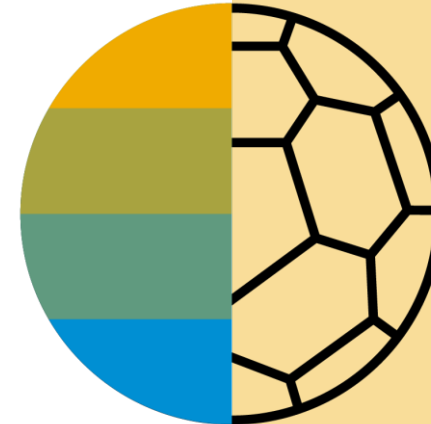


GENERAC

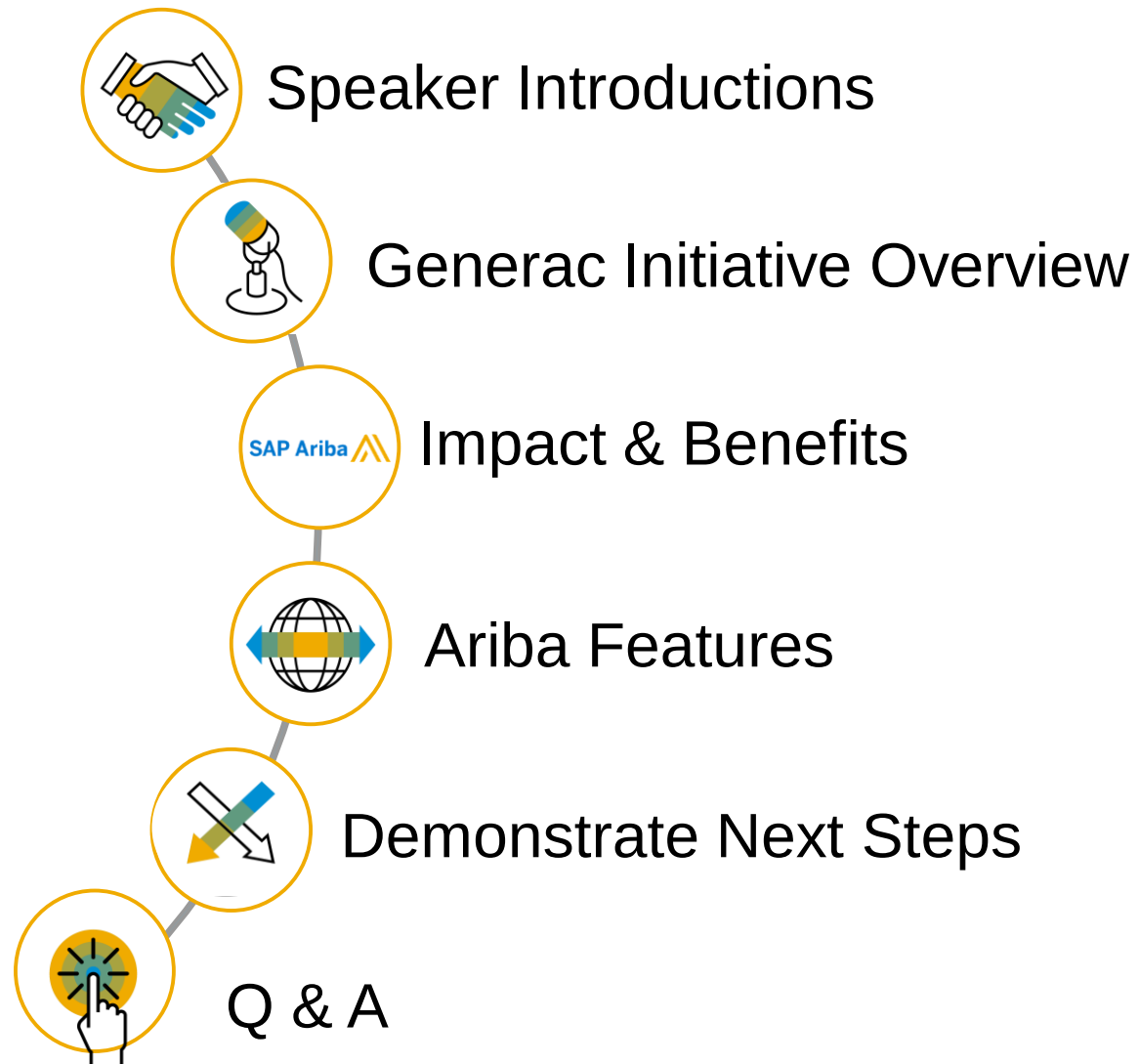
SAP Ariba



Supplier Kickoff



Today's Objectives



Introductions



Jeff McKain
Director Global Supply Chain
Generac Inc



Nate Smith
Network Deployment Lead
SAP Ariba

Overview of Generac Ariba Initiative

- ✓ Goals – Why is this change occurring?
- ✓ Scope – What is changing? What will remain the same?
- ✓ Compliance – Will this change be required?
- ✓ Expectations – What should suppliers do next?
