Axpo Group
Supplier Summit

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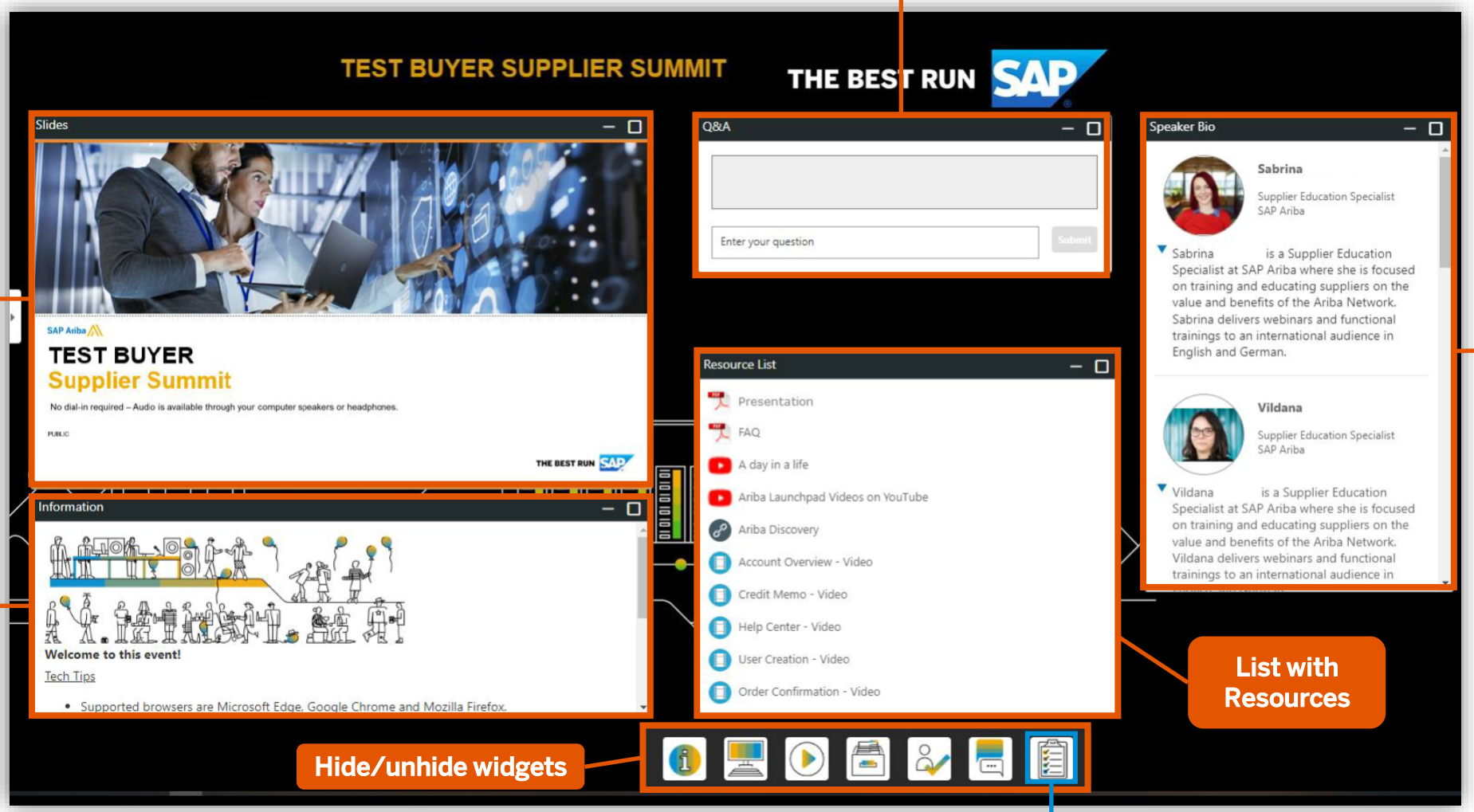
THE BEST RUN SAP

ON24 Screen Overview: Audience



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Agenda

Speaker Introductions

Axpo Group Initiative
- Project Overview

Describe SAP Business Network
- Benefits & Functionalities
- Fees
- Support Resources

Next Steps

Timeline & Contacts

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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

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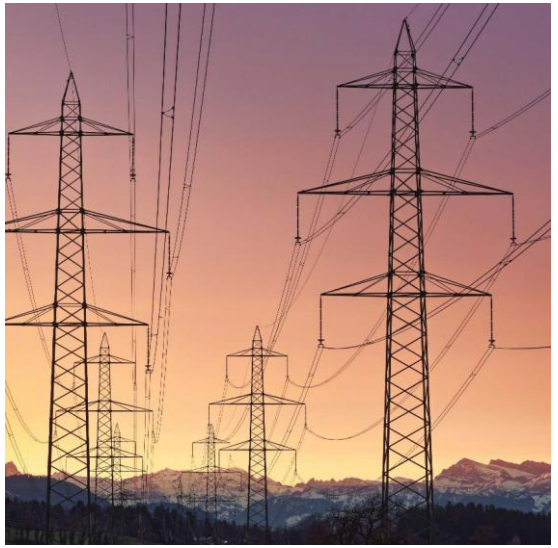
Axpo Group
Initiative Overview

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

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Purchasing at the Axpo 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

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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!

