



Alstom SAP Business Network Summit

ALSTOM
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Agenda



1. Alstom SAP Ariba Project Introduction
2. SAP Business Network for Supply Chain
3. SAP Business Network for Supply Chain Functionalities
4. Supplier Enablement
5. Next steps to go to GO LIVE
6. Q&As

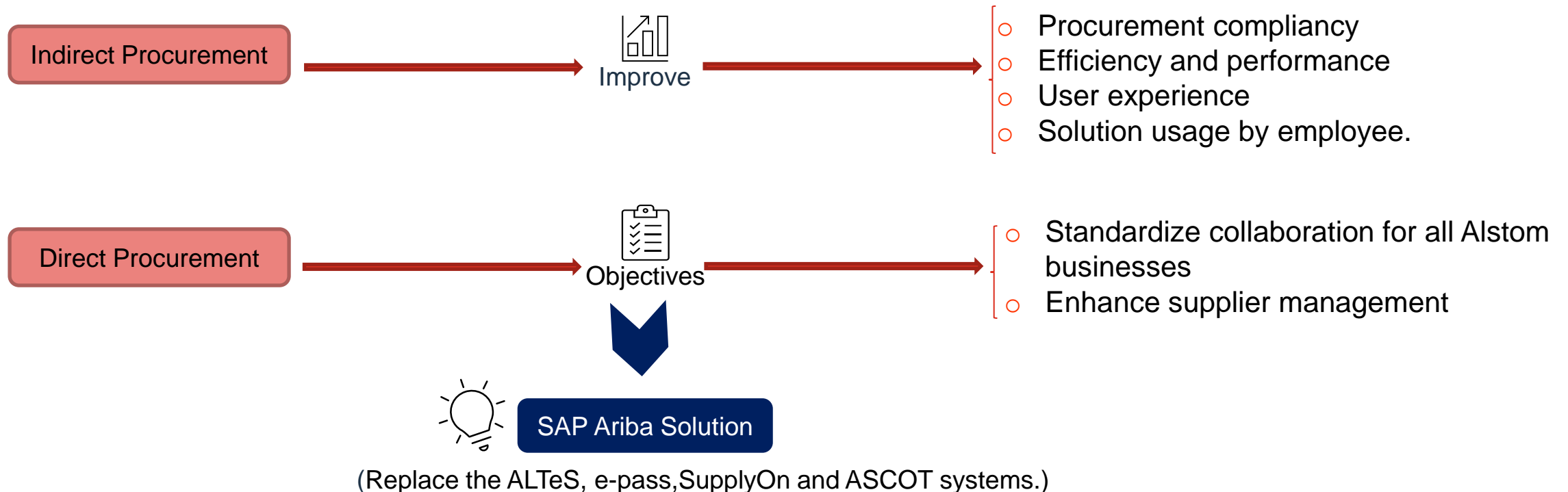
01

Alstom SAP Ariba Project Introduction

SAP Business Network/ Alstom Ariba Project Introduction

General Context

Alstom leads a main improvement program, called **Ariba Project**, for **Direct and Indirect procurement processes and tools**.



These **projects** will help to **standardize and improve our way of working, both internally and with suppliers.**

Alstom SAP Ariba Project Introduction

SAP Business Network for Supply Chain Opportunities

Worldwide Portal

All Alstom plants and their suppliers will be working on SAP Business Network within 2025

Technology

Web browser
Mobile Phone
Tablet

SAP Business Network
Opportunities

Cost

Free enterprise account for suppliers to register and start doing business with Alstom

Cut Over Activities

No global data rework, except for Partial POs from the former system to the new one

Alstom SAP Ariba Project Introduction

SAP Business Network for Supply Chain Benefits

- ### Supplier Management & Collaboration
- Supplier relationship & monitoring improvement
 - Supplier capabilities development
 - Collaboration reinforcement

- ### Integrated Cloud Solution
- Central Portal & International Network
 - Interface improvement
 - Treatment acceleration



Planning Optimization

- End-to-end & Forecast Visibility Enhancement

Process Simplification

- Direct supply chain processes simplification

Continuous Improvement

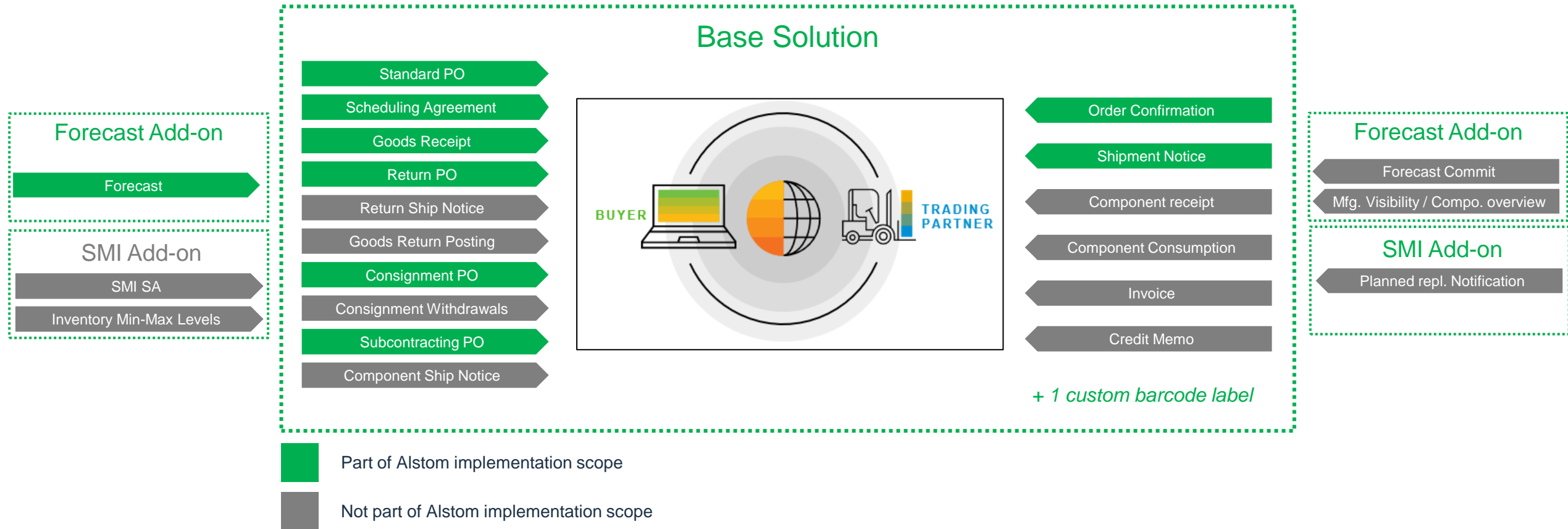
- Functionalities Improvement each quarter with SAP Business Network release