- ✓ Timeline – When is this happening?



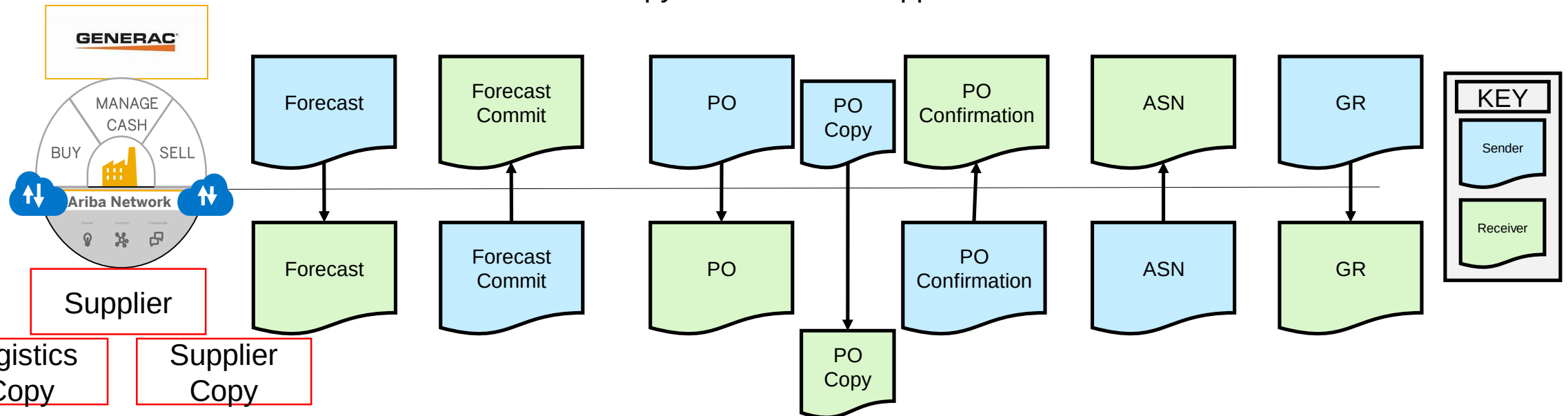
Goals of Generac Ariba Initiative

- Implement new business processes where Supply Chain documents will be exchanged electronically through the Ariba Network
- Make transacting electronically with suppliers our standard way of doing business.
- Achieve a unified, global approach to procure goods and services.
- Gain greater control and efficiencies over Supply Chain processes



