

Creating and Publishing Static Catalogs for **STIHL Inc.**

Jeff Schwoerer, SAP Ariba

PUBLIC

Session Agenda

- STIHL Inc. Ariba Initiative
- The Catalog Upload Process
- The CIF Catalog Template
- Creating a CIF Catalog
- The Catalog User Interface
- Uploading and Publishing New Catalogs
- Replacing Existing Catalogs
- Next Steps & Action Items
- Appendix
- Questions

Introductions



Derrick Young,
Indirect and MRO
Purchasing Manager



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STIHL Inc

Ariba Project Overview and Objectives

Goals and Objectives

Leverage Standardized Processes & Procedures, Maximize Performance, Value & Growth

Benefits to STIHL:

- Preferred pricing for the categories included in catalogs. Contracted pricing is applied proactively
- Stronger compliance- Only approved suppliers are searchable
- Optimal transparency and accountability in the purchasing process
- Provides cross-catalog search functionality among local catalogs, inventoried items and spot buy marketplace
- User-friendly system with side-by-side product comparisons to simplify search, comparing, and buying
- Minimal manual administration effort, increased productivity and throughput

Benefits to Suppliers:

- Enabling supplier catalogs from creation through onboarding is fast and easy
- Improved collaboration and communication capabilities
- Accelerate the sales cycle while reducing costs of doing business
- Optimal transparency through the process
- Reduction in manual intervention
- Step by step guidance in catalog creation and uploading from Ariba Network

Scope and Expectations

- **Scope:**
 - Selected suppliers to establish a vendor managed static catalog only for indirect and MRO Purchases for STIHL Inc through the Ariba platform (no production parts)

- **Expectations:**
 - Participation in ongoing training/onboarding efforts
 - Register for an account on the Ariba Network
 - Define key categories to include in the catalog
 - Static catalogs managed by vendors
 - Preferred pricing for the loaded categories in the catalog

Source

Procure

Pay

VISION: End-to-end integrated Source-to-Pay process which:

**Streamlines and
Automates the Tactical**

**Provides Optimal Order
Visibility**

**Shifts Focus to
Operations**

Key Targeted Improvements:

- **Supplier Management:**

- Efficient on boarding & qualifying process.
- Supplier portal access.
- Performance and Risk monitoring.

- **Sourcing & Contracting:**

- Standardized collaborative sourcing process.
- Discovery
- Integration with contract lifecycle management for all contract types (*including commercial agreements*)

- **Procurement:**

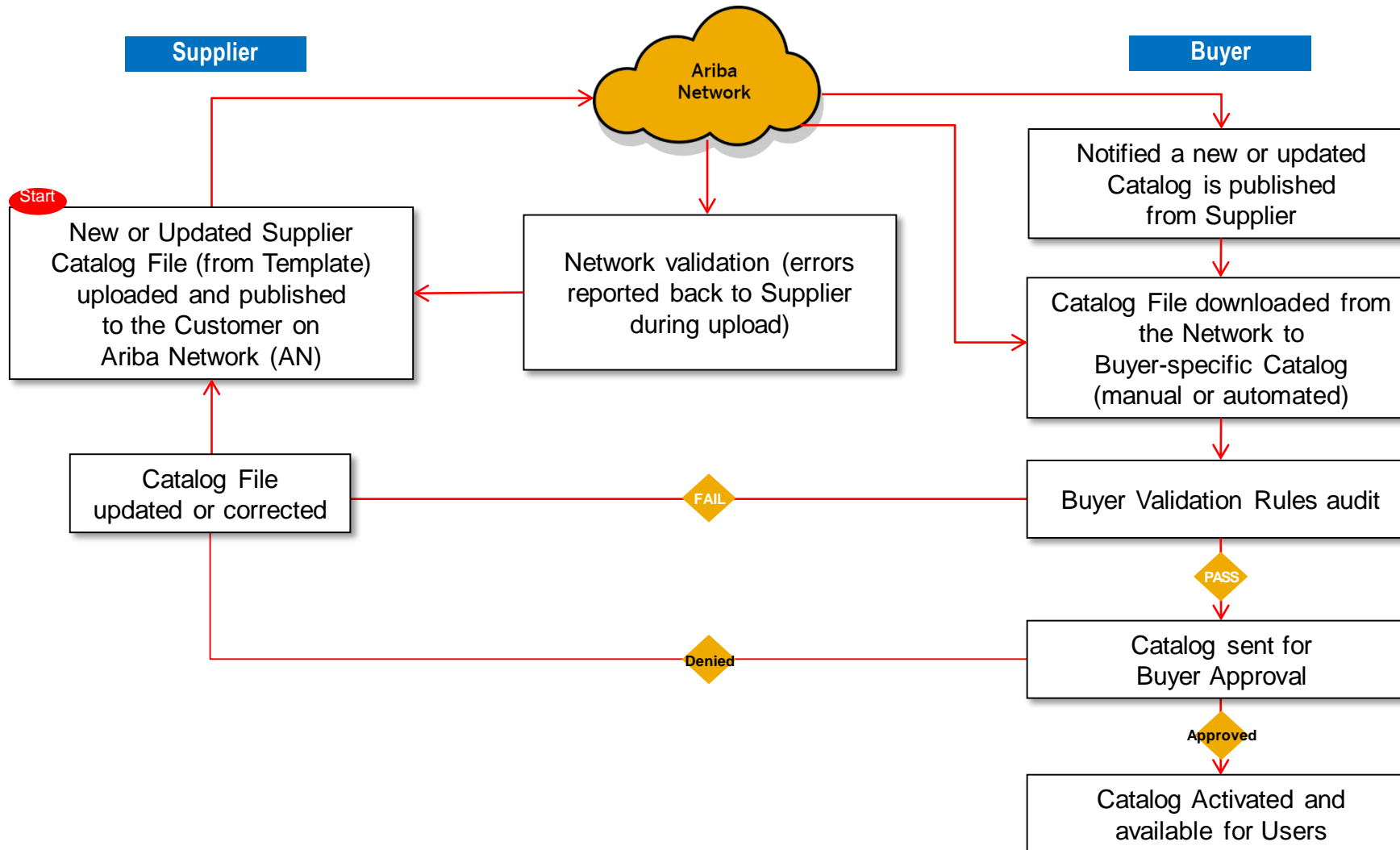
- Self-guided, consumer-like buying experience for all categories.
- Improved preferred supplier and policy compliance.
- Increased spend and compliance visibility