02

SAP Business Network for Supply Chain

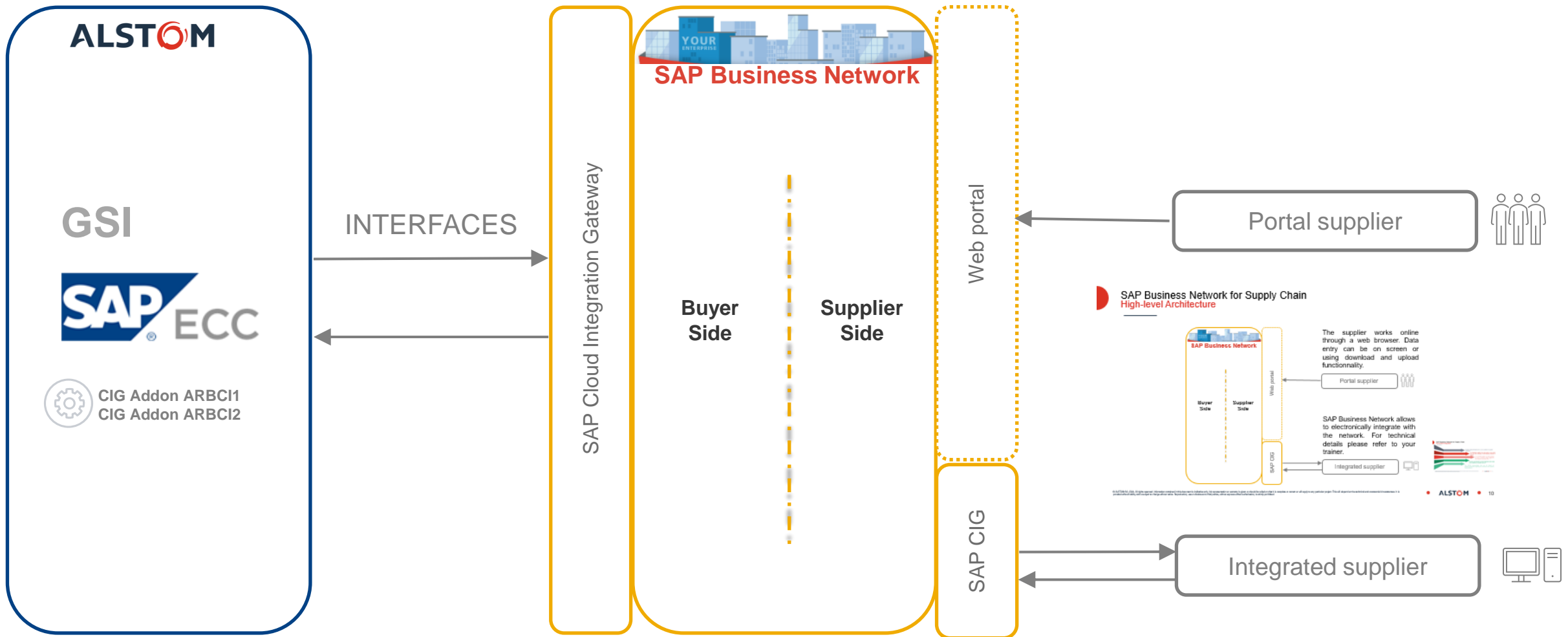
SAP Business Network for Supply Chain

What is SAP Business Network for Supply Chain ?



