



Corteva Future ERP Supplier Information session

Welcome & Today's presenters

Name

Function



Meeting 4Ps



Purpose: Explain Corteva SAP new ERP changes and Legal Entity change to Suppliers and guarantee understanding of all changes required for a successful go live.



People: Corteva strategic business partners and Corteva stakeholders.



Product: Suppliers to discuss internally how to incorporate the changes requested, in order to don't jeopardize *payment process* after Corteva new ERP go live. Guarantee business continuity with Corteva operations and suppliers.



Process/Agenda:

- Welcome and presenters
- Core for life with Legal – Confidentiality guidelines (F2F only)
- What is the Corteva Future ERP Change
- Summary of changes necessary from Suppliers
- Details of each change
- Wrap up
- Q&A and Point of contact for future questions and ongoing communications

What is FutureERP and why implement it?

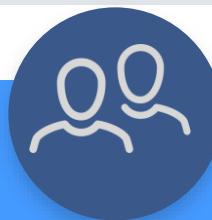


FutureERP is Corteva's program to transform our complex Enterprise Resource Planning (ERP) ecosystem by *moving from multiple systems to one platform, to create a simpler technology landscape.*



Standardization

Standardize business processes across markets by delivering one centralized ERP system



Customer Focus

Simplify work we do to support customers. Provide us with access to better data and information to serve customers more efficiently.

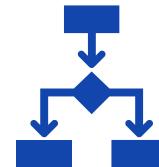


Operational Excellence

Lay the foundation for the Corteva “execution engine” which is the key enabler of commercial and operational excellence and discipline

Corteva Crop Protection is implementing the organizational backbone so we can operate as One Corteva

We are on a journey to be modernized and optimized, and FutureERP is foundational to achieve this.



Operating as One Corteva	Focusing on customers	Optimizing processes	Driving excellence	Covering full scope	Implementing in waves
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We are building the organizational backbone, so we can operate as One Corteva and modernize for the future.

FutureERP will enable us to put our customers in focus and achieve our full potential.

FutureERP will have optimized business processes, shared common processes, technology, and makes us a better company.

This is not just a system, but a critical enabler that strengthens and enhances our ability to provide operational excellence and help us get to the market shaping position we strive for.

SAP covers end-to-end operations including Commercial, Procurement, Finance, Manufacturing, Quality, and Supply Chain.

To minimize disruption to our business and bring stakeholders along the journey, Wave 1 (NA Crop) was implemented on October 2021; Wave 2 (EMEA) on October 2022, and Wave 3 (LATAM) is targeted for April 2024..

Scope of the change – Starting on April 1st



Crop Protection

Seeds

Legacy SAP System from
hDuPont Crop Protection

Legacy SAP System from
hDaw Agriscience

New Corteva ERP

Legacy SAP system from
hPioneer

Not part of this integration

Note: This system integration already happened in NA and EAME, now LATAM is going through the implementation.

How this Change Impact Corteva's Suppliers?

We need support from our Suppliers to achieve operational excellence during the new ERP change.



New Summary of Changes



In April of 2024 Corteva Crop Protection will migrate to a new ERP System. In order to have a successful go live and to continue transacting with suppliers, it will be necessary some changes.

Summary of changes and asks to suppliers:

- Update Corteva Legal entity when issuing an Invoice
- Invoice guidelines, e.g send Invoice until XX or after YY
- Create SAP Business Network account – Supplier Enablement e-mails
- Complete Legacy Registration on SAP Business Network
- Supplier Finance Platform freeze
- For Indirect:
 - Net price quotation template (Brazil only)
 - Catalogs implementation



Risks in case changes are not implemented for April 2024:

- Payment process disruption – for example, invoices with old Corteva tax ID will not exist in new ERP system, so invoice will not be processed.

Mudança da Entidade Legal da Corteva

A Corteva está no caminho da integração de sistemas e processos, com o objetivo de simplificar e otimizar as atividades comerciais.

Alguns de vocês receberam um e-mail em fevereiro sobre a mudança de pessoa jurídica da Corteva, do remetente lasc@corteva.com.

Nota: Se você não recebeu este e-mail, é porque esta mudança não se aplica à sua empresa.

Alguns números de pessoa jurídica da Corteva serão alterados em abril. O resumo das mudanças está no anexo ou próximo slide. Ex :

Solicitação aos fornecedores:

- A partir de 1º de abril, utilize o novo número da pessoa jurídica Corteva para emitirem a fatura.
- Faça as atualizações necessárias para atualizar o CNPJ Corteva, se aplicável. Ex, atualizar contrato.



O novo ERP não conseguirá processar faturas com a entidade legal antiga da Corteva. Caso sua empresa emita uma fatura a partir de 1º de abril com a entidade legal antiga (Corteva Agriscience do Brasil Ltda), vocês precisarão cancelar a fatura e emitir uma nova com a entidade legal atualizada (CTVA Proteção de Cultivos LTDA).