- **Payables:**

- Streamlined invoice processing with validation at the point of supplier submission.
- Improved goods receipt process
- Payment term flexibility and working capital/discount opportunities

The Catalog Upload **Process**

The Catalog Upload Process



The Catalog Upload Process

- When you upload a Catalog for your Customer, you are loading the file to Ariba Network (AN)—**not** directly to your Customer's Catalog
- Once the file is loaded to the Network, your Customer is notified that a Catalog has been loaded
- Depending on the configuration of the Customer's environment:
 - The uploaded file is downloaded from the Network manually, then loaded to the Customer's Catalog
 - or-
 - The system automatically downloads the file to the Customer's Catalog
- The Catalog will then be validated, audited and sent for Approval
- If **Approved**, it will be Activated and available for Users
- If **Rejected**, it will be returned to the Supplier for corrections, and the process starts over again

The Catalog Template

The Catalog Template

- Both Static and PunchOut Catalogs use Catalog Templates
- Static Catalogs are generally created offline and uploaded to the Ariba Network
- PunchOut Catalogs **can** be created offline, but there is also a Wizard on the Network to create PunchOut Catalog files—these are special static files called “Index Files”.
- Creating PunchOut Index files is covered in another document, CAT 107 - *Creating PunchOut Index Files*

The CIF Catalog Template

CIF Catalogs are the most common type of static Catalogs. For ease of CIF Catalog creation, we provide Suppliers with an Excel template. The Supplier then creates and uploads the Catalog file to Ariba Network. Below is a sample of an Excel CIF Template:

	A	B	C
1	CIF_I_V3.0		
2	CHARSET:	UTF-8	
3	LOADMODE:	F	
4	CODEFORMAT:	UNSPSC	
5	CURRENCY:	USD	
6	SUPPLIERID_DOMAIN:	NetworkID	
7	ITEMCOUNT:	5	
8	TIMESTAMP:	03/14/2014	
9	UNUOM:	TRUE	
10	COMMENTS:	Customer Name and comments	

Header section

	FIELDNAMES:		Manufacturer		SPSC	Unit	Unit of	Lead	
11	Supplier ID	Supplier Part ID	Part ID	Item Description	Code	Price	Measure	Time	M
12	DATA								
13	AN09067477712	2772882	TTSIBM412CID	4-Line System Phone with Headset and Caller ID	43191504	45.24	EA	1	Int
14	AN09067477712	2772967	IDG076450049X	Excel 97 for Dummies Quick Reference Book	55101509	19.99	EA	1	IDe
15	AN09067477712	2772276	IDG076458722	Blue Ballpoint Pens, Disposable	44121704	5.45	DZN	1	Bi
16	AN09067477712	2772981	IDG076450052X	Manilla Folders, Tabbed 3 Position	44122011	19.99	GRO	1	Me
17	AN09067477712	2772985	IDG07645762	Stapler, Swingline 405, Black	44121615	4.95	EA	1	St
18	ENDOFDATA								

Data section

The CIF Catalog Template

The Template is color coded and has Tool Tips that provide information about how to treat each field.

Each Template includes specific instructions, including custom fields or other requirements set by STIHL, Inc..

Unit of Measure		Lead Time	Manufacturer URL		Market Price	Supplier Part Auxiliary ID	Language	Currency	Short Name
EA	1	Interdata	http://www.idg.com/2772967				en_US	USD	4-Line Phone
EA	1	IDG Books Worldwide	http://www.idg.com/2772967				en_US	USD	Excel 97 for Dummies
DZN	1	Bic	http://www.idg.com/2772967				en_US	USD	Blue Ballpoint Pens
GRO	1	Mead	http://www.idg.com/2772981				en_US	USD	Manilla Folders
EA	1	Swingline	http://www.idg.com/2772981				en_US	USD	Standard Stapler

Optional
Number of business days between order receiving and delivery to customer.
Type: Integer

FIELD COLOR CODES	
	Required
	Optional
	Optional, but preferred
	Do not use

The CIF Template and instructions are provided to Suppliers as part of this education and can also be found on the STIHL, Inc. Supplier Portal page on the AN.

Creating a CIF Catalog

Creating a CIF Catalog

General Rules

- All fields marked “Required” must be populated
- Supplier Part Numbers must be unique per item
- Commodity Codes must be assigned to each item

Best Practices

- Data should be submitted in “Sentence case”—using both upper and lower case letters—not in ALL CAPS or all lower case text
- Abbreviations should be kept to a minimum—if you have the space, spell it out
- Be descriptive in the Description field—all the words are indexed for ease of finding the items
- Use Short Names not just Descriptions—it makes it easier for Users, and you get an additional 80 characters to describe your item
- Always include images

Creating a CIF Catalog

The Header Section

	A	B
1	<u>CIF_I_V3.0</u>	
2	<u>CHARSET:</u>	UTF-8
3	<u>LOADMODE:</u>	F
4	<u>CODEFORMAT:</u>	UNSPSC_V13.5
5	<u>CURRENCY:</u>	USD
6	<u>SUPPLIERID_DOMAIN:</u>	NetworkID
7	<u>ITEMCOUNT:</u>	5
8	<u>TIMESTAMP:</u>	5/15/2005
9	<u>UNUOM:</u>	TRUE
10	<u>COMMENTS:</u>	Any comments can go here.

Note: The only fields that Suppliers should modify in the Template are indicated in red: **CURRENCY**, **ITEMCOUNT**, **TIMESTAMP** and **COMMENTS**. All the other fields are predefined in the Template for the Customer and should not be modified, unless instructed by a Catalog Expert.

