



Feature Details

SAP Ariba Category Management CAT-3503

Target GA: Aug 2023

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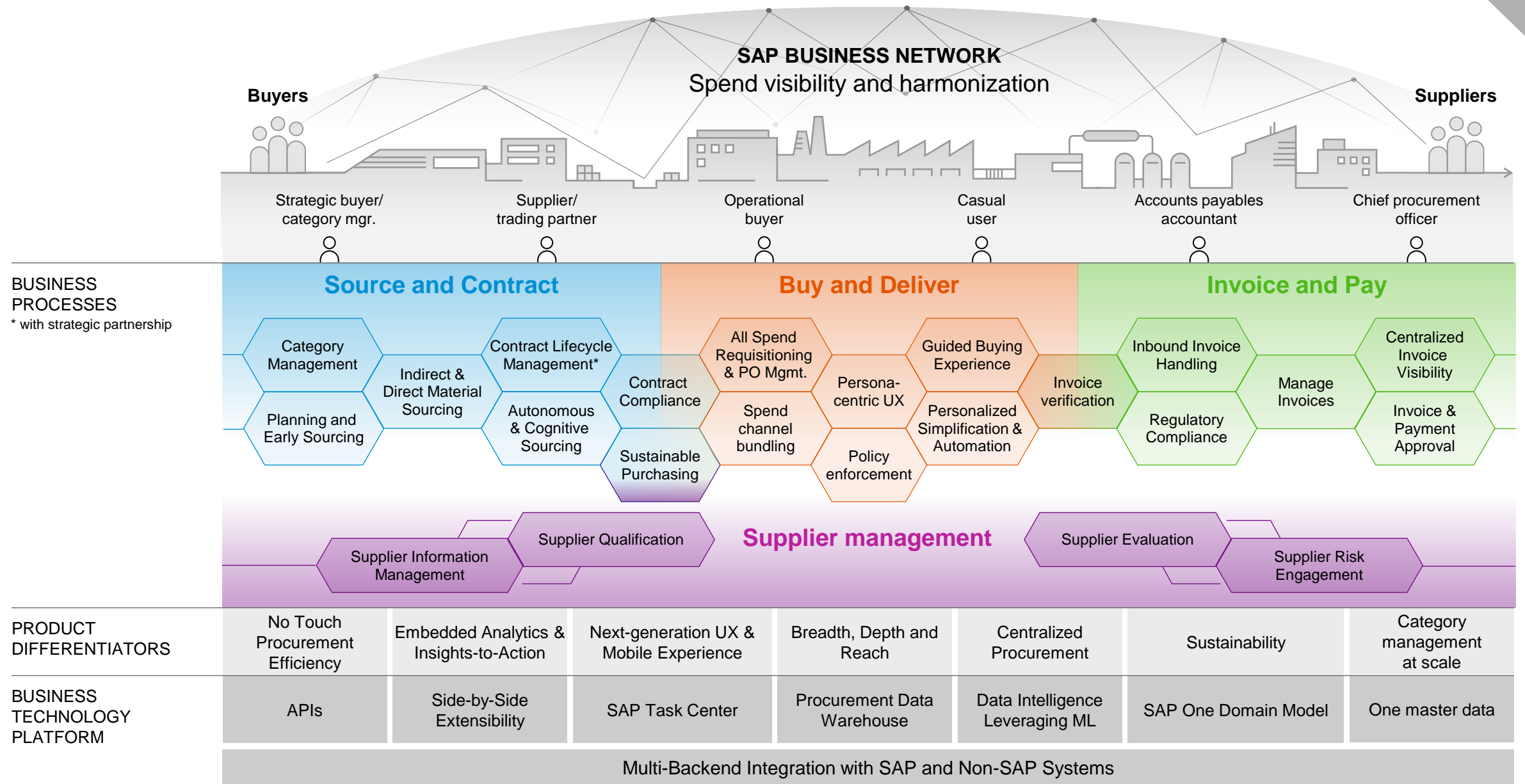
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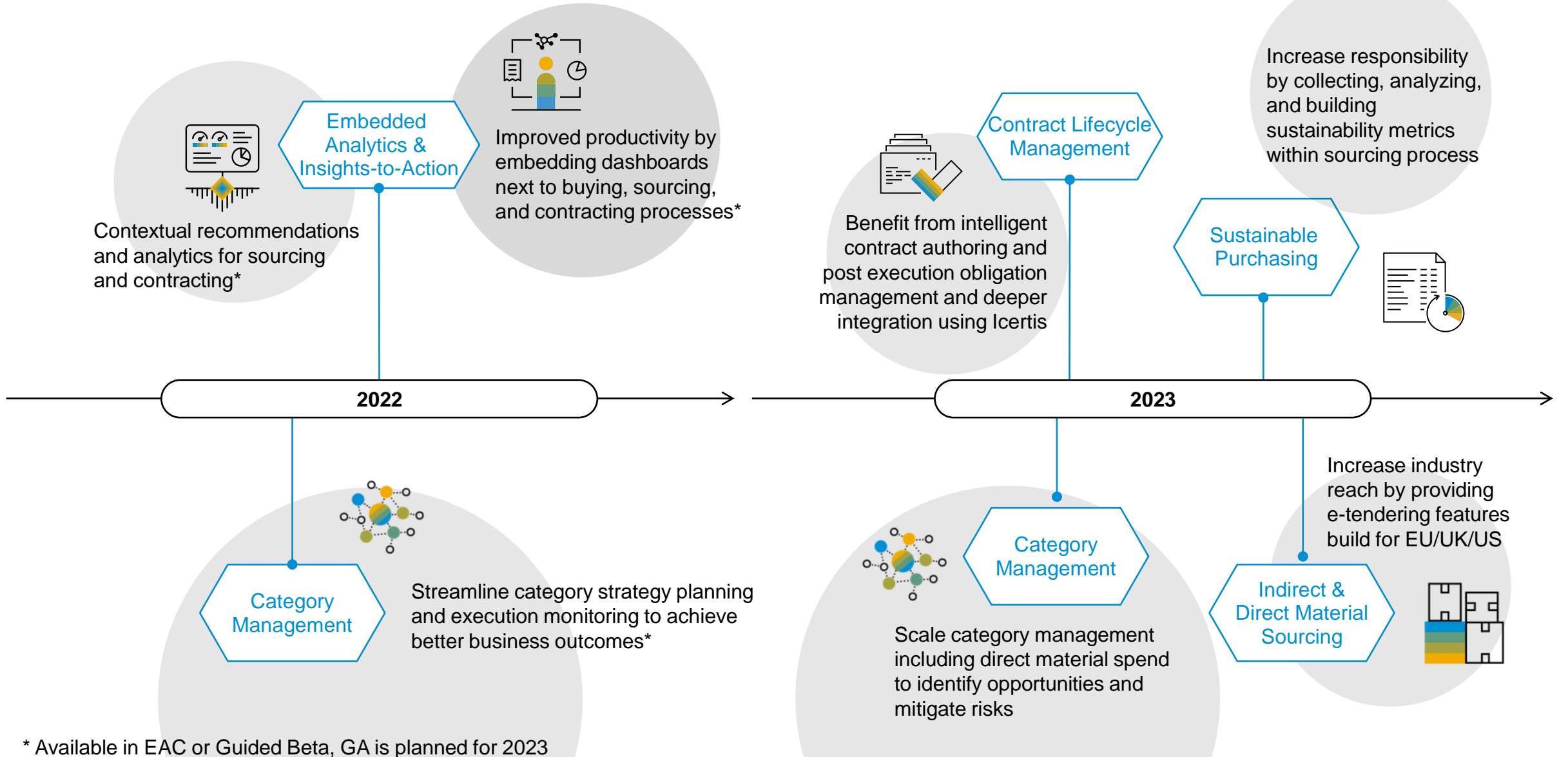
SAP Procurement North Star



SAP Procurement North Star



Innovations Source and Contract



* Available in EAC or Guided Beta, GA is planned for 2023

SAP Ariba Category Management

Description

- SAP Ariba Category Management is a solution capability that digitalizes and streamlines the development, execution and monitoring of procurement category strategies.
- Category analytics, process guidance, analysis frameworks and system-enabled recommendations allow procurement organizations to move towards intelligence-driven category management.
- The first release of the solution is available for customers in Europe and US data centers.*

***The solution is available on the EU10 and US30 BTP data centers. And the integration is recommended with Ariba realms in the corresponding data centers.**

Customer benefit

- Category management today is a data-intensive, manual, time consuming and disconnected process, which:
 - Requires manual efforts for category planning, is disconnected from the purchasing process, gathers data from multiple disparate sources.
 - Offers limited visibility on KPIs and the outcomes of the category strategy.
- SAP Ariba Category Management streamlines the category strategy creation and management process, offering intelligence-driven category management that leads to more informed and efficient business decisions, resulting in cost savings, reduced risks and realization of other key business goals.

