



# Ariba Network Seller Integration options

## Non Supply Chain Collaboration (SCC)

CUSTOMER



# Agenda

- ❖ What is integration?
- ❖ What are the added values?
- ❖ Technical options to integrate
- ❖ Seller integration methodology

# What is integration?

## What is it?

Connecting a seller's ERP to the Ariba Network via an electronic method (cXML, EDI, CSV, Dell Boomi) to transact PO, Invoices, OC, ASNs via a touchless process.

## How is it different from POflip?

POFlip is a manual invoicing option in the Ariba user interface where suppliers log in to their Ariba account, select a PO, and manually flip it into an invoice.

## Who Integrates?

Sellers with:

- High Annual Doc Volume: Ariba recommends integration for sellers with > 500 docs/year per relationship
- cXML/EDI capabilities
- An eCommerce or IT team

# Integration Value and Benefits

Integration means that more activities happen behind the scenes, there is less chance for errors, transactions occur faster, and fewer people are required for tactical processes.

## 1. Reduces Procure-to Pay cycle time

- Faster processing of documents, real-time system-to-system
  - 75% order processing productivity gains via Integration
  - Minimize delays in securing payment

## 2. Increased transaction accuracy

- No human entry errors results in reduction of disputes
- Increased accuracy by 45-60%

## 3. Efficient management of business transactions

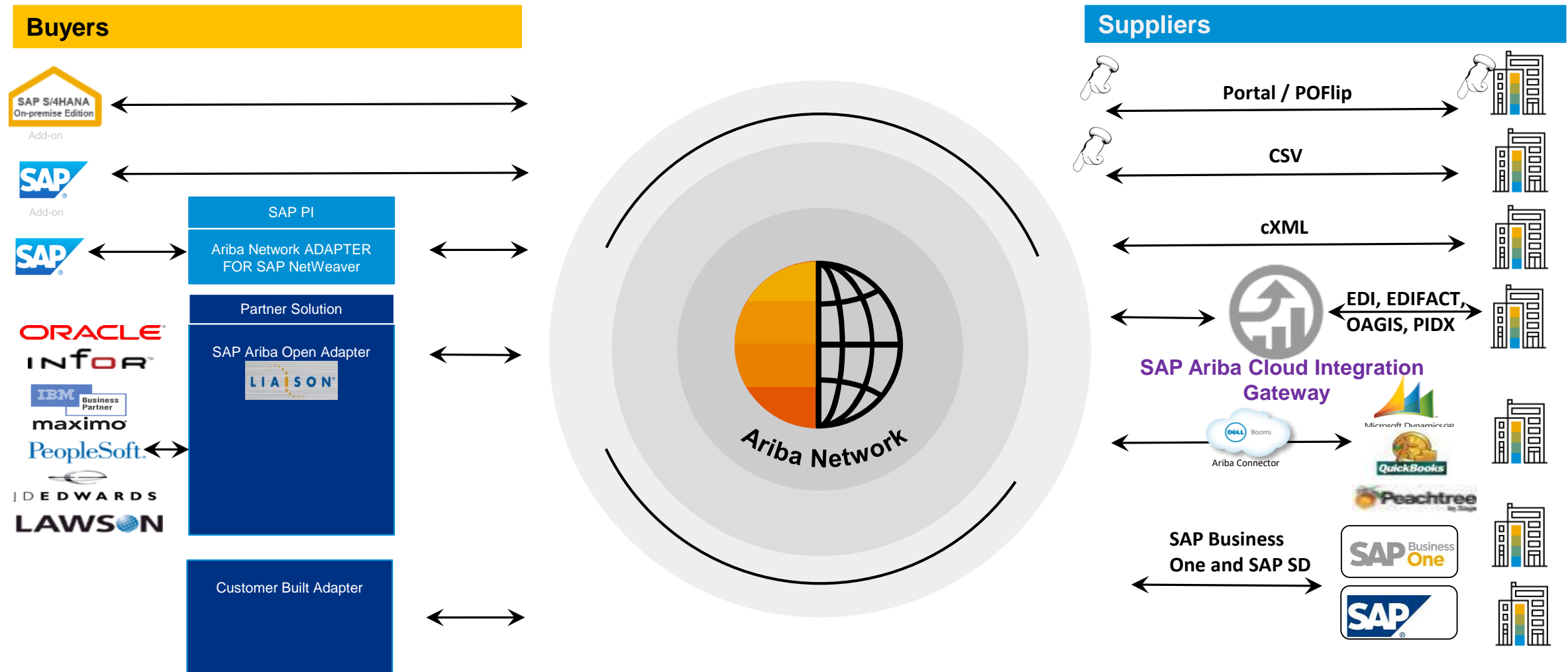
- reduced cost for resources to POFlip at high volumes
- Reduced Invoice inquiry by exchanging real-time Invoice status via Ariba Network