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Video Speech

CPO, Olaf Schoene

Your contact

Anna Zykin

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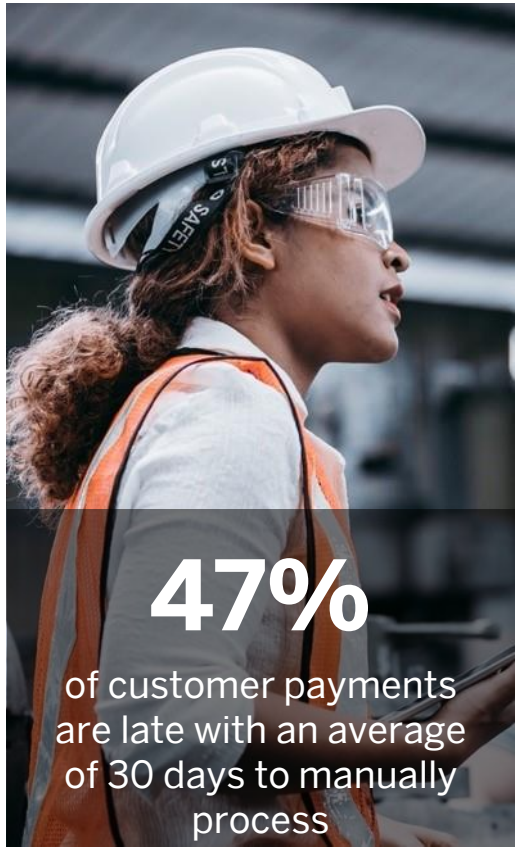
Suppliers face common challenges