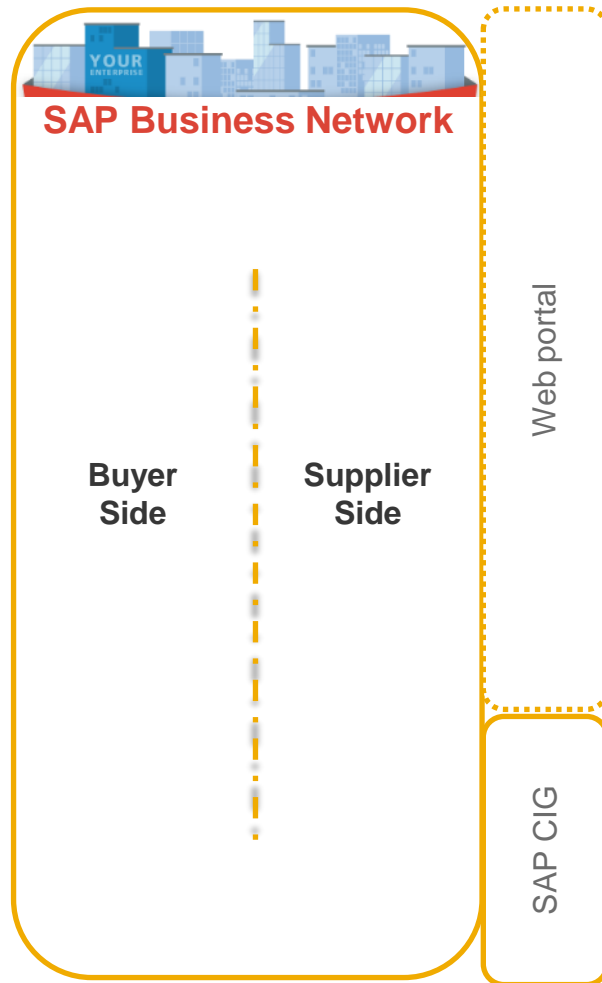
SAP Business Network for Supply Chain

High-level Architecture

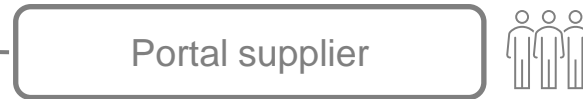


SAP Business Network for Supply Chain

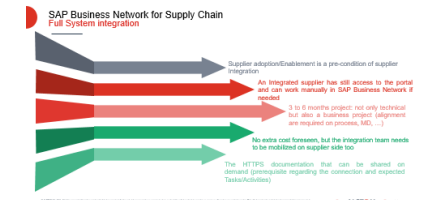
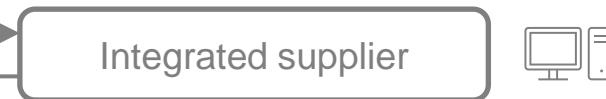
High-level Architecture



The supplier works online through a web browser. Data entry can be on screen or using download and upload functionality.

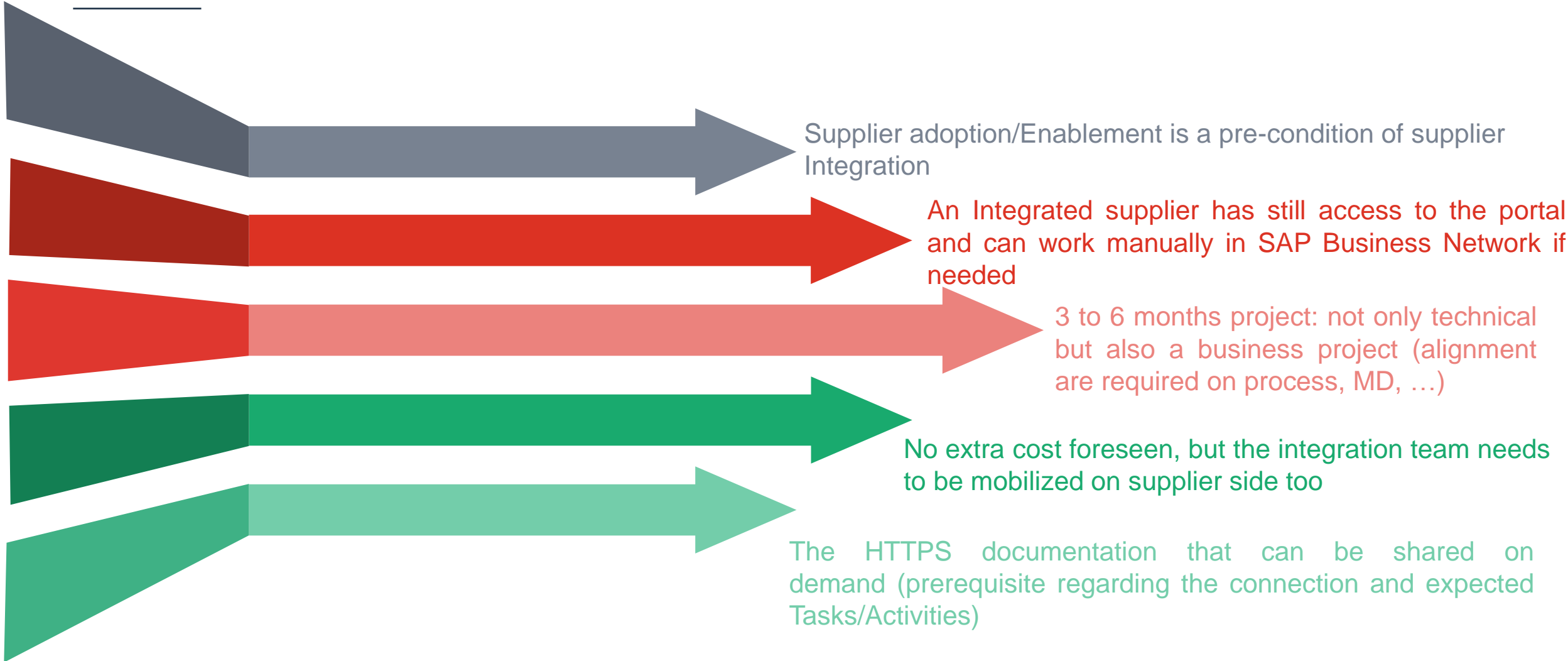


SAP Business Network allows to electronically integrate with the network. For technical details please refer to your trainer.

