



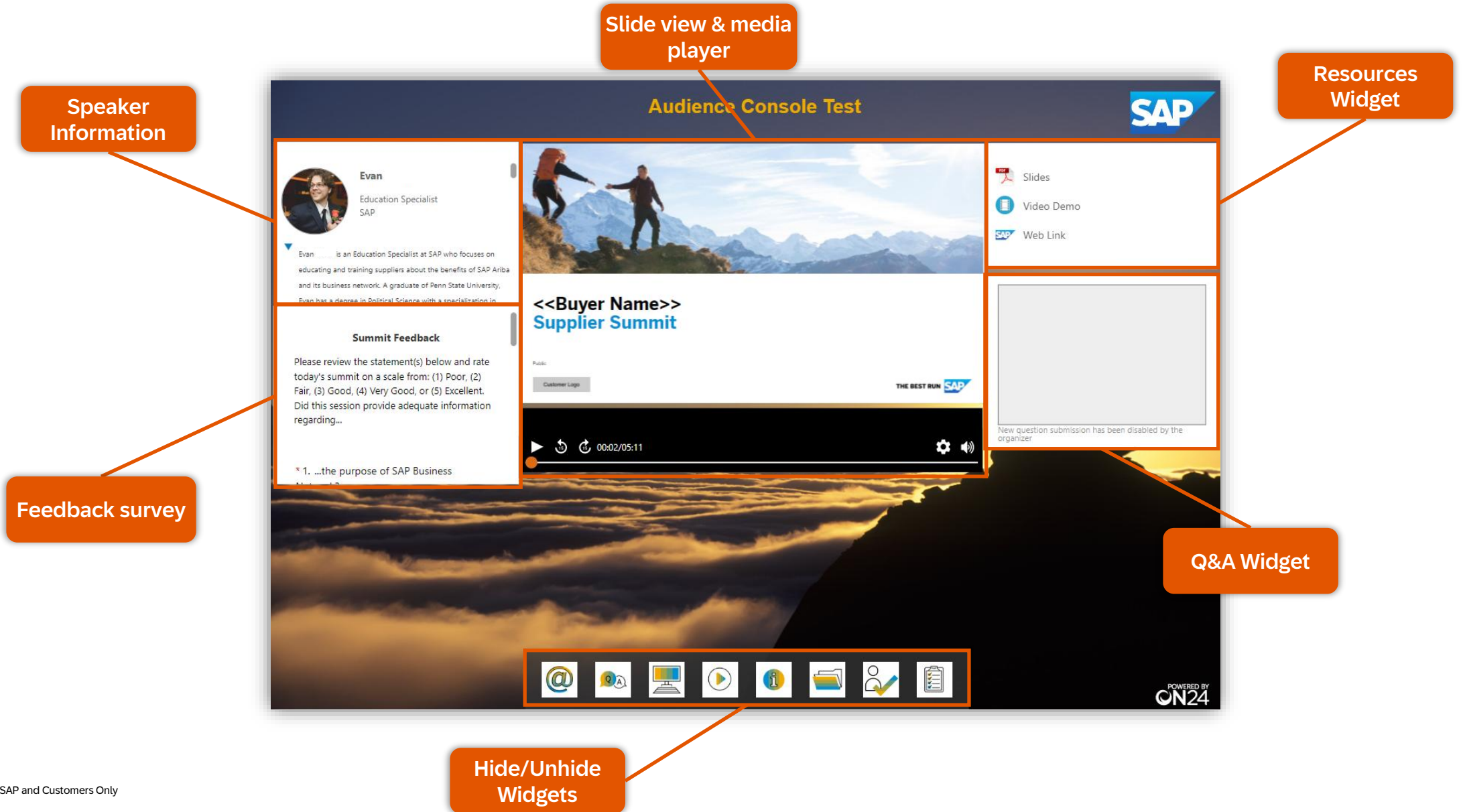
# IDEXX Supplier Summit

INTERNAL – SAP and Customers Only

**SAP** Business Network

**IDEXX**

# ON24 Screen Overview



# Agenda

Speaker Introductions

IDEXX Initiative

- Project Overview

Describe SAP Business Network

- Benefits & Functionalities
- Support Resources

Next Steps

Timeline & Contacts



# Speaker Introductions



**Leigh Henderson**  
Director of Planning, Global Supply Chain



**Joel Mata**  
Enablement Team Lead





# Welcome & Initiative Overview



**Leigh Henderson**  
Director of Planning,  
Global Supply Chain





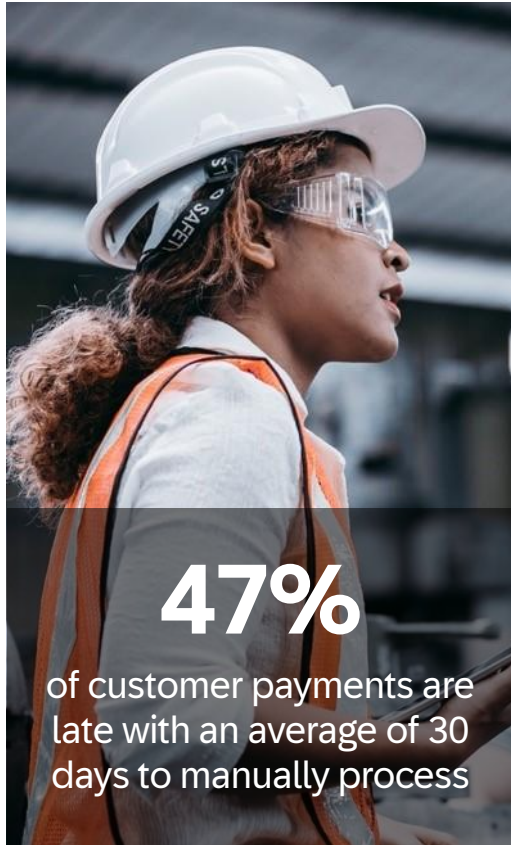
## **Vision:**

- **Deliver a superior customer experience, improve efficiencies, and advance capabilities for our end-to-end supply chain through the Procure to Pay (P2P) initiative**

## **Key Objectives:**

- **Support business growth through standardization and optimization**
- **Build stronger supplier partnerships resulting in a more resilient supply chain**
- **Optimize inventory management through enhanced collaboration**
- **Centralized data for improved visibility, transparency, and metric development**
- **Robust forecast collaboration for increased product availability**
- **Reduced cycle time by increased order accuracy and streamlined goods receipt**

