooperation





# Digitalisation

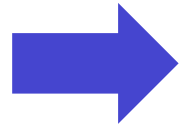
- Ariba supports an efficient, transparent and seamless E-2-E purchasing process
- The platform is integrated into the Axpo Group IT landscape
- We automate as many process steps as possible
- We focus on process efficiency and usability



# Join the Ariba network

Benefit from the close connection to our procurement:

- Mutual reduction of process costs
- Possible increase in turnover (pooling)
- Get more rating points than non-registered suppliers by registering for tenders and our supplier ratings



**Become part of the Ariba network and register tomorrow!**

# Video Speech

CPO, Olaf Schoene



# Your contact

**Anna Zykin**

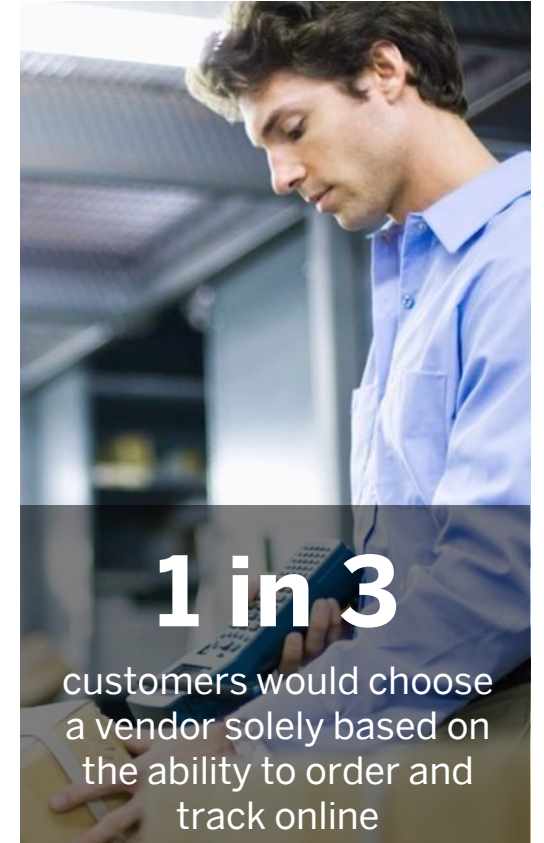
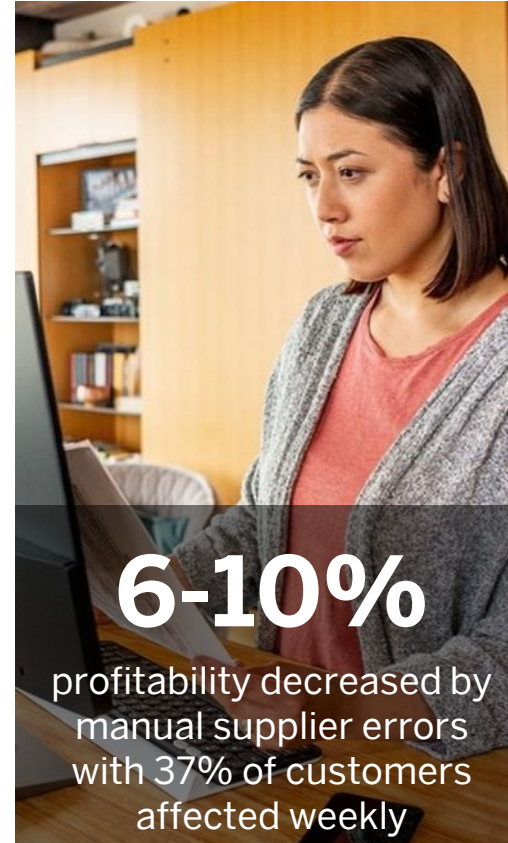
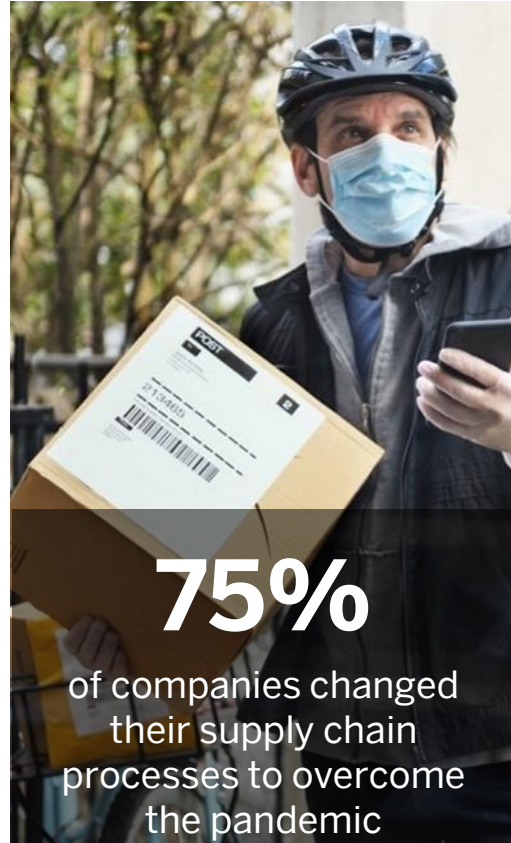
Email: [AribaOnboarding@axpo.com](mailto:AribaOnboarding@axpo.com)