- **CIF_I_V3.0**—Specifies the Catalog format (CIF 3.0). Do not change this value
- **CHARSET**—UTF-8 Specifies the data coding type. Do not change this value, unless instructed by your Catalog Expert
- **LOADMODE**—F (Full) or I (Incremental)
- **CODEFORMAT**—Specifies the commodity coding (UNSPSC: United Nations Standard Products and Services Code) in the field “SPSC Code”
- **CURRENCY**—Specifies the currency used for the prices. The value “USD” (United States Dollar) is here by default and can be changed to a difference currency
- **SUPPLIERID_DOMAIN**—Specifies the Domain used. The preferred value is the Supplier’s Ariba Network ID Number—“NetworkID”. Other values include “DUNS”, “internalsupplierid” or other custom values
- **ITEMCOUNT**—Specifies the number of items of the Catalog. Enter the total number of all items between the DATA and ENDOFDATA markers
- **TIMESTAMP**—Enter the date you created your Catalog.
- **UNUOM**—If set to “TRUE”, the Unit Of Measure is set to UNUOM (United Nations Unit of Measure); if set to “FALSE”, the value is set to ANSI. (Ariba recommends UNUOM)
- **COMMENTS**—This field is optional, but can be used for comments related to your Catalog. It is a good place to enter the Supplier Name, the Customer Name and Catalog Name

Creating a CIF Catalog

The Data Section

Supplier ID	Supplier Part ID	Manufacturer Part ID
AN01000258741	12345	CFG 11562
AN01000258741	87690	87690-12
AN01000258741	479-56	A100-BLK

- **Supplier ID - Required**

Description: If the Header is set to “NetworkID”, then enter the Supplier’s Ariba Network ID, otherwise the appropriate value for the Domain used—DUNS, internalsystem, etc. Ask your Catalog Expert if you have questions

Type of data: String

Maximum length: 255

Example: AN09067477712

Note: If you publish the Catalog in your test account, add a suffix –T to your ANID or DUNS number like this: AN09067477712-T

- **Supplier Part ID - Required**

Description: Part Number used by the Supplier. The Part Number must be unique for each item in the Catalog.

Type of data: String

Maximum length: 255

Example: 2772882

- **Manufacturer Part ID - Optional**

Description: A Part Number that a Manufacturer uses

Type of data: String

Maximum length: 255

Example: TTSIBM412CID

Creating a CIF Catalog

Item Description	SPSC Code	Unit Price
Pens, Bic, Ballpoint, Blue, 1 dozen	43191504	3.48
Stapler, Swingline, Black	55010125	18.72
Post-It, Yellow, 1"x2", pad of 100	15874236	6.49
Folders, Letter, Manilla, 100	89745125	12.98

■ Item Description - Required

Description: Description of the product or service. Make your descriptions as clear and complete as possible (Item type, brand, model, color, etc.)

Note: To use a special character as a literal value, you need to “escape” it by putting a backslash (\) in front of it. For example, \" lets a double quote be seen as a quote instead of a delimiter for an entry. To escape a quote (") within a quoted field, use two quotes ("")

Type of data: String

Maximum length: 2000

Example: Printer, Laser, A4, Epson Stylus Color 740

■ SPSC Code – Required

Description: Classification of the product or service. Use a UNSPSC code if the Header specifies “UNSPSC” as the CODEFORMAT

Type of data: String

Maximum length: 40

Example: 45678900 (level 3) and 45678923 (level 4)

Note: Ariba supports UNSPSC Version 13.5. A code list is available in your Customer’s Supplier Information Portal

■ Unit Price - Required

Description: Customer-specific price

Type of data: Decimal

Example: 4.32 or 1234.78

Note: To separate the integer from the decimal, you must use a ‘dot’ and not a comma. Also, do not use a comma to indicate ‘thousands’. Do not include any currency symbols such as \$, £ or ¥.

Creating a CIF Catalog

Unit of Measure	Lead Time	Manufacturer Name
EA	1	Intelidata
EA	1	IDG Book
DZN	3	Bic
EA	1	Swingline

- **Unit of Measure - Required**

Description: Unit of measure related to the Unit Price. Use a United Nations UOM if the UNUOM in the Header is set to “True”

Type of data: String

Maximum length: 32

Example: BX

Note: A file containing the Units of Measure is available in your Customer’s Supplier Information Portal

- **Lead Time - Optional**

Description: Number of working days for the product to be shipped from the date you receive the Purchase Order

Type of data: Integer

Maximum length: 40

Example: 1

- **Manufacturer Name - Optional**

Description: Name of the manufacturer

Type of data: String

Maximum length: 255

Example: Epson

Creating a CIF Catalog

Supplier URL	Manufacturer URL	Market Price
http://www.supplier.com	http://www.manu.com	12.95
http://www.supplier.com		2296.56
http://www.supplier.com		4.86
http://www.supplier.com		12.86

- **Supplier URL - Optional**

Description: A URL that links to a Supplier static page about the item (could be a MSDS, construction info, packaging info, etc.)

Type of data: String

Maximum length: 255

Example: http://www.supply.com/Catalog/product18.htm

- **Manufacturer URL - Optional**

Description: A URL that links to a Manufacturer's static page about the item (could be a MSDS, construction info, packaging info, etc.)

Type of data: String

Maximum length: 255

Example: http://www.manu.com/Catalog/product18.htm

- **Market Price – Optional**

Description: List or retail price.

Note: Does not show on the Ariba UI—this is an informational-only field for Suppliers

Type of data: Decimal

Example: 4.32 or 1234.78

Note: To separate the integer from the decimal, you must use a 'dot' and not a comma. Also, do not use a comma to indicate 'thousands'. Do not include any currency symbols such as \$, £ or ¥.

Creating a CIF Catalog

Supplier Part Auxiliary ID	Language	Currency
1234-75	en_US	USD
	en_US	USD
	en_US	USD
	en_US	USD

- **Supplier Part Auxiliary ID - Optional**

Description: Uniquely identifies a single item. For example, items in multiple languages or available in multiple units of measure

Type of data: String

Maximum length: 255

Example: 1234 French

Note: If any items have the same reference (Supplier Part ID column), this column allows you to differentiate them

- **Language – Optional** (If blank, defaults to 'en_US')

Description: Specifies the language used to describe the item.