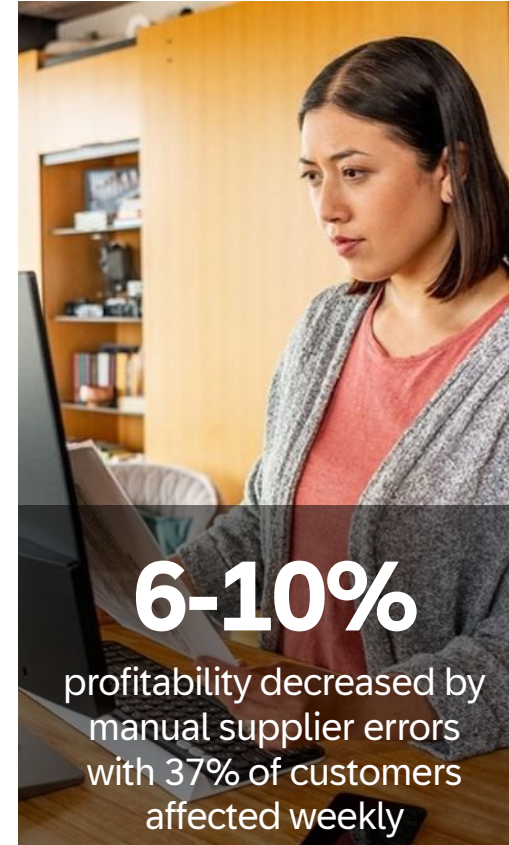
# Suppliers Face Common Challenges



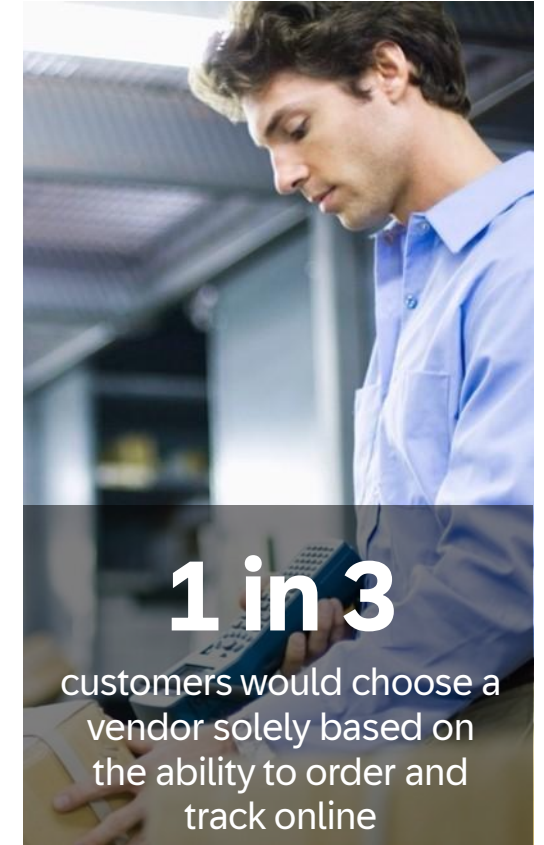
**47%**  
of customer payments are late with an average of 30 days to manually process



**75%**  
of companies changed their supply chain processes to overcome the pandemic



**6-10%**  
profitability decreased by manual supplier errors with 37% of customers affected weekly



**1 in 3**  
customers would choose a vendor solely based on the ability to order and track online

# Three Main Reasons To Use SAP Business Network



## **Global Digitalization**

Become searchable for customers using the SAP Business Network worldwide



## **Customer Retention**

Support your customer's strategic business plan



## **Receive faster Payments**

Feel confident all order information is complete and accurate