Phone: +41 (0)56 200 33 44



axpo

# Suppliers face common challenges



# Three main reasons to use SAP Business Network



## Global Digitalization

Become searchable for customers using the SAP Business Network worldwide



## Customer Retention

Support your customer's strategic business plan



## Receive faster Payments

Feel confident all order information is complete and accurate



# Standard Business Network Cycle

Buyer



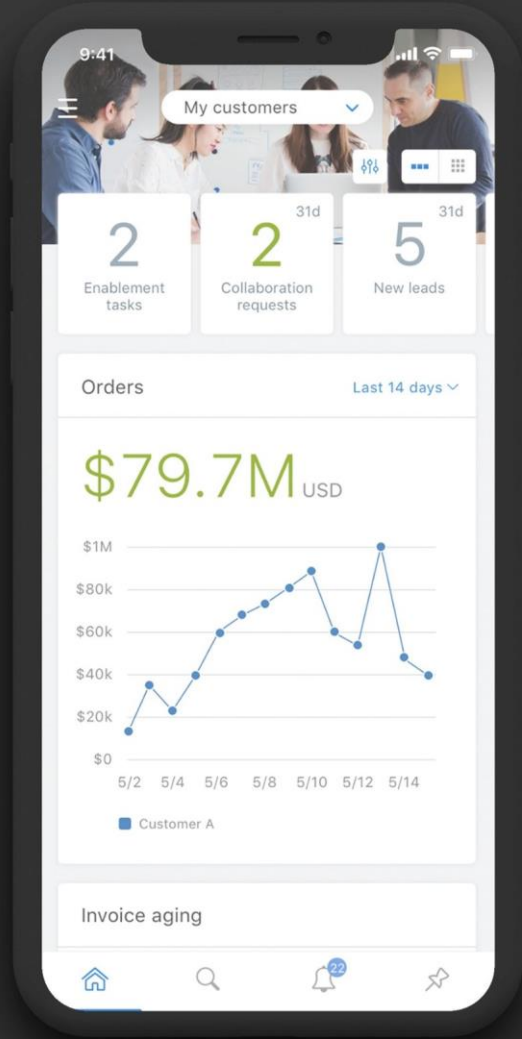
Supplier





STAY UP-TO-DATE

# Supplier mobile app



SAP Business Network Supplier mobile app helps suppliers take their business on-the-go. Regardless of the account type, suppliers can stay connected with their customers on their iPhone or Android devices.

## Key mobile app features

- Get real-time notifications
- Create documents on-the-go
- Find documents fast
- Improve invoice visibility

With quick and easy biometric login and availability in over 24 languages, the mobile app is the best way to be more responsive and better informed.

[LEARN MORE](#)

App Store



Google Play





FULLY AUTOMATED PROCESS

# Integration

Integration is a direct connection between your ERP system and SAP Business Network via the Cloud Integration Gateway.

## FOR WHOM?

### Suppliers with:

- A high volume of documents per month
- Technical capability in cXML/EDI
- IT or eCommerce resources

## INTEGRATION METHODS\*

- **cXML** – Most commonly used; SAP Business Network's native format; direct connection with automatic validation
- **EDI** – Interface with SAP Business Network through VAN or AS2
- **CSV** – Manual upload of CSV file (customer-specific template)



PUBLISH YOUR PRODUCTS AND SERVICES

# Electronic Catalogs

Customers on SAP Business Network often rely on Business Network Catalogs to store, search for, and add items to their Purchase Orders.