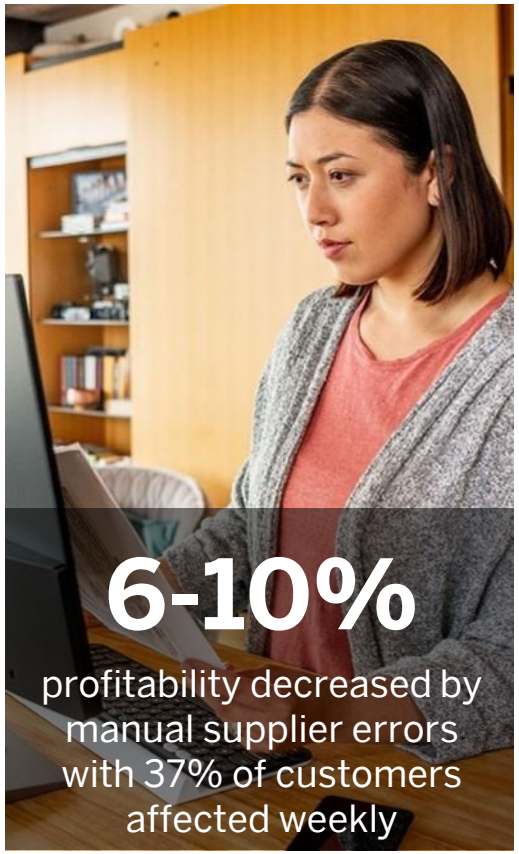


47%

of customer payments are late with an average of 30 days to manually process

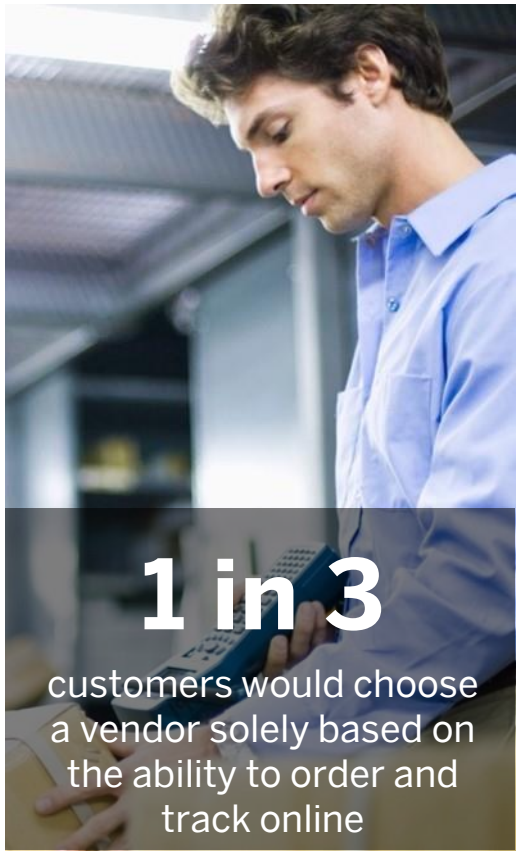
75%

of companies changed their supply chain processes to overcome the pandemic



6-10%

profitability decreased by manual supplier errors with 37% of customers affected weekly



1 in 3

customers would choose a vendor solely based on the ability to order and track online

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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

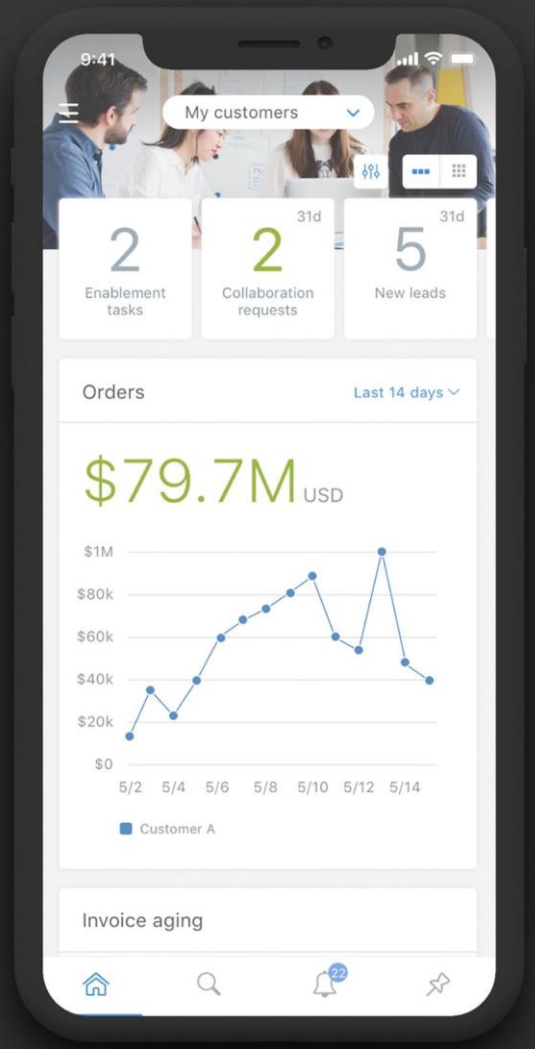
Receive faster Payments
Feel confident all order information is complete and accurate

Standard Business Network Cycle

Buyer

Supplier

Public



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

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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)

* Please ask your Onboarding Specialist for more integration methods

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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.