IMPORTANT

Mudança da Entidade Legal – filiais para faturamento



Adobe Acrobat
Document

Entidade Legal Antiga	CNPJ	Entidade Legal Autorizada	CNPJ 2	City	State (UF)
Corteva Agriscience do Brasil Ltda	61.064.929/0072-62	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0022-70	Ibiporã	PR
Corteva Agriscience do Brasil Ltda	61.064.929/0074-24	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0058-81	Aparecida de Goiania	GO
Corteva Agriscience do Brasil Ltda	61.064.929/0090-44	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0033-23	Luis Eduardo Magalhães	BA
Corteva Agriscience do Brasil Ltda	61.064.929/0092-06	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0023-51	Carazinho	RS
Corteva Agriscience do Brasil Ltda	61.064.929/0096-30	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0055-39	Balsas	MA
Corteva Agriscience do Brasil Ltda	61.064.929/0160-91	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0060-04	Dourados	MS
Corteva Agriscience do Brasil Ltda	61.064.929/0161-72	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0061-87	Querência	MT
Corteva Agriscience do Brasil Ltda	61.064.929/0164-15	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0062-68	Araguaina	TO
Corteva Agriscience do Brasil Ltda	61.064.929/0073-43	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0035-95	Cuiabá	MT
Corteva Agriscience do Brasil Ltda	61.064.929/0097-10	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0056-10	Uberaba	MG
Corteva Agriscience do Brasil Ltda	61.064.929/0076-96	CTVA PROTECAO DE CULTIVOS LTDA.	47.180.625/0063-49	Paulínia	SP

Legal Entity Changes

Corteva is on the path to integrating systems and processes, with the aim of simplifying and optimizing our business activities.

In this context, some of you received an e-mail about legal entity change from lasc@corteva.com.

Note: if you didn't receive this email, means that you don't need to update the Corteva Legal Entity.

Some Corteva's Legal Entity number will change in April. The summary of changes are in the attachments according to each country. Ex :

Ask to suppliers:

- From April 1st, start using the new Corteva Legal Entity number to bill us – for those applicable
- Check if the new Corteva Legal Entity number is updated in the contracts.

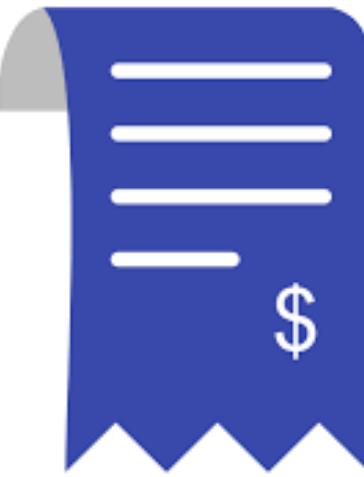


Adobe Acrobat
Document

IMPORTANT

If after April 1st, your company issue invoices with old Corteva legal entity, *the invoice will not be processed*, and the supplier will need to cancel and redo a new one with the correct Legal Entity.

Invoicing guidelines



Ask: For material and service invoices already provided before April 2024:

- For materials: Send by March 31th with Corteva *old legal entity* – old legacy AP mailbox
- For services: Send by March 15th with Corteva *old legal entity (Solo Webinars Brazil)*

Note: As faster you submit your invoice, less workaround would be required to process the invoice.

- From April 1st: send invoices with Corteva *new legal entity* – to the new AP ERP mailbox

As faster you submit your invoice, less workaround would be required to process the invoice.

Important: if invoices are issued after April 1st with old legal entity, it will not be processed by the new EPR system.

SAP Business Network

Overview

The screenshot shows the SAP Business Network Home page. At the top, there are navigation links: SAP Business Network, Standard Account, Get enterprise account, TEST MODE, Home, Enablement, Workbench, Orders, Fulfillment, Invoices, Payments, Catalogs, Reports, Assessments, Create, and a help icon. Below the navigation is a banner with a photo of people working. Underneath the banner, there are two tabs: Overview and Getting started. The Overview tab is selected. It displays six key metrics: New orders (0), Orders (0), Rejected invoices (0), Remittances (€ 0.0 EUR), Early payment offers (€ 0.0 EUR), and More (with a blue notification badge showing 7). Below these metrics is a section titled "My widgets" with a "Customize" button. It contains three cards: "Purchase orders" (Last 3 months) showing 0 EUR, "Invoice aging" showing 582 EUR, and an "Activity feed" card showing four recent "Order received" events. The "Order received" card details are as follows:

Order ID	Date	Value
3501223126	Mar 17, 2022 10:32 AM	159.00 PLN
3501222923	Mar 17, 2022 10:32 AM	307.00 PLN
3501222857	Mar 17, 2022 10:32 AM	185.38 PLN

- Complete Legacy Registration
- Confirm Trading Relationship
- Catalogs – for Indirect Suppliers only

SAP Business Network – Account Types

Account Types

When creating an account in SAP Business Network, the system automatically sets the account as Standard and the supplier can decide to migrate to Enterprise at any moment.

•Standard Account (Free Account)

Standard features that allow the supplier to interact with Corteva in all the Ariba modules. Suppliers may send Order Confirmations, Advance Ship Notices, and e-invoices (where permitted).