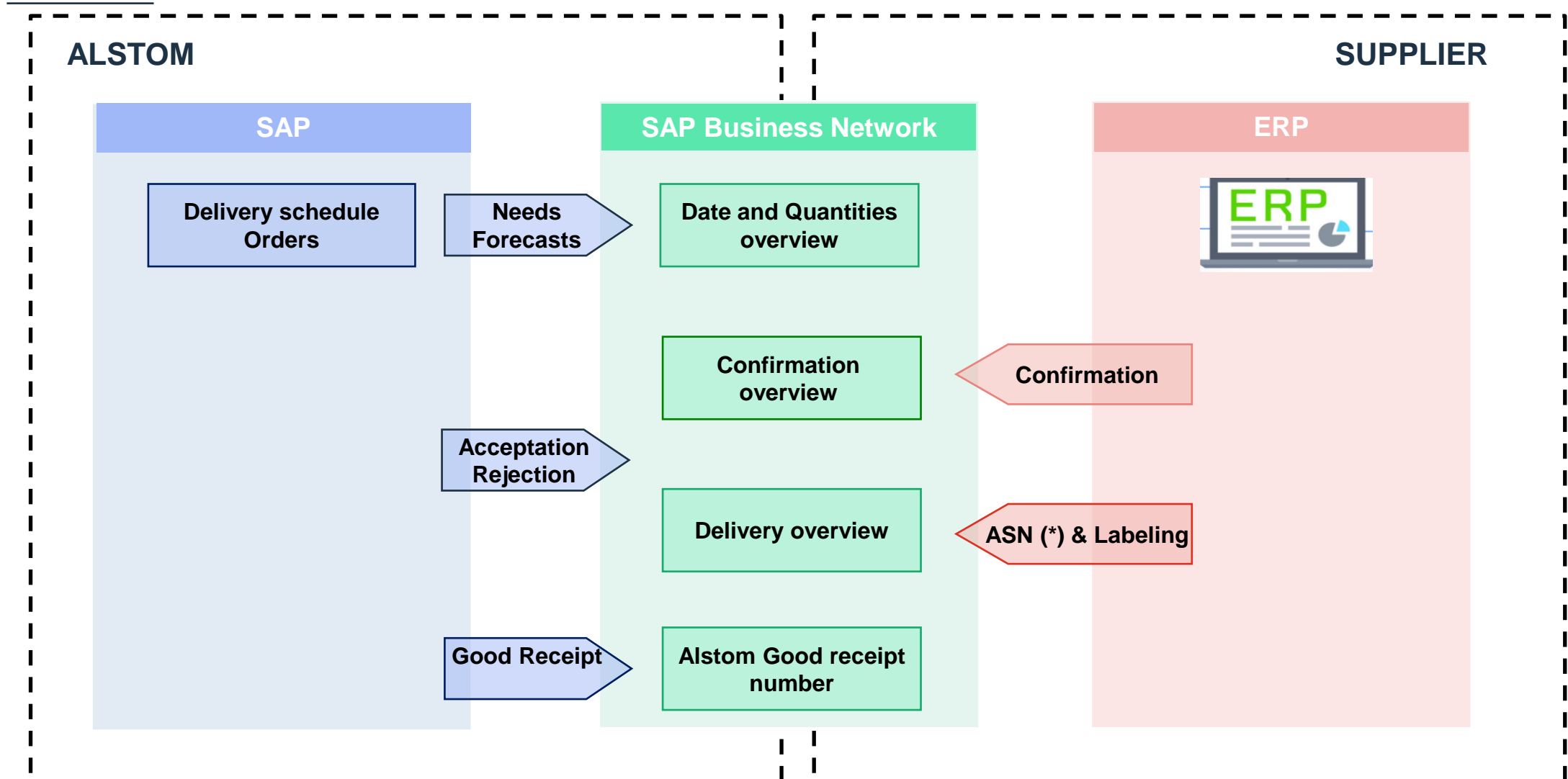


SAP Business Network for Supply Chain

Full System integration



SAP Business Network for Supply Chain Collaboration Workflow



SAP Business Network for Supply Chain Supplier View

SAP Business Network Enterprise Account

Home Enablement Opportunities Workbench Planning Orders Fulfillment Quality Invoices Payments Catalogs More

Create ...

Orders and Releases All customers Exact match Order number

Overview Getting started

1 Enablement Tasks

932 Orders Last 31 days

51 New orders Last 31 days

0 Changed orders Last 31 days

5 Orders to invoice Last 31 days

More 10

My widgets All customers Customize

Purchase orders Last 3 months

\$579K USD

\$600K \$500K \$400K \$300K \$200K \$100K \$0

Feb Mar Apr

Avante Scien... IBD Inc PartnerTestBu...

Invoice aging

\$0 USD

\$1 \$0.8 \$0.6 \$0.4 \$0.2 \$0

0-30 31-60 61-90

Sent Rejected Approved

My leads View all

RFI - RFP S21-026 - Claims Administration... <0 USD
MATCHED: 1.4%
DUE: Apr 05, 2021

RFI - RFP - Sharp Containers [DPP... \$1K - \$4M CAD
MATCHED: 100%
DUE: Apr 09, 2021

RFI - DPC-183653167 FTCC Medical Training... <0 USD
MATCHED: 100%
DUE: Apr 15, 2021

Company profile

95% Completed

Complete your company profile to increase your chances of being discovered by new buyers.

Complete profile →

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03

SAP Business Network for Supply Chain Functionalities

SAP Business Network for Supply Chain Functionalities



01 Global query “Orders” for suppliers (schedule lines for PO/SA) : One single view

04 GSI GR material document will be available in SAP Business Network

02 Ability to confirm schedule lines (SA/PO) directly from the portal

05 Forecast data sent by Alstom available on the portal.

03 Create the Advanced Ship Notice directly from the portal

SAP Business Network for Supply Chain Functionalities

01 Order Visibility

Global query "Orders" for suppliers (schedule lines for PO/SA) : One single view.

| Customer Location | Ordering Address | Order Number | Version | Type | External Document Type | Customer | Amount | Date ↓ | Order Status | Actions |
|-------------------|------------------|------------------------------------|---------|---------|------------------------|---------------|----------------|--------------|--------------|---------|
| 8304 | 한국철도기술연구원 | 560007377900010FOR | 1 | Release | | Alstom - TEST | 37,500.00 SEK | Apr 19, 2023 | New | ... |
| 8304 | 한국철도기술연구원 | 7000134982 | 2 | Order | ZRER | Alstom - TEST | 0.00 SEK | Apr 18, 2023 | Received | ... |
| 1L03 | 한국철도기술연구원 | 560007363000010FOR | 4 | Release | | Alstom - TEST | 368,520.00 PLN | Apr 17, 2023 | Changed | ... |
| 1L03 | 한국철도기술연구원 | 560007361000010FOR | 5 | Release | | Alstom - TEST | 45,888.15 PLN | Apr 17, 2023 | Partially | ... |
| 8304 | 한국철도기술연구원 | 4900128031 | 1 | Order | ZNC | Alstom - TEST | 150,000.00 SEK | Apr 14, 2023 | Received | ... |
| 0109 | 한국철도기술연구원 | 7000134939 | 1 | Order | ZRER | Alstom - TEST | €0.00 EUR | Apr 11, 2023 | New | ... |

SAP Business Network for Supply Chain

Functionalities

02 Confirmation

Ability to confirm schedule lines (SA/PO) directly from the portal

The screenshot displays the SAP Business Network Workbench interface. At the top, there is a navigation bar with tabs for Home, Enablement, Workbench (selected), Planning, Orders, Fulfillment, Invoices, Payments, Catalogs, and More. A 'Create' button and a menu icon are also visible.