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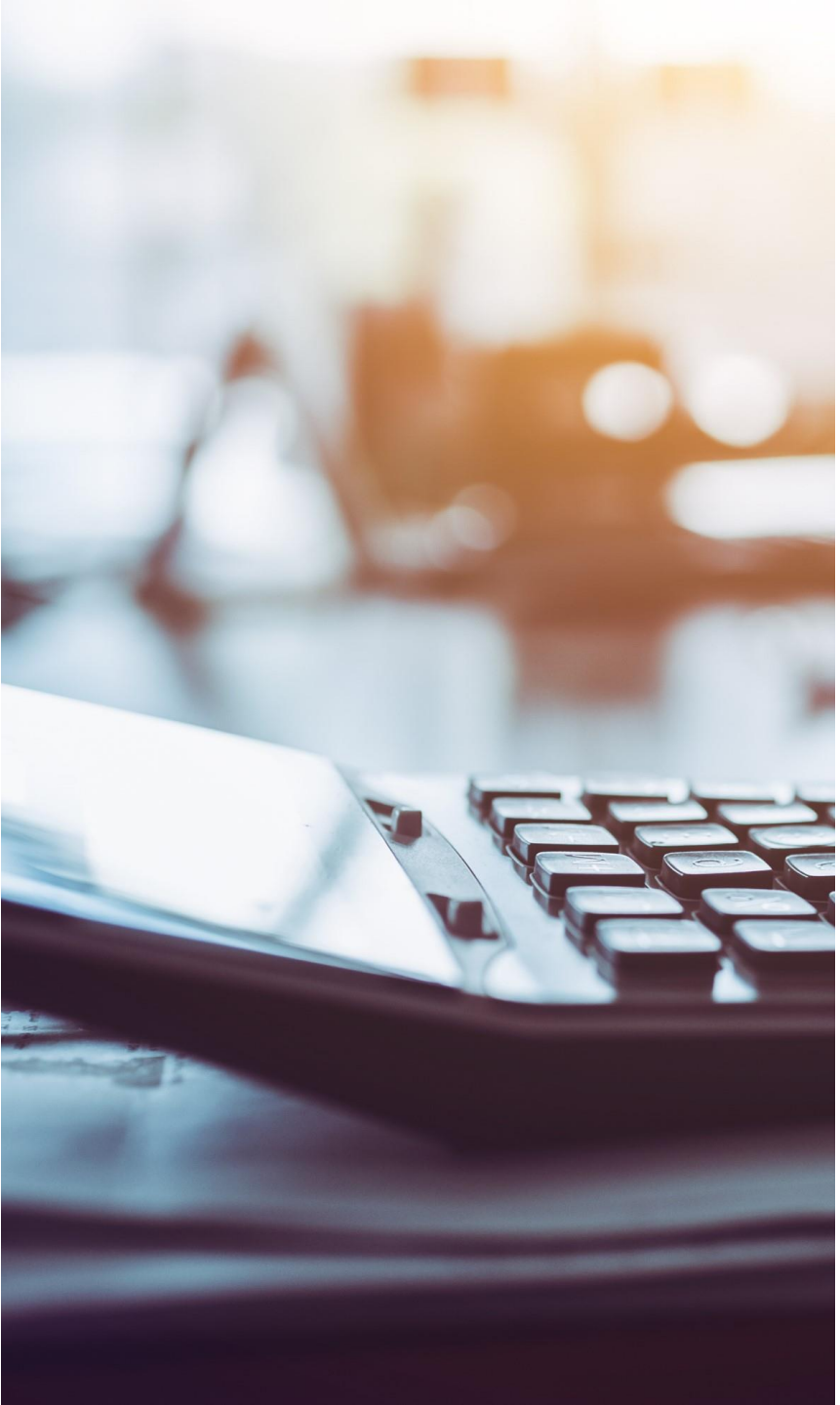

BASICS

Fee Schedule for Enterprise Accounts

FREE for all suppliers to join and begin transacting

Two components of the fee schedule:
Transaction Fees + Subscription Fees

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

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SAP Business Network Fee Schedule – Video Presentation

Fees in EURO

Fees in USD

Fees in GBP

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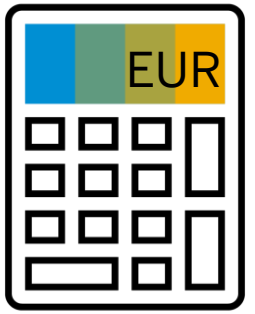
Supplier Fee Schedule – EUR



Transaction fees (billed quarterly)

Less than **5 documents*** OR less than **43 250 EUR**	**FREE** usage
More than 4 documents* AND more than 43 250 EUR	0.155% of transacted volume for relationships without Service Entry Sheets
	0.35% of transacted volume for relationships with Service Entry Sheets
	Capped at **17 300 EUR** 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)

Annual Document Count across all customer relationships	**Subscription level**	**Annual Fee**
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

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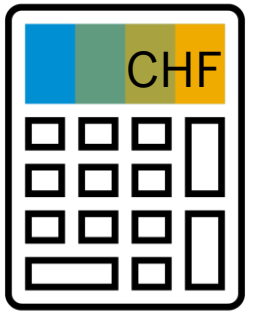
Supplier Fee Schedule – CHF



Transaction fees (billed quarterly)

Less than **5 documents*** OR less than **CHF 49 500**	**FREE** usage
More than 4 documents* AND more than CHF 49 500	0.155% of transacted volume for relationships without Service Entry Sheets
	0.35% of transacted volume for relationships with Service Entry Sheets
	Capped at **CHF 19 800** 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)

Annual Document Count across all customer relationships	**Subscription level**	**Annual Fee**
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

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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

