

**E-Commerce Project Notification Letter**

Dear Valued Doosan Bobcat Supplier,

Doosan Bobcat is pleased to announce that we are partnering with SAP and leveraging the **SAP Business Network®** to streamline our procurement and accounts payable processes into a guided buying platform for all transactions with our suppliers. This initiative will help fulfill our vision of moving away from manually transmitted purchase orders and invoices into a streamlined environment for Source-to-Pay solutions through an intuitive and easy to use platform. SAP has been transforming the global procurement landscape for businesses of all sizes and we are excited to provide you with this opportunity.

**Your SAP Business Network information resource:**

[Supplier Information Portal (SIP)](https://support.ariba.com/item/view/208670)

**What does this mean for you?**

Conducting business on SAP Business Network **will be required** and your Purchase Orders, Invoices, and Advanced Shipment Notices (ASNs) will soon be transmitted using this platform.

Significant benefits for using the SAP Business network, include:

* Near real-time PO delivery
* Ability to implement online catalogs
* Electronic invoicing
* Reduces administrative costs associated with processing manual purchase orders and invoices
* Self-Service portal for maintaining critical supplier information
* Potential for new business opportunities with other companies that are on SAP Business Network

**Is there a cost associated with this initiative?**Suppliers new to the SAP Business Network generally start transacting on the network using a Standard Account which is free. However, based on the volume of transactions you have on the network (across all customer relationships), you may benefit from using an Enterprise Account which is eligible for fees. However, any potential fees may be offset by the many benefits of the network mentioned prior. To learn more about the types of accounts and applicability of fees, please visit [**SAP Business Network Subscriptions and Pricing.**](https://www.ariba.com/ariba-network/ariba-network-for-suppliers/subscriptions-and-pricing)

**When will this take effect?**

In the upcoming weeks and months, SAP will send you important communications and instructions for joining SAP Business Network. We appreciate your prompt action on all communications and requests regarding this initiative. **As our projected go-live date is targeted to occur during August 2024, our goal is to ensure all of our suppliers have created their SAP Business Network account prior to that time.**

**What are your next steps?**

* **Step 1: Validation of Contact Information**

Please confirm the appropriate contact information for your company with Doosan Bobcat by notifying the Supplier Enablement Team at [SupplierEnablement@doosan.com](mailto:SupplierEnablement@doosan.com). If you are not the correct contact, please forward this message and copy the e-mail listed above.

* **Step 2: Attend a Supplier Summit**

Register and attend one of our web-based Supplier Summits to learn more about the SAP Business Network and how this change will improve the way you do business with Doosan Bobcat.

* [Register here](https://secure-web.cisco.com/121llJpjfmrwBt1hM-vnc87QUwBJY0SO1s86BGWIvoKj8evX3BeTEI5FF1nS5qaMXPNKDUOA9WZPJh5CewT7O5Xd_YBhbHpTBU9SADUYtPlRdx4C49EepgfnNoaW9BbS-8NtWbGnF0obGwCB6X6rEMX5EIpH9hFBqLVRR72GPyQC7AkcO0ODAdlNzCz2cRMlkj_CaERQSx6R53RU55pzMNIgAY8dye1HLFhUdokUItg6V50wwUScWwOnLDL0syFRXt65ki76Z0ywCLI6rsMd_-9uB670BhRv_hS6aD2bB8bBk4kur7SVwWdVR_39k8Eg7/https%3A%2F%2Fevent.on24.com%2Fwcc%2Fr%2F4517497%2FF9ADA86FA5AB70B052D62A4547A2DC9A)
* **Step 3: Accept Trading Relationship with Doosan Bobcat**

You will receive a request to establish a Trading Relationship with Doosan Bobcat on the SAP Business Network from the email [ordersender-prod@ansmtp.ariba.com](mailto:ordersender-prod@ansmtp.ariba.com). A trading relationship allows for the transmission of documents such as, purchase orders and invoices, between Bobcat’s Business Network account and yours. After the trading relationship has been established, you will receive a Go-Live email from Doosan Bobcat notifying you when to start transacting on the SAP Business Network. Until then, continue to do business with Doosan Bobcat the same way you do today.

* **Step 4: Register on the SAP Business Network**

In the next few weeks, you will receive instructions from on how to register your company on the SAP Business Network and set up your account. Shortly thereafter, you will be able to register with Doosan Bobcat on the SAP Business Supplier Lifecycle Performance module. e-mail communication will come from: [ordersender-prod@ansmtp.ariba.com](mailto:ordersender-prod@ansmtp.ariba.com).

**What if I’m already registered in SAP’s network?**

Please be advised that by accepting the Enterprise Trade Relationship Letter with Doosan Bobcat, you’ll be upgrading to an Enterprise account, which includes everything the standard account has to offer, with additional capabilities such as:

* Supplier-Managed Catalogs
* ERP Integration and Automation
* Access to supplier enablement specialists for onboarding

If your are already transacting on the Business Network with a Standard Account and wish to connect with Doosan Bobcat with the same account-type, please reach out to [SupplierEnablement@doosan.com](mailto:SupplierEnablement@doosan.com) and request a Standard Account Trading Relationship Letter Request.

**How do I learn more?**

* Watch this short video about [**Get Ready to Transact**](https://sapvideoa35699dc5.hana.ondemand.com/?entry_id=1_2ob8peyp) (3:47 duration)
* Visit our [Supplier Information Portal (SIP)](https://support.ariba.com/item/view/208670) to view [**training videos**](https://cdnapisec.kaltura.com/html5/html5lib/v2.86/mwEmbedFrame.php/p/1921661/uiconf_id/31736811?wid=_1921661&iframeembed=true&playerId=kaltura_player_1507216725&flashvars%5bstreamerType%5d=auto&flashvars%5bplaylistAPI.kpl0Id%5d=1_qh2goflw)
* Register for one of the Supplier Summit options below to prepare for this process change.
  + View a recorded demo of a Supplier Summit that can be watched at your leisure by: [Registering here](https://secure-web.cisco.com/121llJpjfmrwBt1hM-vnc87QUwBJY0SO1s86BGWIvoKj8evX3BeTEI5FF1nS5qaMXPNKDUOA9WZPJh5CewT7O5Xd_YBhbHpTBU9SADUYtPlRdx4C49EepgfnNoaW9BbS-8NtWbGnF0obGwCB6X6rEMX5EIpH9hFBqLVRR72GPyQC7AkcO0ODAdlNzCz2cRMlkj_CaERQSx6R53RU55pzMNIgAY8dye1HLFhUdokUItg6V50wwUScWwOnLDL0syFRXt65ki76Z0ywCLI6rsMd_-9uB670BhRv_hS6aD2bB8bBk4kur7SVwWdVR_39k8Eg7/https%3A%2F%2Fevent.on24.com%2Fwcc%2Fr%2F4517497%2FF9ADA86FA5AB70B052D62A4547A2DC9A)

Doosan Bobcat believes this transition will strengthen our business relationship, and allow for more robust collaboration, and enhance purchasing capabilities. For additional information, please visit the Supplier Information Portal’s [Frequently Asked Supplier Questions](https://support.ariba.com/item/view/190723) or contact the Doosan Bobcat Supplier Enablement Team at [SupplierEnablement@doosan.com](mailto:SupplierEnablement@doosan.com).

Kind Regards,

*Doosan Bobcat Supplier Enablement Team*