## BENEFITS

- Improve purchase order accuracy
- Accelerate responsiveness to customers
- Encourage compliance to procurement processes
- Enhance cash flow
- Provides a simple, consumer-like buying experience for users

## OPTIONS

- **CIF** (file based catalog)
- **PunchOut Levels 1 & 2** – Users shop at your online store and return items to their Business Network shopping cart

\*A Catalog Enablement Expert from SAP will reach out to you with further details/instructions.\*



BASICS

# Fee Schedule for Enterprise Accounts

**FREE** for all suppliers to join and begin transacting

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Two components of the fee schedule:

**Transaction Fees + Subscription Fees**

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**Chargeable documents:** Purchase Orders, Invoices, Service Entry Sheets, and Service Entry Sheet Responses

# SAP Business Network Fee Schedule – Video Presentation

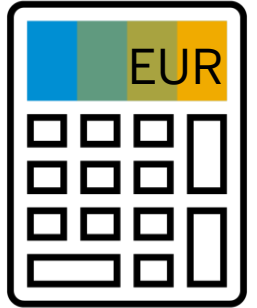


[Fees in EURO](#)

[Fees in USD](#)

[Fees in GBP](#)

# Supplier Fee Schedule – EUR



## Transaction fees (billed quarterly)

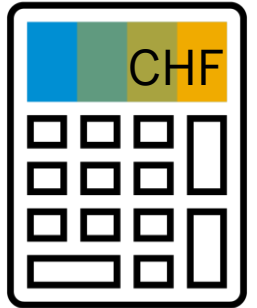
Less than <b>5 documents</b> * OR less than <b>43 250 EUR</b>	<b>FREE</b> usage
More than <b>4 documents</b> * AND more than <b>43 250 EUR</b>	<b>0.155%</b> of transacted volume for relationships <u>without</u> Service Entry Sheets
	<b>0.35%</b> of transacted volume for relationships <u>with</u> Service Entry Sheets
	Capped at <b>17 300 EUR</b> per customer relationship
*only POs, invoices, service entry sheets, and service entry sheet responses in at least one customer relationship annually	



## Subscription fees (billed annually)

<b>Annual Document Count</b> across <u>all</u> customer relationships	<b>Subscription level</b>	<b>Annual Fee</b>
Up to 4 documents	Premium	0 EUR
5 to 24 documents or < 216 250 EUR	Bronze	45 EUR
25 to 99 documents and > 216 250 EUR	Silver	670 EUR
100 to 499 documents and > 216 250 EUR	Gold	2 000 EUR
500 and more documents and > 216 250 EUR	Platinum	4 900 EUR

# Supplier Fee Schedule – CHF



## Transaction fees (billed quarterly)

Less than <b>5 documents</b> * OR less than <b>CHF 49 500</b>	<b>FREE</b> usage
More than <b>4 documents</b> * AND more than <b>CHF 49 500</b>	<b>0.155%</b> of transacted volume for relationships <u>without</u> Service Entry Sheets
	<b>0.35%</b> of transacted volume for relationships <u>with</u> Service Entry Sheets
	Capped at <b>CHF 19 800</b> per customer relationship

\*only POs, invoices, service entry sheets, and service entry sheet responses in at least one customer relationship annually



## Subscription fees (billed annually)

<b>Annual Document Count</b> across <u>all</u> customer relationships	<b>Subscription level</b>	<b>Annual Fee</b>
Up to 4 documents	Premium	CHF 0
5 to 24 documents or < CHF 247 500	Bronze	CHF 50
25 to 99 documents and > CHF 247 500	Silver	CHF 740
100 to 499 documents and > CHF 247 500	Gold	CHF 2 200
500 and more documents and > CHF 247 500	Platinum	CHF 5 450

# Support Resources

## ONLINE SUPPORT

### Supplier Information Portal

- Tailored for your customers program

### Help Center – [Click here](#)

- Conduct keyword searches
- Find detailed documentation

### SAP Business Network Training – [Click here](#)

- Learn how to configure and use your account

## PERSONAL SUPPORT

### Enablement Help Desk

- TRR acceptance & account creation
- Account configuration assistance
- Assistance creating first document

### Customer Support

- User and admin role changes
- Password resets
- [How to contact customer support](#)





# Supplier Information Portal

The image shows two screenshots of the SAP Business Network Enterprise Account interface. The left screenshot shows the main dashboard with a navigation menu on the right. The 'Customer Relationships' option under 'ACCOUNT SETTINGS' is highlighted with an orange box. The right screenshot shows the 'Account Settings' page, where the 'Customer Relationships' tab is selected. The 'Supplier Information Portal' column in the table below is highlighted with an orange box. An orange arrow points from the 'Customer Relationships' menu item to the 'Account Settings' page.