## 4. Improve customer retention

# Supplier Integration Methods Overview

## INTEGRATION

- High Transaction Volume
- Technically Sophisticated




# Integration Methods

| Ariba Integration method                   | Recommended volume and infrastructure                              | AN Transaction Types Supported  | Communication Protocol / Connection Type | Subscription level<br>**SMP fees as Appendix | Comments   |
|--|--|---|--|--|--|
| cXML                                       | > 500 (PO <u>or</u> INV)/year<br>• existing integration capability | All (Ariba supported)   | HTTPS                                    | Silver and above                             | <ul style="list-style-type: none"> <li>Ariba Standard</li> <li>Must adhere to Ariba cXML guides</li> <li>Attachments are supported</li> <li>Supported for Mexican tax einvoice</li> </ul>  |
| EDI - ANSI X.12<br>Via Integration Gateway | > 500 (PO <u>or</u> INV)/year<br>• existing EDI infrastructure     | 214 (Transportation Carrier Message / In & Out)<br>810 (Invoice)<br>820 (Remittance Advice)<br>824 (Application Advice / In & Out)<br>830 (Forecast)<br>830 (Commit)<br>846 (Inventory Inquiry / Advice)<br>846 Inventory Inquiry / Advice (MO/PO)<br>850 (Purchase Order)<br>855 (Order Confirmation)<br>856 (Ship Notice)<br>860 (Purchase Order Change)<br>861 (Receiving Advice / Acceptance Certificate)<br>862 (Shipping Schedule)<br>866 (Production Sequence)<br>997 (Functional Acknowledgement) | AS2                                      | Silver and above                             | <ul style="list-style-type: none"> <li>Industry Standard</li> <li>Must adhere to the relevant Ariba EDI guide</li> <li>Attachments are supported</li> <li>214, 824, 830, 846, 861, 862 &amp; 866, only supported with SCC buyer</li> <li>Not supported for Mexican einvoice</li> <li>Upon request VAN also supported as connection</li> </ul>  |
| CSV<br>(Customer Specific Template)        | >300 (INV)/year<br>• lack of infrastructure for cXML/EDI           | * Order Confirmation<br>* Advanced Ship Notice<br>* Invoice   | Manual upload via AN                     | Silver and above                             | <ul style="list-style-type: none"> <li>Only if buyer enabled this functionality. Supplier must check with supplier manager if this is available for the project</li> <li>CSV Format/template specific to a Buyer and cannot be used generically for another Buyer</li> <li>Attachments can be uploaded against each invoice via a UI when loading the CSV</li> <li>Not supported for Mexican einvoice</li> </ul> |