User

- Category Management Administrator
- Category Manager
- Category Management Viewer
- Category Strategy Approver
- Strategic Sourcing Professional

Enablement model

- Contact Account Executive

Applicable solutions:

- SAP Ariba Category Management

Key Features



Workflow



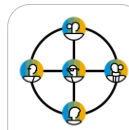
Taxonomy



Category
Profile



Opportunity
Analysis



Strategy Plan
Development



Strategy
Execution



Category Management | The Business Process – High Level

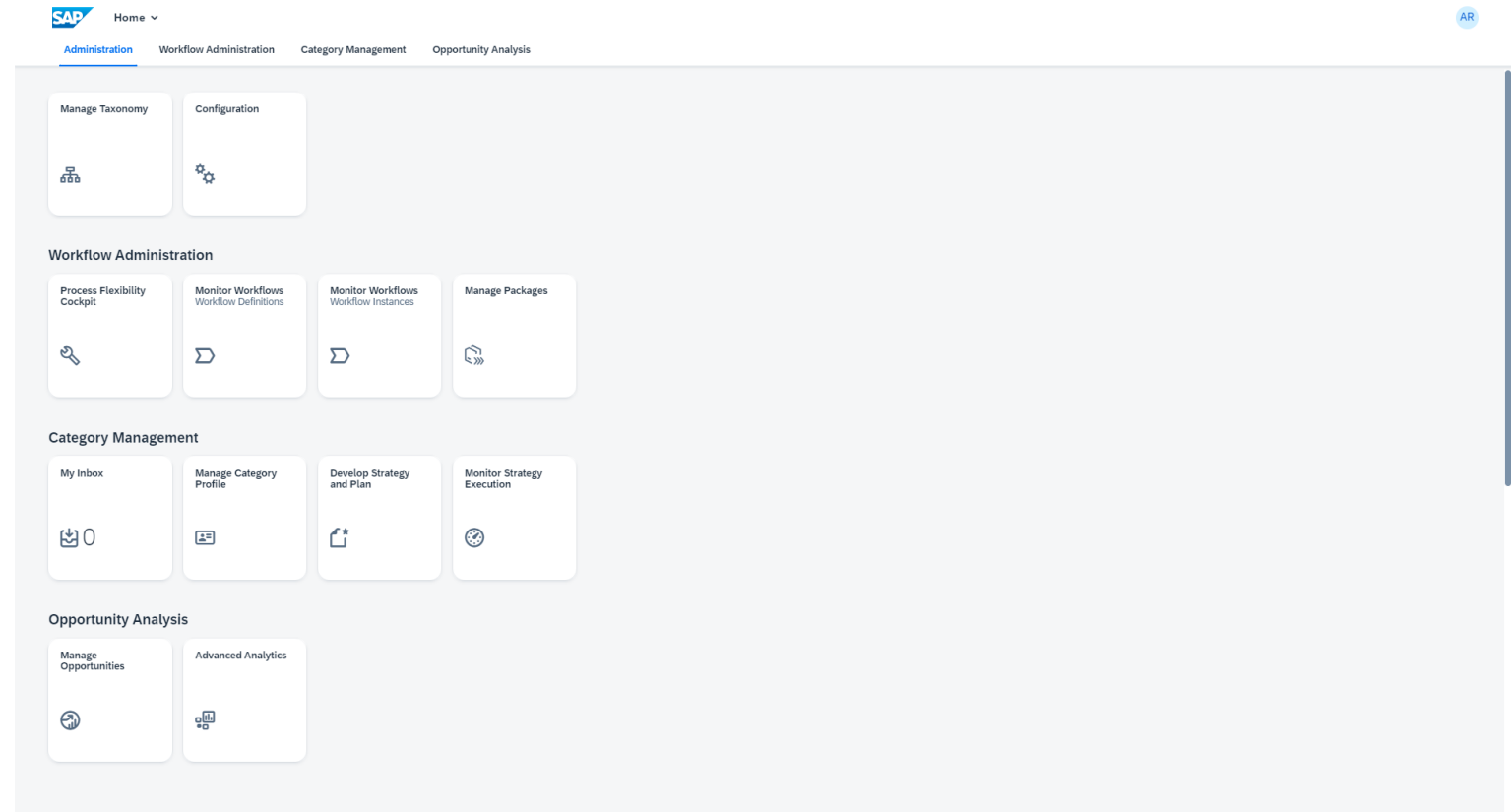


In the following slides, we want to highlight how SAP Ariba Category Management supports the process

SAP Ariba Category Management | Home Page



- Navigate to the key steps of the category management process



SAP Ariba Category Management | My Inbox



- Allows category strategy approvers to review the strategy and plan documents submitted for their approval.
- Category strategy approvers can approve or reject these documents.

The screenshot shows the SAP Ariba Category Management interface. The top navigation bar includes 'SAP Home', 'Administration', 'Workflow Administration', 'Category Management', and 'Opportunity Analysis'. The main dashboard is organized into several sections: 'Manage Taxonomy' and 'Configuration' at the top; 'Workflow Administration' containing 'Process Flexibility Cockpit', 'Monitor Workflows Workflow Definitions', 'Monitor Workflows Workflow Instances', and 'Manage Packages'; 'Category Management' containing 'My Inbox' (highlighted with a red box), 'Manage Category Profile', 'Develop Strategy and Plan', and 'Monitor Strategy Execution'; and 'Opportunity Analysis' containing 'Manage Opportunities' and 'Advanced Analytics'. The 'My Inbox' tile shows a notification icon and the number '0'.

SAP Ariba Category Management | My Inbox



- Allows category strategy approvers to review the strategy and plan documents submitted for their approval.
- Category strategy approvers can approve or reject these documents.

The screenshot shows the SAP Ariba 'My Inbox' interface. On the left, a task list under 'All Tasks (1)' includes a task titled 'GrpTest - part 2 - plan 2' by 'Lincy Thankachan Eli...' with a 'Medium' priority. The main view displays the details for this task, including a search bar, a 'Stakeholder Approval' section, and a 'Linked Tools' section with links for Segmentation, SWOT, Spend Profile, Goals, Category Value Levers, and Initiatives. The 'Approval' section shows a workflow diagram with 'Stakeholders' and 'Strategic Approver' roles. At the bottom, there is a 'Comments' section with a text input field and buttons for 'Approve', 'Reject', 'Show Log', and 'Claim'.

SAP Ariba Category Management | My Inbox



- Allows category strategy approvers to review the strategy and plan documents submitted for their approval.
- Category strategy approvers can approve or reject these documents.

The screenshot displays the SAP My Inbox interface. At the top, there is a search bar with the text "Search In: 'Apps'". Below it, the main header shows "Stakeholder Approval" and "GrpTest - part 2 - plan 2". The interface is divided into several sections: a left-hand navigation pane with "All Tasks (1)" and a search bar; a main content area with tabs for "Plan Basic Information", "Strategy Summary", "Goals (1)", and "Initiatives (1)"; and a right-hand sidebar with "Help Topics" and "All Tasks". A "My Inbox" tooltip is overlaid on the main content, providing instructions on how to use the My Inbox page for reviewing and approving/rejecting documents. The bottom of the interface features a navigation bar with buttons for "Approve", "Reject", "Show Log", "Claim", and a link icon.

SAP Ariba Category Management | Help Guidance with SAP Companion



- A. Clicking on the question mark triggers the SAP Companion in-app help
- B. Help topics are context-sensitive and change as new pages are accessed
- C. Click on the help tile to launch a description of the functionality on the screen
- D. Ability to customize content is not currently available on BTP applications.

SAP Ariba Category Management | Taxonomy Management



- Allows category management administrators to define and manage system purchasing categories, including:

- Upload
- Create
- Update
- Delete
- Publish
- Monitor

< **SAP** Manage Taxonomy ▾ AR

Purchasing Categories

You can use purchasing categories to structure purchases made in your organization.

⚠ There is 1 category with an unpublished status. [Publish All](#)

Name	Code	Category Manager	Category Strategy Approver	Status
▾ All	All			Published
▸ An Unassigned	CAT-991			Published
▸ Construction FM Equipment	CAT-23			Published
▸ Distribution and Conditioning Systems and Equipment	MRO-01			Published
▾ Facilities Mgmt	CAT-1			Published
▸ Construction	CAT-1.1			Published
▸ Fuel & Related Fluids	2017			Published
▾ Information Technology	CAT-2			Published
▸ Hardware	CAT-2.1			Published
▸ IT Services	CAT-2.2			Published
▸ Software	CAT-2.3			Published
▸ Telecommunications	CAT-2.4			Published
▾ Operations	CAT-4			Published
▸ General Supplies	CAT-4.1			Published

SAP Ariba Category Management | Taxonomy Import



- Category management administrators can import purchasing categories to SAP Ariba Category Management by using an Excel file
- Download the Excel template from the UI
- Must contain a unique category name and category code for every purchasing category and subcategory.
- Also possible to associate product classifications

The screenshot shows the SAP Ariba 'Manage Taxonomy' interface. The main view is titled 'Purchasing Categories' and displays a table of categories. A red box highlights the 'Import/Export' button in the top right corner of the table. To the right, an 'Import/Export Categories' dialog box is open, showing options to download or upload an Excel file.

Name	Code	Category Manager	Category Strategy Approver	Status
▼ All	All			Publishe
> An Unassigned	CAT-991			Publishe
> Construction FM Equipment	CAT-23			Publishe
> Distribution and Conditioning Systems and Equipment	MRO-01			Publishe
▼ Facilities Mgmt	CAT-1			Publishe
> Construction	CAT-1.1			Publishe
> Fuel & Related Fluids	2017			Publishe
▼ Information Technology	CAT-2			Publishe
> Hardware	CAT-2.1			Publishe
IT Services	CAT-2.2			Publishe
> Software	CAT-2.3			Publishe
> Telecommunications	CAT-2.4			Publishe
▼ Operations	CAT-4			Publishe
> General Supplies	CAT-4.1			Publishe

SAP Ariba Category Management | Purchasing Category & Sub-Category Creation



- To add new categories directly in the UI, click Create
- Enter information for the following fields:
 - Category Name
 - Category Code
 - Parent Category
 - Category Manager
 - Category Strategy Approver

The screenshot shows the SAP Ariba 'Purchasing Categories' interface. The main table lists existing categories with columns for Name, Code, Category Manager, Category Strategy Approver, and Status. A 'Create' button is highlighted with a red box. A 'New Category' modal is open on the right, showing fields for Category Name, Parent Category, Category Code, Category Manager, and Category Strategy Approver.