# Supply Chain Collaboration

## What is Supplier Chain Collaboration (SCC)?

SCC fosters flexible collaboration between buyers and suppliers within the SAP Business Network, enhancing visibility and facilitating collaboration with various partners in the supply chain.

### Customer Benefits:

- Efficient supply chain management.
- Reduced inventory levels and mitigated disruptions.
- Prevention of revenue loss through stock-outs.
- Automated data exchange.

### Supplier Benefits:

- Reduced latency and improved forecast accuracy.
- Enhanced on-time delivery and flexibility.
- Minimized manual intervention in processes.

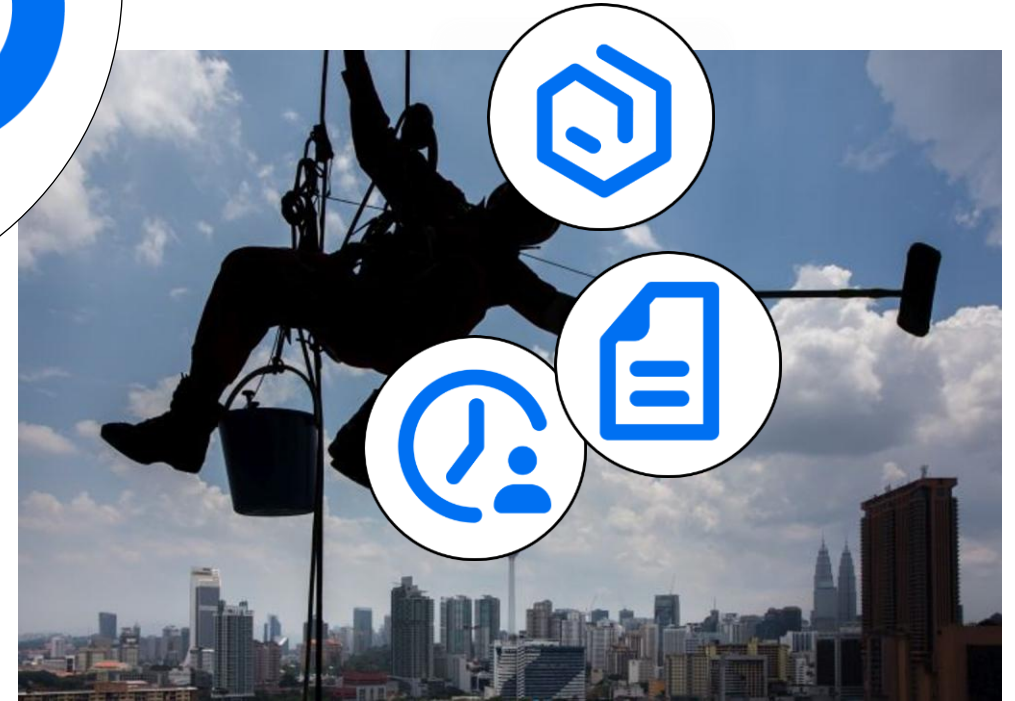


# Standard Business Network Cycle

Buyer



Supplier



INCREASE REVENUE

# SAP Business Network Discovery

## **Receive qualified leads**

A quick 5 minute registration will activate qualified leads sent right to your inbox

