

Dear Valued Supplier,

**Fresenius Medical Care (FME)** has partnered with **SAP Ariba®** to fulfill our vision of moving away from paper and manually transmitted documents to digital documents and purchasing transactions by expanding our use of the SAP Business Network. SAP Business Network (SBN) is a secure cloud-based service that enables suppliers and buyers to form relationships and conduct transactions over the internet. FME has been in partnership with SAP Ariba since 2018.

- If you do not yet use the SAP Business Network with other customers, we kindly invite you to please register with an Enterprise Supplier Account free of charge, which will be paid for by FME (see below)
- **If you're already using the SAP Business Network with other customers**, please reply to this message with your SAP Business Network ID (ANID).

#### **What does this mean for you?**

Once you are set up as a FME supplier on the SAP Business Network, all Purchase Orders, Order Confirmations, Advance Shipping Notices, and Invoices will be transmitted electronically using this platform. Registering on the SAP Business Network brings you many benefits as a supplier, including real-time Purchase Order delivery, the use of integrated online catalogs, invoice automation, and new business opportunities throughout the wider SAP Business Network.

Transaction rules are still under review and will be communicated once finalized. For now, please accept our Trading Relationship Request to establish a connection on SAP Business Network.

#### **What will this cost?**

**There are no fees for suppliers trading with FME on an SAP Business Network Enterprise account.**

FME will assume the cost of your Network Enterprise account and all supplier-related transaction fees. We are committed to the success of this initiative, and we are working hard to make the transition as low impact as possible for our suppliers.

**When will this take effect?**

In the next days, SAP Ariba will send you important communications and instructions for joining the SAP Business Network and establishing a trading relationship with FME.

We appreciate your prompt action on all communications and requests regarding this initiative.

**How can you learn more about the supplier experience using SAP Business Network?**

In alignment with SAP, we are happy to offer the following recorded session that will provide more information about the SAP Business Network and how to connect to FME through the Network. We highly recommend you view the recording – about 45 minutes.

Summit Title	Registration
Fresenius Medical Care Supplier Summit	<a href="#">Register Here</a>

SAP provides many resources for suppliers:

[Support for Suppliers on SAP Business Network](#)

[Supplier Webinars](#)

[FME Supplier Information Portal](#)

Additional training and support is also available once you have created your SAP Business Network Enterprise account.

In case you are interested in information about a possible backend integration with your current Order Management tools, please reach out to Supplier Enablement directly, and we can put in you contact with a relevant resource.

**What happens if my company does not register on the SAP Business Network as an FME supplier?**

If you decide not to establish a supplier account on the SAP Business Network, continued business with FME will be severely impacted.

We believe this shift will strengthen our business relationship and allow for more robust collaboration and purchasing capabilities. If you are not the correct recipient or have questions, please contact the SE Team at **[supplier.enablement@freseniusmedicalcare.com](mailto:supplier.enablement@freseniusmedicalcare.com)**

Kind Regards,  
Supplier Enablement Team