Name	Code	Category Manager	Category Strategy Approver	Status
▼ All	All			Publishe
> An Unassigned	CAT-991			Publishe
> Construction FM Equipment	CAT-23			Publishe
> Distribution and Conditioning Systems and Equipment	MRO-01			Publishe
▼ Facilities Mgmt	CAT-1			Publishe
> Construction	CAT-1.1			Publishe
> Fuel & Related Fluids	2017			Publishe
▼ Information Technology	CAT-2			Publishe
▼ Hardware	CAT-2.1			Publishe
Communication and networks	CAT-2.1.1			Publishe
Computing & Peripheral	CAT-2.1.2			Publishe
IT Services	CAT-2.2			Publishe
> Software	CAT-2.3			Publishe
> Telecommunications	CAT-2.4			Publishe

SAP Ariba Category Management | Purchasing Category Publishing



- After entering the necessary information, click Save and Publish

The screenshot displays the 'Manage Taxonomy' interface in SAP Ariba. The main section is titled 'Purchasing Categories' and contains a table of categories. A yellow warning banner at the top indicates 'There is 1 category with an unpublished status. Publish All'. The table lists various categories, with 'Construction' (CAT-1.1) highlighted. To the right, a 'New Category' form is visible, showing fields for 'Category Name' (Mobile Devices), 'Parent Category' (Information Technology), and 'Category Code' (CAT-2.1.3). The 'Save and Publish' button is highlighted with a red box.

Name	Code	Category Manager	Category Strategy Approver	Status
▼ All	All			Publish
> An Unassigned	CAT-991			Publish
> Construction FM Equipment	CAT-23			Publish
> Distribution and Conditioning Systems and Equipment	MRO-01			Publish
▼ Facilities Mgmt	CAT-1			Publish
> Construction	CAT-1.1			Publish
> Fuel & Related Fluids	2017			Publish
▼ Information Technology	CAT-2			Publish
▼ Hardware	CAT-2.1			Publish
Communication and networks	CAT-2.1.1			Publish
Computing & Peripheral	CAT-2.1.2			Publish
IT Services	CAT-2.2			Publish
> Software	CAT-2.3			Publish
> Telecommunications	CAT-2.4			Publish

SAP Ariba Category Management | Category Profile



- Category managers can define additional information for their assigned categories, including:

- Laws and regulations
- Spend channels
- Company policies
- Stakeholders

to comply with the defined standards during the category procurement process.

The screenshot displays the 'Manage Category Profile' interface for 'Valves (MRO-03)'. The interface includes the following sections:

- Category Details:** Shows 'MW' as the Category Manager, Name: Valves, Category Code: MRO-03, and a description: 'This category plan focuses on the procurement of valves and distribution products for all our production sites. The scope will cover the entire procurement process, including supplier selection...'.
- Product Classifications (3 of 3):** Lists '3PL Services (D082) Beroe', 'Sodium Silicate (D092) Beroe', and 'Valves (401416) UNSPSC'.
- Laws and Regulations (4 of 4):** Lists 'Safe Drinking Water Act (SDWA)', 'The Clean Air Act', 'The Occupational Safety and Health Act', and 'The Pipeline Safety Act'.
- Spend Channels (1 of 1):** Shows 'MRO Catalog' and 'Catalog'.
- Stakeholder Map:** A 2x2 matrix with 'High Impact' vs 'Low Impact' on the y-axis and 'Low Involvement' vs 'High Involvement' on the x-axis. It contains four stakeholder icons: 'xh' (Meet Needs), 'ML AR' (Key Players), 'RK' (Inform Only), and an empty 'Show Consideration' box.
- Company Policies (4 of 5):** Lists 'Environmental policy Production', 'Ethical sourcing policy Production', 'Quality control policy Production', and 'Safety policy Production'.

SAP Ariba Category Management | Category Profile – Team Members/Stakeholders

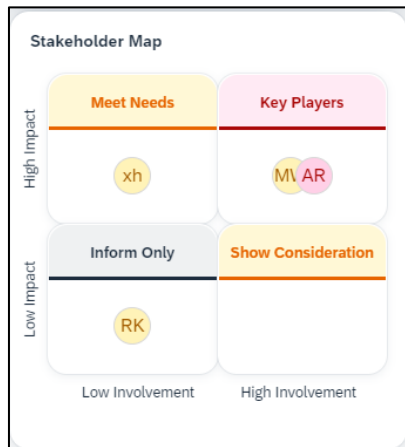


The screenshot shows the SAP Ariba 'Manage Category Profile' interface. The page title is 'Manage Category Profile / Team Members'. The main heading is 'Team Members' for 'Valves (MRO-03)'. Below this is a table with columns for Name, Email, Team Role, and Responsibilities. The table lists several team members with their roles and responsibilities.

Name *	Email	Team Role	Responsibilities
AR		Not Selected	
Cc	CatMan01 catman01	Supplier Manager	Supplier Manager for MRO
LE		Sales Manager	Sales manager for MRO services
MS		Sourcing Manager	EMEA Sourcing Manager
MW		Sourcing Manager	Sourcing manager for Valves
RV		Supplier Manager	Supplier Manager for MRO NA West
xh		Sourcing Manager	Category owner for Distribution and Conditioning Systems and Equipment and Components

- Category managers can add, edit, and delete internal team members to their categories.

SAP Ariba Category Management | Category Profile – Team Members/Stakeholders



SAP Manage Category Profile > Manage Category Profile / Stakeholder Map

Stakeholder Map

Valves (MRO-03)

Name*	Email	Department*	Job Title	Degree of Impact*	Degree of Involvement*	Goals and Expectations
MW		Purchasing	Sourcing Manager for Valves	High	High	that category plans are well defined and all upstream processes' to Sourcing are completed before in... More
AR		User Support		High	High	
xh		Purchasing	Category Owner - Distribution and Conditioning Sys	High	Medium	Needs to ensure category goals are meet
RK		Research and Development	Head of R&D for Valves	Medium	Medium	

- Category managers can add, edit, and delete internal team members to their categories.
- The stakeholder matrix displays four quadrants, with Degree of Involvement in the x-axis and Degree of Impact on the y-axis. Stakeholders are displayed in the respective quadrant depending on the value you define for Degree of Involvement and Degree of Impact for each stakeholder.

SAP Ariba Category Management | Category Profile - Product Classifications



- The Product Classifications card displays the UNSPSC, ACT, and Material Group mappings defined for the category.
- Category managers can only view the product classification details from the Product Classifications card.
- Product classifications for categories are defined by category management administrators.

The screenshot shows the SAP Ariba interface for 'Manage Category Profile' for 'Valves (MRO-03)'. It displays a table of product classifications and a section for mappings.

Product Classifications		
Name	Code	Type
3PL Services	D082	Beroe
Sodium Silicate	D092	Beroe
Valves	401416	UNSPSC

Product Classification Mappings	
UNSPSC	Material Group
No Data to Display	

SAP Ariba Category Management | Category Profile - General Information



<  Manage Category Profile ▾

AR

[Manage Category Profile](#) / [Category Details](#)

Category Details

Valves (MRO-03)

Category Details

Category Manager:

Category Name: Valves

Access: Everyone Can View

Category Code: MRO-03

Description: This category plan focuses on the procurement of valves and distribution products for all our production sites. The scope will cover the entire procurement process, including supplier selection, contract negotiation, order processing, and delivery.

Segment

Segment: Routine

Source: Segmentation

- The Category Details card displays information about the category such as category name, category code, category manager, and category description, defined by the category management administrator.
- Category managers can add or edit the description of the category and edit user permissions.

SAP Ariba Category Management | Category Profile - Laws and Regulations



Laws and Regulations 4 of 4

Safe Drinking Water Act (SDWA)

The Clean Air Act

The Occupational Safety and Health Act

The Pipeline Safety Act

< **SAP** Manage Category Profile ▾ AR

Manage Category Profile / Laws and Regulations

Laws and Regulations

Valves (MRO-03)

Laws and Regulations Search 🔍						
Name*	Department	Issuing Authority	Rule Citation	Rule Citation Name	Jurisdiction	Attachment*
Safe Drinking Water Act (SDWA)	Production	Environmental Protection Agency	42 U.S.C. 300f-300j-9	Safe Drinking Water Act	United States	Safe Drinking Water Act (SDW...
The Clean Air Act	Production	Environmental Protection Agency	42 U.S.C. §7401 et seq. (1970)	The Clean Air Act (CAA)	United States	Summary of the Clean Air Act ...
The Occupational Safety and Health Act	Production	OSHA	Public Law 91-596	Public Law 91-596	United States	OSH Act of 1970 _ Occupation...
The Pipeline Safety Act	Research and Development	PHMSA	Public Law 102-508	The Pipeline Safety Act	United States	The Pipeline Safety Act.pdf

- Displays the list of laws and regulations defined for a category.
- Category managers can define the laws and regulations that have a direct impact on the purchasing process of the category.
- Click the card header to view, create, edit, and delete laws and regulations

SAP Ariba Category Management | Category Profile – Company Policies



- List of company policies defined for a category by the assigned category manager.
- Category managers can define the internal company policies that have a direct impact on the purchasing process of a category.
- Search and filter are available.
- Attachments may be downloaded by clicking on the attachment hyperlink.

The screenshot shows the 'Manage Category Profile' interface in SAP Ariba. The page title is 'Manage Category Profile' with a dropdown arrow. Below it, the breadcrumb is 'Manage Category Profile / Company Policies'. The main heading is 'Company Policies' for 'Valves (MRO-03)'. There is a search bar with the text 'Search' and a magnifying glass icon. The table below lists five company policies.

Name *	Department	Policy Number	Country/Region	Attachment *
Environmental policy	Production	OrgPolicy_3	United States	Environmental policy.txt
Ethical sourcing policy	Production	Orgpolicy_5	United States	Ethical sourcing policy.txt
Quality control policy	Production	OrgPolicy_1	United States	Quality control policy.txt
Safety policy	Production	OrgPolicy_4	United States	Compliance policy.txt
Supplier management policy	Purchasing	OrgPolicy_2	United States	Supplier management policy.txt

SAP Ariba Category Management | Category Profile – Company Policies



- List of company policies defined for a category by the assigned category manager.
- Category managers can define the internal company policies that have a direct impact on the purchasing process of a category.
- Search and filter are available.
- Attachments may be downloaded by clicking on the attachment hyperlink.