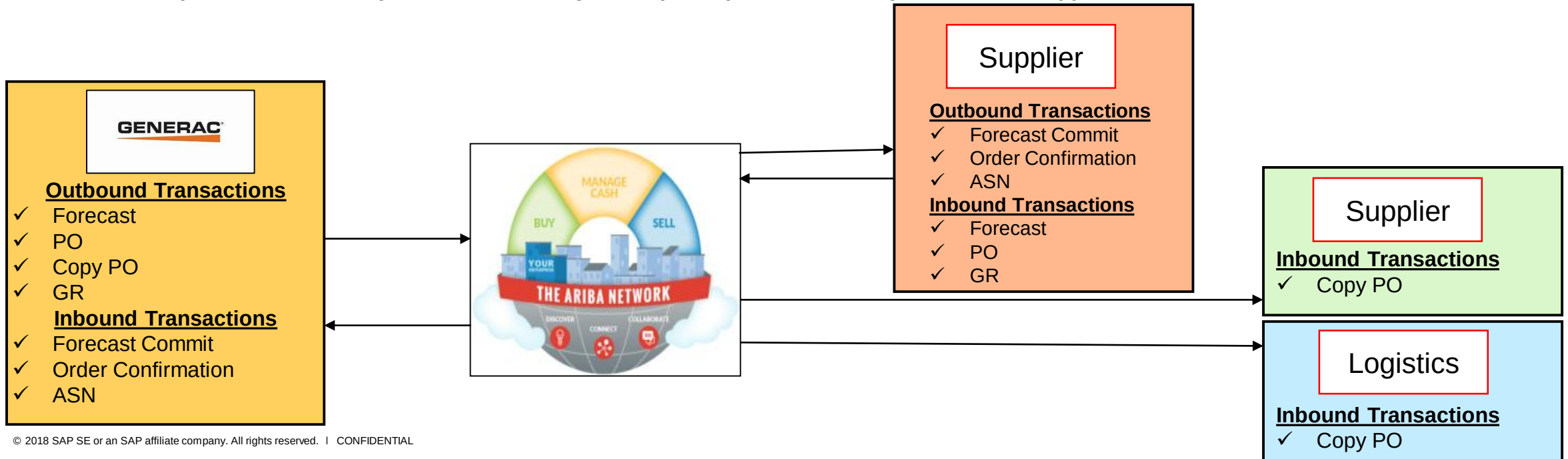
Scope of Generac Ariba Initiative

- Planning Processes in Scope
 - **Forecast** - sent to Supplier from Generac via Ariba
 - **Forecast Commitment** - sent to Generac from Supplier via Ariba
- Purchasing Processes In Scope
 - **Purchase Order / Purchase Order Change** - sent to Supplier from Generac via Ariba
PO Copies will also be sent when applicable
 - **PO Confirmation** - sent to Generac from Supplier via Ariba
 - **Advanced Shipping Notice** - sent to Generac from Supplier via Ariba
 - **Goods Receipt** - sent to Supplier from Generac via Ariba
 - **Multi Tier Document Collaboration** – Copy of PO sent to Suppliers from Generac via Ariba



Copy PO Reasoning / Actions

- PO Copy sent to Suppliers and Logistics Providers where applicable.
- PO Copy will exclude price but include delivery dates, materials, quantities, etc.
- PO Copy is sent so Suppliers will understand the raw material needs related to a Generac PO
- PO Copy is sent so Logistics Provider will understand logistic needs for a Generac PO
- Expectation is that raw material allocation is arranged (outside of Ariba via the existing process) based on the PO Copy that you receive
- No action (other than receiving and understanding the PO) is required in Ariba against the PO Copy



Compliance Policy of Generac Ariba Initiative

Compliance Messaging

- Use of Ariba tools and processes **is required** for suppliers that do business with Generac
- Requirements messaging will be communicated in written (email) communications to suppliers as well as in Supplier Meetings and Trainings

Timeline and Expectations of Generac Ariba Initiative

Timing & Expectations

Sept 20: Supplier Onboarding Begins

Sept 20: Suppliers Receive Trading Relationship Request

Sept 25: Trading Relationship Request Acceptance Due

Oct 25: Participate In Testing

Nov 5: Attend Ariba Training

Nov 16: Go Live



Send Ariba Network account related questions to: nathan.smith01@sap.com

Why a Business Network?



Save Time



Increase Your Revenue



Lower Costs



Receive Faster Payment



Stay Organized



Satisfy Your Customer

Why Ariba Network?