**Dashboard Metrics:**

- 18 Enablement Tasks
- 271 New orders (Last 90 days)
- 13 Changed orders (Last 90 days)
- 300 Orders to invoice (Last 90 days)

**My widgets:**

- Purchase orders (Last 3 months):** €569 K EUR. Line chart showing a decrease from April to June.
- Invoice aging (€467 K EUR):** Bar chart showing Sent, Rejected, and Approved amounts for periods 0-30, 31-60, and 61-90.

**Account Settings - Customer Relationships:**

I prefer to receive relationship requests as follows:

- Automatically accept all relationship requests
- Manually review all relationship requests

Update

Current (1) Pending (0) Rejected (0)

**Current Customers:**

Filter:  View customer relationships across all linked child accounts

Customers:  +

Apply Reset

<input type="checkbox"/>	Customer	Network ID	Relationship Type	Approved Date	Supplier Information Portal	Routing Type	Actions
<input type="checkbox"/>	Test Buyer	AN01009994047	Trading	5 May 2021		Default	Actions

# SAP Business Network Help Center

The image displays the SAP Business Network interface with a Help Center overlay. The main interface shows a dashboard with various widgets and a navigation menu. The Help Center overlay is positioned in the center, and the Help Center Home page is shown on the right.

**SAP Business Network Dashboard:**

- Header: SAP Business Network - Enterprise Account
- Navigation: Home, Enablement, Workbench, Orders, Fulfillment, Invoices, Payments, Catalogs, Reports, Messages
- Filters: Orders and Releases, All customers, Exact match, Order number
- Overview: Getting started (6)
- Key Metrics (Last 90 days):
  - 18 Enablement Tasks
  - 271 New orders
  - 13 Changed orders
  - 300 Orders to invoice
- My widgets: All customers, Customize
- Widgets:
  - Purchase orders (Last 3 months): €569K EUR
  - Invoice aging: €467K EUR
  - Application gateway: Cepssa Support Center

**Help Topics Overlay:**

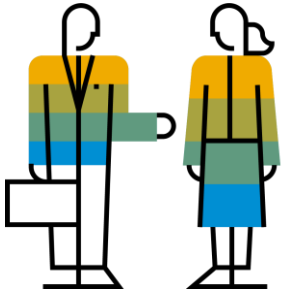
- Search: Search Help Topics
- Categories: Documentation, Support (highlighted), What is SAP Business Netwo..., Introducing the new SAP BUSINES..., Introducing the new help center, Finding orders, invoices, and ..., Adding payment tiles (2:48), Discovering new insights, Common browser issues, How do I create an invoice?, My leads widget, Download app widget, Company profile widget
- Feedback button

**Help Center Home Page:**

- Header: SAP Help Center Home
- Navigation: Home, Learning, Contact us (highlighted)
- Section: How can we help you?
- Search: Search knowledge base articles, documentation, and tutorials
- Tip: Try "upgrade account", "configure account", "process an order"
- News highlight: Welcome to SAP Ariba Help Center 2.0
- Topics we recommend for you:
  - How do I complete my Customer Requested Profile? (Feb 12 2021)
  - Why can't I find an event? (Mar 25 2021)
  - How do I configure my Ariba Network account for transaction data deletion, as a supplier? (Mar 25 2021)