The screenshot shows the SAP Ariba 'Manage Category Profile' interface for 'Valves (MRO-03)'. The 'Company Policies' table is displayed with the following data:

Name *	Department	Policy Number	Country/Region	Attachment*
Environmental policy	Production	OrgPolicy_3	United States	Environmental policy.txt
Ethical sourcing policy	Production	OrgPolicy_5	United States	Ethical sourcing policy.txt
Quality control policy	Production	OrgPolicy_1	United States	Quality control policy.txt
Safety policy	Production	OrgPolicy_4	United States	Compliance policy.txt
Supplier management policy	Purchasing	OrgPolicy_2	United States	Supplier management policy.txt

The interface also includes a search bar and a filter icon. At the bottom, a red bar highlights the attachment download links for each policy.

SAP Ariba Category Management | Category Profile – Spend Channels



<  Manage Category Profile ▾

AR

[Manage Category Profile](#) / Spend Channels

Spend Channels

Valves (MRO-03)

Spend Channels

Search



Name*	Rule Number	Department	Spend Channel*
MRO Catalog	MRORule_1	Purchasing	Catalog

- Displays the list of spend channels defined for a category by the assigned category manager.
- Category managers can define spend channels that have a direct impact on a category's purchasing process.
- Click the card header to view, create, edit, or delete the spend channels associated with the category

SAP Ariba Category Management | Intelligent opportunity analyzer

Workflow Taxonomy Category Profile Opportunity Analysis Strategy Plan Development Strategy Execution

< SAP Manage Opportunities

Operations

Opportunities

Filtered By: Status (New)

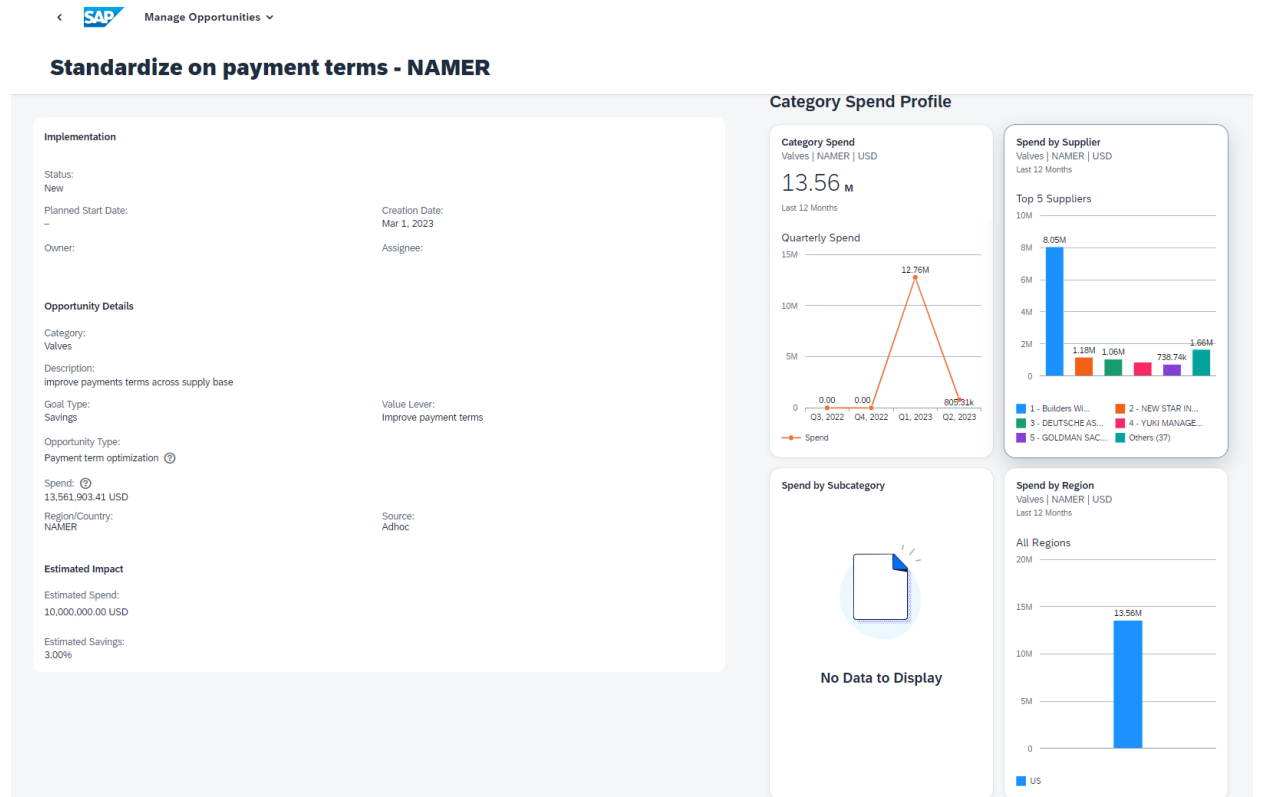
Name	Source	Value Lever	Goal Type	Status	Creation Date
All regions Operations Supplier Fragmentation	Recommended			New	Jan 26, 2023
US Operations Supplier Fragmentation	Recommended			New	Jan 26, 2023
NAMER Operations Supplier Fragmentation	Recommended			New	Jan 26, 2023

- Automatically recommends opportunities for categories based on spend data available for categories in SAP Ariba Category Management. These recommended opportunities can be accepted or dismissed.
- Category managers and strategic sourcing professionals can also create new adhoc opportunities by analyzing spend data, tracking market conditions, reviewing expiring contracts, and other activities.
- Category managers can manage and monitor opportunities and initiatives. Strategic sourcing professionals can also convert opportunities to initiatives or guided sourcing projects.

SAP Ariba Category Management | Manage Opportunities



- The intelligent opportunity analyzer extensively uses historical spend data to provide data visualization charts for category spend data using embedded SAP Analytics Cloud.



SAP Ariba Category Management | Strategy Development Processes



- Using the strategy and plan documents, category managers can define a plan to implement and monitor a category's strategy.
- Category managers can create multiple strategies for each category, but only one approved strategy and plan document can be active at a time.
- Mandatory tools are configured by category management administrators. Tools such as Category Segmentation, Goals, Initiatives, Category Spend Profile, and Value Levels are configured as mandatory tools by default.
- Optional tools can be added to a strategy and plan document by category managers.

The screenshot shows the SAP Ariba 'Develop Strategy and Plan' interface for '2023 - MRO Plan - Valves'. The interface includes a progress bar with four stages: 1. Category Analysis, 2. Market Analysis, 3. Strategy and Implementation, and 4. Approval. The '1. Category Analysis' stage is currently active.

Key components of the interface include:

- Category Segmentation (Mandatory):** A scatter plot showing Business Impact vs. Complexity of Supply Market. A single data point is plotted in the 'Strategic' quadrant.
- Business Requirements:** A section with a 'Need' indicator and text: 'Compliance with regulatory requirements is essential for valves used in various industries such as oil and gas, chemicals, and water treatment.'
- SWOT Analysis (Mandatory):** A section with three points:
 - Established market: Valves are a critical component in many distribution and conditioning systems, and the market for valves is well-established, with many manufacturers and suppliers.
 - High demand: There is consistent demand for valves in various industries such as oil and gas, chemicals, and water treatment, providing a stable source of revenue for valve manufacturers and suppliers.
 - Technological innovation: Valve manufacturers are continually developing new technologies and products, such as smart valves and remote monitoring systems, to meet the evolving needs of customers.
- Planned Spend:** A bar chart showing spend in EUR for Q1/2023, Q2/2023, Q3/2023, and Q4/2023. Q3/2023 shows the highest spend.
- Cost Structure:** A bar chart showing cost percentages for different categories.
- Category Spend:** A section with a 'Data is locked since Mar 2, 2023' message.
- Spend by Subcategory:** A section with a 'Data is locked since Mar 2, 2023' message.
- Spend by Supplier:** A section with a 'Data is locked since Mar 2, 2023' message.

SAP Ariba Category Management | Strategy Development Processes



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- Optional tools can be added to a strategy and plan document by category managers.

The screenshot shows the SAP Ariba interface for developing a strategy and plan. The main heading is "2023 - MRO Plan - Valves". Below this, there is a progress bar with four steps: 1. Category Analysis, 2. Market Analysis (current step), 3. Strategy and Implementation, and 4. Approval. The "2. Market Analysis" section is expanded, showing a "Market Dynamics" radar chart and a "Risk Assessment" table.

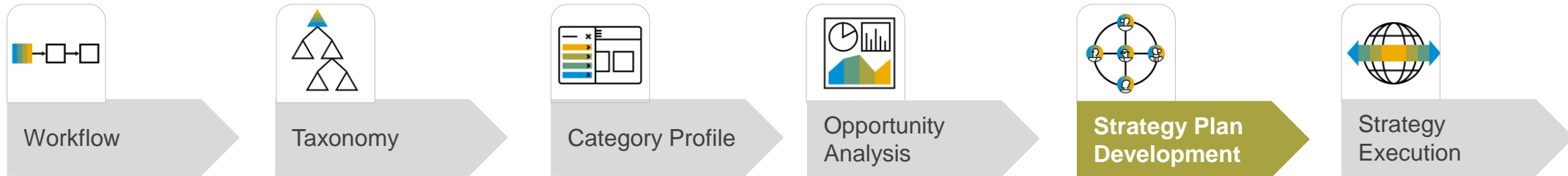
Market Dynamics Radar Chart:

- Competitive Rivalry: 4
- SS: 3
- BP: 2
- SNE: 1
- SP: 1

Risk Assessment Table:

Risk Factor	Assessment
Competitive pressures	Low
Cost volatility	High
Quality control	Medium
Rapidly changing technology	Low
Regulatory compliance	

SAP Ariba Category Management | Strategy Development Processes



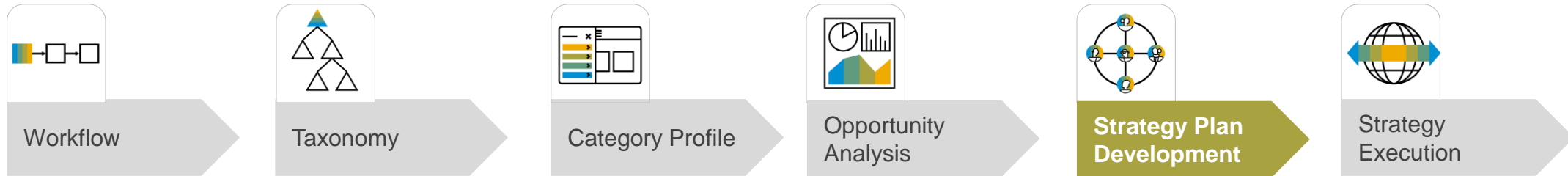
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The screenshot shows the SAP Ariba interface for developing a strategy and plan. The main heading is "2023 - MRO Plan - Valves". A notification bar indicates that the plan is active and progress can be tracked. Below this, there are fields for "Strategy Start Date" (1/1/23), "Strategy End Date" (12/31/23), "Category" (Valves), "Phase" (Active), and "Template" (Routine). A progress bar shows four steps: 1. Category Analysis, 2. Market Analysis, 3. Strategy and Implementation (current step), and 4. Approval.