•Enterprise Account (paid)

Advanced features containing all Standard options, plus additional functionalities such as Punchout Catalogs, advanced reporting and dashboarding, ERP integration, additional storage, and premium SAP support.

Note:

- Both Standard and Enterprise SAP Business Network accounts are public, meaning a supplier can interact with as many customers as desired.
- As a general practice, Corteva does not wish to influence a supplier's decision on what type of SAP Business Network account is appropriate for them. Buyer support will be appreciated for those strategic suppliers being targeted for a catalog, as these suppliers will often be encouraged to invest in an Enterprise account.



EXTERNAL Invitation Register to become a supplier with Corteva - TEST.msg

Estabelecer o Relacionamento Comercial – SAP Business Network

O que é a mudança: as Ordens de Compras serão enviadas através do SAP Business Network e para isso os fornecedores precisam habilitar a relação comercial com a Cortevea no SAP Business Network.

O que fornecedores precisam fazer:

- checar e-mails dos remetente supplier_enablement_latam@corteva.com:
- Preencher o formulário de smartsheet enviado meses atras
- Assistir os Summits do SAP Business Network – transmitidos em Janeiro de 2024.
- *Aceitar o TRR (Trading Relationship/ Relação Comercial) – o que permite receber as Ordens de Compras.*
 - Assunto do e-mail: *Ação necessária: Aceitar solicitação de relacionamento comercial do(a) Corteva Agriscience including its affiliates para fazer transações na SAP Business Network*
- Atender os Summits detalhados (detalhes de como utilizar o network, configurar o site, checar POs)
- *Atender os treinamentos de catálogos - se aplicável.

Benefícios do SAP Business Network:

- Fornecedores podem gerenciar os e-mails para onde as ordens de compra serão enviadas.
- Visibilidade das Ordens de compra com a Cortevea, dashboards, rastreabilidade.
- Possibilidade de confirmar o Recebimento da ordem de compra e fazer o aviso prévio de envio.

Impactos caso os fornecedores não seguirem as instruções acima:

- Risco de não receberem ordens de compra a partir de 1º de abril.
- Se fornecedores não criarem a conta no SAP Business network e se não estabelecerem a TRR, os pedidos serão enviados automaticamente para o endereço de e-mail do mestre de fornecedores da Cortevea.



SUPPLIER



Exemplo do e-mail para aceitar a relação comercial

- Assunto do e-mail: Ação necessária: Aceitar solicitação de relacionamento comercial do(a) Corteve Agriscience including its affiliates para fazer transações na SAP Business Network

Exemplo Português



JÁ TEM UMA CONTA?

A Ariba acredita que sua empresa já tem uma conta do SAP Business Network que você pode aproveitar para estabelecer novos relacionamentos comerciais com outros clientes.

Informações da conta existente:

Nome da empresa:

País:

Código do Ariba Network :

Uma cópia deste e-mail também foi enviada ao administrador de sua conta no SAP Business Network. Se desejar usar a conta antiga para estabelecer um relacionamento comercial com a Corteve Agriscience including its affiliates, [clique aqui](#) para entrar em contato com o administrador da sua conta do SAP Business Network. Somente um administrador de contas do SAP Business Network pode usar uma conta existente para estabelecer relacionamentos comerciais adicionais.

O QUE É O SAP BUSINESS NETWORK?

O oferece soluções e serviços que permitem que você compartilhe informações e processos de negócios facilmente com seus clientes, tais como:

- Acelerar o ciclo de vendas e diminuir o custo de vendas
- Encontrar novos clientes que estejam procurando ativamente pelo que você vende
- Impulsionar mais negócios com clientes atuais

HÁ TAXAS ASSOCIADAS A ESTE SERVIÇO?

Não há taxas para se registrar. Contudo, dependendo do quanto você usa sua conta do SAP Business Network para fazer negócios com seus clientes, podem ser cobradas taxas. [Saiba mais sobre taxas.](#)

O QUE ESPERAR

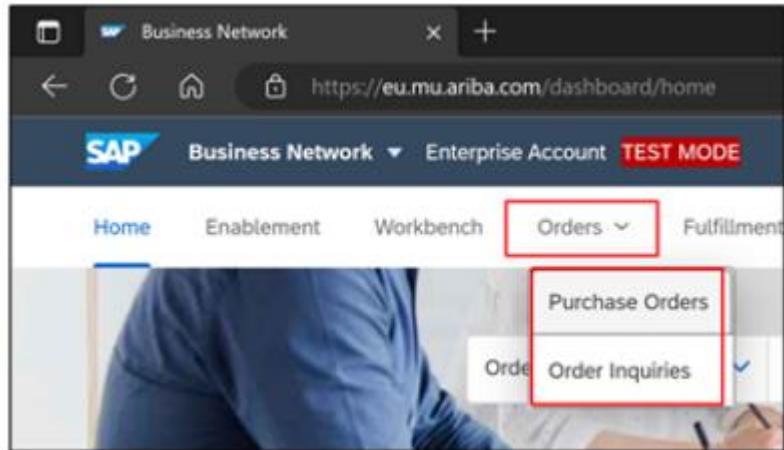
Assim que você se registrar na SAP Business Network, você poderá receber mais instruções do seu cliente sobre como confirmar a configuração correta de sua conta. Outra opção é, após o registro, acessar sua conta do SAP Business Network e clicar na guia Ativação, onde você talvez veja mais tarefas a concluir.