The main content area is titled 'Workbench' and features a 'Customize' button. Below this, there are six summary cards:

- 0** New orders (14 Days)
- 210** Items to confirm (Forecast SL Analysis)
- 1** Changed orders (Last 7 days)
- 221** Items to confirm (Save filter)
- 767** Orders (Last 31 days)
- 40** Items to ship (Do not change)

The 'Items to confirm (221)' section is expanded, showing a list of items with various filters: 'Last 365 days', 'Next 365 days', 'Exclude confirmation not all... +1', 'Exclude fully shipped', 'Exclude fully received', and 'Exclude fully invoiced'. There are 'Confirm' and 'Reject' buttons above the table.

| No. | Description | Commitment Level | Requested Quantity | Estimated Delivery | Need By | Others | Actions |
|---|-----------------------------------|------------------|--------------------|--------------------|--------------------------|--------|---------|
| Customer: Alstom - TEST Order No.: 4100006293 | | | | | | | |
| <input checked="" type="checkbox"/> | 10 TEST ARIBA SCC - MATERIAL 2 | | 10.00 EA | 5/30/2023 | May 2, 2023 12:00:00 PM | | ... |
| Customer: Alstom - TEST Order No.: 4900119543 | | | | | | | |
| <input type="checkbox"/> | 10 PLATE-RCS 355- 3 X 1350 X 3000 | | 300.00 EA | 4/5/2023 | Apr 5, 2023 12:00:00 PM | | ... |
| Customer: Alstom - TEST Order No.: 7000134074 | | | | | | | |
| <input type="checkbox"/> | 10 PLATE 3-1350-3000 | | 100.00 EA | 4/11/2023 | Apr 11, 2023 12:00:00 PM | | ... |

SAP Business Network for Supply Chain Functionalities

03 ASN

Create the Advanced Ship Notice directly from the portal

The screenshot displays the SAP Business Network Workbench interface. At the top, there is a navigation bar with tabs: Home, Enablement, Workbench (selected), Planning, Orders, Fulfillment, Invoices, Payments, Catalogs, Reports, and More. A 'Create' button is visible in the top right corner. Below the navigation bar, the 'Workbench' section features a 'Customize' icon. The main area contains six key performance indicators (KPIs) in a row:

- New orders: 0 (14 Days)
- Changed orders: 1 (Last 7 days)
- Items to confirm: 210 (Forecast SL Analysis)
- Items to ship: 10 (Save filter)
- Orders: 767 (Last 31 days)
- Items to confirm: 221 (Save filter)

Below the KPIs, there is a section for 'Items to ship (10)'. It includes a 'Create ship notice' button and a list of filters: 'Edit filter', 'Save filter', 'Last 90 days', 'Exclude fully shipped, +1', 'Exclude fully received', and 'Exclude fully invoiced'. A table below this section lists the items to ship:

| Order No. | Item No. | Supplier Part No. | Description | Schedule Line No. | Need By | Ship By | Actions |
|---|----------|-------------------|-----------------------------|-------------------|-------------|-------------|---------|
| Customer: Alstom - TEST Ship To Address: ALSTOM TRANSPORT INDIA LIMITED, Coimbatore, IN-TN, IND | | | | | | | |
| 4100006419 | 10 | SUPPLIERPART2 | TEST ARIBA SCC - MATERIAL 1 | 1 | Sep 8, 2022 | Sep 6, 2022 | ... |

SAP Business Network for Supply Chain Functionalities

04 Goods Receipts

GSI GR material document will be available in SAP Business Network (new finance requirement for invoicing)

Receipt: 5005631438 Done

[Print](#) | [Export cXML](#)

[Detail](#) | [History](#)

From:
Alstom - TEST

To:
Teams1 - TEST
Paris
11100 paris

Receipt:
Receipt No.: 5005631438
Receipt Date: 22 Mar 2023

France
Phone:
Fax:
Email: Team2.alstom@gmail.com

Routing Status: Sent
Related Documents: [7000134800](#)