World's largest trading community of over \$1 trillion

- Help active Global 2000 buyers find your products and services
- Get expertise, experience, and advice



Single point for business collaboration

- Manage leads, proposals, contracts, orders, invoices, and payments
- Collaborate with multiple customers

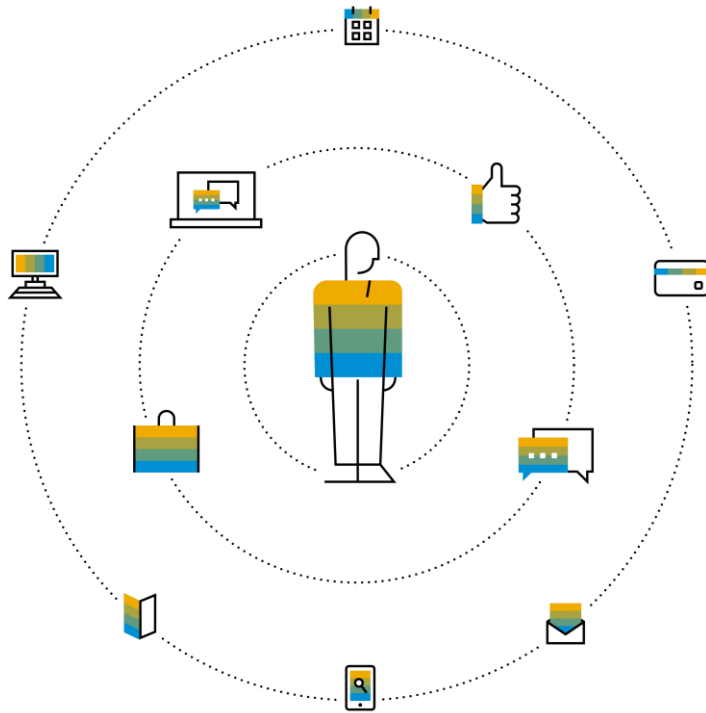


Works with how you do business

- Access a wide range of transaction options
- Use many browsers, formats, languages, and currencies