## **Save time**

Get in front of buyers when they are actively looking for new suppliers

## **Sell effectively**

Take advantage of the SAP Business Network community to get in front of buyers you're not already working with

## **Win new business**

Tap into \$5 billion of new opportunities posted annually

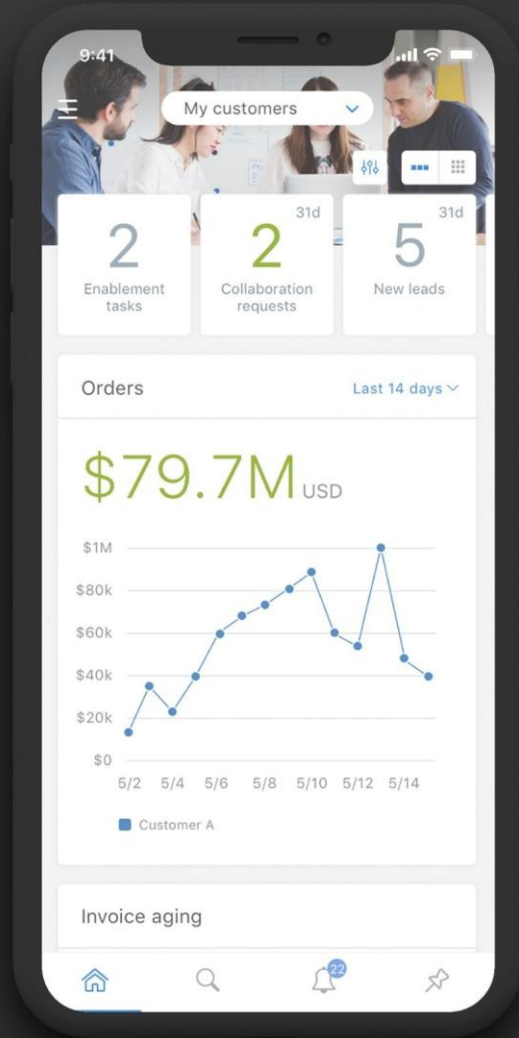
## **Increase interactivity**

Communicate with buyers and prospects in real time



STAY UP-TO-DATE

# Supplier Mobile App



SAP Business Network Supplier mobile app helps suppliers take their business on-the-go. Regardless of the account type, suppliers can stay connected with their customers on their iPhone or Android devices.

## Key mobile app features

- Get real-time notifications
- Create documents on-the-go
- Find documents fast
- Improve invoice visibility

With quick and easy biometric login and availability in over 24 languages, the mobile app is the best way to be more responsive and better informed.

[LEARN MORE](#)

App Store



Google Play





FULLY AUTOMATED PROCESS

# Integration

Integration is a direct connection between your ERP system and SAP Business Network via the Cloud Integration Gateway.

## FOR WHOM?

### Suppliers with:

- A high volume of documents per month
- Technical capability in cXML/EDI
- IT or eCommerce resources

## INTEGRATION METHODS\*

- **cXML** – Most commonly used; SAP Business Network's native format; direct connection with automatic validation
- **EDI** – Interface with SAP Business Network through VAN or AS2
- **CSV** – Manual upload of CSV file (customer-specific template)



BASICS

# Enterprise Account Supplier Fees

SAP Business Network transactions with <<Buyer Name>>  
are completely **free of charge**.

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**Please note:** Other customer relationships on  
SAP Business Network may be chargeable.