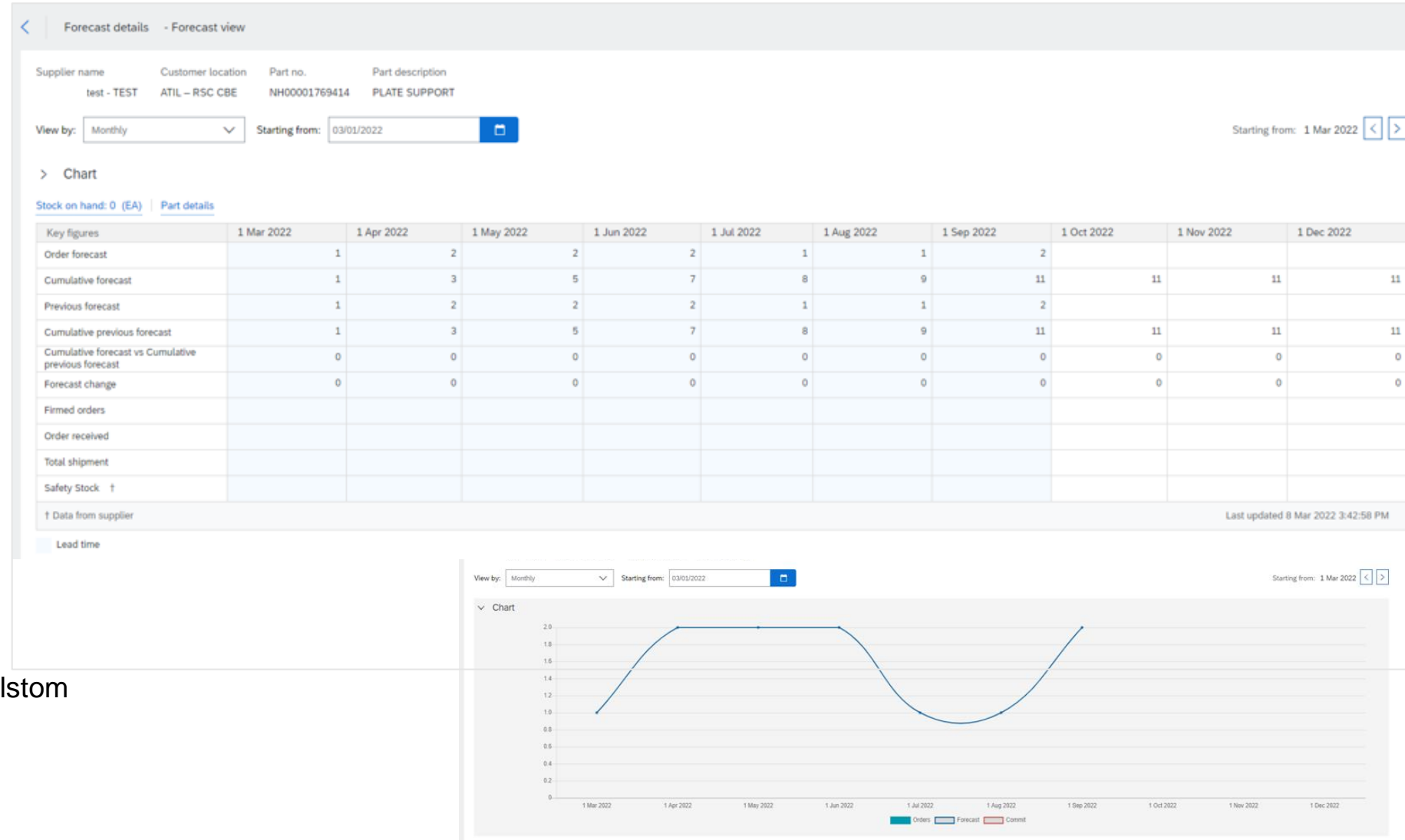
| Receipt Line Number | Order Line Number | Part # | Customer Part # | Batch # | Customer Batch # | Packing Slip ID | Packing Slip Date | Qty (Unit) | Delivery Address | Type | Unit Rate | Amount | Status |
|--|-------------------|--------|-----------------|---------|------------------|---------------------------------------|-------------------|------------|------------------|----------|-----------|----------|-----------|
| Purchase Order: 7000134800 (Closed For Receiving) | | | | | | | | | | | | | |
| 1 | 10 | | GL00000948639 | | | ASN creation 22.03.23 | 22 Mar 2023 | 1,000 EA | Not Specified | Received | 0.00 EUR | 0.00 EUR | Completed |
| Description: BRACKET | | | | | | | | | | | | | |
| Comments | | | | | | | | | | | | | |
| Receipt received on: Wednesday 22 Mar 2023 10:33 AM GMT+01:00 Received by Ariba Network on: Wednesday 22 Mar 2023 12:33 PM GMT+01:00 This Receipt was sent by Alstom - TEST AN0154658864-T and delivered by Ariba Network. | | | | | | | | | | | | | |

[Print](#) | [Export cXML](#) Done

SAP Business Network for Supply Chain Functionalities

05 Forecast

Forecast data sent by Alstom available on the portal.



04

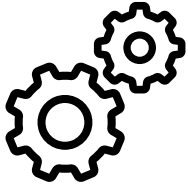
Supplier Enablement

Supplier Enablement

Supplier Enablement Process

PNL

- Sending the Project Notification Letter for signature
- Sending the contact form for the creation of the SAP Business Network account



Account creation

- Account creation by Supplier with SAP Business Network support.



"Freeze" of Activities

- Planning the data failover period
- Anticipation by temporarily freezing activities on GSI

01

02

03

04

05

06

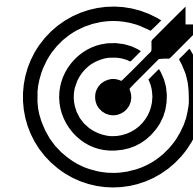
Summits

- Presentation of the project
- Presentation of the major steps to come



Supplier Training

- Organization of training sessions
- About 3-4 hours
- Face-to-face if possible: on Alstom site or at the supplier