Type of data: String

Maximum length: 255

Example: en_US

Note: A listing of language codes is in your Customer's Supplier Information Portal

- **Currency – Optional** (Set in Header)

Description: Specifies the currency used for the prices

Type of data: String

Maximum length: 32

Example: USD, CAD (Canadian Dollar)

Note: A listing of currency codes is in your Customer's Supplier Information Portal

Creating a CIF Catalog

Short Name
Soft Drink, Soda, Dr Pepper
Dairy, Milk, 1% milkfat
Coffee, Dark Roast, Starbucks
Soft Drink, Juice, Minute Maid

- **Short Name - Optional**

Description: Short description of the item. The Short Name is displayed first in the UI, and is in a larger type face and blue color. You can use the Short Name to describe a category or Item type, then give the specifics in the Item Description

Type of data: String

Example: Nylon Glove, Blue

Maximum length: 80 characters

Note: If the "Short Name" field is left blank, the first 80 characters of the Item Description column will automatically fill the "Short Name" field

Creating a CIF Catalog

Image	Thumbnail
12354.jpg	http://www.1.com/12354.jpg
http://www.1.com/34.jpg	http://www.1.com/34.jpg
587.jpg	http://www.1.com/587.Jpg
http://www.1.36.jpg	http://www.1.36.jpg

■ Image - Optional

Description: URL of the item's image (preferred), or filename of the image (sent in a zip file)

Supported image formats: JPG, JPEG, GIF, PNG, BMP—(JPG preferred)

Type of data: String

Maximum length: 255

Reccomended Size: 250 x 250 pixels

■ Detail: Thumbnail - Optional

Description: URL of an Icon-size image of the item, or filename of the image (sent in the zip file)—can be different from the product's full-size Image

Supported image formats: JPG, JPEG, GIF, PNG, BMP—(JPG preferred)

Type of data: String

Maximum length: 255

Reccomended Size: 85 x 85 pixels

Note: If the "Thumbnail" field is left blank, the file in the "Image" field will be resized and populate the Thumbnail

Creating a CIF Catalog

Special Notes for Images

- In the Catalog file, you can refer to a Remote Image—using a URL—or you can refer to a Local Image, and send that image to Ariba to store
- Using Remote Images is preferred
 - Be sure the URL in the Template is *complete* (including http://) *Example:*
http://server/directory/imagefilename.jpg
 - Point to the image itself—not a program that serves up images
- If you use Local Images
 - Be sure the filename in the Template is *exact*—including upper and lower case
Example: FileName.jpg -or- lowercasename.jpg
 - Load images in a zip file format with the Customer Name and Supplier Name on the AN

Creating a CIF Catalog

Custom	Custom	Custom

- **Custom Field Name - Required**
Description: lorem ipsum, Lorem ipsum
Type of data: String
Maximum length: 255
Example: 123
Note: Lorem ipsum Lorem ipsum
- **Custom Field Name - Optional**
Description: lorem ipsum, Lorem ipsum
Type of data: String
Maximum length: 255
Example: 123
Note: Lorem ipsum Lorem ipsum
- **Custom Field Name - Optional**
Description: lorem ipsum, Lorem ipsum
Type of data: String
Maximum length: 255
Example: 123
Note: Lorem ipsum Lorem ipsum

Creating a CIF Catalog

Custom	Custom	Custom

- **Custom Field Name - Required**
Description: lorem ipsum, Lorem ipsum
Type of data: String
Maximum length: 255
Example: 123
Note: Lorem ipsum Lorem ipsum
- **Custom Field Name - Optional**
Description: lorem ipsum, Lorem ipsum
Type of data: String
Maximum length: 255
Example: 123
Note: Lorem ipsum Lorem ipsum
- **Custom Field Name - Optional**
Description: lorem ipsum, Lorem ipsum
Type of data: String
Maximum length: 255
Example: 123
Note: Lorem ipsum Lorem ipsum


The Catalog **User Interface**

The Catalog Interface Item View

This is how a static Catalog item is displayed in the Catalog interface. Clicking on the Short Name takes you to the Details screen for this item.

Short Name (80 characters)

☐



Nylon Glove, Blue

Supplier: [LanSoft](#)

Supplier Part #: 34-500

Available in: 3 Day(s)

G-Tek 34-500 Nylon Knit Glove with Nitrile Coated MicroSurface Grip. Nitrile "MicroSurface" coating provides a superior grip in dry, wet and oily conditions. Seamless knit nylon shell offers increased comfort, finger dexterity and breathability Knit Wrist helps prevent dirt and debris from entering the glove Excellent resistance to liquid permeation Strong protection from punctures and abrasions

\$3.98 USD / pair

Qty: [Add to Cart](#)

[Add to Favorites](#)


Description (2,000 characters)

The Catalog Interface Detail View

This is a how a static Catalog Item Detail view is displayed in the Catalog interface.

Additional
Information,
links and
custom fields

[Back](#) | [Catalog Home](#) / [Miscellaneous](#) / [Defense and Law Enforcement and Security and Safety Equipment and Supplies](#) / [Personal Safety and Protection](#)


[Enlarge](#)

Nylon Glove, Blue

Supplier: [LanSoft](#)
Supplier Part #: 34-500
Manufacturer: G-Tek
Manufacturer Part #: 34-500
Available in: 3 Day(s)

Qty: [Add to Cart](#)
[Add to Favorites](#)

\$3.98 USD / pair

Product Description

G-Tek 34-500 Nylon Knit Glove with Nitrile Coated MicroSurface Grip. Nitrile "MicroSurface" coating provides a superior grip in dry, wet and oily conditions. Seamless knit nylon shell offers increased comfort, finger dexterity and breathability Knit Wrist helps prevent dirt and debris from entering the glove Excellent resistance to liquid permeation Strong protection from punctures and abrasions