The "3. Strategy and Implementation" section displays four columns of mandatory tools:

- Goals (Mandatory) 3 of 5**:
 - Reduce Contract Leakage: Spend Efficiency, Target of 10.00 Perce..., 1/1/23 - 12/31/23, At Risk
 - Reduce Supplier Fragmentation: Spend Efficiency, Target of 500.00 # Su..., 1/1/23 - 12/31/23, On Track
 - Diverse Supplier Spend: Diversity Spend, Target of 5%, 1/1/23 - 12/31/23, On Track
- Value Levers (Mandatory) 5 of 8**:
 - Improve payment terms: look for opportunities to standardize on payment terms
 - Improve logistics: Evaluate new Logistics suppliers
 - Aggregate spend or demand: Consolidate suppliers, leverage OA recommendation...
 - Analyze and remove cost (TCO, Supply chain): Reduce shipping lanes and consolidate usage of gree...
 - Find new market: identify new certified diverse suppliers
- Initiatives (Mandatory) 3 of 3**:
 - Identify new Diverse supplier base: 12/30/2022 - 12/29/2023, Active
 - Improve payments terms: 12/31/2022 - 12/30/2023, Active
 - Increase contract utilization: 3/6/2023 - 5/29/2023, Active
- Opportunities 3 of 3**:
 - Standardize on payment terms - NAMER: Payment term optimiza..., Adhoc, New
 - Standardize on payment terms - APAC: Payment term optimiza..., Adhoc, New
 - Increase Supplier Diversity in US supply base: Supplier diversity! Dive..., Adhoc, New

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- Mandatory tools are configured by category management administrators. Tools such as Category Segmentation, Goals, Initiatives, Category Spend Profile, and Value Levers are configured as mandatory tools by default.
- Optional tools can be added to a strategy and plan document by category managers.

The screenshot shows the SAP Ariba interface for developing a strategy and plan. The main heading is "2023 - MRO Plan - Valves". Below this, there is a notification bar stating "2023 - MRO Plan - Valves is active and you can now track its progress from the Monitor Strategy Execution page." The interface displays the following details:

- Strategy Start Date: 1/1/23
- Category: Valves
- Phase: Active
- Template: Routine
- Strategy End Date: 12/31/23
- Created By:

A progress bar shows four steps: 1. Category Analysis, 2. Market Analysis, 3. Strategy and Implementation, and 4. Approval. The "Approval" step is currently selected. Below the progress bar, the "Approval Document" history is displayed:

- 3/2/23: The approval document is marked active.
- 3/2/23: The approval document is approved.
- 3/2/23: The approval document is submitted for approval.
- 3/2/23: The approval document has been revised and is in the draft phase.

SAP Ariba Category Management | Strategy Planning Resources



- Category workbench provides an overview of the category strategy.
- Mandatory tools are configured by category management administrators.
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Monitor Strategy Execution
Valves (MRO-03)

Goals (Active: 5 of 5)

- Reduce Contract Leakage Spend Efficiency: **At Risk**. Due Dec 31, 2023. Target of 10 Percentage. Progress: 20.00%
- Reduce Supplier Fragmentation Spend Efficiency: **On Track**. Due Dec 31, 2023. Target of 500 # Suppliers. Progress: 0.00%
- Diverse Supplier Spend Diversity Spend: **On Track**. Due Dec 31, 2023. Target of 5%. Progress: 0.00%
- Realized Value Spend Efficiency: Target of 2.00M USD. Due Dec 31, 2023. Progress: 0.00%
- S2C Value target Spend Efficiency: Target of 8%. Due Dec 31, 2023. Progress: 12.50%

Category Details

Category Manager: x11
Name: Valves
Category Code: MRO-03

Initiatives (Active: 3 of 3)

Name	Progress	Due Date
Identify new Diverse supplier base	0%	Dec 29, 2023
Improve payments terms	0%	Dec 30, 2023
Increase contract utilization	0%	May 29, 2023

Planning Calendar (1 Week, All)

Today: April 30, 2023 - May 6, 2023

Week 18

- Distribution Valves United States contract (Contract for MRO - United States - Distribution Valves 2023)
- Identify new Diverse supplier base (Initiative to increase # of diverse suppliers invited to Sourcing events)
- Improve payments terms (Initiative to standardize on payment terms)
- Increase contract utilization (reduce contract leakage by bringing non contracted spend on contract)

Quick Links

- Category Spend Profile
- Manage Category Profile
- Manage Opportunities
- Develop Strategy and Plan
 - Business Requirements
 - Category Segmentation
 - Category Suppliers
 - Cost Structure
 - Goals
 - Initiatives
 - Market Dynamics
 - Opportunities
 - Planned Spend
 - Risk Assessment
 - SWOT Analysis
 - Spend Profile
 - Value Levers

Categories

SAP Ariba Category Management | Strategy Planning Resources



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< Develop Strategy and Plan ▾ © AR

Valves (MRO-03) / Strategy and Plan Documents / 2023 - MRO Plan - Valves / Business Requirements

Business Requirements

Business Requirements	Specified Requirement	Need/Want
R - Regulatory	Compliance with regulatory requirements is essential for valves used in various industries such as oil and gas, chemicals, and water treatment.	Need
A - Assurance of Supply	Ensuring a reliable and uninterrupted supply of valves is essential for customers who need valves to operate their systems continuously. As such, it is a fundamental need to have a robust supply chain and contingency plans in place	Need
Q - Quality	High-quality valves are essential for the safe and reliable operation of distribution and conditioning systems.	Need
S - Service	While service is not a fundamental need, it is a want that can add value to customers. Offering services can help build strong relationships with customers and differentiate a valve manufacturer from competitors.	Want
I - Innovation	While innovation is not a fundamental need, it is a want that can differentiate a valve manufacturer from competitors. Offering innovative solutions can provide additional value to customers and help them improve their operations.	Want

SAP Ariba Category Management | Strategy Planning Resources



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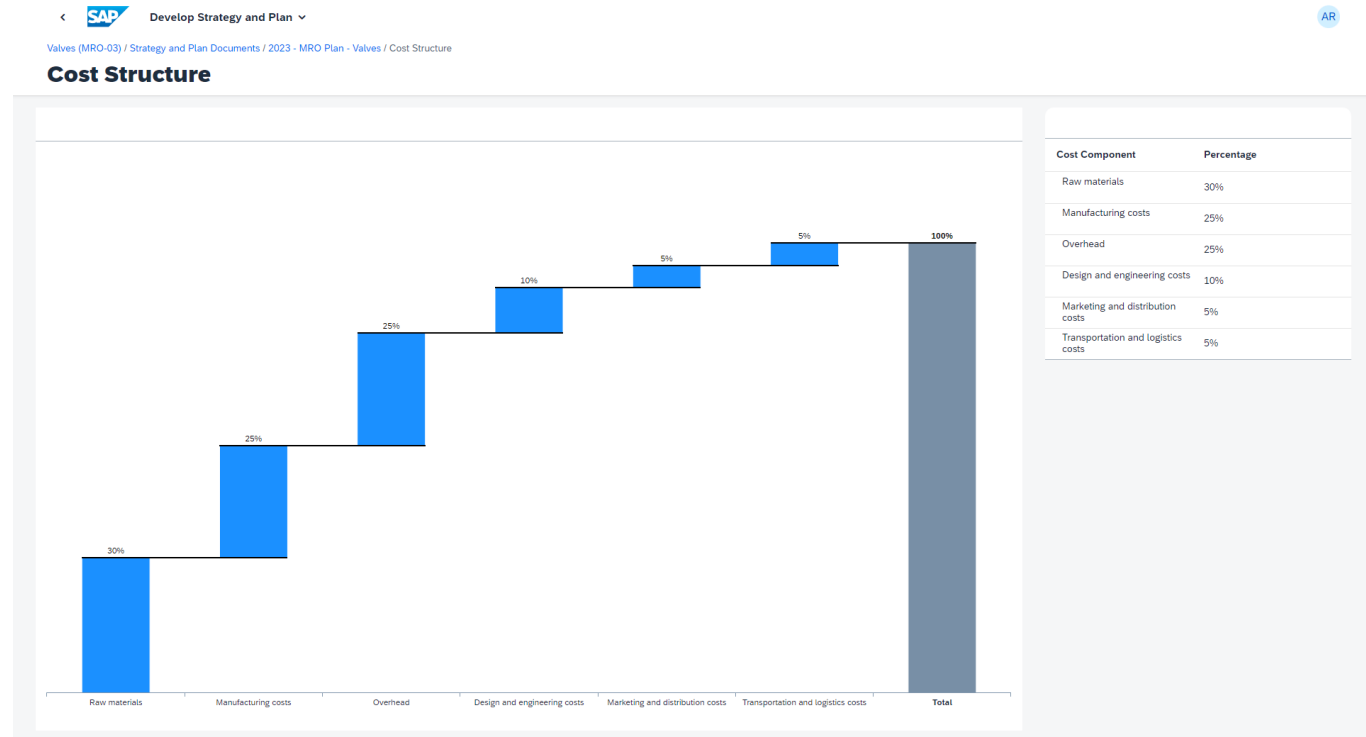
The screenshot shows the 'Category Suppliers' interface in SAP Ariba. It features a table with columns for 'Supplier', 'Supplier Type', 'Supplier Status', 'Supplier Rating', 'Supplier Location', and 'Supplier Contact'. The table contains several rows of data, with the first row being highlighted. The interface includes a search bar at the top and a list of filters on the left side.