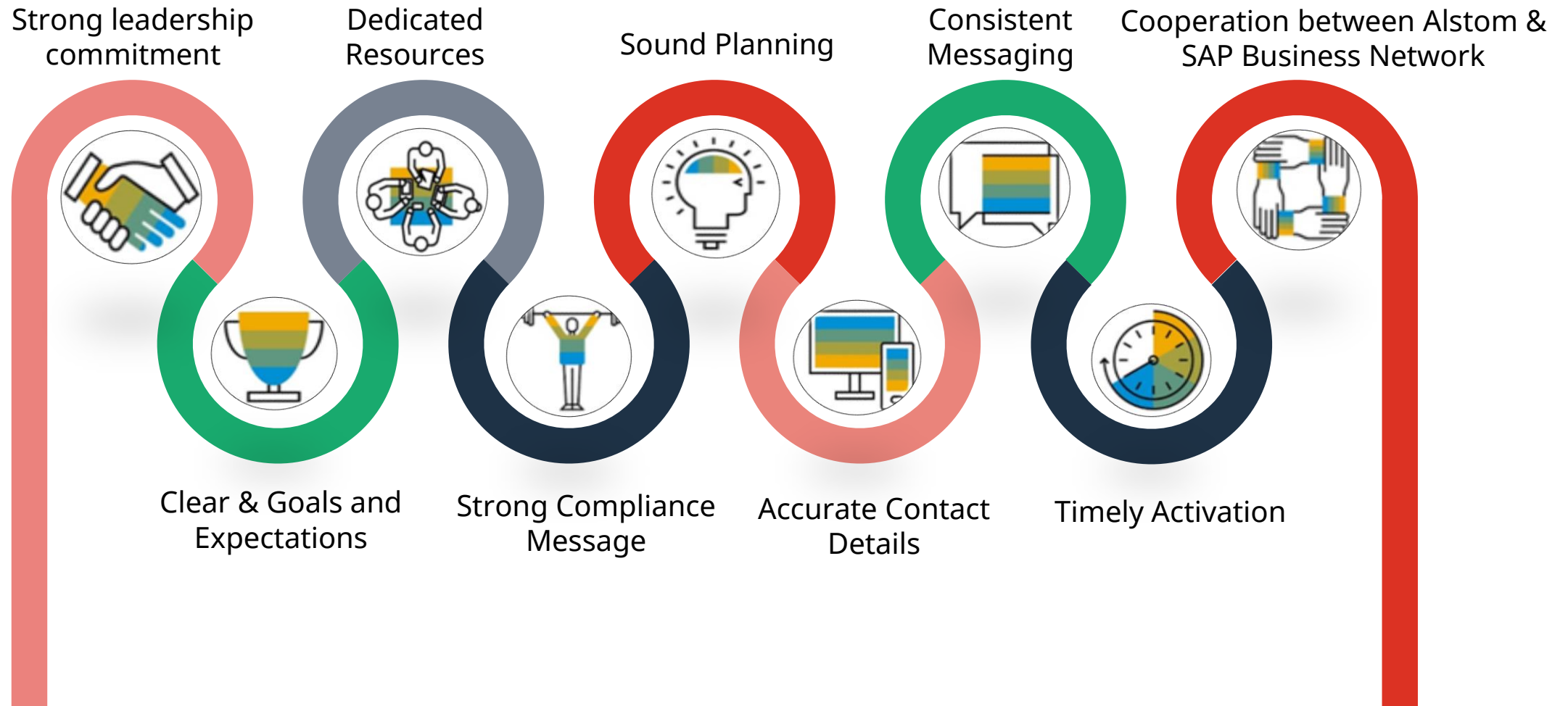


Go Live

- Agreed date
- Effective data transfer
- Follow-up meeting to check that everything is correct on the supplier side and on the Alstom side

Supplier Enablement

Keys to successful enablement



05

Next steps to GO LIVE

Next Steps to GO LIVE

Trading Relationship Request

Trading Relationship Request

SAP Business Network Enablement Team will send the **Trading Relationship Request** to the supplier [Supplier Contact Form](#)

Register on the SAP Business Network

The supplier will be asked to register **on the SAP Business Network** : please refer to the documentation “Quick start guide” (sent with the Summit Presentation and downloadable from the Supplier Information Portal)

Enablement Tasks on the SAP Business Network

The supplier will proceed with Enablement Tasks on the SAP Business Network and **create users profiles before GO Live date**

Next Steps to GO LIVE

Trading Relationship Request

The invitation (the Trading Relationship Request/ TRR): Is an e-mail that contains information about transacting automatically with your customer.

Click the link in the emailed letter to proceed to the landing page

Trading Relationship Request



Register on the SAP Business Network

The supplier will be asked to register **on the SAP Business Network** : please refer to the documentation “Quick start guide” (sent with the Summit Presentation and downloadable from the Supplier Information Portal)



Enablement Tasks on the SAP Business Network

The supplier will proceed with Enablement Tasks on the SAP Business Network and **create users profiles before GO Live date**

See <http://www.ariba.com/supplier/suppliernetwork/> for more information about the Ariba Network capabilities.

WHAT DO I DO IF I HAVE QUESTIONS

For general and frequently asked questions about the Ariba Network, [click here](#).

View additional information about ANQA testing account, Inc. in the [Supplier Information Portal](#) After you have established the trading relationship, you can continue to access ANQA testing account, Inc.'s supplier information portal from your Ariba Network account.

For specific questions related to your Ariba Network trading relationship with ANQA testing account, Inc., [click here](#) to submit your questions directly to them.

ACTION REQUIRED

If you are the account administrator or if you want to register a new account on the Ariba Network, proceed to click the following link. Registering and/or setting up the trading relationship with ANQA testing account, Inc. takes only a few minutes. There is no charge to register, and basic membership is free. Potential fees may apply based on transaction volumes.

→ [Click here](#) to proceed
(This will inform us that you have started the activation process)

NOTES:

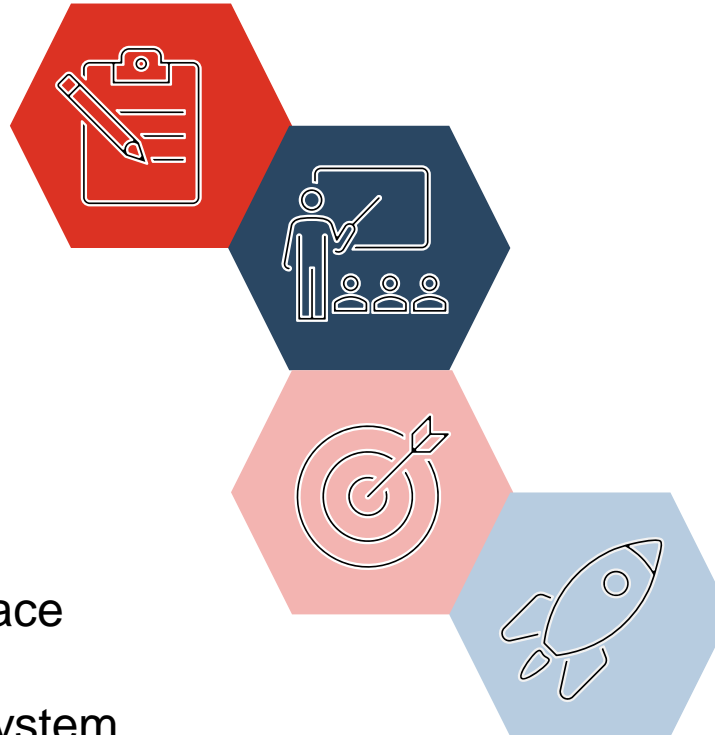
- This invitation link allows you to create a new Ariba Network account or use an existing