Solicitação aos fornecedores: Clicarem no link em azul e seguirem o passo a passo

Habilitação de fornecedores– SAP Business Network

Aba “orders”

Você poderá ver todos os pedidos de compras com a Corteva

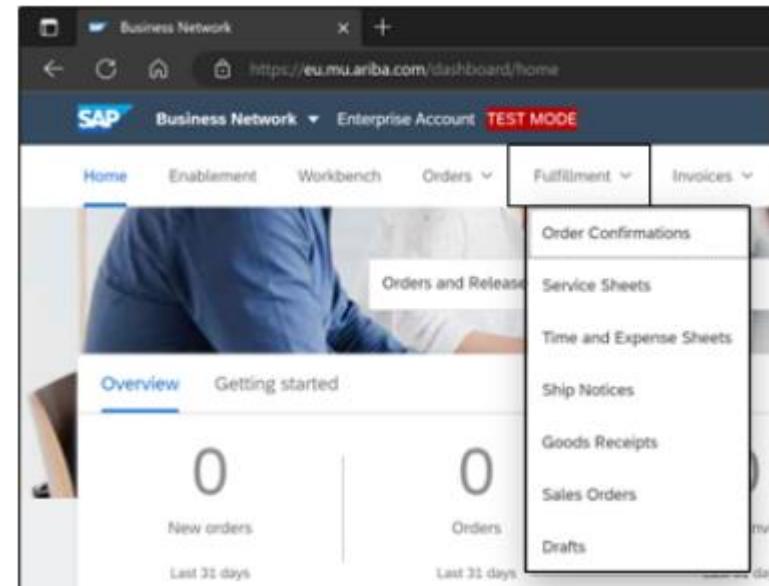


The screenshot shows the SAP Business Network Workbench interface. At the top, it displays various metrics: 52 Orders (Last 14 days), 0 Orders (Last 7 days), 103 Invoices (Last 31 days), 42 Items to confirm (Last 7 days), 476 Items to confirm (Last 31 days), and \$7.54 K USD Scheduled payments (Next 90 days). Below this, a table lists five recent orders from IBD Inc., each with details like Order Number, Date, Routing Status, Ship To Address, and Actions.

Customer	Type	Company Code	Order Number	Date	Routing Status	Ship To Address	Actions
IBD Inc	Order	CCCy00003 Company-Code-Dec1	TestKafka3	Jan 22, 2021	Sent	Acme, Sunnyvale, CA, United States	\$624
IBD Inc	Order	CCCy00003 Company-Code-Dec1	TestKafka2	Jan 22, 2021	Sent	Acme, Sunnyvale, CA, United States	\$624
IBD Inc	Order	CCCy00003 Company-Code-Dec1	TestKafka1	Jan 22, 2021	Sent	Acme, Sunnyvale, CA, United States	\$624
IBD Inc	Order	CCCy00003 Company-Code-Dec1	POLDSMoreCD4243	Jan 22, 2021	Sent	Acme, Sunnyvale, CA, United States	\$624
IBD Inc	Order	CCCy00003 Company-Code-Dec1	TestKafka_PO_Prod2	Jan 25, 2021	Acknowledged	Acme, Sunnyvale, CA,	\$624

Aba Fulfillment

Permite que os fornecedores validem documentos complementares como Confirmações de Pedidos e Avisos de envio antecipados.



SAP Business Network - Legacy Registration

- In February –you received the Summits invite to learn what to do
- In March -
You'll be receiving an email notification, asking you to complete the Legacy Registration.
- **Email subject:** Invitation: Register to continue as a supplier with Corteva through SAP Business Network.
 - Please check your SPAM
- **Action Required:** Use the link in the notification (highlighted in the image) to LOG IN or SIGN UP to the SAP Business Network (*)
 - Please refer [to this video](#) for step-by-step instruction.

SAP Business Network access will allow:

- **Suppliers:** edit your own data in SAP Business Network; submit forms, certificates, etc.
- **Corteva:** send questionnaires, record responses, use internal forms functionalities, Audit form, use preferred Supplier list, segmentation, etc.

IMPORTANT

/



(*) free of charge- Standard SAP Business Network account will suffice

Invitation: Register to continue as a supplier with Corteva through SAP Business Network

SAP Ariba  **CORTEVA**
agriscience

Hello!

[Rakesh Gunishetty] has invited [SUPPLIER NAME] to register to continue your relationship with Corteva Agriscience (or a member of the Corteva Agriscience group of companies). The questionnaire contains one question and will be active for 30 days.

Corteva uses Ariba Network to manage its sourcing and procurement activities and to collaborate with suppliers.

[Click Here](#) to complete the registration.