# Support Resources

## ONLINE SUPPORT

### Supplier Information Portal

- Tailored for your customers program

### Help Center

- Conduct keyword searches
- Find detailed documentation
- [Release Readiness Portal](#)

### SAP Business Network Training

- Learn how to configure and use your account

## PERSONAL SUPPORT

### Enablement Help Desk

- TRR acceptance & account creation
- Account configuration assistance
- Assistance creating first document

### Customer Support

- User and admin role changes
- Password resets
- [Live webinars with Q&A](#)



# Supplier Information Portal

The image shows a screenshot of the SAP Business Network interface. The main dashboard displays key metrics: 18 Enablement Tasks, 271 New orders (Last 90 days), 13 Changed orders (Last 90 days), and 300 Orders to invoice (Last 90 days). Below these are widgets for Purchase orders (€569K EUR) and Invoice aging (€467K EUR). A navigation menu on the right includes 'Customer Relationships' and 'Settings', both highlighted with orange boxes. An orange arrow points from the 'Settings' menu item to the 'Account Settings' modal window on the right. This modal window shows 'Current Relationships' and 'Current Customers' with a table listing customer details.

**Account Settings**

Customer Relationships Users Notifications Account Hierarchy Application Subscriptions Account Registration API management

Current Relationships Potential Relationships

I prefer to receive relationship requests as follows:

Automatically accept all relationship requests  Manually review all relationship requests

Update

Current (1) Pending (0) Rejected (0)

**Current Customers**

Filter

View customer relationships across all linked child accounts

Customers

Enter customer name or Network ID +

Apply Reset

<input type="checkbox"/>	Customer	Network ID	Relationship Type	Approved Date	Supplier Information Portal	Routing Type	Actions
<input type="checkbox"/>	Test Buyer	AN01009994047	Trading	5 May 2021		Default	Actions

# SAP Business Network Help Center

The screenshot shows the SAP Business Network dashboard. At the top, there is a navigation bar with 'Home', 'Enablement', 'Discovery', 'Workbench', 'Orders', 'Fulfillment', 'Invoices', 'Payments', and 'More'. A search bar is present with filters for 'Orders and Releases', 'All customers', 'Exact match', and 'Order number'. Below this, there are four key metrics: 18 Enablement Tasks, 271 New orders, 13 Changed orders, and 300 Orders to invoice. The 'My widgets' section includes 'Purchase orders' (€569K EUR), 'Invoice aging' (€467K EUR), and 'Application gateway' (Cepsa Support Center). A 'Help Topics' overlay is shown on the right, with a search bar and a list of topics. The 'Support' topic is highlighted, and an arrow points to the 'Contact us' link in the Help Center Home screenshot.

**Help Topics**

- Search Help Topics
- Documentation
- Support**
- What is SAP Business Netwo...
- Introducing the new SAP BUSINES...
- Introducing the new help center
- Finding orders, invoices, and ...
- Adding payment tiles (2:48)
- Discovering new insights
- Common browser issues
- How do I create an invoice?
- My leads widget
- Download app widget
- Company profile widget

Feedback

The screenshot shows the SAP Help Center Home page. At the top, there is a navigation bar with 'Home', 'Learning', and 'Contact us'. Below this, there is a search bar with the text 'Search knowledge base articles, documentation, and tutorials'. A suggestion for 'Try "upgrade account", "configure account", "process an order"' is shown. The 'News highlight' section includes 'Welcome to SAP Ariba Help Center 2.0'. The 'Topics we recommend for you' section includes 'How do I complete my Customer Requested Profile?' and 'Why can't I find an event?'. The 'Contact us' link in the navigation bar is highlighted, and an arrow points to the 'Support' topic in the Help Topics overlay.

**Help Center Home**

- Home
- Learning
- Contact us**

How can we help you?

Search knowledge base articles, documentation, and tutorials

Try "upgrade account", "configure account", "process an order"

News highlight

- Welcome to SAP Ariba Help Center 2.0

Topics we recommend for you

- How do I complete my Customer Requested Profile?**
- Why can't I find an event?
- How do I configure my Ariba Network account for transaction data deletion, as a supplier?

# Account Homepage Overview

Quick Access  
Tabs &  
Document  
Search

The screenshot shows the SAP Business Network Enterprise Account homepage. At the top, there is a navigation bar with tabs: Home, Enablement, Discovery, Workbench, Orders, Fulfillment, Invoices, Payments, Catalogs, and More. Below this is a search bar with filters for 'Orders and Releases', 'All customers', 'Exact match', and 'Order number'. The main dashboard features four key metrics: 18 Enablement Tasks, 271 New orders (Last 90 days), 13 Changed orders (Last 90 days), and 300 Orders to invoice (Last 90 days). Below the metrics are 'My widgets' including 'Purchase orders' (€569K EUR), 'Invoice aging' (€467K EUR), and 'Application gateway'. A settings menu is open on the right side, listing various account and network settings.