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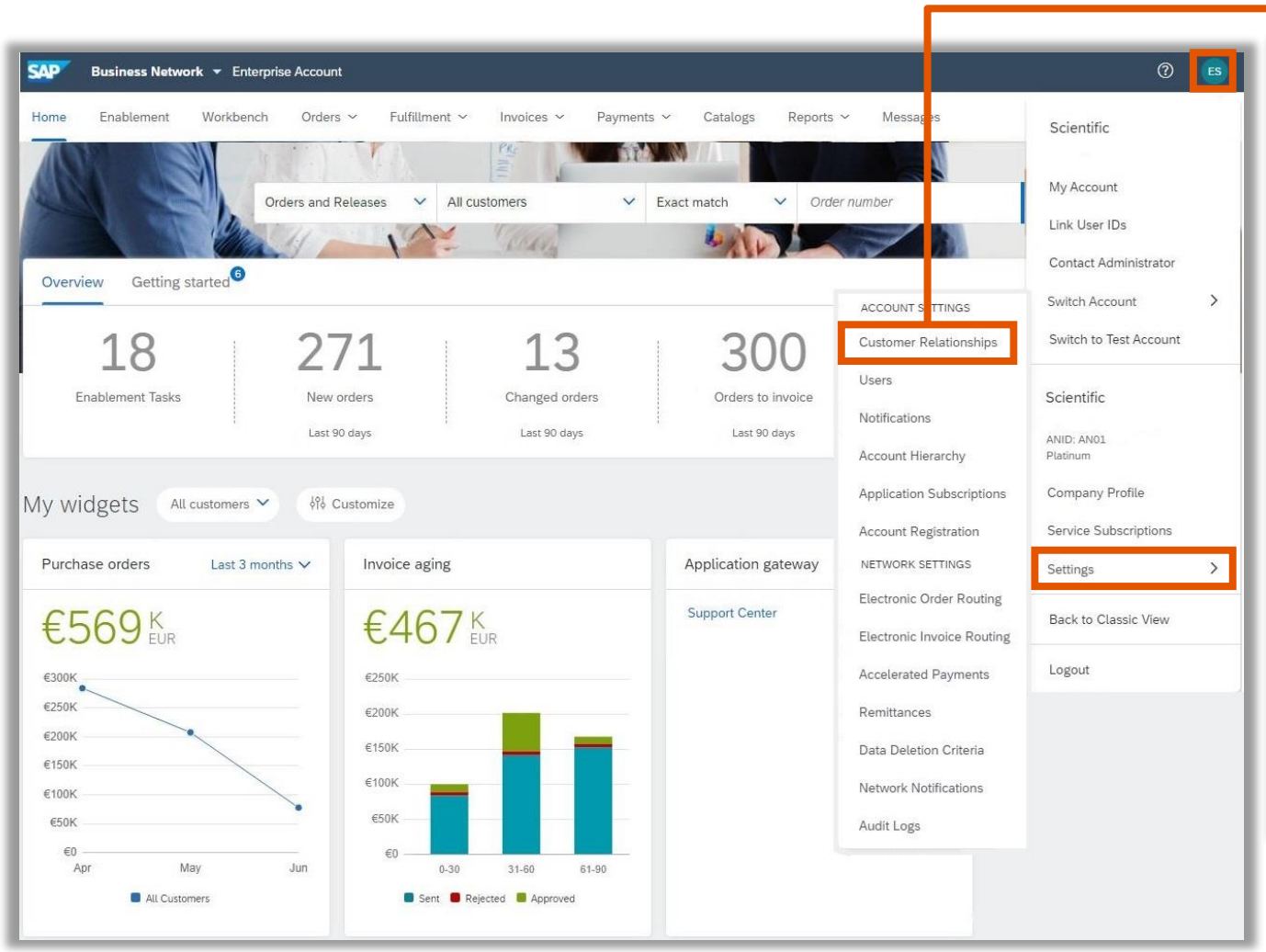
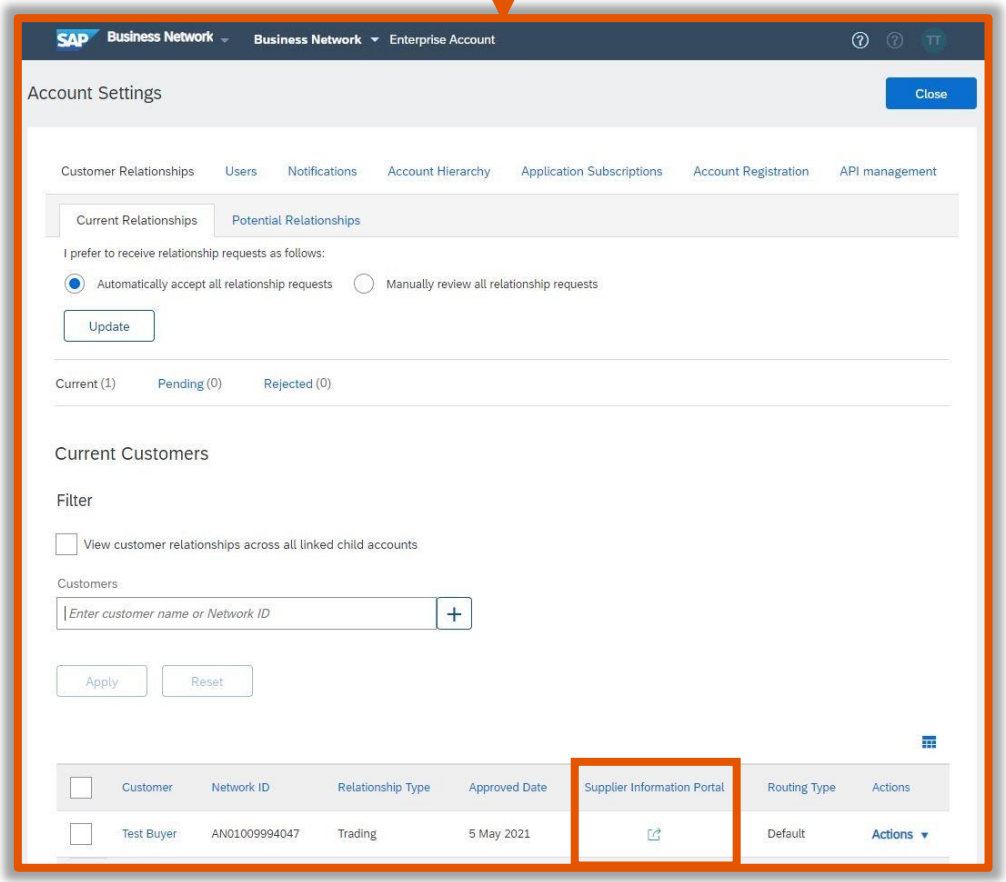
Supplier Information Portal