If you already have an Ariba Network account, please start the process by clicking on the link provided above: you will be prompted to LOG IN, using your existing Ariba Network account credentials.

If you do not yet have an Ariba Network account, please start the process by clicking on the link provided above: you will be prompted to SIGN UP for a new account.

Please refer to this video for further instructions.

Regards,
Global Corteva Procurement

You are receiving this email because your customer, Corteva, has identified you as the appropriate contact for this correspondence. If you are not the correct contact, please contact Corteva.

For questionnaire related information, please contact suppliermanagementhelp@corporate.corteva.com

For Ariba Network account related information please follow [this link](#)

For any information about Ariba Supplier Management (Ariba SU) and its value to you, please [Read More](#)

[Offices](#) | [Data Policy](#) | [Contact Us](#) | [Customer Support](#)

Powered by **SAP Ariba** 

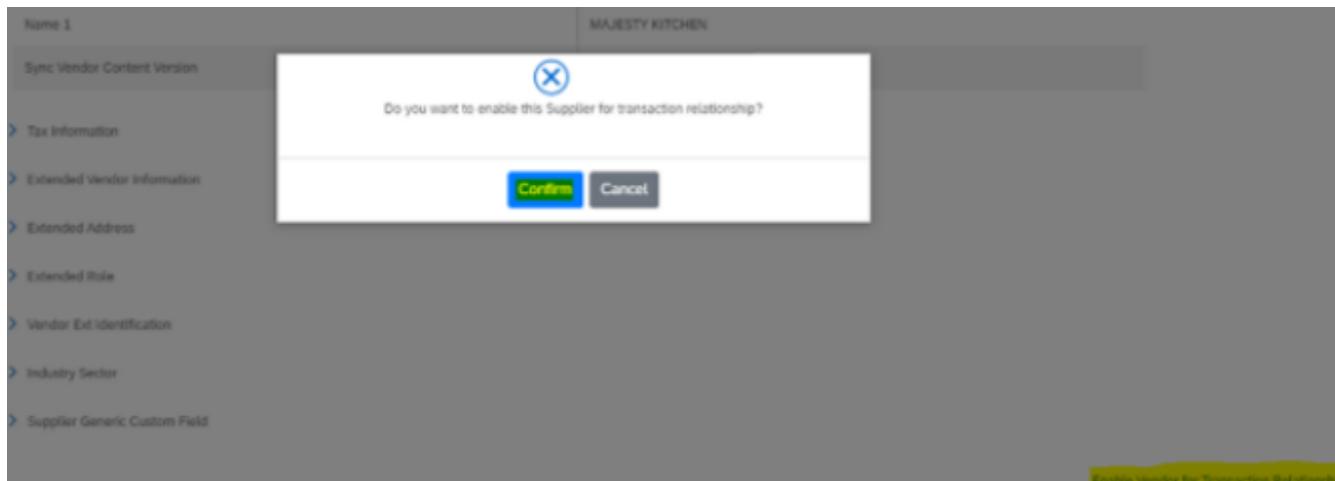
--Internal Use--



EXTERNAL Invitation Register to become a supplier with Corteva - TEST.msg

Completion of registration

Upon completion of the Registration, the Supplier will be enabled for Trading Relationship. An email confirmation that the Trading relationship was established is received.



Relationship established with Corteva Agriscience - Development - TEST

The Ariba Network Team <ordersender-prod@ansmtp.ariba.com>
To Edgylin K Rodriguez
(i) This sender ordersender-prod@ansmtp.ariba.com is from outside your organization.
(i) If there are problems with how this message is displayed, click here to view it in a web browser.

SAP Business Network

Relationship established
Dear Feature 1,

Your company Supplier Feature 1 (ANID:AN11172071710-T) is now successfully connected with Corteva Agriscience - Development - TEST (ANID:AN11044727829-T) to start transactions and exchange electronic documents such as purchase orders and invoices.

You can [log in](#) to your account to get started.

Contact Corteva Agriscience - Development - TEST if you have questions about the business relationship.

Thank you for using SAP Business Network.

SAP Business Network – Registration with Corteva

“Ariba Proposals and Questionnaire” tab: you can verify registration status and review or update your company information¹, add more emails, etc

The screenshot shows the Ariba Spend Management site interface. At the top, there's a navigation bar with the SAP logo, a dropdown menu for 'Ariba Proposals and Questionnaires' (which is highlighted with a red box), 'Standard Account', 'Get enterprise account', and 'TEST MODE'. Below the navigation is a search bar with the text 'CORTEVA' (also highlighted with a red box) and a message stating 'There are no matched postings.' A large number '2' is placed next to this message.

The main content area has a heading 'Welcome to the Ariba Spend Management site. This site assists in identifying world class suppliers who are market leaders in quality, service, and cost. Ariba, Inc. administers this site in an effort to ensure market integrity.' Below this is a 'Home' button.

