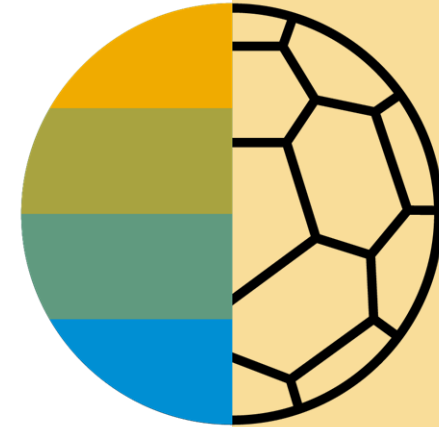


# Alphabet/Google 供应商峰会

通过电脑的扬声器或耳机提供音频



# 议程



# 介绍



**Gabe Gilbert**

Source to Pay Transformation  
Change Lead

**Eliza Sivo**

Source to Pay Transformation  
Communications Lead



**Laura Mamo**

Enablement Team Member



## Vision

At Google, we are setting out to **simplify** our end-to-end source to pay process by transitioning our work with suppliers to the Ariba Network, thereby benefiting from process **automation** and a **coordinated support model**.



## Our Partnership Goals

### Be Faster

by designing more efficient business processes

### Be Compliant

by making it easier to adhere to policies and best practices for doing business together

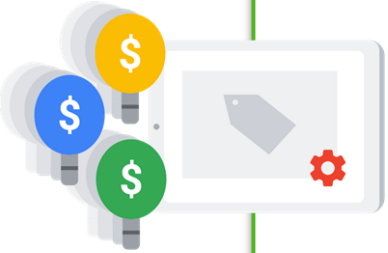
### Be Informed

by providing access to integrated data to support our partnership

*Please note: Google began its journey deploying SAP Ariba capabilities starting in Q4 2019. Functionality will be rolled out and communicated to suppliers accordingly in targeted waves.*

# How will you use SAP Ariba?

## Transacting with Alphabet/Google



- **Receive NEW Purchase Orders**
- **Submit NEW Invoices**

### Important

- NEW POs are those created after go-live
- Existing POs created before go-live should be invoiced through current channel

Reviewed during today's summit! ✓

## Managing Your Account Information



- **Update Account Information**  
(e.g. bank account, address, etc.)

### Important

- This is a separate process completed by supplier after go-live
- All supplier information will be self-managed

Look out for more information in the coming weeks!

## Timing & Expectations

**Supplier Onboarding Begins: Soon!**

**Accept Trading Relationship Request with Alphabet/Google:** 5 business days after receipt from SAP Ariba

**Supplier Support and Additional Resources:**  
Supplier Support Portal will launch soon

**Go-Live:** Receive confirmation from Alphabet/Google  
2 weeks prior to Go-Live target date

**Questions? Email us at** [supplierenablement-external@google.com](mailto:supplierenablement-external@google.com)

*\*Subject to change. If target date for the transition to SAP Ariba changes, Alphabet/Google will notify you.*