Product Specifications

Price:	\$3.98 USD
Supplier:	LanSoft
Supplier Part #:	34-500
Manufacturer:	G-Tek
Manufacturer Part #:	34-500
Available in:	3 Day(s)
Description:	G-Tek 34-500 Nylon Knit Glove with Nitrile Coated MicroSurface Grip. Nitrile "MicroSurface" coating provides a superior grip in dry, wet and oily conditions. Seamless knit nylon shell offers increased comfort, finger dexterity and breathability Knit Wrist helps prevent dirt and debris from entering the glove Excellent resistance to liquid permeation Strong protection from punctures and abrasions
Information from Manufacturer:	http://www.hivissupply.com/g-tek-34-500-nylon-knit-gloves.html

Uploading and Publishing New Catalogs

Uploading and Publishing New Catalogs

- Login to Ariba Network
 - Go to: <http://supplier.ariba.com>
 - Log in with your Username and Password

SAP Ariba Orders & Invoices Powered by Ariba Network Help Center >>

Supplier Login

User Name

Password

Login

[Having trouble logging in?](#)

New to Ariba?
[Register Now](#) or [Learn More](#)

MiSUMi invoicing: 3 days to 5 minutes

MiSUMi will be a featured speaker at SAP Ariba Live in Singapore. Hear how SAP Ariba has helped this company speed up their invoicing process from three days to five minutes.

[Learn More](#)

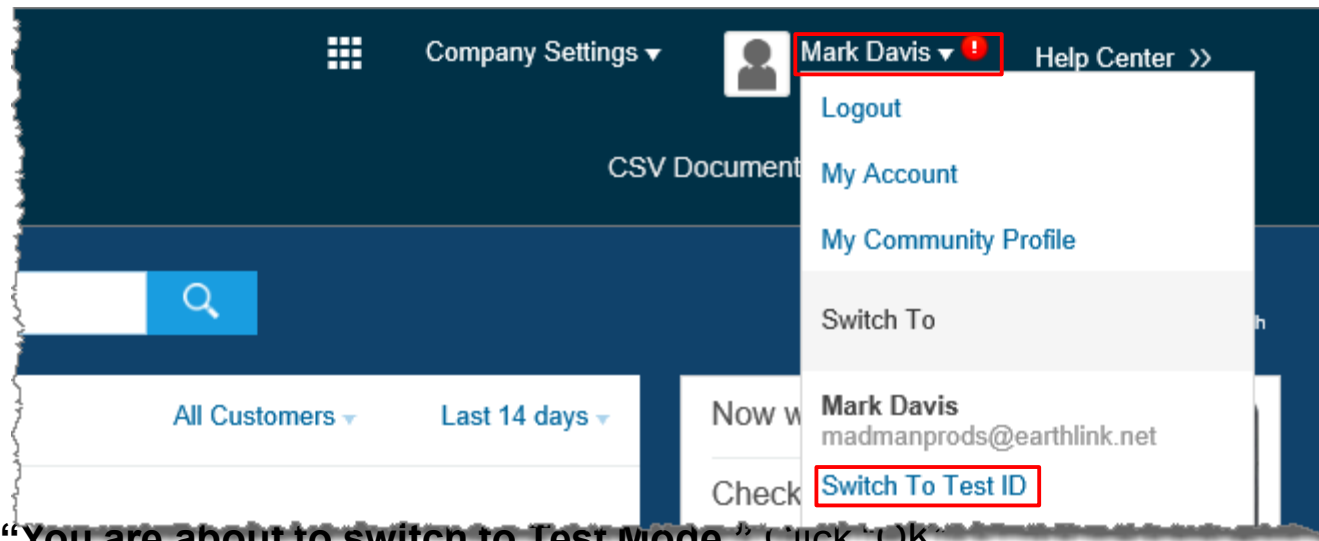
Supported browsers and plugins

SAP

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Uploading and Publishing New Catalogs

- Switch to your Test Account
 - Your Catalog should be loaded and tested in your Test Account. (*Note: If you are instructed to load a Catalog to a Production account, just skip this step*)
 - Find your name and click for the pull down menu, then click “Switch To Test ID”
 - If you don’t see a “Switch to Test ID” link, your Test account has not yet been set up. Contact your Ariba Network Administrator



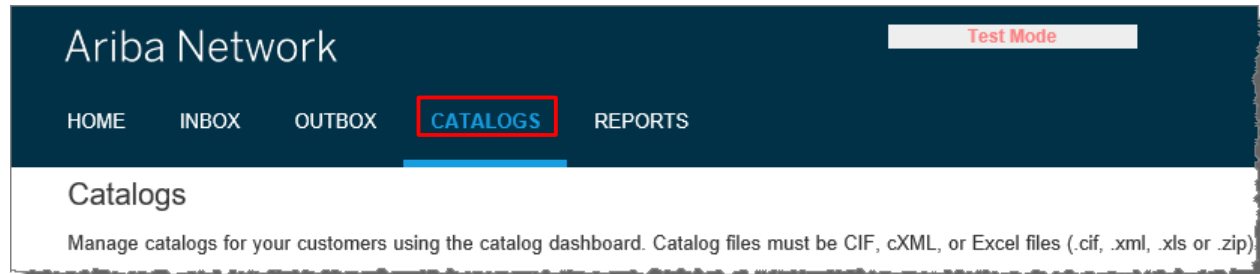
- You will get a warning. “You are about to switch to Test Mode.” Click “OK”