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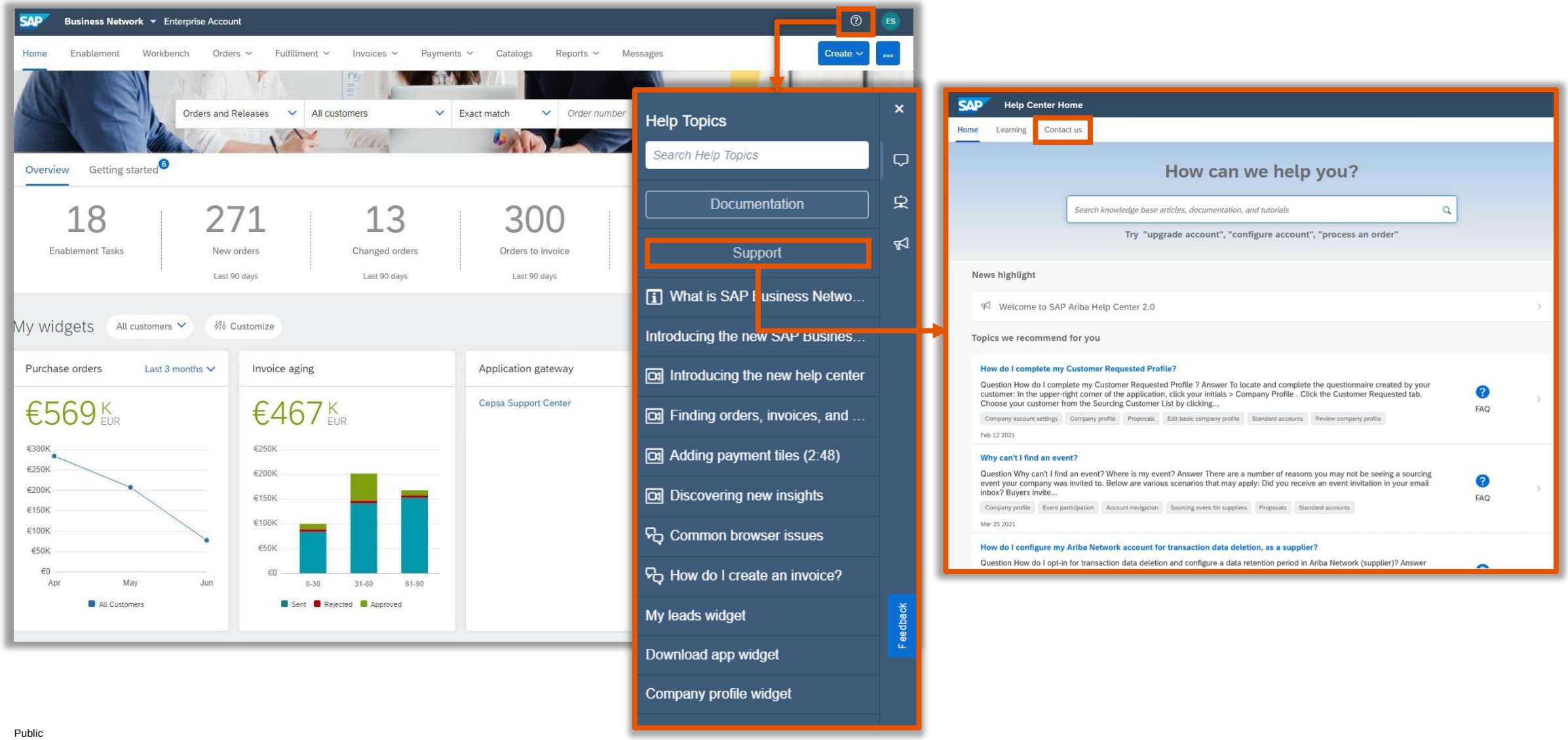
SAP Business Network Help Center