# Proposals & Questionnaires vs. Business Network

**Your customer will invite suppliers to Proposals & Questionnaires (Sourcing) for:**



Request for Proposals

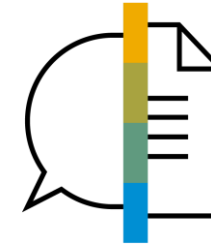


Contracts

**Your customer will require Suppliers to use Business Network for:**



Receive Purchase Orders



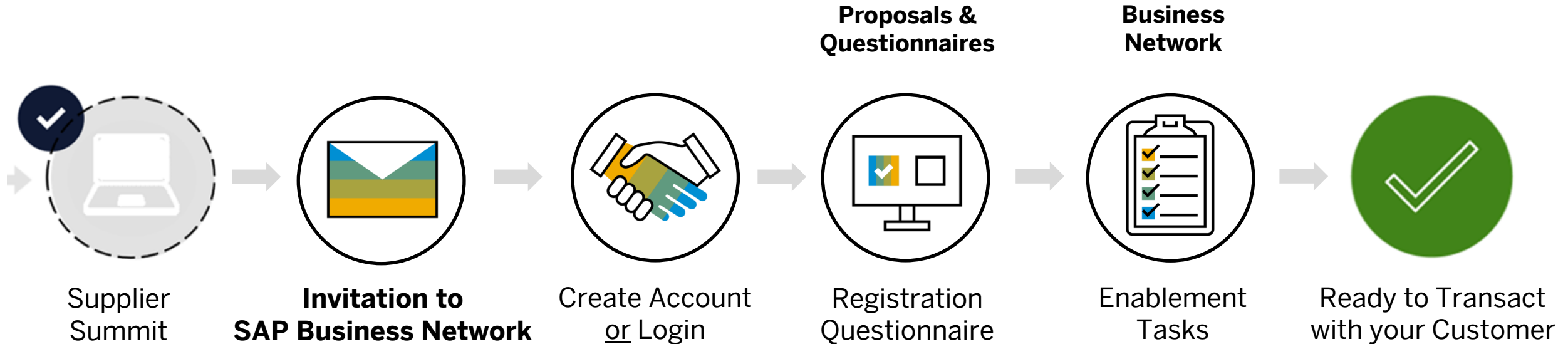
Send electronic documents



Provide electronic catalogs (optional)

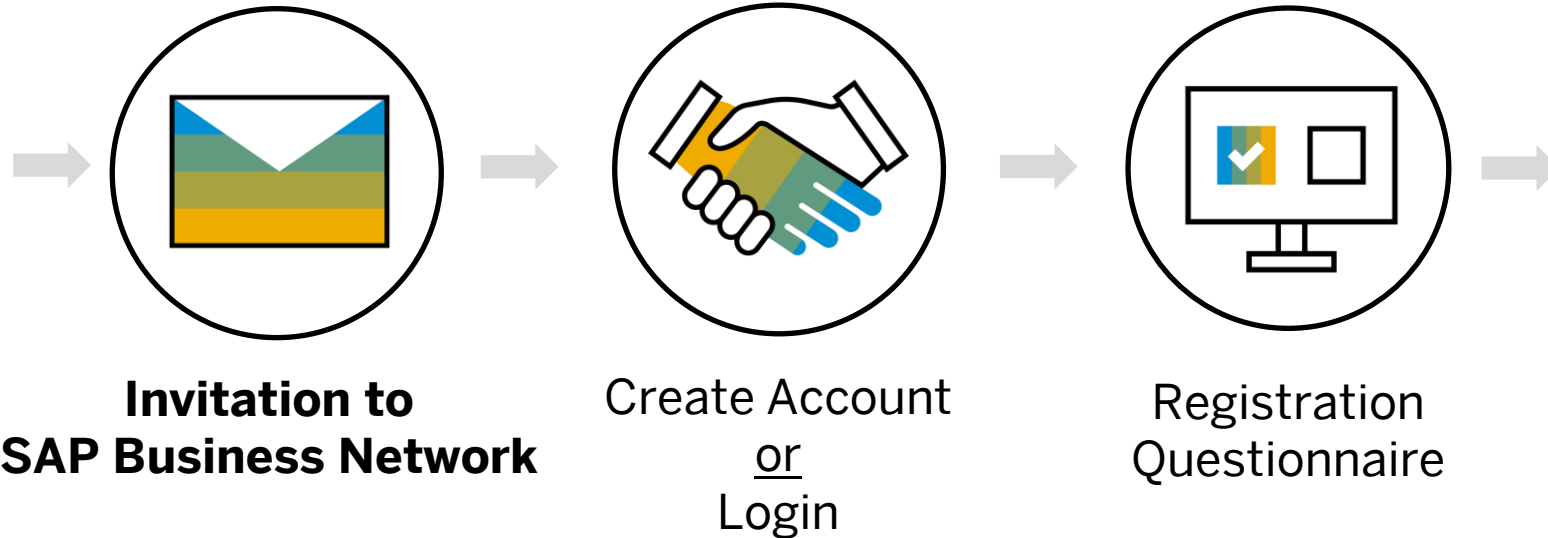
# Next Steps

## Overview



# Next Steps

## Step 1 – 3



You will receive the SAP Business Network invitation email of your customer via email. Please accept the invitation and complete the registration questionnaire.