Uploading and Publishing New Catalogs

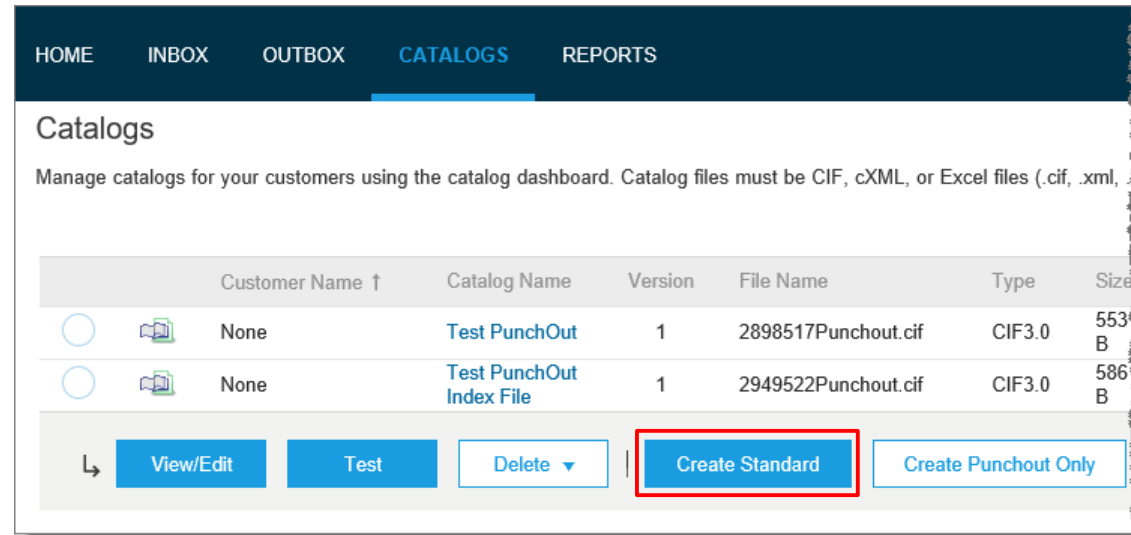
- When uploading a Catalog on Ariba Network, there are four steps you will follow:
 1. **Uploading**—Transfers the Catalog file from your local drive to Ariba Network. During the upload process, you enter the Catalog name (this becomes the “Subscription Name” in the Buyer’s local Catalog) descriptive text, and classify it so that buying organizations that are looking for specific products and services can find your Catalog
 2. **Setting Visibility**—Allows you to specify whether the Catalog version is “Public” or “Private” and determines which of your Customers can access it
 3. **Validating**—The Network checks the Catalog for errors, checks for zero price values and does a high-level validation of UNSPSC codes and Units of Measure
(Note: Customer-specific validation rules for UNSPSC and UOM codes, and zero price values can be more detailed and much more strict than the high-level Network validations, therefore your Catalog may **pass** the Network validations but **fail** the Customer-specific validations for these same items)
 4. **Publishing**—Freezes the current version and notifies your Customer of the Catalog’s availability

Uploading and Publishing New Catalogs

- Navigate to the Catalogs Tab



- On the Catalogs screen, click the “Create Standard” button



Uploading and Publishing New Catalogs

- You are now on the **Create a New Catalog** Screen
- To create the Catalog, there is a 3-step Wizard:
 - ① **Details**—General information about the Catalog
 - ② **Subscriptions**—Who you are publishing the Catalog to
 - ③ **Content**—Uploading the actual Catalog file

- Click “Next”

Create a New Catalog

Next Exit

Enter a catalog name and descriptive text. Customers can search using this information. Add commodity codes to your catalog. * indicates required field

Catalog Name: *

Created By: Mark Davis

Date Created: Tuesday 30 Aug 2016 10:59 PM GMT-07:00

Description:

Characters left: 1000

The maximum number of characters allowed is 1000, including spaces.

Commodities: ⓘ

Description

No items

Delete Add

Next Exit

Uploading and Publishing New Catalogs

① Details

- **Catalog Name:** This becomes the “Subscription Name” for this Catalog that **will not change**. The format for this Name is set by STIHL, Inc. use this format (no special characters are allowed, you can use a dash (-) or underscore(_)):
 - **<SupplierName_STIHL_CIF Catalog>**
- **Description:** (*Optional*) Brief description of the content of your Catalog
- **Commodities:** (*Optional*) The UNSPSC code(s) that corresponds to the items family/ group of your Catalog. Use the “Add” button to find the code
- When you complete this screen, click “Next”

Create a New Catalog

Next Exit

Enter a catalog name and descriptive text. Customers can search using this information. Add commodity codes to your catalog. * indicates required field

1 Details

2 Subscriptions

3 Content

Catalog Name: *

Created By: Mark Davis

Date Created: Tuesday 30 Aug 2016 10:59 PM GMT-07:00

Description:

Characters left: 1000

The maximum number of characters allowed is 1000, including spaces.

Commodities: ①

Description

No items

Delete Add

Next Exit

Uploading and Publishing New Catalogs

② Subscriptions

- You determine which Customers subscribe to your Catalog—specific Customer(s) or to all Customers on the Network
- Set the Visibility to “Private”. You can select a single customer.
- To select STIHL, Inc. check the box next to the “Customers” list.
- If the Supplier does not appear, it means that they have not established a relationship with your company yet. This is required prior to uploading a Catalog to them
- When you complete this screen, click “Next”

Create a New Catalog

Previous Next Exit

1 Details

2 Subscriptions

3 Content

Add customers and set the catalog visibility for customers. Click the customer's name to view validation rules on your [More](#)

You can receive status updates on catalogs, including catalog errors from your customer through email. To receive emails, click [Manage Profile](#) and enter the email address in the Email notification section.

Visibility: ☒ Private - Only the selected customers that have a trading relationship with you can view and receive the catalog
☐ Public - All customers can view the catalog. Customers that have a trading relationship with you can also receive the published catalog

Customers

<input type="checkbox"/>	Customers ↑	Catalog Validation Rules	Validation Status for Version 1
<input checked="" type="checkbox"/>	GSO Sandbox - P20 - TEST	View	Pending Validation
<input type="checkbox"/>	Hewlett Packard Enterprise - TEST	View	Pending Validation
<input type="checkbox"/>	The Walt Disney Company - TEST	View	Pending Validation

Previous Next Exit

Uploading and Publishing New Catalogs

③ Content

- Select your **Catalog File**, by clicking “Browse” and pointing to your file
 - Your Excel file must not exceed 1 Mb, however you can use zip compression
 - If your Excel file is too large, you will need to convert it to a CIF. See the Appendix—“How to convert an Excel file to CIF”
- After you have selected your Catalog file, click the “Validate and Publish” button
- As your Catalog loads, the status will read “Validating”
Click the “Refresh” button at the bottom of the screen to see the status change

Create a New Catalog

Previous Exit

1 Details

2 Subscriptions

3 Content

Choose the catalog file for upload. Catalog files must be CIF, cXML, or Excel files (.cif, .xml, .xls or .zip). To download the [More](#)

UPLOAD YOUR CATALOG FILE

Browse...