# 为何选择商业网络?



采购商参与者

全球企业

中型企业

个人采购商



供应商参与者

直接物料

间接物料

服务

# SAP Ariba 帮助您...



运营成本平均降低60%

## 降低成本

减少时间和纸张使用

消除邮资费用

降低用于生成/修改发票的资源成本



现有账户增长30%  
新业务增长35%

## 增加收益

成为全球使用AN的可搜索客户

通过Ariba Discovery建立新的客户关系

在千名买家面前发布您的目录



客户保留率提高15%

## 提高客户满意度

支持客户的战略业务计划

成为首选供应商

简化沟通过程

效率提高80%  
转变业务运营



## 保持有条不紊

整合一个帐户下的客户关系

享受存储采购订单和发票的简单方法

更好地了解客户的支出和付款

实时查看发票状态

延迟付款减少62%



## 收到更快的付款

在批准流程中帮助您的发票到达正确的联系人

无需通过电子邮件/电话确认订单

确信所有订单信息完整准确

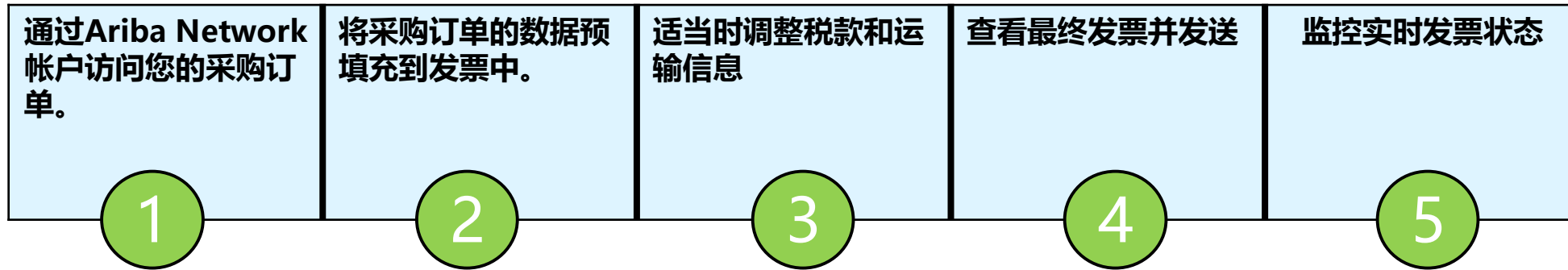
通过系统检查防止错误



# 标准采购到支付周期

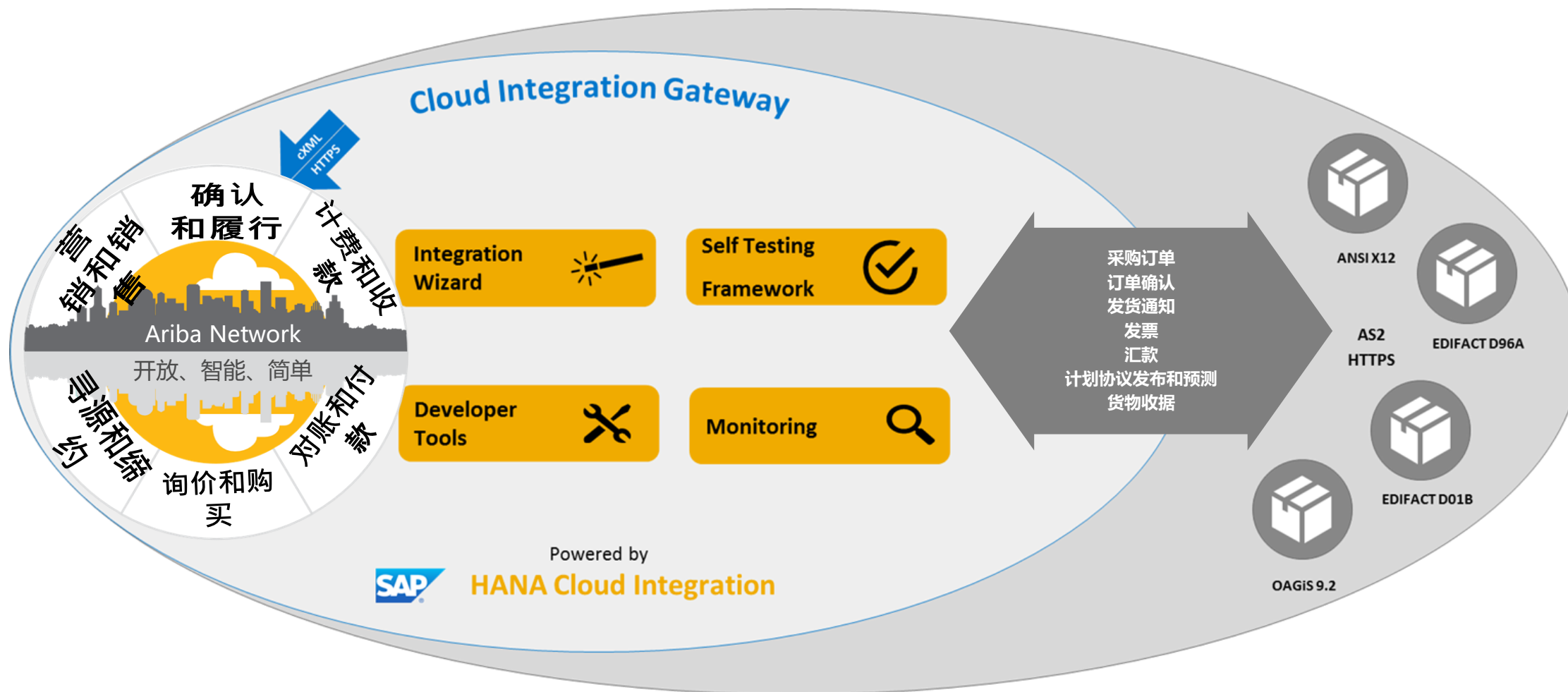


# PO Flip ® - 你的发票方式



>> [supplier.ariba.com](https://supplier.ariba.com) <<

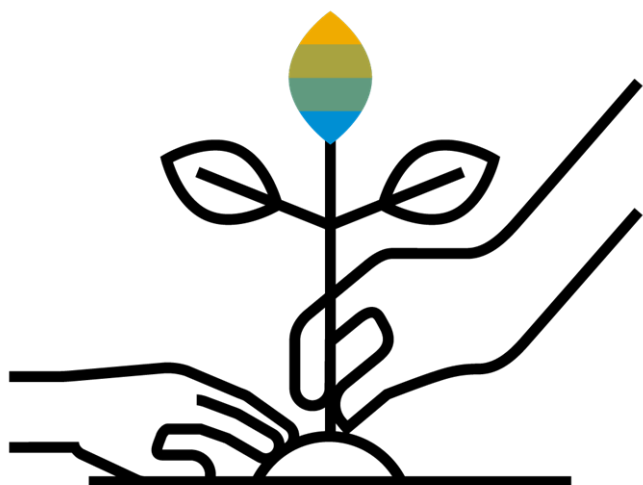
# 云集成网关 对接Ariba Network



# Ariba Network 产品目录

## 产品目录优势

- 提高采购订单准确性
- 加快对客户响应能力
- 标准化采购流程
- 改善现金流
- 为用户提供简单、类似消费者的购物体验



## 目录选项



CIF (基于文件的目录)



PunchOut 级别 1 & 2 (用户在您的站点购物并根据需要将商品加入 Ariba 购物车)