**\*\* Cf Appendix 1 for details on Subscription packages**

# Integration Methods (cont'd)

| Ariba Integration method  | Recommended volume and infrastructure  | AN Transaction Types Supported  | Communication Protocol / Connection Type  | Subscription level<br>**SMP fees as Appendix      | Comments  |
|---|--|---|---|---|---|
| SAP Business One adapter  | No upper or lower recommended volume   | <ul style="list-style-type: none"> <li>* Sales Order</li> <li>* Shipment notice</li> <li>* Invoice</li> <li>* Summary Invoice</li> </ul>  | HTTPS   | Silver and above                                  | <ul style="list-style-type: none"> <li>• Version of the ERP 9.0 or higher</li> <li>• Must adhere to Ariba cXML guides</li> <li>• Attachments are supported</li> <li>• Supported for Mexican einvoice (requires customization)</li> </ul>  |
| SAP SD ADDON ERP Adapter  | No upper or lower recommended volume   | <ul style="list-style-type: none"> <li>* Sales Order (goods indirect supply only)</li> <li>* Order Confirmation</li> <li>* ASN</li> <li>* Invoice</li> </ul> <p>Cf Appendix 5 for transactions to be supported by future release.</p> | HTTPS<br>Direct (SD ADDON)<br>Mediated (PI)<br><br>Cf Appendix 4 for Direct and Mediated Architecture details | Silver and above                                  | <ul style="list-style-type: none"> <li>• No More development on SAP SD ADDON ERP focus is on S4/Hana</li> <li>• Order Confirmation planned out of the box end of Sept 2016</li> <li>• Advance ship notice technically supported, supplier needs to do the mapping themselves. No other transaction supported</li> <li>• Supported ERP releases: ERP 6.0 ; ERP 6.0 EhP2; ERP 6.0; EhP3; ERP 6.0 EhP4; ERP 6.0 EhP5; ERP 6.0 EhP6; ERP 6.0 EhP7</li> <li>• Must adhere to Ariba cXML guides</li> <li>• Attachment is supported</li> <li>• SD ADDON is free of charge (cf appendix 2 and 3 – ADD ON Direct, Mediated connectivity Required tasks by the seller)</li> <li>• Supported for Mexican einvoice (requires customization)</li> <li>• Client documentation SAP Marketplace: <a href="http://help.sap.com/bni">http://help.sap.com/bni</a>. For PI check P277 seller section only.</li> </ul> |
| Dell Boomi<br>Only for customers with:<br>Sage 50<br>Peachtree<br>Intuit Quickbooks<br>MS Dynamics<br> | > 500 (PO or INV)/year<br><ul style="list-style-type: none"> <li>• no need for additional Infrastructure/software</li> </ul> | <ul style="list-style-type: none"> <li>* Sales Order</li> <li>* Order Confirmation</li> <li>* Shipment notice</li> <li>* Invoice</li> </ul>   | <ul style="list-style-type: none"> <li>• Database</li> <li>• Disk</li> <li>• FTP</li> <li>• HTTP/S</li> </ul> | Gold (Dell Boomi Standard) or Platinum (Extended) | <ul style="list-style-type: none"> <li>• Must adhere to Ariba cXML guides</li> <li>• Only available for suppliers with one of the following ERP systems:               <ul style="list-style-type: none"> <li>➢ SAGE 50</li> <li>➢ Microsoft Dynamics</li> <li>➢ QuickBooks</li> </ul> </li> <li>• Attachment is supported</li> <li>• Supported for Mexican einvoice (requires customization)</li> </ul>  |

**\*\* Cf Appendix 1 for details on Subscription packages**



# Integration Methods (cont'd)

| Ariba Integration method                                | Recommended volume and infrastructure                   | AN Transaction Types Supported   | Communication Protocol / Connection Type | Subscription level<br>**SMP fees as Appendix | Comments   |
|---|---|--|--|--|--|
| EDI - EDIFACT (version D96A)<br>Via Integration Gateway | > 500 (PO or INV)/year<br>• existing EDI infrastructure | *ORDERS (Purchase Order)<br>*ORDCHG (Change Order)<br>* ORDRSP (Order Confirmation)<br>* INVOIC (Invoice)<br>* DESADV (Ship Notice)<br>* CONTRL (Status Update / In & Out)<br>*REMADV (Remittance advice)<br>*RECADV (Receiving Advice message)<br>*INVRPT (Inventory report)<br>*APERAK (Application error and acknowledgement message / In & Out)<br>*IFTMIN (Instruction message)<br>*IFTSTA (International multimodal status report message)<br>* DELFOR(Scheduling Agreement Release/Delivery Schedule)<br>* DELJIT(Scheduling Agreement Release/Delivery Schedule - JIT) | AS2                                      | Silver and above                             | <ul style="list-style-type: none"> <li>Industry Standard</li> <li>Must adhere to the relevant Ariba EDI guide</li> <li>Attachments are supported</li> <li>Not supported for Mexican einvoice</li> <li>Upon request VAN also supported as connection</li> </ul> |
| EDI – D01B<br>Via Integration Gateway                   | > 500 (INV)/year<br>• existing EDI infrastructure       | * INVOIC (Invoice Detail)  | AS2                                      | Silver and above                             | <ul style="list-style-type: none"> <li>Industry Standard</li> <li>Must adhere to the relevant Ariba EDI guide</li> <li>Attachment are supported</li> <li>Not supported for Mexican einvoice</li> <li>Upon request VAN also supported as connection</li> </ul>  |