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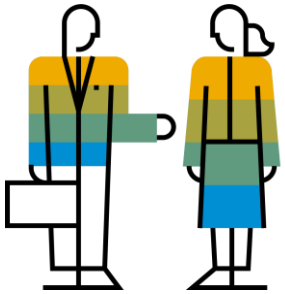
Proposals & Questionnaires vs. Business Network

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)

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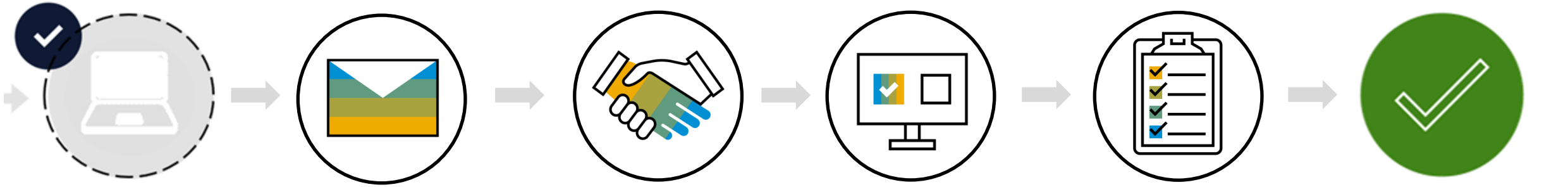
Next Steps

Overview



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Next Steps

Step 1 – 3

Invitation to SAP Business Network

Create Account or Login

Registration Questionnaire

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

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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

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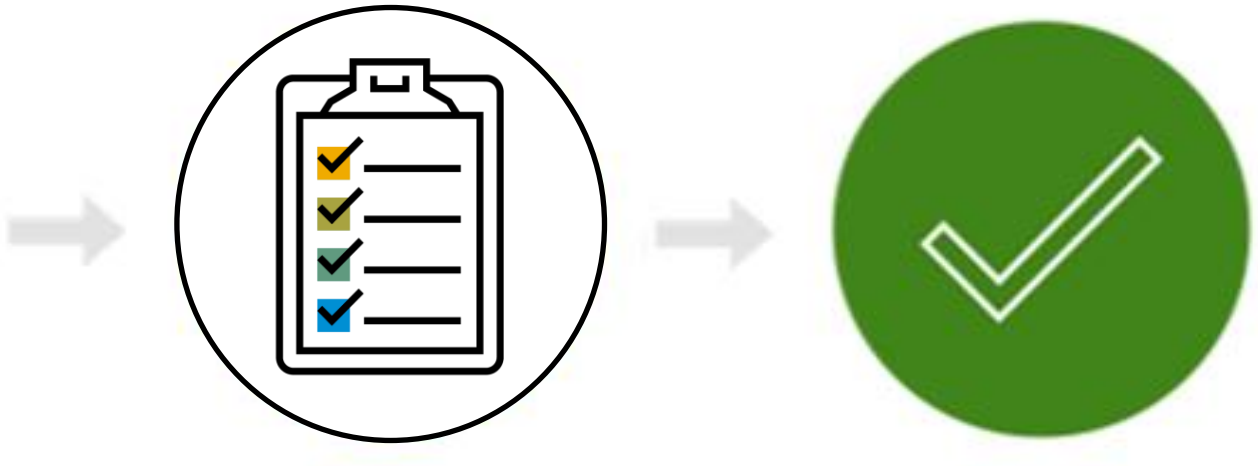
Next Steps

Final Steps



Complete Enablement Tasks*

Ready to Transact with your Customer

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!

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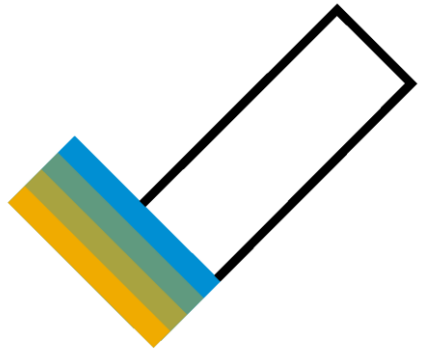
SAP Business Network Project Scope

In Scope for Axpo Group with SAP Business Network:

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



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Let’s see how it works!