! After you click Validate and Publish, do not use your Web browser until your catalog is finished uploading. Large catalogs can take several minutes to upload.

Validate and Publish

Uploading and Publishing New Catalogs

■ Network Catalog Validation

- After the Network completes validation, it changes the Catalog status from “Validating” to one of the following statuses:
 - **Validated, Published or Pending Buyer Validation**—your Catalog is error-free
 - **Errors Found by Ariba Network**—the Network detected Catalog content that violates validation rules
 - **Bad Format**—your Catalog failed the file validation check. Audit the file for problems in format
- A Catalog with an error status means you need to review the error results and correct them before going on

Catalogs											
Manage catalogs for your customers using the catalog dashboard. Catalog files must be CIF, cXML, or Excel files (.cif, .xml, .xls or .zip). Some customers might have defined specific catalog validation rules, More											
		Customer Name ↑	Catalog Name	Version	File Name	Type	Size	Visibility	Created By	Date Created	Status
		None	Test PunchOut	1	2898517Punchout.cif	CIF3.0	553 B		Mark Davis	4 Apr 2014	Validated
		GSO Sandbox - P2O - TEST	Crown Metals CIF	1	TSC Crown Metal w Errors.cif	CIF3.0	4 KB	Private	Mark Davis	5 Jan 2017	3 Errors Found by Ariba Network
		Hewlett Packard Enterprise - TEST	Hewlett Packard	1	HP_CIFtemplate.xls	CIF3.0	2 KB	Private	Mark Davis	30 Jun 2015	Pending Buyer Validation
		The Walt Disney Company - TEST	CatalogTest	1	TestCatalog2.cif	CIF3.0	2 KB	Private	Mark Davis	11 Nov 2013	Published

Uploading and Publishing New Catalogs

- Correcting Validation Errors
 - To see the error detail, click on the “Errors Found” hyperlink:

Catalogs

Manage catalogs for your customers using the catalog dashboard. Catalog files must be CIF, cXML, or Excel files (.cif, .xml, .xls or .zip). Some customers might have defined specific catalog validation rules, [More](#)

	Customer Name ↑	Catalog Name	Version	File Name	Type	Size	Visibility	Created By	Date Created	Status	Date Status Received
	None	Test PunchOut	1	2898517Punchout.cif	CIF3.0	553 B		Mark Davis	4 Apr 2014	Validated	
	GSO Sandbox - P2O - TEST	Crown Metals CIF	1	TSC Crown Metal w Errors.cif	CIF3.0	4 KB	Private	Mark Davis	5 Jan 2017	<div>3 Errors Found by Ariba Network</div>	
	Hewlett Packard Enterprise - TEST	Hewlett Packard	1	HP_CIFtemplate.xls	CIF3.0	2 KB	Private	Mark Davis	30 Jun 2015	Pending Buyer Validation	
	The Walt Disney Company - TEST	CatalogTest	1	TestCatalog2.cif	CIF3.0	2 KB	Private	Mark Davis	11 Nov 2013	Published	

Uploading and Publishing New Catalogs

- Viewing Validation Errors
 - The Network displays Description, Field and Line Number for each error

The screenshot shows the 'Edit a Catalog' interface. On the left is a sidebar with four tabs: '1 Details', '2 Content', '3 Errors' (which is selected), and '4 Subscriptions'. The main area displays a message: 'The catalog file contains errors. To fix the error, upload a new catalog file or click the item in the Error Description column, or the Line Number. Upload new catalog file.' Below this is a section titled 'Catalog Validation Errors' containing a table. The table has three columns: 'Description ↑', 'Field', and 'Line Number in Your Catalog File'. It lists three errors, all related to duplicate 'supplierpartid' values.

Description ↑	Field	Line Number in Your Catalog File
The item on line 12 duplicates another item with key supplierid supplierpartid supplierpartauxiliaryid		12
The item on line 14 duplicates another item with key supplierid supplierpartid supplierpartauxiliaryid		14
The item on line 11 duplicates another item with key supplierid supplierpartid supplierpartauxiliaryid		11

- In this case, the Network is telling us that the **Supplier Part Number** is not unique on lines 11, 12 and 14
- To correct any issues, go back to the original Excel Catalog file, make the corrections, then update the Catalog file, and upload the new version to replace the existing Catalog

Uploading and Publishing New Catalogs

■ Customer Approval

- When your Catalog passes the Network upload validation, your Customer is then notified to audit, validate and approve your Catalog. The Network may show any of these statuses: **“Published”**, **“Validated by Customer”** or **“Pending Buyer Validation”**—*note that these are all valid statuses*
- Each Customer may have specific validation rules—and these rules may be more strict than the standard Network rules. This means that your Catalog could pass the Network validation, but fail the Customer-specific rules and be returned to you
- If your Customer finds anything in your Catalog file that requires your attention, you will be notified by e-Mail
 - Corrections should be made to the original Excel file, then the corrected Catalog file needs to be uploaded to the Network
 - Each Catalog must pass both the Network validation, and the Customer audit before it can be loaded into the Customer’s buying application and be available for their Users

Replacing Existing Catalogs

Replacing Existing Catalogs

To replace an existing Catalog, the steps are almost the same as uploading a new Catalog for the Customer.