# Integration Methods (cont'd)

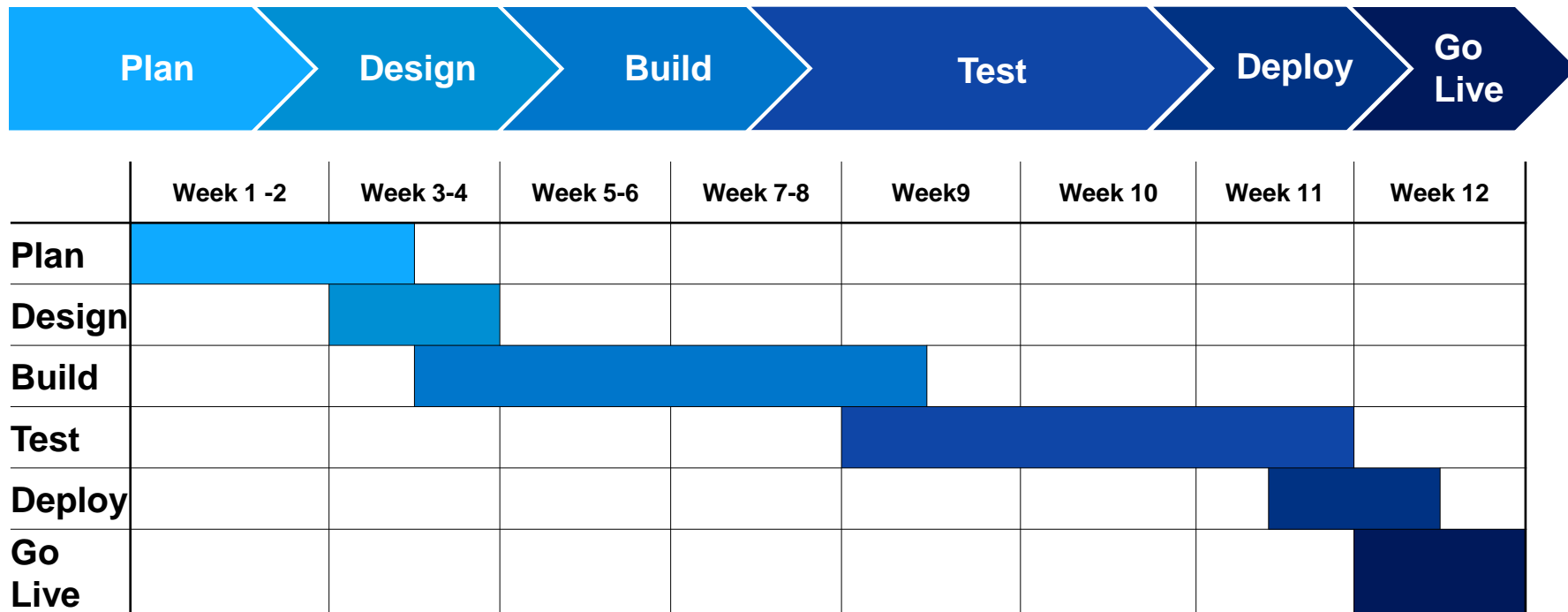
| Ariba<br>Integration method | Recommended volume and<br>infrastructure | AN Transaction Types Supported  | Communication<br>Protocol /<br>Connection Type | Subscription<br>level<br>**SMP fees as<br>Appendix | Comments |
|-----------------------------|--|---|--|--|----------|
| OAGIS / v9.2                |  | <ul style="list-style-type: none"> <li>* ProcessPurchaseOrder</li> <li>* AcknowledgePurchaseOrder</li> <li>* NotifyShipment</li> <li>* ConfirmBOD</li> <li>* ProcessReceiveDelivery (inbound)</li> <li>* NotifyInventoryConsumption</li> <li>* NotifyProductionOrder</li> <li>* NotifyInventoryBalance</li> </ul> | AS2 / HTTPS /<br>RNIF                          | Silver and above                                   |          |
| PIDX v1.61                  |  | <ul style="list-style-type: none"> <li>*OrderCreate / Order Change</li> <li>*Order Response</li> <li>*Invoice</li> <li>*Invoice Response</li> <li>*GoodsReceipt</li> </ul>  | RNIF   | Silver and above                                   |          |

