



September 24, 2018

Dear Preferred Supplier,

I am pleased to inform you that Mars, Inc. is undergoing a complete transformation of our procure-to-pay processes through a partnership with SAP Ariba, a leading e-commerce platform provider. By utilizing the SAP Ariba platform, both our companies will gain increased visibility and decreased cycle times related to all transactions. The upcoming change, titled Program Keystone, will go into effect early next year starting with our Canada Operations and then followed by the United States. A detailed deployment schedule will be forthcoming.

Supplier Registration on the SAP Ariba Network is a mandatory requirement in doing business with Mars, Inc. On behalf of its suppliers, Mars, Inc. will fund all fees associated with transacting on the SAP Ariba Network from system go-live until March 2021. Following March 2021, all Suppliers will be required to pay all SAP Ariba Network fees for Mars, Inc. transactions. For low volume Suppliers, there are free of charge options available to interact with Mars, Inc. via SAP Ariba. More details related to the SAP Ariba Network fees will be shared at the Supplier Summit.

Over the next few weeks, you will be contacted by our team to start the process of enabling transactions using SAP Ariba. Please register on the SAP Ariba Network as soon as it is made available to you. We truly believe this transition will benefit both of our organizations and look forward to a more in-depth discussion as to how.

Key Next Steps

1. Provide Supplier Contact Information

Please reply to this email with the following details for your company by October 8, 2018:

- Main Contact name
- Main Contact email
- Main Contact phone number
- Does your company provide a catalog that Mars, Inc. may utilize?: (Yes / No)
- If so, what type of catalog?: (Hosted / Punch-out)

Note that select Suppliers may be contacted directly with additional steps to set up a catalog that Buyers can utilize to develop purchase requisitions.

2. Attend the SAP Ariba Supplier Summit (Webinar)

SAP Ariba will host a virtual session to provide more information to you including instructions for how to set-up your company's SAP Ariba Network account as well as specific details about this initiative. Below are registration details for the Supplier Summit:

Mars Keystone Supplier Summit	Date	Time	Registration
Option 1	Tuesday, October 16, 2018	11:00 AM – 12:00 PM EDT	Register Here
Option 2	Thursday, October 18, 2018	2:00 PM – 3:00 PM EDT	Register Here

3. Complete the mandatory Trading Relationship Request (TRR)

On October 19, 2018, SAP Ariba will send you an email with instructions on how to enable electronic transactions between your company and Mars on the SAP Ariba Network. **Please accept this TRR by November 2, 2018.**

If your company does not have an SAP Ariba account, please register for an SAP Ariba Network account, which will then allow you to accept the TRR. New account registration information will be provided in the TRR.

Please do not hesitate to contact the Mars, Inc. North American Supplier Enablement Team with any questions you may have at mars.supplier.enablement.team.na@effem.com

Thank you for your support of this important initiative. We look forward to continued business with you during this transition and beyond.

Sincerely,



Krista Page
Commercial VP Americas
Commercial @ Mars Transversal Team (C@MTT)