Supplier	Supplier Type	Supplier Status	Supplier Rating	Supplier Location	Supplier Contact
Supplier 1	Supplier Type 1	Supplier Status 1	Supplier Rating 1	Supplier Location 1	Supplier Contact 1
Supplier 2	Supplier Type 2	Supplier Status 2	Supplier Rating 2	Supplier Location 2	Supplier Contact 2
Supplier 3	Supplier Type 3	Supplier Status 3	Supplier Rating 3	Supplier Location 3	Supplier Contact 3
Supplier 4	Supplier Type 4	Supplier Status 4	Supplier Rating 4	Supplier Location 4	Supplier Contact 4
Supplier 5	Supplier Type 5	Supplier Status 5	Supplier Rating 5	Supplier Location 5	Supplier Contact 5
Supplier 6	Supplier Type 6	Supplier Status 6	Supplier Rating 6	Supplier Location 6	Supplier Contact 6
Supplier 7	Supplier Type 7	Supplier Status 7	Supplier Rating 7	Supplier Location 7	Supplier Contact 7
Supplier 8	Supplier Type 8	Supplier Status 8	Supplier Rating 8	Supplier Location 8	Supplier Contact 8
Supplier 9	Supplier Type 9	Supplier Status 9	Supplier Rating 9	Supplier Location 9	Supplier Contact 9
Supplier 10	Supplier Type 10	Supplier Status 10	Supplier Rating 10	Supplier Location 10	Supplier Contact 10

SAP Ariba Category Management | Strategy Planning Resources



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SAP Develop Strategy and Plan

Valves (MRO-03) / Strategy and Plan Documents / 2023 - MRO Plan - Valves / Goals

Goals

Name	KPI	Target	Progress	Effectiveness Period	Phase	Status	Created By
Reduce Supplier Fragmentation	Suppliers per \$1G spend	500.00 # Suppliers	0%	Jan 1, 2023 - Dec 31, 2023	Active	On Track	
Diverse Supplier Spend	Diversity Spend Increase	5%	0%	Jan 1, 2023 - Dec 31, 2023	Active	On Track	
Reduce Contract Leakage	Contract Leakage	10.00 Percentage	20%	Jan 1, 2023 - Dec 31, 2023	Active	At Risk	
S2C Value target	Value	8%	12%	Jan 1, 2023 - Dec 31, 2023	Active		
Realized Value	Realized value	2.00M USD	0%	Jan 1, 2023 - Dec 31, 2023	Active		

SAP Ariba Category Management | Strategy Planning Resources



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< **SAP** Develop Strategy and Plan ▾ Ⓞ AR

Valves (MRO-03) / Strategy and Plan Documents / 2023 - MRO Plan - Valves / Initiatives

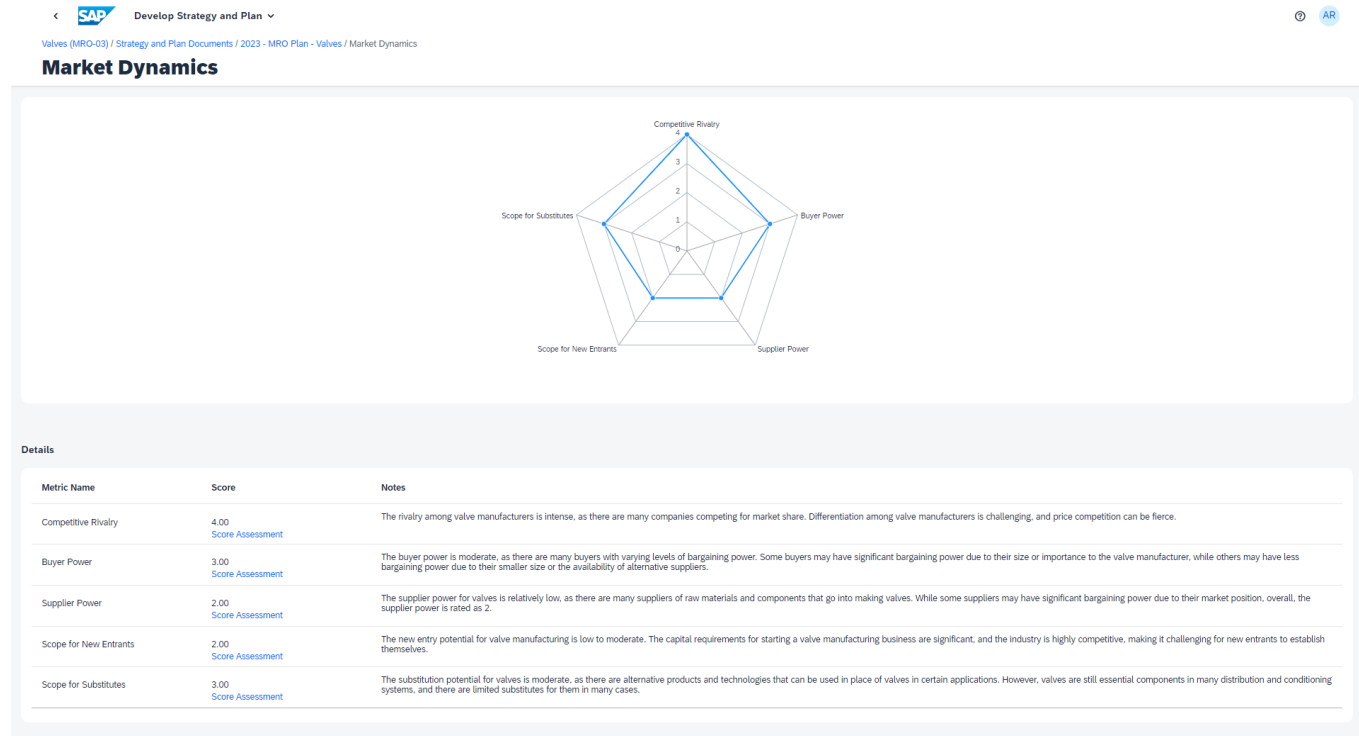
Initiatives

Name	Category	Initiative Progress	Effectiveness Period	Phase	Assignee
Identify new Diverse supplier base	Valves	0% ✓	Dec 30, 2022 - Dec 29, 2023	Active	>
Improve payments terms	Valves	0% ✓	Dec 31, 2022 - Dec 30, 2023	Active	>
Increase contract utilization	Valves	0% ✓	Mar 6, 2023 - May 29, 2023	Active	>

SAP Ariba Category Management | Strategy Planning Resources



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< **SAP** Manage Opportunities ▾ Ⓞ AR

Valves ▾

Opportunities Search 🔍 | + Create Opportunity

Filtered By: Status (New)

Name	Source	Value Lever	Goal Type	Status	Creation Date
Standardize on payment terms - APAC	Adhoc	Improve payment terms	Savings	New	Mar 1, 2023
Standardize on payment terms - NAMER	Adhoc	Improve payment terms	Savings	New	Mar 1, 2023
Increase Supplier Diversity in US supply base	Adhoc	Restructure supply base	Diversity Spend	New	Mar 1, 2023

SAP Ariba Category Management | Strategy Planning Resources



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< **SAP** Develop Strategy and Plan ▾ Ⓢ AR

Valves (MRO-03) / Strategy and Plan Documents / 2023 - MRO Plan - Valves / Planned Spend

Planned Spend

Period	Spend (Currency)	Additional Information
Jun 30, 2023 to Sep 29, 2023	55,000,000.00 USD	Decrease in spend
Sep 30, 2023 to Dec 30, 2023	15,000,000.00 USD	Flat Q4 spend
Dec 31, 2022 to Mar 30, 2023	15,000,000.00 USD	spend increase
Mar 31, 2023 to Jun 29, 2023	1,000,000.00 USD	Q2 is always slow

SAP Ariba Category Management | Strategy Planning Resources



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SAP Develop Strategy and Plan

Valves (MRO-03) / Strategy and Plan Documents / 2023 - MRO Plan - Valves / Risk Assessment

Risk Assessment

Risk	Impact	Possibility of Occurrence	Priority	Mitigation Options
Competitive pressures	low	Low	Low	Category managers should be aware of competitive pressures and should work to ensure that they are selecting the most innovative and cost-effective solutions for their organization.
Cost volatility	Direct impact on profitability	Medium	High	Hedge for foreign purchases and increase reserves of mission critical components when commodity prices drop
Quality control	Impact on profitability and costs	Low	Medium	Category managers should work closely with their suppliers to ensure that all products meet the necessary quality standards, & should have processes in place to monitor & address any issues that arise
Rapidly changing technology	Risk of losing competitive advantage and quality and support issues	Medium	Low	keep ahead of preventative maintenance. invest in preventative maintenance programs
Regulatory compliance	Increase in administrative overhead and possible redesign	Low	Medium	Monitor news alerts from market intelligence providers
Regulatory compliance	Increase in administrative overhead and possible redesign	Low	Medium	Monitor news alerts from market intelligence providers
Supply chain disruptions	High	Medium	High	Build resiliency