The interface is organized into several sections:

- Events:** A table with columns for Title, ID, End Time, Event Type, and Participated. It shows 'No items'.
- Registration Questionnaires:** A section with a title 'Supplier Registration Questionnaire' and an ID 'Doc691850240'. The 'Status' column is highlighted with a red box and labeled 'Registered'.
- Qualification Questionnaires:** A table with columns for Title, ID, End Time, Commodity, Regions, and Status. It shows 'Status: Completed (3)'.
- Questionnaires:** A table with columns for Title, ID, End Time, Commodity, Regions, and Status. It shows 'Status: Completed (1)'.
- Certificates:** A table with columns for Certificate Info, Effective, Expiration, Attachment, Questionnaire, and Status.

Red numbers 1 through 4 are overlaid on the interface to indicate specific areas of interest: 1 points to the 'Ariba Proposals and Questionnaires' dropdown; 2 points to the search bar; 3 points to the 'Registration Questionnaires' section; and 4 points to the 'Status' column in the 'Supplier Registration Questionnaire' row.

Note: During the Corteva Supplier Management Summits you will learn how to configure your account.

Supplier Enablement – SAP Business Network

What is the change: Use of SAP Business network, Purchase Orders (POs) being automatically transmitted, use of Catalogs through SAP Business Network.

What suppliers need to do: check emails from supplier_enablement_latam@corteva.com:

- Smartsheet – fill out the form
- Join the Informational Summits (SAP Business Network overall) – completed in Jan2024.
- *Accept TRR (Trading Relationship)*
- Join the Trainings Summits (how to use the network in detail, configure supplier site, check POs)
- *Join Catalogs Training

Benefits:

- Suppliers will be able to manage e-mails to where PO will be sent.
- Visibility of the POs, dashboards, trackability.
- Send order confirmation and advance shipping notice.

Impacts in case suppliers don't follow the instructions:

Risk to suppliers don't receive POs.

If suppliers don't create the SAP Business Network account, POs will be sent automatically to the e-mail address we have in our records.

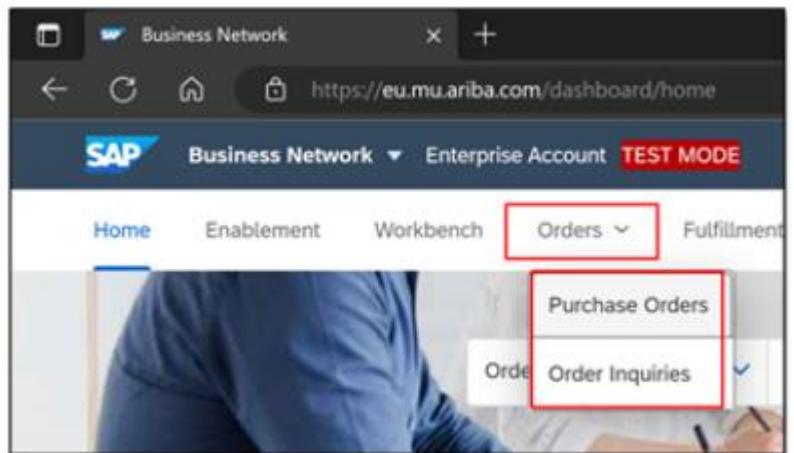


EXTERNAL Invitation Register to become a supplier with Corteva - TEST.msg

Supplier Enablement – What trading relationship allow

Orders tab

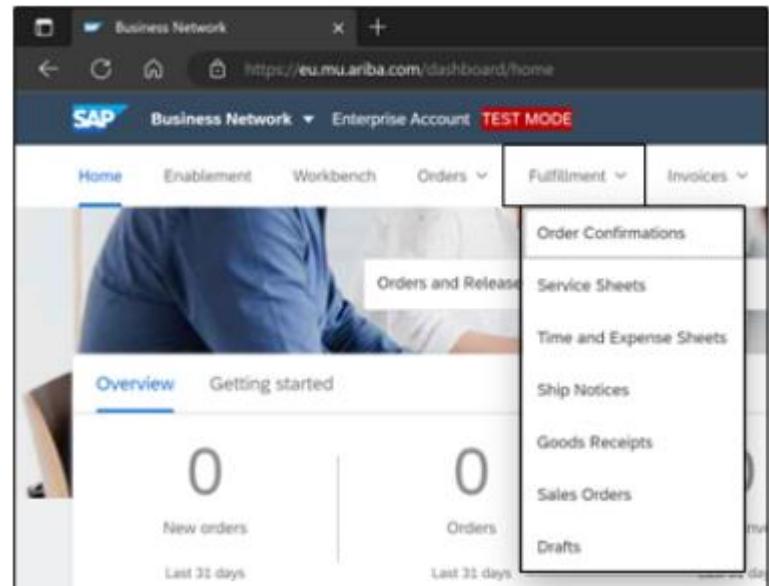
You can see all purchase orders with Corteva Crop



A screenshot of the SAP Business Network Workbench. At the top, it shows various metrics: 52 Orders (Last 14 days), 0 Orders (Last 7 days), 103 Invoices (Last 31 days), 42 Items to confirm (Last 7 days), 476 Items to confirm (Last 31 days), and \$7.54 K USD Scheduled payments (Next 90 days). Below these metrics is a table titled 'Orders (52)'. The table has columns for Customer, Type, Company Code, Order Number, Date, Routing Status, Ship To Address, and Actions. It lists several entries for IBD Inc., including order numbers CCCyn-00003, TestKafka3, and TestKafka2, all sent to Acme, Sunnyvale, CA, United States.