No Supplier Fees When Transacting with Generac On Ariba Network



FREE transacting in Standard Level with Generac on Ariba Network

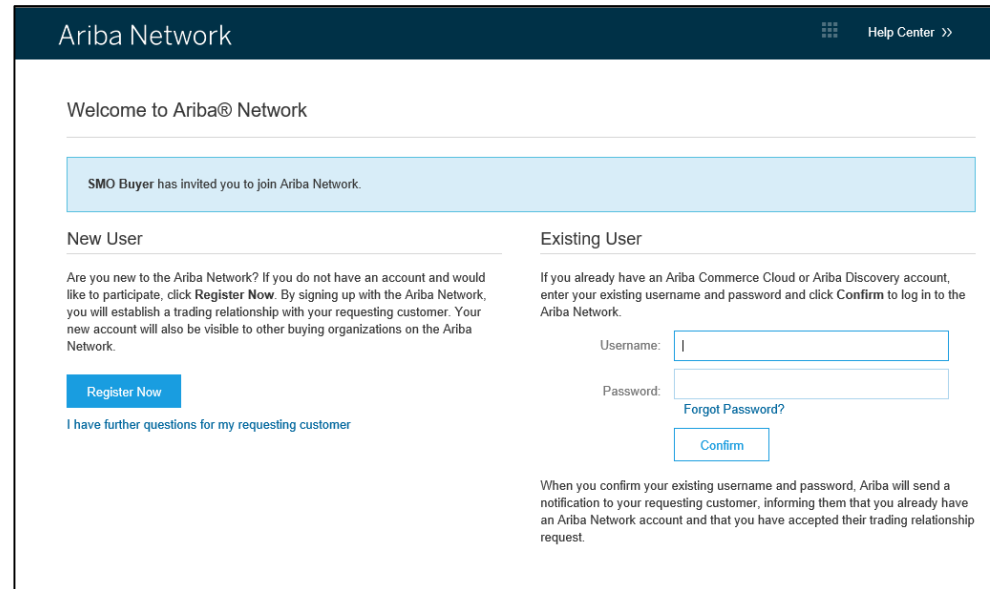
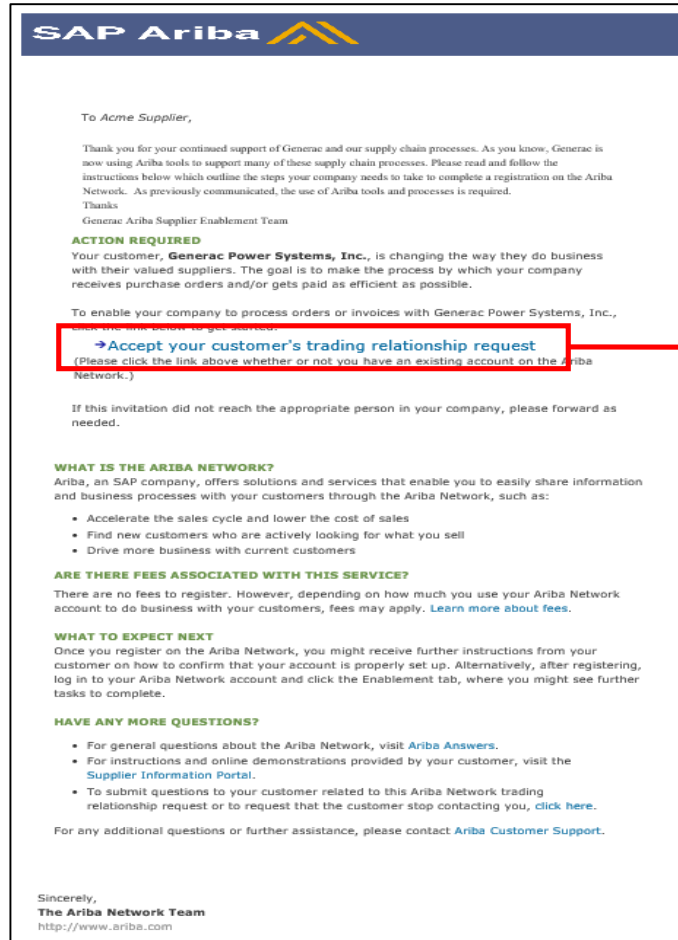
No surcharges for Suppliers with multiple divisions or business units

How Can Suppliers Connect to the Ariba Network?



- Suppliers will connect to Ariba through the online Ariba Portal (PO Flip)
- Only an Internet connection is needed to access the Ariba Portal
- Portal access requires a username and password
- Some documents (ie. Forecast Commitments) can be completed by uploading information via a CSV template

Accept Trading Relationship Request



1. Receive Trading Relationship Request Letter from Ariba
2. Click "Accept your Customers Trading Relationship Request"
3. Click Register Now
4. Complete All Required Information

Who Needs To Be Involved?