\*如果您的客户确定他们想要与您一起启用产品目录，Ariba 的产品目录支持专家将与您联系提供更多信息和说明

# SAP Ariba 供应商移动应用

## 业务洞察

采购订单趋势  
发票实效  
客户采购订单和发票

## 随时随地工作

订单确认  
固定重要单据后续使用



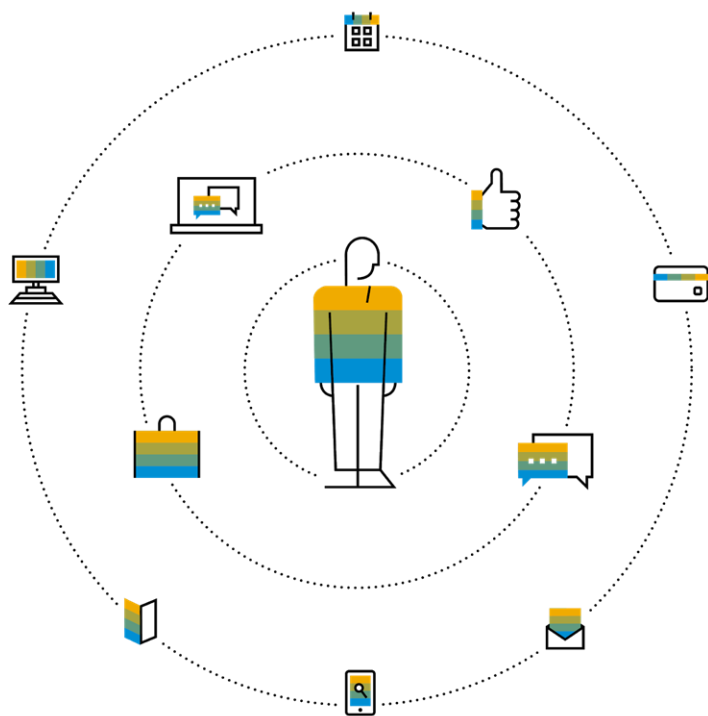
## 实时提醒

查看网络活动  
接收关键业务事件的推送提醒

## 监控关键活动

查看采购订单和发票信息  
使用HANA搜索采购订单和发票

# Ariba Network 费用基础



**企业(完整)用户**年交易额低于**5万美元**或**5张单据****免费**开展交易

费用由两个组成部分：交易手续费和会员订阅费

收费单据是指订购单、发票、服务输入单和服务输入单回函

不论供应商一年内处理的单据总量有多少，只要其年交易额**未超过 250,000 美元**，就会被划分为 Bronze 级别会员

# 供应商收费标准

## 交易手续费

按季度计费

与每位客户开展交易的交易手续费上限为 20,000 美元/年

### 不使用服务输入单

交易额的0.155%

### 使用服务输入单

交易额的0.35%



## 会员费

按年计费

年交易单据总量 所有客户关系	会员等级	年费
≤ 4 张单据	Premium	免费
5 - 24 张单据	*Bronze	50 美元
25 - 99 张单据 或 使用EDI/cXML	Silver	750 美元
100 - 499 张单据	Gold	2,250 美元
≥ 500 张单据	Platinum	5,500 美元

**收费阈值**  
**≥ 50,000 美元 并且 ≥ 5 张单据\***  
未超过收费阈值的供应商将不收取费用

\*不论供应商一年内处理的单据总量有多少，只要其年交易额未超过 **250,000 美元**，就会被划分为 Bronze 级别会员。

\*单据是指订购单、发票、服务输入单和服务输入单回函

# 计算供应商费用

交易手续费 (交易额的0.155%)		会员费 (年交易单据总量)		年费
$\$59k \times 0.155\% = \$91.45$ \$0	+	4 张单据 Premium会员   \$0	=	\$0
$\$400k \times 0.155\% = \$620$	+	499 张单据 Gold会员   \$2,250	=	\$2,870
$\$200k \times 0.155\% = \$310$	+	700 张单据 *Bronze会员   \$50	=	\$360



# 企业(完整)账户订阅级别



## Premium

- 无限制的门户访问
- 电子目录
- 供应链协作
- 客户支持
- 长期发票归档
- 报告功能

## Bronze

Premium, 增加:

- 电子商务咨询团队
- Ariba成就徽章
- 一次免费响应Ariba Discovery商机

## Silver

Bronze, 增加:

- 快速集成支持
- cXML 和 EDI 集成
- 供应商技术支持
- 两次免费响应Ariba Discovery商机

## Gold

Silver, 增加:

- 无限次数响应Ariba Discovery商机
- 电子商务咨询服务
- 优先支持访问

## Platinum

Gold, 增加:

- Ariba Live通行证
- 扩展集成支持

### 收费阈值

**≥ 50,000 美元 并且 ≥ 5 张单据\***

未超过收费阈值的供应商将不收取费用

请访问我们的网站, 阅读有关订阅级别的更多信息、计算您的费用以及查看其他货币  
<https://www.ariba.com/ariba-network/ariba-network-for-suppliers>

# Ariba Discovery



## 获得合格的商机

5分钟的快速注册将激活合格的商机并发送到您的邮箱



## 节省时间

展现给积极寻找新供应商的买家



## 有效销售

利用Ariba Network社区展现给尚未开展合作的买家



## 赢得新业务

挖掘每年发布50亿美元的新机会



## 增加互动性

实时与买家和潜在客户沟通

# 供应商信息门户和用户交流社区

Account Settings

Customer Relationships

Current Relationship

I prefer to receive:  
☒ Automatically  
☐ Manually review  

Update

Pending

Cus

L Approve R

Current

Cust

☐ SMO  
☐ Buye

L Reject

Welcome to the <buyer name> Supplier Information Portal

This portal provides information for all suppliers that are conducting business with <buyer name> via Ariba Network.

As part of <buyer name>'s ongoing policy to continuously improve efficiency and service quality to suppliers, they are currently implementing the next stage of their overall electronic strategy to move away from paper based transactions. If during onboarding you have business-related questions, those can be sent to <buyer enablement email> or if you have Ariba Network functional questions, those can be sent to <ariba enablement email>. Many of your questions may already be answered in the topics below.

What information are you looking for?

PROJECT NOTIFICATION LETTER  
Overview of <buyer name> Initiative

SUPPLIER SUMMIT  
Hear your buyer's message regarding being part of Ariba Network

SUPPLIER TRAINING GUIDE  
Learn how to transact with <buyer name>

FEES  
Learn about SAP Ariba Supplier Subscriptions and Pricing

LEARN HOW TO BUILD A CATALOG  
Access the technical requirements for catalog enablement with <buyer name>

LIVE DEMOS  
Register for interactive sessions to learn more about Ariba Network functionality

INTEGRATION  
Access the technical requirements for integration with <buyer name>

SUPPORT RESOURCES  
We are here to help you strengthen customer relationships and grow your business

Help Center

< 1/6

Spotlight

Article

What is Ariba Network's approach to withholding tax?