SAP Ariba Category Management | Strategy Planning Resources



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SAP Develop Strategy and Plan

Valves (MRO-03) / Strategy and Plan Documents / 2023 - MRO Plan - Valves / SWOT Analysis

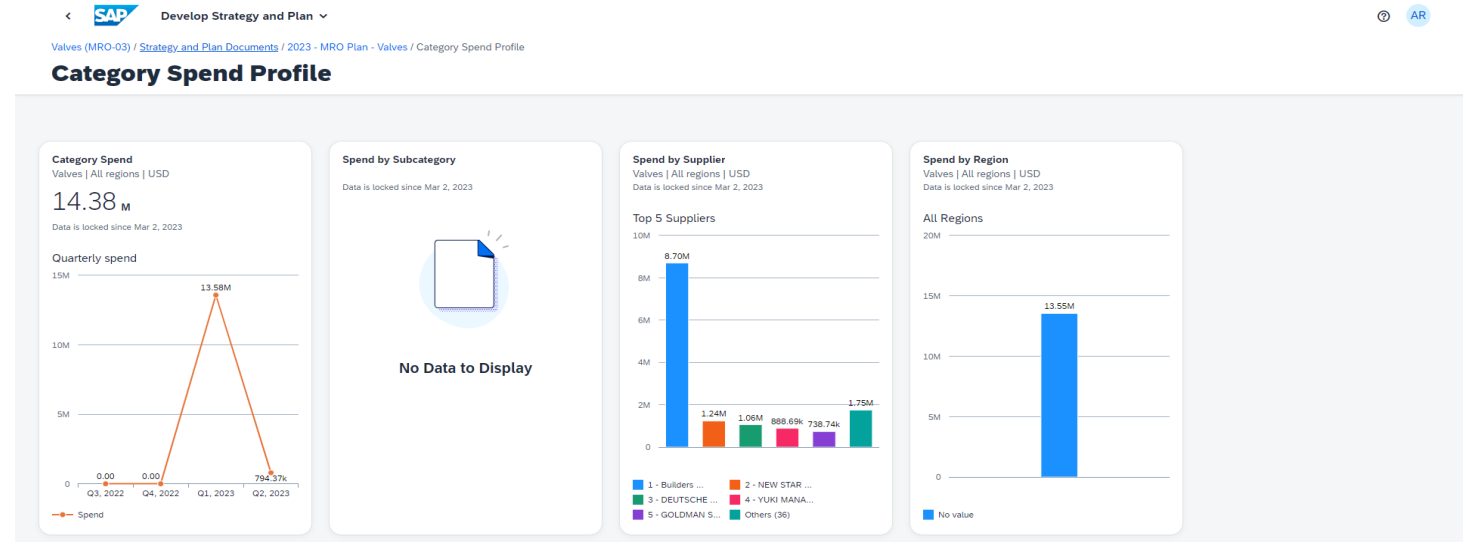
SWOT Analysis

Strengths	Weaknesses
<ul style="list-style-type: none"> 1. Established market: Valves are a critical component in many distribution and conditioning systems, and the market for valves is well-established, with many manufacturers and suppliers. 1. High demand: There is consistent demand for valves in various industries such as oil and gas, chemicals, and water treatment, providing a stable source of revenue for valve manufacturers and suppliers. 1. Technological innovation: Valve manufacturers are continually developing new technologies and products, such as smart valves and remote monitoring systems, to meet the evolving needs of customers. 1. Established supply chains: Many valve manufacturers and suppliers have well-established supply chains, allowing them to ensure a reliable and consistent supply of valves. 	<ul style="list-style-type: none"> 1. High competition: The valve market is highly competitive, with many manufacturers and suppliers vying for market share. Differentiation can be challenging, and price competition can be intense. 1. Complex procurement processes: The procurement processes for valves can be complex, involving technical specifications, custom orders, and testing requirements, making it difficult to manage the category effectively. 1. Supply chain disruptions: Valves are often sourced from overseas, and supply chain disruptions, such as transportation issues, natural disasters, or political instability, can cause delays and interruptions in the supply of valves. 1. High variability in customer requirements: Customers have varying requirements for valves, such as different materials, sizes, and performance specifications, making it challenging to develop a one-size-fits-all approach to valve procurement.
Opportunities	Threats
<ul style="list-style-type: none"> 1. Emerging markets: As developing economies continue to grow, there is an increasing demand for distribution and conditioning systems, providing new opportunities for valve manufacturers and suppliers. 1. Sustainability and environmental concerns: With increasing environmental regulations and sustainability concerns, there is an opportunity for valve manufacturers and suppliers to develop more environmentally friendly products and processes. 1. Technological advancements: Advances in materials science, manufacturing processes, and digital technologies offer opportunities for valve manufacturers to improve their products and processes. 	<ul style="list-style-type: none"> 1. Economic volatility: Economic downturns, such as recessions or currency fluctuations, can impact the demand for valves and the ability of manufacturers and suppliers to maintain profitability. 1. Geopolitical risks: Political instability, trade wars, or other geopolitical risks can impact the supply of valves, particularly for those sourced from overseas. 1. Changing customer needs: Customers' needs and requirements for valves may change over time, and manufacturers and suppliers must adapt to these changes to remain competitive. 1. Disruptive technologies: Disruptive technologies, such as 3D printing or new materials, could potentially disrupt the valve industry, leading to new competitors or changing customer requirements.

SAP Ariba Category Management | Strategy Planning Resources



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SAP Ariba Category Management | Strategy Planning Resources



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< **SAP** Develop Strategy and Plan ▾ © AR

Valves (MRO-03) / Strategy and Plan Documents / 2023 - MRO Plan - Valves / Value Levers

Value Levers

Value Levers	
Name	Description
Category	
Aggregate spend or demand	Consolidate suppliers, leverage OA recommendations to identify low hanging fruit
Demand management	
Increase asset utilization	Increase utilization
Market	
Find new market	identify new certified diverse suppliers
Restructure supply base	consolidate suppliers
Price	
Discounts	Identify contract consumption and increase utilization to achieve rebates
Process	
Improve logistics	Evaluate new Logistics suppliers
Analyze and remove cost (TCO, Supply chain)	Reduce shipping lanes and consolidate usage of greener suppliers
Supplier incentivization	
Improve payment terms	look for opportunities to standardize on payment terms

SAP Ariba Category Management | Category Strategy Versioning



- Configure versioning for strategy and plan documents by enabling or disabling the Enable Versioning and/or Initiate Reapproval attributes for strategy and plan tools.

The screenshot shows the SAP Manage Configurations interface. The left sidebar is titled 'Manage Configurations' and includes tabs for 'General Settings', 'Category Profile', and 'Version Control'. The main content area is titled 'Version Control for Strategy and Plan' and contains a table for configuring versioning attributes for various tools.

Tools	Enable Versioning	Initiate Reapproval
Business Requirements	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Category Segmentation	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Category Suppliers	<input type="checkbox"/>	<input type="checkbox"/>
Cost Structure	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Goals	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Initiatives	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Market Dynamics	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Planned Spend	<input type="checkbox"/>	<input type="checkbox"/>
Risk Assessment	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Strategy Summary	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
SWOT Analysis	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Value Levers	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

SAP Ariba Category Management | Category Strategy Versioning



- Configure versioning for strategy and plan documents by enabling or disabling the Enable Versioning and/or Initiate Reapproval attributes for strategy and plan tools.
- A new version of the strategy and plan document is created when the category manager edits the data in the tools of a strategy and plan document.

The screenshot displays the SAP Ariba 'Develop Strategy and Plan' interface for a 'Category Plan 2023 - 2024'. The document is in the 'Active Leverage' phase. The main content area shows '1. Category Analysis' with a 'Category Segmentation (Mandatory)' chart and 'Business Requirements (Mandatory)' text. The 'History' sidebar on the right shows a sequence of events: 'Strategy and Plan Activated', 'Strategy and Plan Approved', 'Strategy and Plan Submitted for Approval', and 'Approval Document Created'. The current version is 'Version 1 - Current'.

SAP Ariba Category Management | Strategy Execution and Tracking



- Monitor Strategy Execution workbench provides an overview of the category, including:
 - Goals
 - Initiatives
 - Category Details
 - Calendar with links to sourcing project and contract information
- Quick links provide fast access to many components of the strategy

The screenshot shows the SAP Ariba Monitor Strategy Execution interface for the category 'Valves (MRO-03)'. The interface is divided into several sections:

- Goals (Active):** 5 of 5
 - Reduce Contract Leakage: Spend Efficiency, Due Dec 31, 2023, 20.00%, Target of 10 Percentage, **At Risk**.
 - Reduce Supplier Fragmentation: Spend Efficiency, Due Dec 31, 2023, 0.00%, Target of 500 # Suppliers, **On Track**.
 - Diverse Supplier Spend: Diversity Spend, Due Dec 31, 2023, 0.00%, Target of 5%, **On Track**.
 - Realized Value: Spend Efficiency, Due Dec 31, 2023, 0.00%, Target of 2.00M USD.
 - S2C Value target: Spend Efficiency, Due Dec 31, 2023, 12.50%, Target of 8%.
- Initiatives (Active):** 3 of 3

Name	Progress	Due Date
Identify new Diverse supplier base	0%	Dec 29, 2023
Improve payments terms	0%	Dec 30, 2023
Increase contract utilization	0%	May 29, 2023
- Planning Calendar:** View for Week 17 (April 23, 2023 - April 29, 2023).
 - Distribution Valves United States contract (Contract for MRO - United States - Distribution Valves 2023)
 - Identify new Diverse supplier base (Initiative to increase # of diverse suppliers invited to Sourcing events)
 - Improve payments terms (Initiative to standardize on payment terms)
 - Identify new Diverse supplier base (Initiative to increase # of diverse suppliers invited to Sourcing events)
 - Increase contract utilization (reduce contract leakage by bringing non contracted spend on contract)
- Quick Links:**
 - Category Spend Profile
 - Manage Category Profile
 - Manage Opportunities
 - Develop Strategy and Plan
- Categories:**
 - Parent Category: Fluid and gas distribution (null)
 - 101.19M USD
- Category Details:**
 - Category Manager: LE
 - Name: Valves
 - Category Code: MRO-03

SAP Ariba Category Management | 3rd Party Market Insights



- Integration to 3rd party provider of category specific newsfeed, market dynamics and cost structure information.
- A subscription is required in order to take advantage of this feature.
- Additional 3rd party data providers will be added to the [SAP Store](#) in the future.