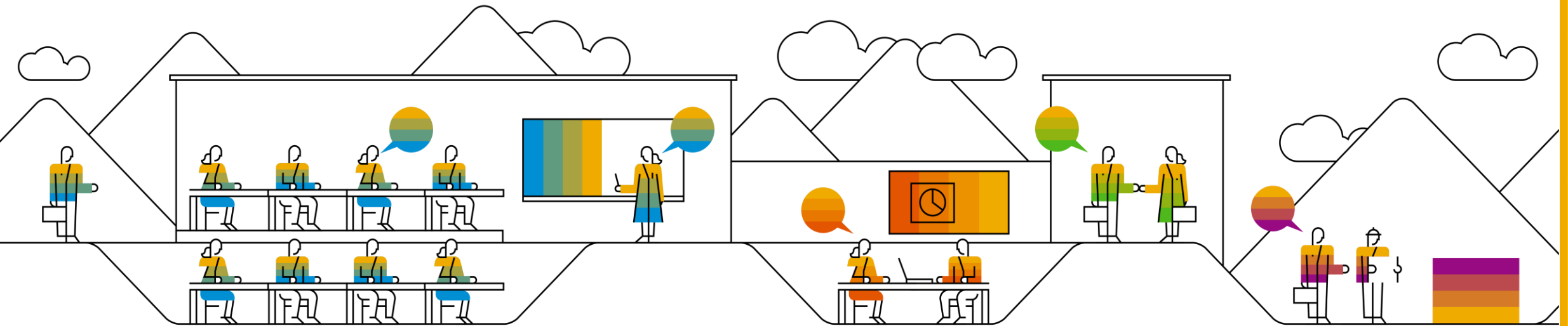
Ariba Role	Responsibilities	Potential Resources
Ariba Account Admin	Created / Maintain Companies Ariba Account, Provide New Users Access	Supply Chain Support Person, IT Resource
Forecast Receiver	Receive and understand Generac's Forecast from Ariba	Planner, Person that receives the Forecast today
Forecast Commitment Generator	Create and send a commitment to Generac's Forecast in Ariba	Planner, Person that commits to the Forecast today
Purchase Order Receiver	Receive and understand Generac's PO's from Ariba	Customer Service, Person that receives the PO today
PO Confirmation Generator	Create and send a Confirmation to Generac's PO in Ariba	Customer Service, Person that receives the PO today
Advanced Shipping Notice (ASN) Generator	Create and send an ASN to Generac's PO in Ariba	Customer Service, Warehouse Resource

- One resource can perform several roles (this is fairly common)
- Several resources can perform one role
- No role requires an overly 'technical' resource
- Use of groups in some scenarios is recommend (ie. customerservice@supplier.com) can be used for receiving PO's

Go Live Reminder

Go Live on Ariba Network

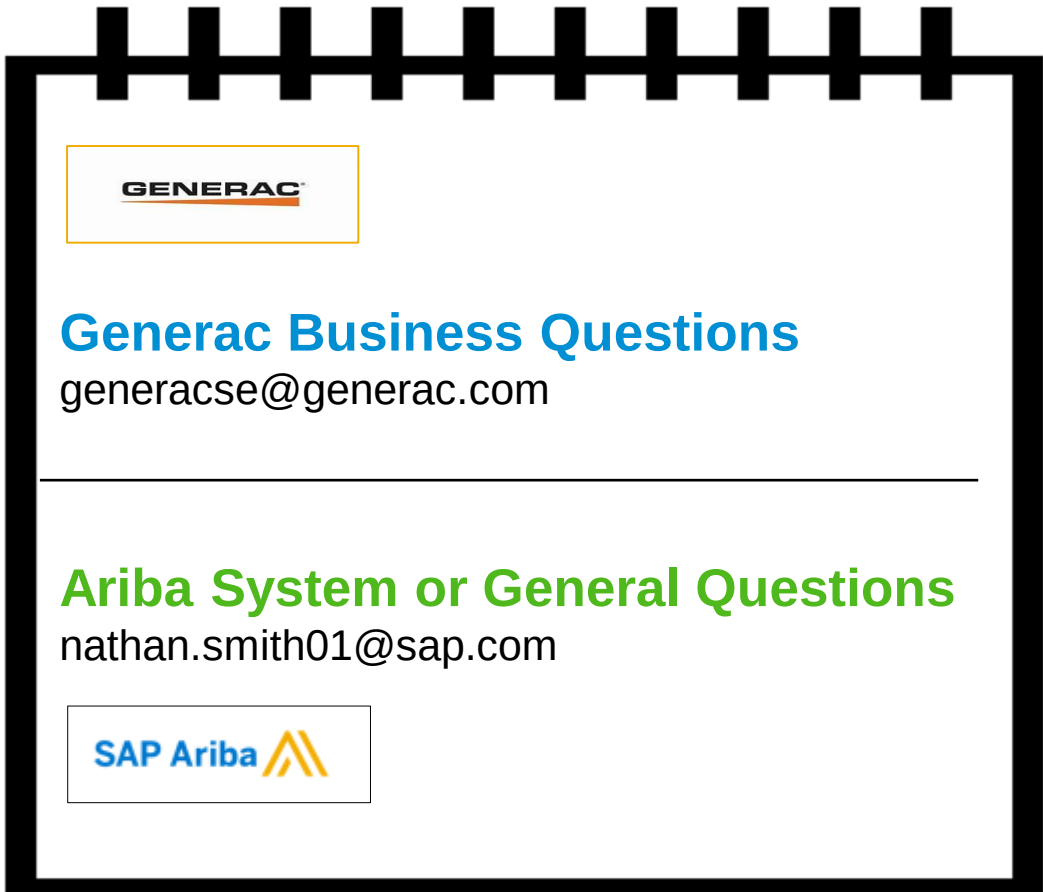
Projected Date to Start Transacting - **Nov 16, 2018**