Home Enablement Discovery Workbench Orders Fulfillment Invoices Payments Catalogs More

Orders and Releases All customers Exact match Order number

Overview Getting started

18 Enablement Tasks

271 New orders Last 90 days

13 Changed orders Last 90 days

300 Orders to invoice Last 90 days

My widgets All customers Customize

Purchase orders Last 3 months

€569K EUR

Invoice aging

€467K EUR

Application gateway

Support Center

ACCOUNT SETTINGS

- Customer Relationships
- Users
- Notifications
- Account Hierarchy
- Application Subscriptions
- Account Registration

NETWORK SETTINGS

- Electronic Order Routing
- Electronic Invoice Routing
- Accelerated Payments
- Remittances
- Data Deletion Criteria
- Network Notifications
- Audit Logs

Scientific

My Account

- Link User IDs
- Contact Administrator
- Switch Account
- Switch to Test Account

Scientific

ANID: AN01 Platinum

Company Profile

Service Subscriptions

Settings

Back to Classic View

Logout

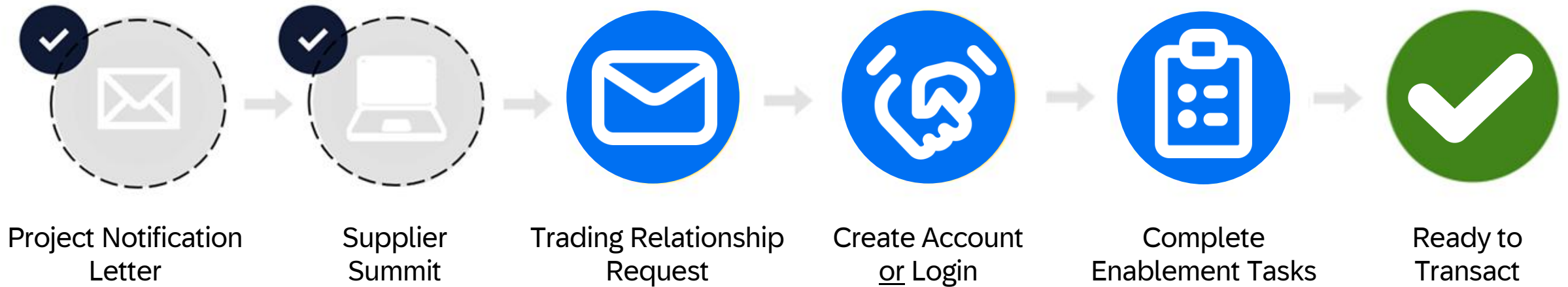
Help Center

Account Menu

Settings Menu

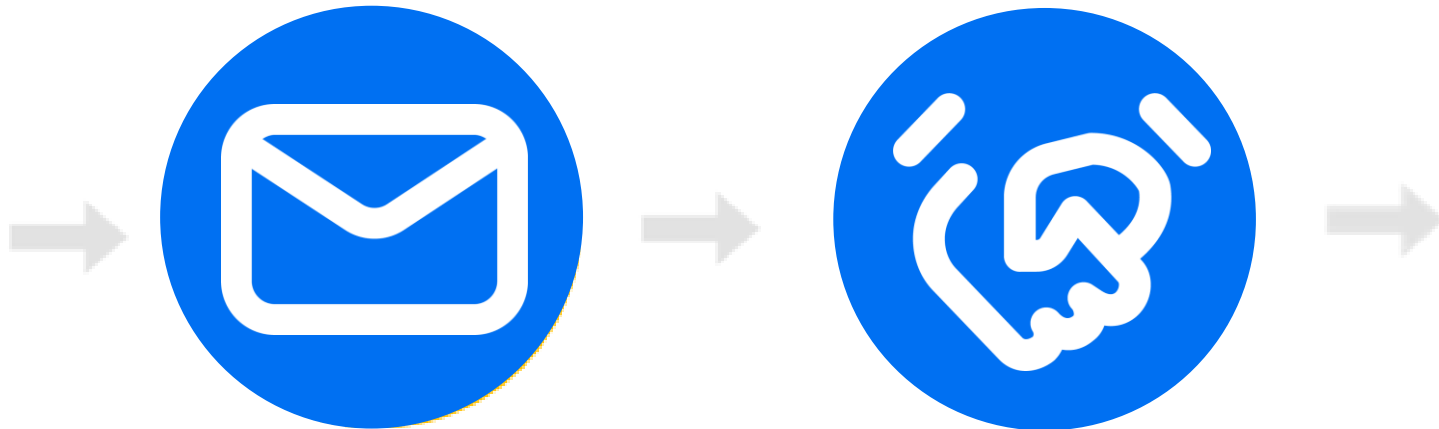
# Next Steps

## Overview



# Next Steps

## Step 1 and 2



Accept  
Trading Relationship  
Request

Create Account  
or  
Login

ordersender-prod@ansmtp.ariba.com

You will receive the **Trading Relationship Request** of your customer via email.

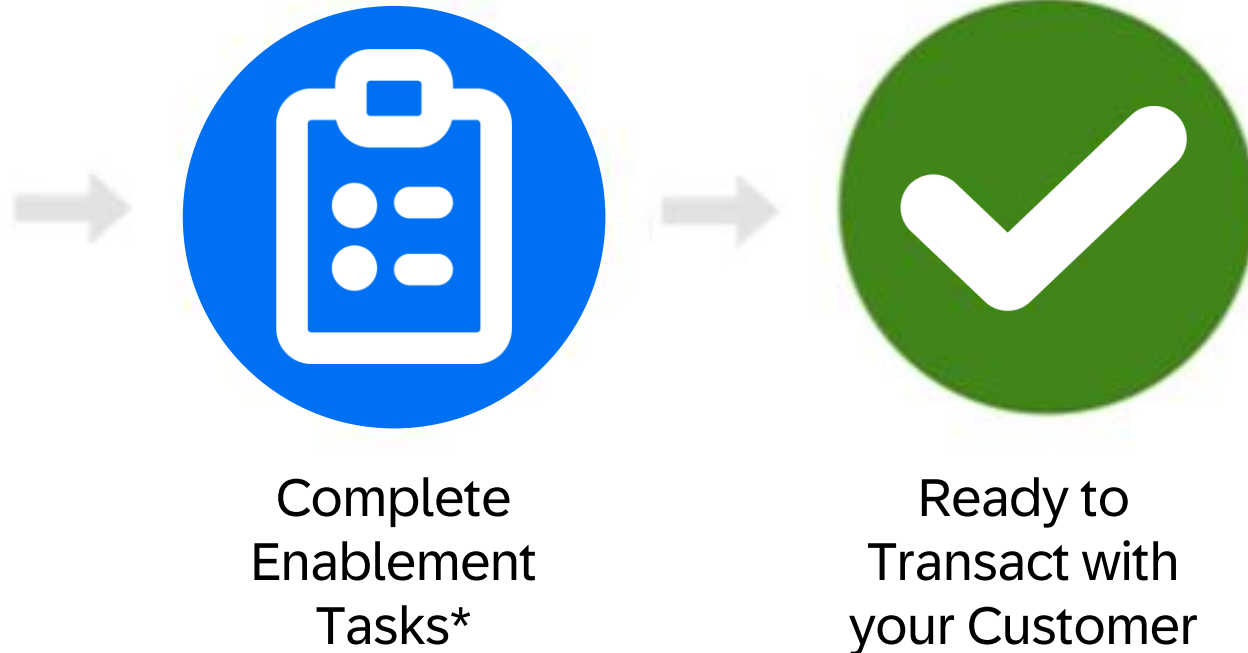
### IMPORTANT:

Before you accept the Trading Relationship Request:

