

July 5, 2019

Dear Valued Entegris Supplier,

We are pleased to announce a new initiative to streamline our procurement and accounts payable processes. Entegris is partnering with **SAP Ariba®** to fulfill our vision of moving away from paper and manually transmitted documents. Since 1996, Ariba has been transforming the global procurement landscape for businesses of all sizes and we are excited to provide you with this opportunity.

Pursuant to this new landscape, Entegris is requesting that our suppliers provide a Punchout Catalogue that can be utilized within the Ariba framework. This would significantly streamline those purchases, bring additional visibility to the supplier, and permit our user to enter purchase requisitions more efficiently.

➤ **What does this mean for you?**

Conducting business on the Ariba Network will be required and your Purchase Orders, Invoices and Credit Memos will soon be transmitted using this platform. One of the reasons we selected SAP Ariba is that it brings our suppliers many benefits such as real-time PO delivery, use of online catalogs, invoice automation, reduction of transaction costs, improved reconciliation, and potential new business opportunities on the Ariba Network.

➤ **Is there a cost associated with this initiative?**

Suppliers new to the Ariba Network generally start transacting on the Ariba Network for free, though based on the volume of transactions you do on the Network (across all customer relationships) you may be subject to fees. Any potential fees may be offset by the many benefits of the Ariba Network mentioned prior. To learn more please visit [SAP Ariba Subscriptions and Pricing](#).

➤ **When will this take effect?**

In the coming weeks, Ariba will send you important communications and instruction via a Trade Relationship request (TRR) for joining the Ariba Network. You can expect these communications starting the week of July 1st through the week of July 22nd depending on the type of Enterprise Supplier category to which you have been assigned. These communications will facilitate establishing a trading relationship with Entegris on the Ariba Network and configuring your Ariba Network account. We appreciate your prompt action on all communications and requests regarding this initiative (not to exceed five business days). We are targeting a cutover date from your existing AP process around November 2019.

➤ **Do I have to agree to subscribe to the Ariba Network?**

Yes. With Entegris' goal of optimizing our Business Network Solutions in a "touchless" fashion, and consolidating our Supplier base, it is mandatory for our Suppliers to support this process. Although there are numerous, long-standing relationships between Entegris

and our Suppliers, we only intend to partner with those Suppliers who have agreed to transact on the Ariba Network. Entegris values each and every supply partner who supports our business, but we must be cognizant of the execution costs in a “paper” system as well as the compliance requirements to operate with global suppliers. The Ariba Network resolves these concerns.

➤ **How can you learn more about the Entegris and SAP Ariba partnership?**

You can learn more about SAP Ariba and the specific details about this initiative by registering for a web-based supplier summit first week of August (dates and time to follow). Attendance is highly encouraged as you will have the opportunity to participate in a live Q&A with experts from both SAP Ariba and Entegris.

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 Entegris Supplier Enablement Team at IndirectProcurement@entegris.com.

Kind Regards,
Entegris Enablement Team