**\*\* Cf Appendix 1 for details on Subscription packages**

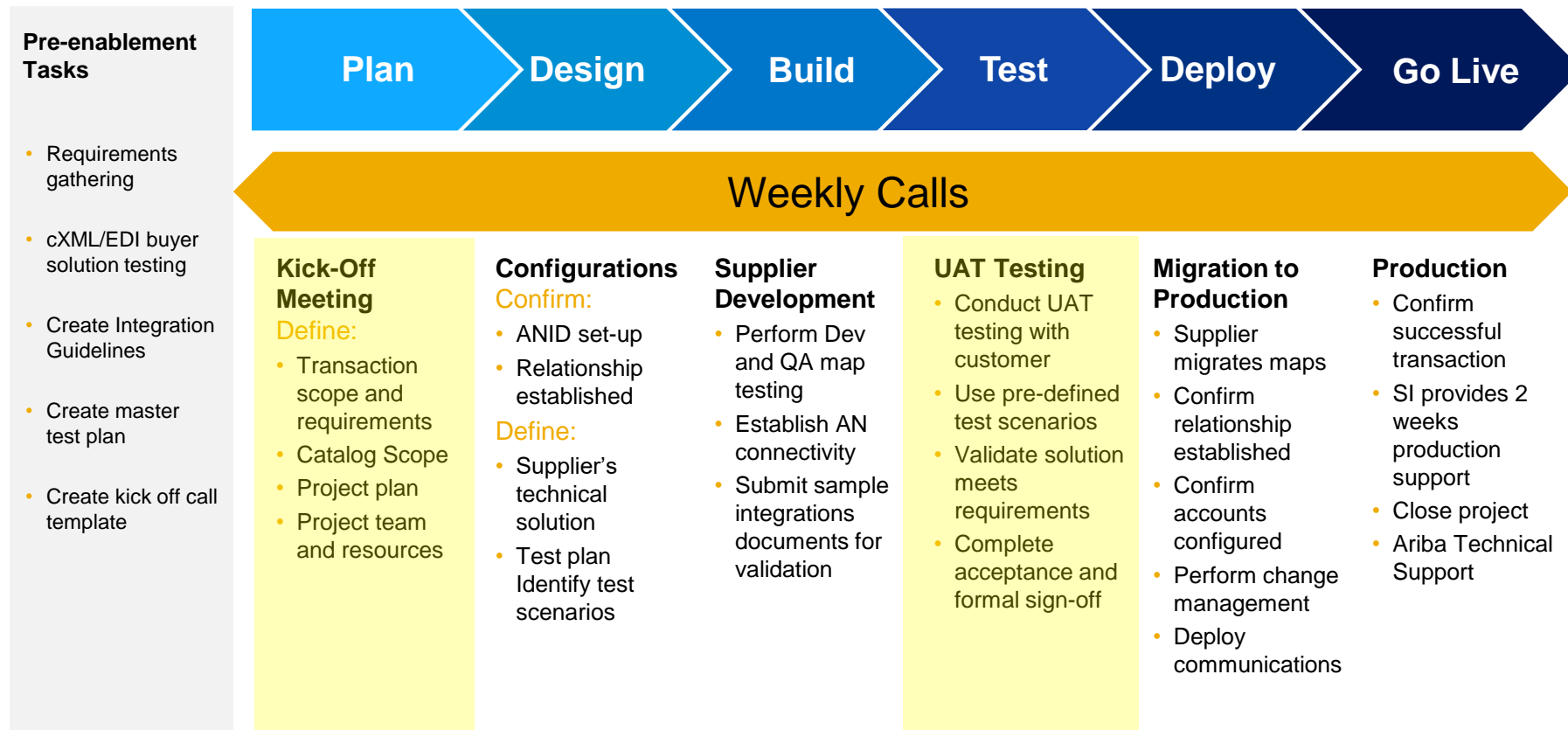
# Supplier Integration Project Planning for One Supplier