Questions?



Sept 20: Supplier Onboarding Begins
Sept 20: Suppliers Receive Trading Relationship Request
Sept 25: Trading Relationship Request Acceptance Due
Oct 25: Participate In Testing
Nov 5: Attend Ariba Training
Nov 16: Go Live





Generac Business Questions
generacse@generac.com

Ariba System or General Questions
nathan.smith01@sap.com



GENERAC

Thank you.

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GENERAC

Appendix

SAP Ariba 

Register as a New User

- 1 Select “Register Now.”
- 2 Enter:
 - Your company information
 - Product & Service categories
 - Type in a keyword, select the category, and click on Add. For more precise matches, use the Browse option.
 - Sales territories
 - User information
- 3 Accept the Terms of Use.

The screenshot shows the 'Ariba Network' registration interface. The main heading is 'Enter Your Ariba Commerce Cloud Information' with 'Continue' and 'Cancel' buttons. Below this is a section 'Enter basic company information' with a note '* Indicates a required field'. The form includes fields for 'Company Name', 'Country' (set to 'United States [USA]'), 'Address' (with three lines), 'City', 'State' (set to 'Pennsylvania'), and 'Zip'. There are also sections for 'Product and Service Categories' and 'Ship-to or Service Locations', each with an 'Add' button and a '-or- Browse' link. At the bottom, there are optional fields for 'Tax ID' and 'DUNS Number', with instructions to enter a nine-digit Company Tax ID number and a nine-digit number issued by Dun & Bradstreet.

Set Up Your Account

- 1 Click on the Tasks link to configure your account.
- 2 Choose one of the following routing methods:
 - Online
 - cXML
 - EDI
 - Email
 - Fax
 - cXML pending queue (available for Order routing only)
- 3 Configure e-mail notifications.

What else may be required?

Any customer specific requirements will be communicated directly from your Buyer

The screenshot shows the 'Network Settings' window with the 'Electronic Order Routing' tab selected. It includes a 'Save' button and a 'Close' button. The interface is divided into sections: 'Capabilities Preferences', 'External System Integration', 'Non-Catalog Orders with Part Numbers', and 'New Orders'. The 'New Orders' section contains a table with columns for 'Document Type', 'Routing Method', and 'Options'. The 'Email' routing method is selected, and the 'Include document in the email message' checkbox is checked. The 'Email address' field is also visible.

Document Type	Routing Method	Options
Catalog Orders without Attachments	Email	☐ Attach cXML document in the email message ☒ Include document in the email message ☐ Leave attachments online and do not include them with email message. This applies to all orders with attachments that have the routing method "Same as new catalog orders without attachments".

Log on to the Ariba® Network

- ➔ Log in using your current Ariba username and password in order to accept the relationship with your customer.

Existing User

If you already have an Ariba Commerce Cloud or Ariba Discovery account, enter your existing username and password and click **Confirm** to log in to the Ariba Network.

Username:

Password: [Forgot Password?](#)

When you confirm your existing username and password, Ariba will send a notification to your requesting customer, informing them that you already have an Ariba Network account and that you have accepted their trading relationship request.