Next steps to **GO LIVE**

Tasks and execution strategy

Account Registration

Confirm Name and contact details of the SAP Business Network Administrator



Cut over Execution

Define the frozen period and the GO LIVE strategy “One Plant / One Supplier”

Before GO LIVE

The account administrator will have to make sure that it has created its users in SAP Business Network

Training

- Interactive Demos/ Face to Face sessions.
- SAP Business Network test system available for testing after account creation

Next Steps to GO LIVE

Other Information

Supplier Information Portal

&

Help Center

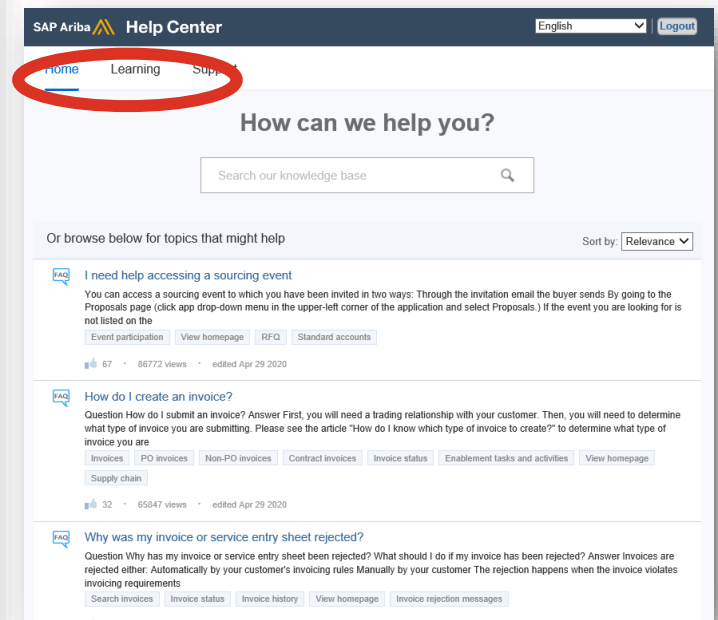
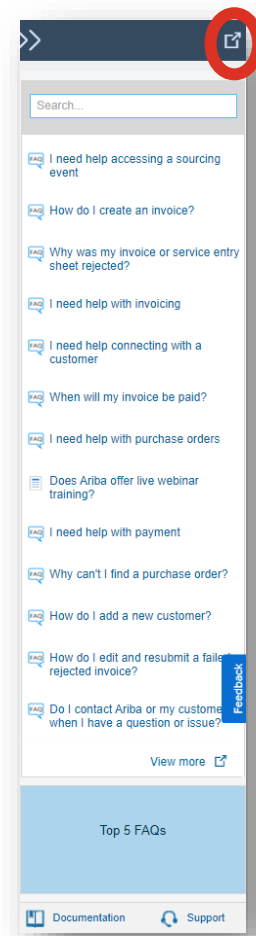


Welcome to the Supplier Information Portal that provides information for all suppliers conducting business with Alstom. For your organization, this means the traditional way of transacting with us is changing fundamentally. On this site you will find information regarding the transformation, as well as, a number of tools to help answer any of the questions you may have.

What information are you looking for?

| | | |
|--|--|--|
| <p>Introduction to the SAP Business Network</p> <p>View links to the resources that provide more information on the SAP Business Network.</p> <ul style="list-style-type: none"> SAP Business Network Resources Page | <p>Alstom SCC Summits</p> <p>Summit Presentation decks to help suppliers understand project scopes.</p> <ul style="list-style-type: none"> Alstom Supplier Summit <ul style="list-style-type: none"> English Español Français Italiano Português | <p>Alstom Trading Relationship Request</p> <p>Materials supporting the configuration of the supplier account.</p> <ul style="list-style-type: none"> Supplier Account Creation <ul style="list-style-type: none"> English Deutsch Español Français Polski Русский |
|--|--|--|

| | | |
|--|--|--|
| <p>Alstom Training Guides</p> <p>Training guide to help SCC suppliers transact via the SAP Business Network.</p> <ul style="list-style-type: none"> SAP Business Network Supplier Training Guide <ul style="list-style-type: none"> English Español Français Italiano Português Русский | <p>Additional Support Resources</p> <p>Find out who you can contact for your SAP Business Network and Business - related questions</p> <ul style="list-style-type: none"> Alstom's Supplier Support Page | <p>Frequently Asked Questions (FAQ Document)</p> <p>This document will answer all frequently asked questions of suppliers</p> <ul style="list-style-type: none"> Frequently Asked Supplier Questions |
|--|--|--|



Alstom SAP Business Network

Support references

Supplier Support During Deployment



SAP Business Network Registration or Configuration Support

- [Registration, Account configuration](#)



Alstom Enablement Business Process Support

- Business-Related Questions
- Local SAP Business Network KU



Alstom Supplier Information Portal

- [Link to Alstom Supplier Information Portal](#)

Supplier Support Post Go-Live



Global Customer Support

Use the Help Center directly from your SAP Business Network Account.

06

Q&As

Q&As