## Six phase integration project methodology

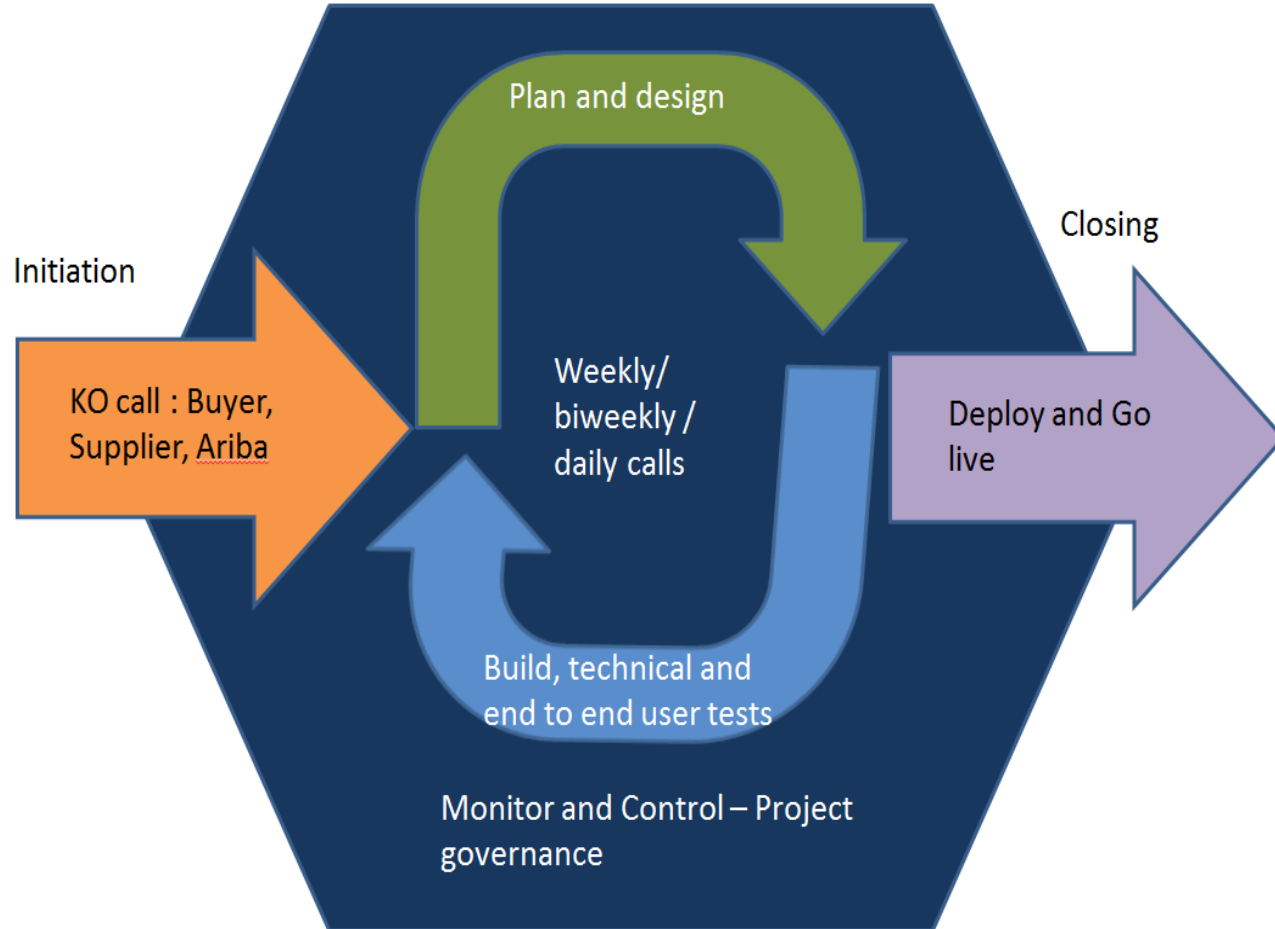
- Business processes and milestone dates to be determined at kick-off meeting
- Focus on requirements in up-front design and build phase
- Timeline based on transactions in scope



