

# Supplier Fee Schedule

5 and more documents?	More than €44 600?	Usage
NO	NO	FREE
YES	NO	FREE
NO	YES	FREE
YES	YES	CHARGEABLE

- FREE for all suppliers to join and begin transacting
- No surcharges for suppliers with multiple divisions or business units
- Documents are considered Purchase Orders, Invoices, Service Entry Sheets, and Service Entry Sheet Responses

Examples			
Volume	Subscription	Transaction	Total Annual
60 documents   €35K	Standard - €0	€0	€0
4 documents   €500K	Standard - €0	€0	€0
60 documents   €500K	Silver - €670	€775	€1445
60 documents   €150K	Bronze - €45	€232.5	€277.5

Transaction Fees		
Billed every quarter		
0.155% of transaction value		
Capped at €15 500/year (per Relationship)		
+		
Subscription Fees		
Billed once a year		
Annual Document Volume Across <u>All</u> Customer Relationships	Subscription	Annual Fees
5 to 24 documents or <185K€	Bronze	€45
25 to 99 documents and >185K€	Silver	€670
100 to 499 documents and >185K€	Gold	€2 000
500 and more documents and >185K€	Platinum	€4 900

# Subscriptions Overview

Subscription Level	Description
<b>Standard</b>	<ul style="list-style-type: none"> <li>No-cost subscription level</li> <li><b>Reporting</b> functionality</li> <li>Document repository and <b>status</b></li> <li>Account <b>administration</b></li> <li>PunchOut and CIF <b>catalogs</b></li> <li>Access to Ariba customer <b>support</b></li> </ul>
<b>Bronze</b>	<ul style="list-style-type: none"> <li>Unlimited proposals and one free sales opportunity response on <b>Ariba Discovery</b></li> <li>Personalized guidance from our <b>supplier commerce consulting</b> team</li> <li>Access to <b>collaborative commerce training</b> courses</li> <li><b>Digital badges</b> that denote your specific e-commerce capabilities.</li> </ul>
<b>Silver</b>	<ul style="list-style-type: none"> <li>Two free sales opportunity responses on <b>Ariba Discovery</b></li> <li>EDI and cXML-based <b>integration</b> protocols</li> <li>Unlimited post-deployment <b>technical support</b></li> </ul>
<b>Gold</b>	<ul style="list-style-type: none"> <li>Unlimited free sales opportunity responses on <b>Ariba Discovery</b></li> <li>Automated “touchless” transacting with <b>integration</b></li> <li>Priority access to the <b>supplier commerce consulting</b> team</li> </ul>
<b>Platinum</b>	<ul style="list-style-type: none"> <li>Extensive connectivity solutions, support, and validation services providing a <b>fully automated and seamless collaboration</b></li> <li><b>Pass to SAP Ariba Live</b> gives you access to in-depth e-commerce insights and networking opportunities</li> </ul>

# Subscriptions Overview

Subscription Level	Description
<b>Standard</b>	The no-cost Standard subscription level provides the <b>tools</b> you need to manage your key order-to-cash documents on the Ariba Network. It includes <b>reporting</b> functionality, document repository and <b>status</b> , account <b>administration</b> , PunchOut and CIF <b>catalogs</b> , and toll-free webform access to Ariba customer <b>support</b> .
<b>Bronze</b>	This subscription level offers <b>unlimited proposals</b> and one free response to a buyer RFI/RFQ posting through <b>Ariba Discovery</b> . Personalized guidance from our <b>supplier commerce consulting team</b> helps you optimize your account for better collaboration with multiple customers. You get access to <b>collaborative commerce training</b> courses and can showcase your expertise by displaying <b>digital badges</b> that denote your specific e-commerce capabilities.
<b>Silver</b>	You receive two free sales opportunity responses on <b>Ariba Discovery</b> , unlimited use of EDI and cXML-based <b>integration</b> protocols, and unlimited post-deployment <b>technical support</b> , enabling you to automate the submission and receipt of order-to-cash documents between your systems and your customers via the Ariba Network.
<b>Gold</b>	You receive <b>unlimited free sales opportunity responses</b> through Ariba Discovery. You can reap the benefits of automated “touchless” transacting with <b>integration adaptors</b> to connect supported accounting systems to Ariba Network for automated document exchange. <b>Priority access</b> to the supplier commerce consulting team gives you personalized, expert advice and resources to make the most of your Ariba Network subscription.
<b>Platinum</b>	Make collaborative commerce a competitive advantage with extensive connectivity solutions, support, and validation services that help you provide a fully automated and seamless collaboration. A <b>pass to SAP Ariba Live</b> gives you access to in-depth e-commerce insights plus exceptional opportunities to network with key prospects and customers.