1. Align internally
2. Designate / Know administrator

# Next Steps

## Final Steps

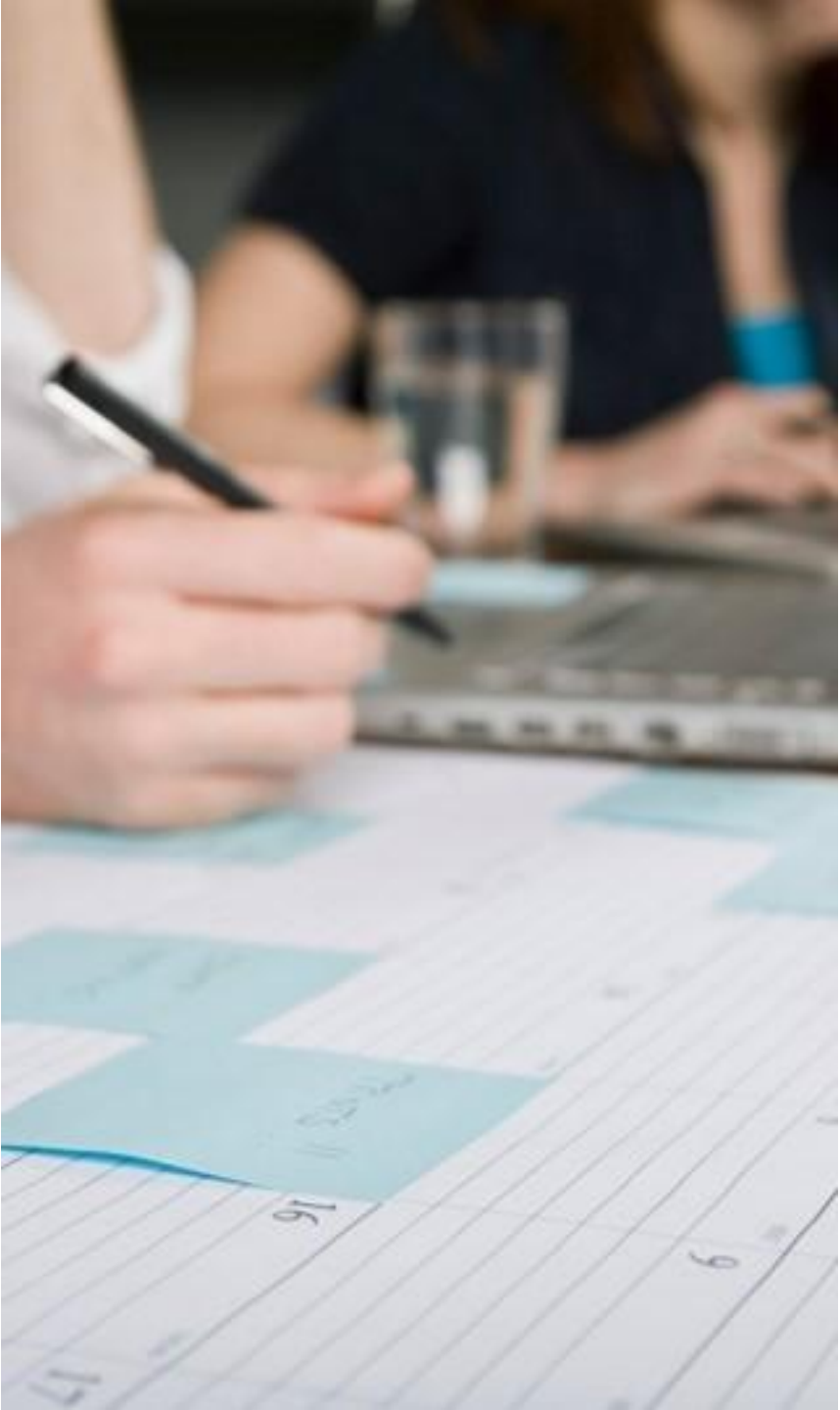


After you have logged into your SAP Business Network account, you will have to complete the **Enablement Tasks** to transact with your Customer.

\*An Onboarding Specialist **will contact you** via email and phone to support you with this step.

**Congratulations**, you are now ready to transact with your Customer!

# Timeline & Contacts



TIMELINE
<b>Onboarding begins</b> Upon Summit
<b>Accept TRR</b> 5 business days after receipt
<b>Training</b> Before Go Live
<b>Go Live</b> Receive email from IDEXX

CONTACT
<b>Business Related Questions</b> <a href="mailto:supplierenablement@idexx.com">supplierenablement@idexx.com</a>
<b>Onboarding Questions</b> <a href="#">Contact SAP</a>
<b>Supplier Information Portal</b> <a href="#">Go to Website</a>

# Thank you.