# Supplier Integration Project Planning Key Tasks



# Seller Integration Methodology - RACI Matrix



| 3.Integrated and catalog supplier (optional)             | BUYER | ARIBA | SUPPLIER |
|--|-------|-------|----------|
| CIF Catalog Enablement Process                           | R     | C     | R        |
| Punchout catalog enablement                              | R     | C     | R        |
| <b>3.1.Integration Activities - EDI / cXML/ CSV</b>      |       |       |          |
| <b>3.1.1.Planning</b>                                    |       |       |          |
| Organise the seller kick-off                             | C     | R     | C        |
| Obtain planning commitment                               | C     | R     | A        |
| <b>3.1.2.Design</b>                                      |       |       |          |
| Design PO seller interface                               | -/C   | -/C   | -/R      |
| Design "Enrich buyer PO" with data requested by seller   | -/R   | -/C   | -/C      |
| Design INV Seller Interface                              | -/C   | -/C   | -/R      |
| <b>3.1.3.Build</b>                                       |       |       |          |
| Develop PO seller interface                              | I     | I     | R        |
| Develop "Enrich buyer PO" with data requested by seller  | -/R   | -/I   | -/I      |
| Develop INV seller interface                             | I     | I     | R        |
| <b>3.1.4.Test</b>  |       |       |          |
| Send test PO   | R     | I     | I        |
| Receive test PO and integrate                            | I     | I     | R        |
| Analyse result of test PO with seller in case of errors  | R/A   | C     | R/A      |
| Send test INV  | I     | I     | R        |
| Receive test INV and integrate                           | R     | I     | I        |
| Analyse result of test INV with seller in case of errors | R/A   | C     | R/A      |
| Review of test progress every other day till completion  | A     | R     | A        |
| Review of progress every week                            | A     | R     | A        |
| <b>3.1.5.Deploy</b>                                      |       |       |          |
| Activate seller in buyer ERP                             | R     | I     | I        |
| Activate buyer in seller ERP                             | I     | I     | R        |
| <b>3.1.6.GoLive</b>                                      |       |       |          |
| Follow transition to support                             | I     | R     | I        |
| Follow first transaction                                 | A     | R     | A        |
| <b>3.1.7 VOC survey</b>                                  |       |       |          |
| Request VOC survey complete                              | A     | R     | I        |
| Fill in VOC survey                                       | I     | I     | R        |

# Seller Integration Methodology

## RACI Matrix (Supplier roles)

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### Project Lead

- Main contact for project coordination
- Provide commitment to project timeline
- Understand buyer's transaction validation rules
- Participate in status meetings

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### Technical Developer

- Provide technical details for integration to back-end systems
- Perform data mapping
- Assist in troubleshooting document failure

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### Testing Contact

- Review and confirm test plan
- Download & validate applicable test transactions; load & process through ERP
- Assist in other testing activities, coordinate go-live

# **Seller Integration Methodology**

## **After Go Live Transition To Support**

### Post Go-Live Support

- Seller Integrators provide 2 weeks support post Go-Live during Live transactions starting with the first transaction in Production.
- After the two week period - a Service Request should be created for any request via Help Section in the Supplier's account
- Full list of support numbers per country are also listed in the Help Section of each suppliers account

# Appendix 1 - Subscription offerings for Ariba Network sellers

There are two components to the Supplier Membership Program: the Network Transaction Service subscription and the package subscriptions.

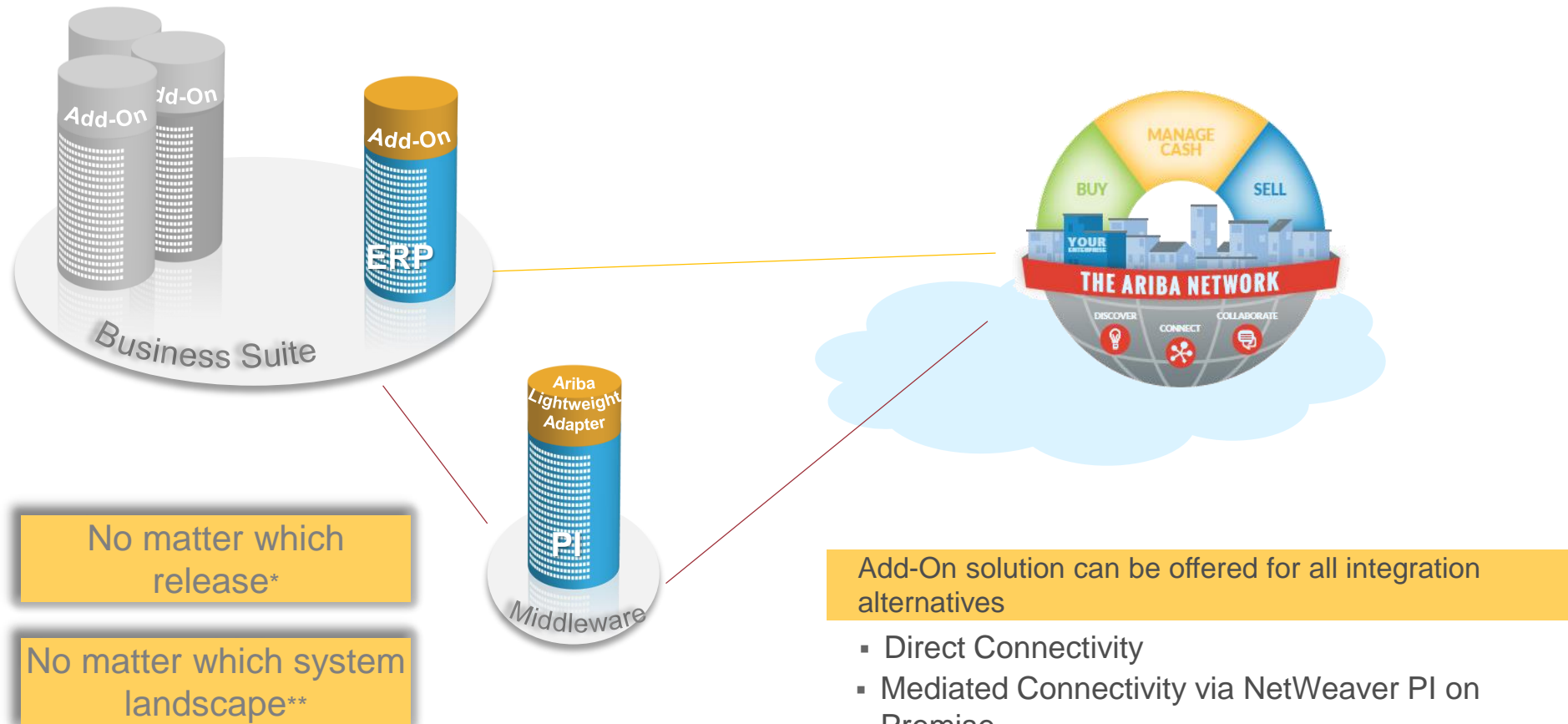
Note: Sellers who use cXML or EDI technologies and transact 25+ documents annually automatically receive the €670 Silver or higher level subscription