The screenshot displays the SAP Ariba 'Monitor Strategy Execution' interface for the category 'Laboratory Equipment (OPS-1.2)'. The dashboard is organized into several sections:

- Goals:** Four active goals are listed with progress bars and status indicators:
 - Increase Diverse Supply Base: Diversity Spend, 0.00% progress, Needs Attention (Target of 5%).
 - Increase Diverse Spend: Diversity Spend, 0.00% progress, At Risk (Target of 4%).
 - Sustainability Goals: Sustainability, 0.00% progress, On Track (Target of 4%).
 - Corp Savings Target: Savings, 23.33% progress, On Track (Target of 1.5M USD).
- Initiatives:** A table showing four active initiatives with their progress and due dates:

Name	Progress	Due Date
EMEA - Consolidate Supply base	75%	Dec 30, 2023
EMEA - Identify new Diverse suppliers	0%	Dec 29, 2023
NAMER - Consolidate Supply base	100%	Dec 30, 2023
NAMER - Identify new Diverse suppliers	12%	Dec 28, 2023
- Planning Calendar:** A calendar view for the week of July 30, 2023, to August 5, 2023, showing task bars for various initiatives.
- Quick Links:** A search bar and a list of links including 'Category Spend Profile', 'Manage Category Profile', 'Manage Opportunities', and 'Develop Strategy and Plan'.
- News and Alerts:** A section with 4 of 88 alerts, including news about vaccine threats and Moderna earnings.
- Category Details:** Information about the category manager (MW) and the category name 'Laboratory Equipment' with code 'OPS-1.2'.

SAP Ariba Category Management | 3rd Party Market Insights



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The screenshot displays the SAP Ariba 'Monitor Strategy Execution' interface. The left pane shows a 'News and Alerts' feed for 'Laboratory Equipment (OPS-1.2) / News and Alerts'. The right pane shows a detailed view of a news article titled 'Pfizer Faces Lawsuit from GSK Alleging Infringement of RSV Vaccine Patent'. The article includes a description, publication date (Aug 3, 2023), and tags such as 'Regulatory and Legal', 'Negative News', 'Watch Out', and 'Call for Action'.

SAP Ariba Category Management | 3rd Party Market Insights



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The screenshot displays the SAP Monitor Strategy Execution interface. On the left, a 'News and Alerts' feed lists several news items, including 'Pfizer Faces Lawsuit from GSK Alleging Infringement of RSV Vaccine Patent' and 'Moderna Earnings Are Coming, Covid-19 Vaccine Demand Will Rise'. The main view shows a detailed article for the Pfizer lawsuit, including a title, description, and a warning that the article is hosted on an external site. The article text states: 'The article is on a website that is not hosted by SAP. The link opens the article in a new tab in your browser. By continuing, you agree (unless expressly stated otherwise in your agreements with SAP) to the below: The content on the linked-to site does not belong to SAP. You may not infer any product claims against SAP based on this information. SAP does not agree or disagree with the content on the linked-to site, nor does SAP warrant the availability and accuracy of the content. The content on the linked-to site may be unsafe and SAP shall not be liable for any damages caused by the use of such content, unless damages have been caused by SAP's gross negligence or willful misconduct.' The interface also shows metadata such as 'Market Intelligence Provider: News Feed Data Provider', 'Source: Vigour Times', and 'Publication Date: Aug 3, 2023'. A 'Read Article' button is visible in the top right corner.

SAP Ariba Category Management | 3rd Party Market Insights



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The screenshot shows the SAP Ariba 'Market Dynamics' interface. The main content area displays a 'No Data to Display' message with an illustration of a tent and mountains. Below the message, there is a button labeled 'Add Market Intelligence Data'. On the right side, there is a table for assessing metrics:

Metric Name	Score and Notes
Competitive Rivalry	Score: * <input type="text"/> Score Assessment Note: <input type="text"/> 320 characters remaining
Buyer Power	Score: * <input type="text"/> Score Assessment Note: <input type="text"/> 320 characters remaining
Supplier Power	Score: * <input type="text"/> Score Assessment Note: <input type="text"/> 320 characters remaining
Scope for	Score: * <input type="text"/>

At the bottom right of the table, there are 'Create' and 'Cancel' buttons.

SAP Ariba Category Management | 3rd Party Market Insights



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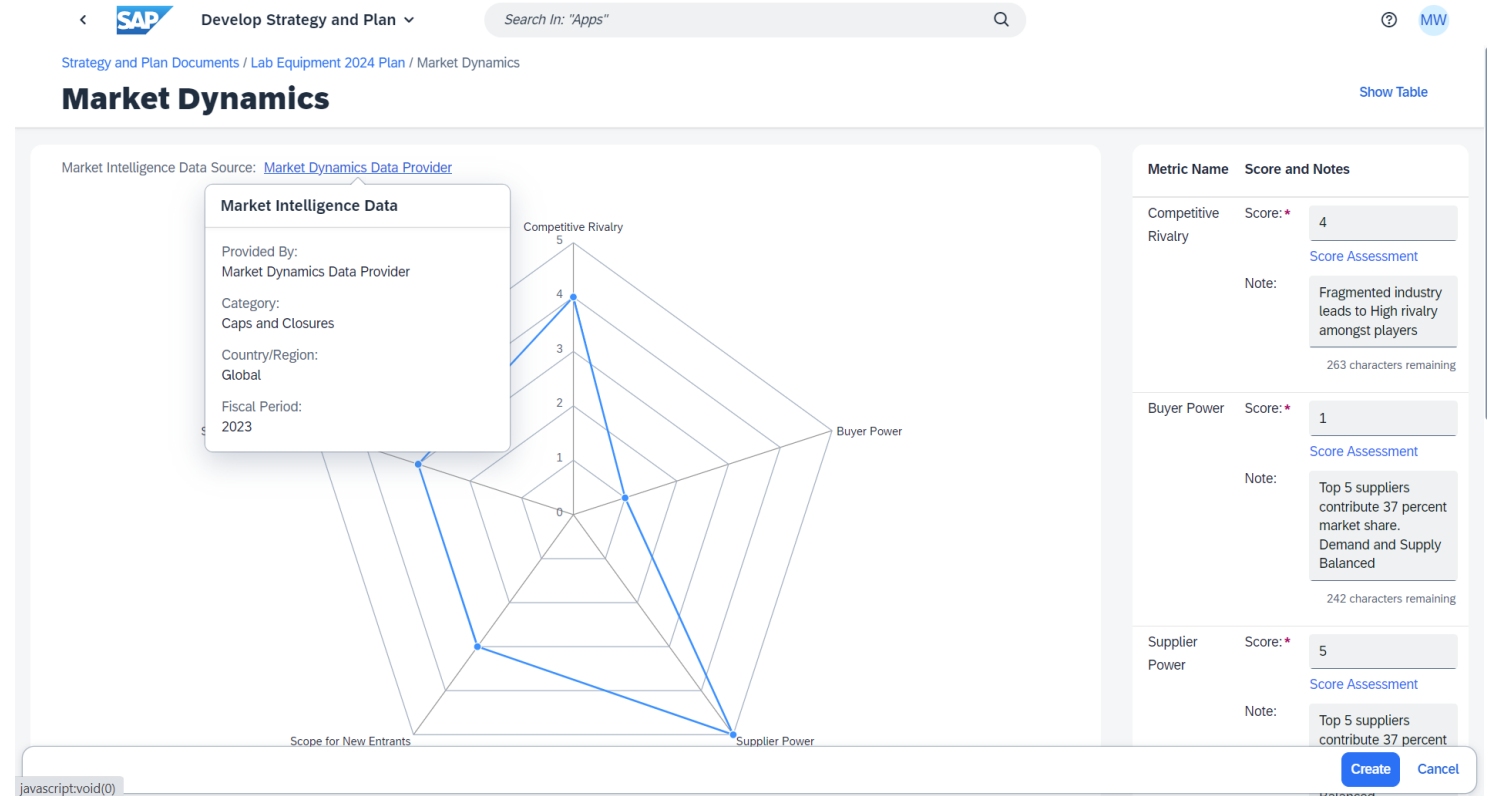
The screenshot shows the SAP Ariba 'Market Dynamic' interface. A dialog box titled 'Select a Market Intelligence Report' is open, displaying a table of reports. The table has columns for 'Provided By', 'Category', 'Country/Region', and 'Fiscal Period'. The reports are provided by 'Market Dynamics Data Provider' and cover categories like 'Caps and Closures' and 'Vials and Ampoules' across various regions and time periods.

Provided By	Category	Country/Region	Fiscal Period
Market Dynamics Data Provider	Caps and Closures	Global	2023
Market Dynamics Data Provider	Vials and Ampoules	Global	Q3, 2022
Market Dynamics Data Provider	Caps and Closures	Global	Q3, 2022
Market Dynamics Data Provider	Vials and Ampoules	Global	Q4, 2022
Market Dynamics Data Provider	Caps and Closures	Global	Q4, 2022
Market Dynamics Data Provider	Caps and Closures	North America	Q2, 2022
Market Dynamics Data Provider	Vials and Ampoules	North America	Q2, 2022
Market Dynamics Data Provider	Caps and Closures	North America	2022
Market Dynamics Data Provider	Vials and Ampoules	North America	2022
Market Dynamics Data Provider	Vials and Ampoules	North America	Q1, 2023

SAP Ariba Category Management | 3rd Party Market Insights



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Thank you.

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