### **IMPORTANT:**

**Before you accept the invitation:**

1. Align internally
2. Designate / Know administrator

# Connect with your customer

**Please Note:** Ariba Network = SAP Business Network

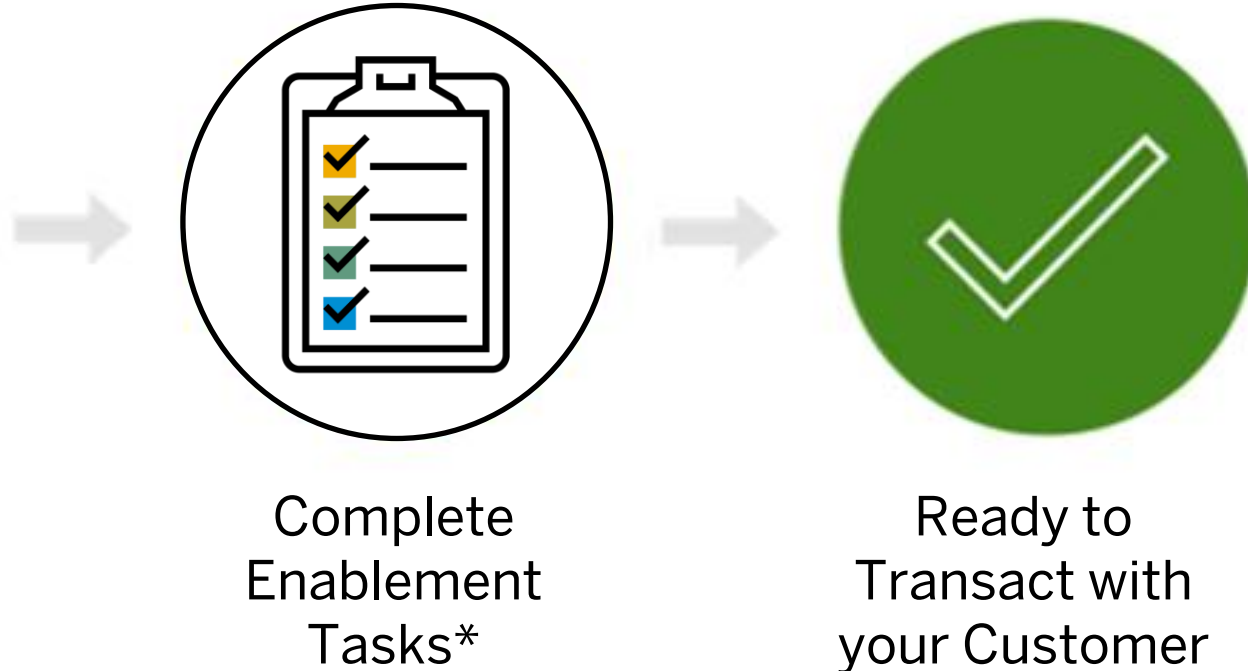


Review how to **accept the SAP Business Network invitation** of your customer and complete the **registration questionnaire**

[Click here](#)

# Next Steps

## Final Steps



You will need to log into your SAP Business Network account to complete the **Enablement Tasks** to transact with your Customer.

\*An Onboarding Specialist **will contact you** via email and phone to support you with this step.

**Congratulations**, you are now ready to transact with your Customer!

# SAP Business Network Project Scope

## In Scope for Axpo Group with SAP Business Network:

- Purchase Orders
- Order Confirmations (optional)
- Service Entry Sheets (optional)
- Invoices





# Let's see how it works!



Learn how to transact on SAP Business Network



# Timeline & Contacts

TIMELINE
<b>Onboarding begins</b> Upon Summit
<b>Accept TRR</b> 5 business days after receipt
<b>Training</b> Before Go Live
<b>Go Live</b> Receive email from <a href="mailto:AribaOnboarding@axpo.com">AribaOnboarding@axpo.com</a>

CONTACT
<b>Business Related Questions</b> <a href="mailto:AribaOnboarding@axpo.com">AribaOnboarding@axpo.com</a>
<b>Onboarding Questions</b> <a href="#">Contact SAP</a>
<b>Supplier Information Portal</b> <a href="#">Go to Website</a>

# Questions?

Please submit your questions via the Q&A widget.

## Business Related Questions:

Anna Zykin - [AribaOnboarding@axpo.com](mailto:AribaOnboarding@axpo.com)

Joanna Wolska - [AribaOnboarding@axpo.com](mailto:AribaOnboarding@axpo.com)

## SAP Business Network Onboarding Questions:

[Online Form](#)



# Thank you.