| Fee Schedule |                    |                           |  |  |   |   |   |
|--------------|--------------------|---------------------------|--|--|---|---|---|
| Subscription | Level              | Entry                     | Standard*  | Bronze   | Silver  | Gold  | Platinum  |
|              | Documents per year | Unlimited PO, OC, Invoice | Up to 4*   | 5 to 24*   | 25-99*  | 100-499*  | 500+*   |
|              | Key Benefits       | Interactive Email         | Interactive Email Plus: <ul style="list-style-type: none"> <li>• Portal use</li> <li>• PO Flip</li> <li>• PO-Invoice reconciliation and status</li> <li>• Catalog use</li> <li>• Customer support</li> </ul> | Standard Plus: <ul style="list-style-type: none"> <li>• Advanced reporting through Portal</li> <li>• Ariba achievement badges</li> <li>• Sales opportunity response</li> </ul> | Bronze Plus: <ul style="list-style-type: none"> <li>• Integration Express consultation</li> <li>• Unlimited cXML and EDI usage</li> <li>• Supplier technical support</li> </ul> | Silver Plus: <ul style="list-style-type: none"> <li>• Unlimited responses to sales opportunities</li> <li>• Basic integration tools</li> <li>• eCommerce consultation services</li> </ul> | Gold Plus: <ul style="list-style-type: none"> <li>• Dedicated support channel</li> <li>• Advanced integration tools</li> <li>• Ariba LIVE pass</li> </ul> |
|              | Subscription Fee   | No charge                 | No charge  | 45 EUR<br>35 GBP<br>50 USD/yr  | 670 EUR<br>500 GBP<br>750 USD/yr  | 2000 EUR<br>1500 GBP<br>2250 USD/yr   | 4900 EUR<br>3770 GBP<br>5500 USD/yr   |
| Transaction  | Transaction Fee    | No charge                 | No charge  | .155% for Bronze-Platinum levels   |   |   |   |



# Appendix 2 – ADD ON Direct versus Mediated connectivity

- SAP Business Suite Add-On for seamless process integration with Ariba Network



# Appendix 3 – ADD ON Direct, Mediated connectivity

## Required tasks by the seller

### SD Add-on Direct Connectivity

SAP Basis (Required)

- Setup & Deployment activities

SAP SD consultant (Required)

- Configuration of the Add-on

SAP ABAP developer (Recommended)

- Customizations on the SAP back-end (extrinsics, taxes ..)

### SD Add-on Mediated Connectivity

SAP Basis (Required)

- Setup & Deployment activities

SAP SD consultant (Required)

- Configuration of the Add-on

SAP ABAP developer (Recommended)

- Customizations on the SAP back-end (extrinsics, taxes ..)

SAP PI consultant (Required)

- Deployment of Lightweight PI adapter

# Thank you.