Fulfillment tab

Allow suppliers to validate complementary documents such as Order Confirmations and Advance Ship notices.



Catalogs

Corteva is in the search of becoming more efficient and optimizing work. We aim for users to generate their own orders based on product catalog, making the purchase process faster and more user-friendly.



General information

Materials negotiation



Materials

Catalogs Implementation



Programs and
systems

Easy Purchase requisitions and
Purchase orders emission

To achieve our goal, we will need the assistance of our suppliers. Therefore, it is important to mention that our team will be in contact with you in order to achieve this goal.

BUYER NEGOTIATION:

- Confirm General Information: Payment Terms, Incoterms, etc.
- Materials to be included in the catalog: List of products/services, product descriptions, price lists, tax information, etc.

SAP EXPERT / PROJECT TEAM

- Programs and systems: SAP Business Network licenses.
- Type of catalog to be implemented.

SUPPLIERS

- Implement catalogs.
- Catalogs maintenance.

SAP Business Network – Catalogs tab

Catalogs

Standard and Punchout catalogs are managed here. Catalogs can be uploaded via CIF template (**Excel file**).
Note: Punchout catalogs are only an option for Enterprise accounts.

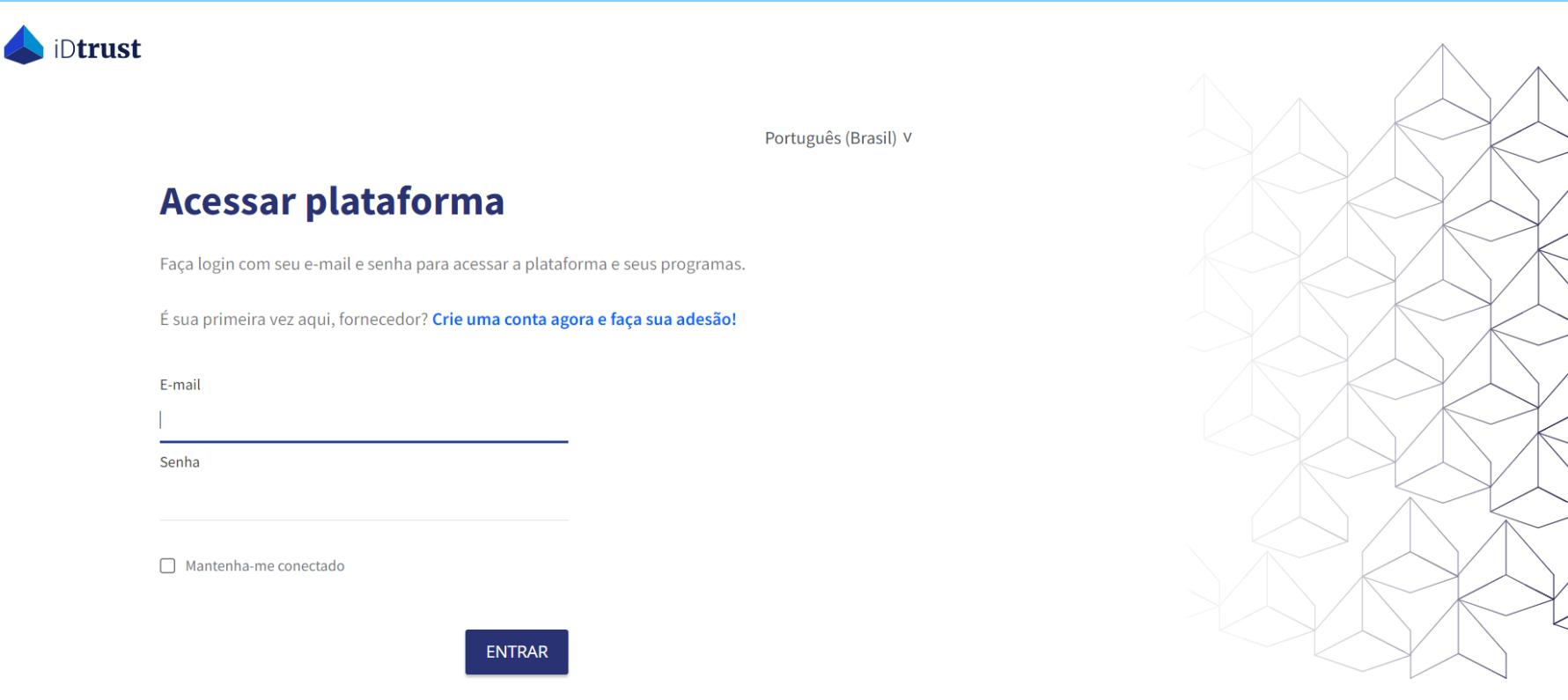
Catalogs are not made live in Ariba Buying until extensive testing is performed and cross-functional sign-off is obtained.