Ariba helps buyers and suppliers improve invoice accuracy, eliminate exceptions, accelerate...

Chris Chase  
edited Nov 19 2015

45 0 0

Community Help

Search Community...

FAQ

Why can't I find a purchase order in my account?

2194 9 33

FAQ

What are my options for creating and submitting...

4636 6 51

FAQ

How do I view my customer's invoicing rules?

899 3 4

FAQ

About Invoices (3:26)

8694 17 85

FAQ

Finding Specific Orders or Releases

1051 5 15

View related content in new window

Ask Community

Documents

Support

© 2019 SAP SE or an SAP affiliate company. All rights reserved. | CONFIDENTIAL

19

Overview

Benefits

Packages

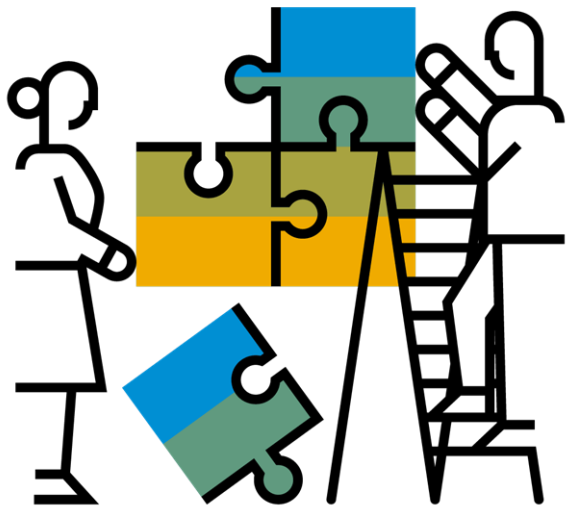
Features

Help

Next Steps

Q&A

# 资源



## 激活服务台

- 帐户创建
- 协助创建第一张发票
- 配置您的设置

## 客户支持

- 用户角色更改
- 结算和发票查询
- 密码重置

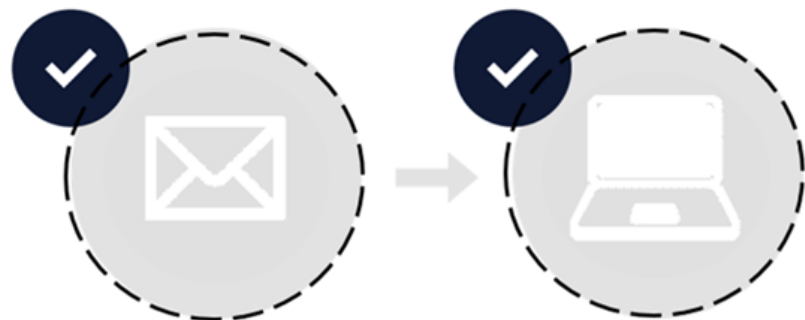
## 在线演示

- 客户成功会议
- 供应商现场演示

## 销售商商务咨询团队

- 价值实现
- 专家级的帐户指导
- 订阅包支持

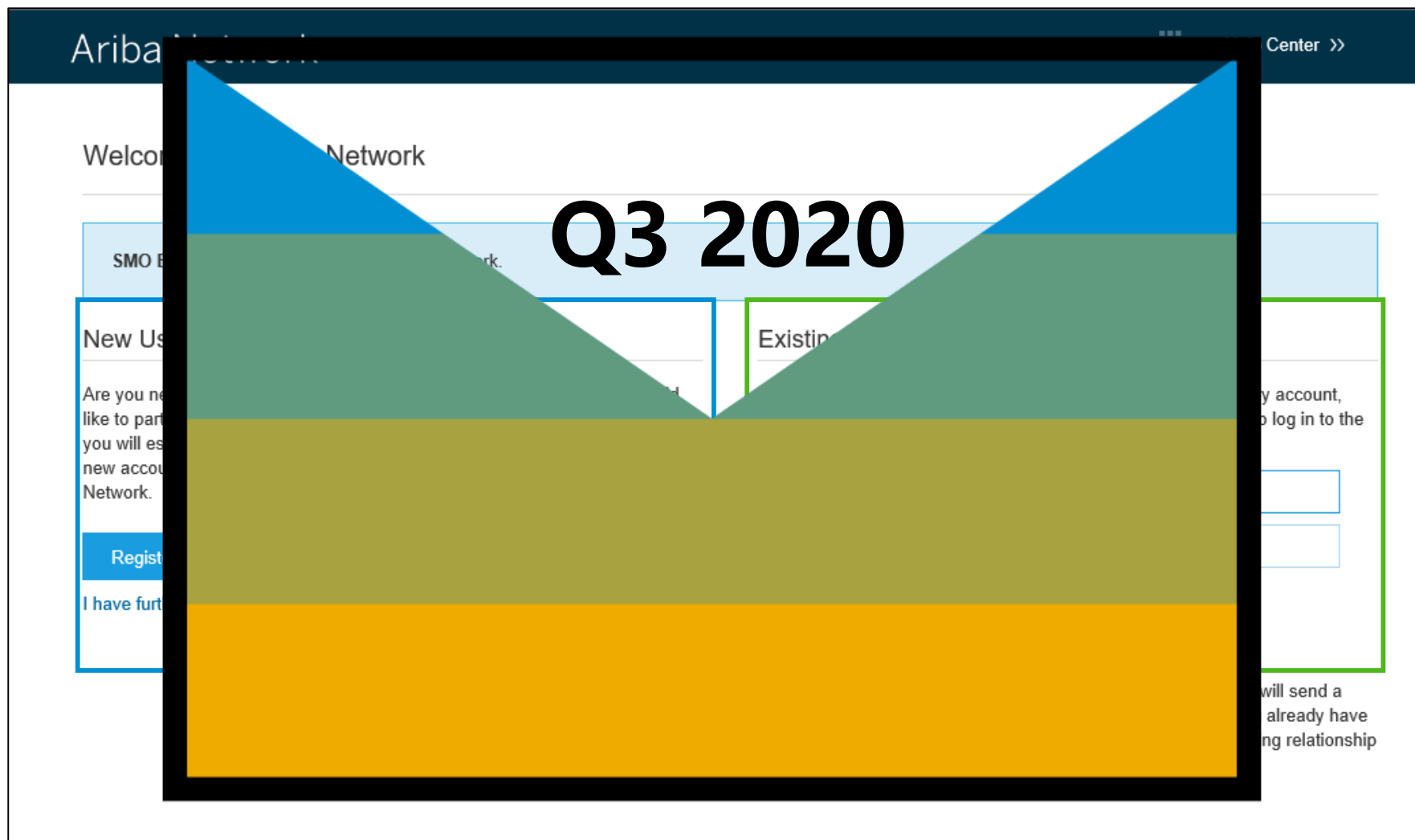
# 后续行动



接收客户的项目通知书

参加供应商峰会

# 接受交易关系请求



# 配置账户

The screenshot shows the 'Ariba Network' configuration page. A red arrow points to the 'Company Settings' dropdown in the top right navigation bar. The 'Electronic Order Routing' tab is selected and circled in red. The 'Save' button in the top right is also circled in red. The 'New Orders' section contains a table with columns 'Document Type', 'Routing Method', and 'Options'. The 'Routing Method' dropdown for 'Catalog Orders without Attachments' is open, showing options: Email, Online, cXML, EDI, cXML Pending Queue, Fax, and Same as new catalog orders without attachments. The 'Options' column for the same row shows a red 'X' icon and the text 'Include document in the email message'. The 'Current Routing method for new orders' is set to 'Email' for all three document types listed.

Document Type	Routing Method	Options
Catalog Orders without Attachments	Email	<input checked="" type="checkbox"/> 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".
Catalog Orders with Attachments	without attachments	Current Routing method for new orders: Email Attachments will be included in the order.
Non-Catalog Orders without Attachments	without attachments	Current Routing method for new orders: Email
Non-Catalog Orders with Attachments	Same as new catalog orders without attachments	Current Routing method for new orders: Email Attachments will be included in the order.

# 时间和预期



## 系统或一般AN问题

[googlesupplierhelp-APAC@ariba.com](mailto:googlesupplierhelp-APAC@ariba.com)

## 业务相关问题

[supplierenablement-external@google.com](mailto:supplierenablement-external@google.com)



谢谢大家!