Learn how to transact on SAP Business Network

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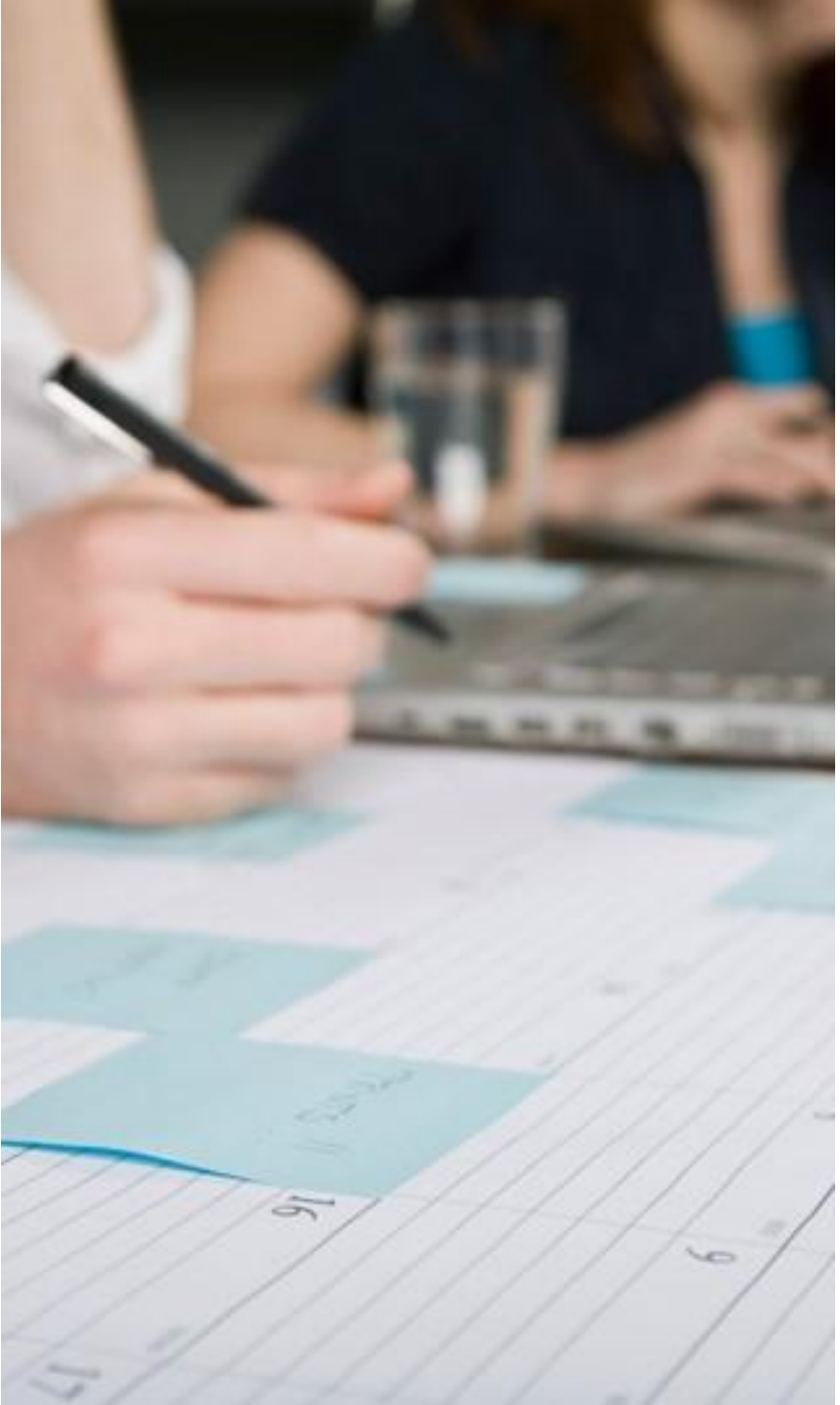

Timeline & Contacts

TIMELINE	CONTACT
Onboarding begins Upon Summit **Accept TRR** 5 business days after receipt **Training** Before Go Live **Go Live** Receive email from AribaOnboarding@axpo.com	**Business Related Questions** AribaOnboarding@axpo.com **Onboarding Questions** Contact SAP **Supplier Information Portal** Go to Website

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Questions?

Please submit your questions via the Q&A widget.

Business Related Questions:

Anna Zykin - AribaOnboarding@axpo.com

Joanna Wolska - AribaOnboarding@axpo.com

SAP Business Network Onboarding Questions:

Online Form

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Thank you.

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