For details please check the Training Course:**XXXX**

The screenshot shows the SAP Business Network interface with the 'Catalogs' tab highlighted by a red box. The top navigation bar includes links for Home, Enablement, Workbench, Orders, Fulfillment, Invoices, Payments, Catalogs (highlighted), Reports, and More. Below the navigation is a 'Catalogs' section. It features tabs for 'Files' and 'PunchOut Configuration'. A message states: 'Manage catalogs for your customers using the catalog dashboard. Catalog files must be CIF, cXML, or Excel files (.cif, .xml, .xls or .zip). Some customers might have defined specific catalog validation rules, which you can view on the Customer Relationships page.' A table header with columns: Customer Name, Catalog Name, Version, File Name, Type, Size, Visibility, Created By, Date Created, Status, and Date Status Received. Below the table, it says 'No items.' At the bottom are buttons for 'Create' and 'Refresh', and input fields for 'Catalog Name' and 'Search Catalog'.

Awareness

- Platform will be out of service during April 1st to 8th. Upload on invoices and negotiation will be freezes during this period.



The screenshot shows the login interface for the AgroAntecipa platform. At the top left is the iDtrust logo. On the right, there is a link to "Português (Brasil) V". The main heading is "Acessar plataforma". Below it, a sub-instruction reads "Faça login com seu e-mail e senha para acessar a plataforma e seus programas." A link "É sua primeira vez aqui, fornecedor? Crie uma conta agora e faça sua adesão!" follows. There are two input fields: "E-mail" and "Senha", separated by a horizontal line. Below these is a checkbox labeled "Mantenha-me conectado". At the bottom center is a dark blue "ENTRAR" button. To the right of the login form is a decorative graphic of a stylized tree or network structure composed of white geometric shapes on a light blue background.

Sistema opera com preço líquido

Planilha de Cotação para Corteva

O que irá mudar?

- ✓ Novo SAP **não** terá ferramentas de conversão de preço bruto para **preço líquido**.
Nota: preço líquido = preço bruto – os impostos de ICMS e IPI.
- ✓ Uso de um **Template de Cotação (Orçamento) para a Corteva**. A planilha fará a conversão automática de preço bruto para preço líquido.



Dentro Escopo:

- ✓ Cotação de Materiais de facilities, MRO, Laboratorio, Papelaria, Capital, etc)
- ✓ Fornecedores não optantes pelo Simples Nacional

Fora do Escopo:

- Serviços
- Fornecedores com simples nacional
- Fornecedores com catálogos

Solicitação Corteva aos Fornecedores de materiais de Consumo

Próxima vez que enviarem um Orçamento, por favor utilizem o **modelo excel de Cotação Corteva** e envie para o requisitante.



Você continuará colocando preço bruto, **mas é necessário preencher:**

- NCM de cada item
- %ICMS e % IPI
- % base de reduzida. Se não houver coloque 100%

Com essas informações, a planilha converterá o preço bruto, em preço líquido.

Você pode substituir seu modelo de Orçamento por essa planilha, ou pode enviar os dois (seu modelo e a planilha preenchida).



Riscos e impactos

Se o preço líquido ou infos de impostos (NCM, ICMS, IPI) estiverem incorretos *ou faltantes no orçamento*

Centro de serviços (ou CAP) precisará corrigir manualmente

Potencial atraso na emissão da Ordem de Compra ou no faturamento





Wrap up

In April of 2024 Corteva will migrate to a new ERP System. In order to have a successfull go live and to continue transacting with suppliers, we need our suppliers to complete the following asks:

Summary of changes :

Summary of Changes	What suppliers need to do	E-mail sender/subject
1) Legal Entity	Update invoices and Contracts New Mailbox to send invoices	Lasc@corteva.com
2) Legacy registration	Account in SAP Business Network Complete registration process	Email subject: Invitation: Register to continue as a supplier with Corteva through SAP Business Network
2) Supplier Enablement (SE)	Allow trading relationship with Corteva	ERP_Procurement_latam@corteva.com
3) Catalogs	Negotiate items and implement catalogs with Corteva	Supplier_enablement_latam@corteva.com
4) Quote template for net price change	Use the template when sending a spot quotation	Lasc@corteva.com



Risks in case changes are not implemented for April 2024:

- Payment process disruption – for example, invoices with old Corteva tax Id will not exist in new ERP system, so invoice will not be processed.

Who to contact in case of questions ?

Indirects Materials	Directs Materials	Logistics
Juan Diego Lopez juan.lopezsanchez@corteva.com Back up Paulo T. Junior paulo.tjunior@corteva.com	Cristiani Dorff Martinez cristiani.dorffmartinez@corteva.com Back up Eber Ledon eber.ledon@corteva.com	Patricia Gomez Garcia patricia.gomez@corteva.com & Josane De Souza josane.de-souza@corteva.com

We count on you to move forward in this journey of Operational excellence through new ERP go live

People will experience this journey differently based on where they currently are, and together we can build the future



Q&A

Thank you!