- Log into your Ariba Network account
- Navigate to **Catalogs**
- Update the Catalog—using “View/Edit”
 - When *replacing* an existing Catalog, do **not** Create a new Catalog—it is important to keep the **same** Catalog Name. The file name **can** be different:

Catalogs

Manage catalogs for your customers using the catalog dashboard. Catalog files must be CIF, cXML, or Excel files (.cif, .xml, .xls or .zip). Some customers

	Customer Name ↑	Catalog Name	Version	File Name	Type	Size	Visibility	Created By
	None	Test PunchOut	1	2898517Punchout.cif	CIF3.0	553 B		Mark Davis
	GSO Sandbox - P2O - TEST	Crown Metals CIF	1	TSC Crown Metal w Errors.cif	CIF3.0	4 KB	Private	Mark Davis
	Hewlett Packard Enterprise - TEST	Hewlett Packard	1	HP_CIFtemplate.xls	CIF3.0	2 KB	Private	Mark Davis
	The Walt Disney Company - TEST	CatalogTest	1	TestCatalog2.cif	CIF3.0	2 KB	Private	Mark Davis



View/Edit Test Delete Create Catalog Create Punchout Only Refresh

Replacing Existing Catalogs

- Find the existing Catalog you wish to replace with a new version
 - Click on the radio button to select the existing Catalog

Catalogs

Manage catalogs for your customers using the catalog dashboard. Catalog files must be CIF, cXML, or Excel files (.cif, .xml, .xls or .zip). Some customers

<input checked="" type="radio"/>		Customer Name ↑	Catalog Name	Version	File Name	Type	Size	Visibility	Created By
<input checked="" type="radio"/>		Hewlett Packard Enterprise - TEST	Hewlett Packard	1	HP_CIFtemplate.xls	CIF3.0	2 KB	Private	Mark Davis
<input type="radio"/>		The Walt Disney Company - TEST	CatalogTest	1	TestCatalog2.cif	CIF3.0	2 KB	Private	Mark Davis

↳ [View/Edit](#) [Test](#) [Delete ▼](#) | [Create Standard](#) [Create Punchout Only](#) [Refresh](#)

- Click “View/Edit”

Replacing Existing Catalogs

- You are now taken to the Edit a Catalog Screen
- You see the same 3 steps as a New Catalog
 1. **Details**—Most of the fields are pre-populated with the existing information, but you can add a new Description for the updated Catalog

The screenshot shows the 'Edit a Catalog' interface. On the left, a sidebar contains three steps: '1 Details' (highlighted with a red box), '2 Content', and '3 Subscriptions'. The main area is titled 'Enter a catalog name and descriptive text. Customers can search using this information. Add commodity codes to your catalog.' It displays pre-populated metadata: Catalog Name: Hewlett Packard, File Name: HP_CIFtemplate.xls, Created By: Mark Davis, Date Created: Tuesday 30 Jun 2015 7:53 AM GMT-07:00, Version: 1, Size: 2 KB, Item Count: 5, Type: CIF3.0, and Status: Published. A 'Description' text area is highlighted with a red box and contains the text 'Updated Catalog with new pricing - January 2017'. Below this, a character count indicates 'Characters left: 953' and a note states 'The maximum number of characters allowed is 1000, including spaces.' At the bottom, there is a 'Commodities' section with a table header 'Description' and a 'No items' message, along with 'Delete' and 'Add' buttons. 'Next' and 'Exit' buttons are located at the top right and bottom right of the form.

- Click “Next”

Replacing Existing Catalogs

2. Content—The Network will display the current Catalog (if it is under 4Mb)

The screenshot shows the 'Edit a Catalog' interface. At the top, there are buttons: 'Previous', 'Create New Version', 'Upload Catalog File' (highlighted with a red box), 'Download Catalog File', 'Update Header Data', and 'Exit'. On the left, there is a sidebar with three tabs: '1 Details', '2 Content' (highlighted with a red box), and '3 Subscriptions'. The main area displays 'Content Items' with a table containing 4 items. At the bottom, there are buttons: 'Previous', 'Create New Version' (with a red circle and diagonal line over it), 'Upload Catalog File' (highlighted with a red box), 'Download Catalog File', 'Update Header Data', and 'Exit'.

Item No.	Supplier ID	Supplier Part ID	Manufacturer Part ID	Item Description	SPSC Code
1	002020122	2772882	TTSIBM412CID	4-Line System Phone with Headset and Caller ID	43191504
2	002020122	2772967	IDG076450049X	Excel 97 for Dummies Quick Reference Book	55101509
3	002020122	2772276	IDG076458722	Blue Ballpoint Pens, Disposable	44121704
4	002020122	2772981	IDG076450052X	Manilla Folders, Tabbed 3	44122011

- We don't want to "Create a New Version"—that button will take us back to the beginning as if we are uploading a brand new Catalog
- We want to "Upload a Catalog File"—this will replace the existing Catalog File with our updated Catalog. Click the **Upload Catalog File** button

Replacing Existing Catalogs

- Select your Catalog file, by clicking the **Choose File** button, then “Browse” and point to your file
 - Your Excel file must not exceed 1 Mb, however you can use zip compression
 - If your Excel file is too large, you will need to convert it to a CIF. See the Appendix—“How to convert an Excel file to CIF”
- After you have selected your Catalog file, click “Validate and Publish”

Edit a Catalog

Previous Exit

1 Details

2 Content

3 Subscriptions

Choose the catalog file for upload. Catalog files must be CIF, cXML, or Excel files (.cif, .xml, .xls or .zip). To download the Excel catalog template, click [More](#)

UPLOAD YOUR CATALOG FILE

Choose File No file chosen

! After you click Validate and Publish, do not use your Web browser until your catalog is finished uploading. Large catalogs can take several minutes to upload.




Validate and Publish

- As your Catalog loads, you will be returned to the Catalog Home screen and the status will read “Validating”. Click the “Refresh” button at the bottom of the screen to see the status change. Be sure to wait for the validation to finish

Replacing Existing Catalogs

- When your Catalog passes the Network upload validation, the Network may show any of these statuses: **“Published”**, **“Validated by Customer”** or **“Pending Buyer Validation”**—note that these are **all valid statuses**. The upload is complete

Catalogs
Manage catalogs for your customers using the catalog dashboard. Catalog files must be CIF, cXML, or Excel files (.cif, .xml, .xls or .zip). Some customers might have defined specific ca

	Customer Name ↑	Catalog Name	Version	File Name	Type	Size	Visibility	Created By	Date Created	Status	D
<input checked="" type="radio"/>	 Hewlett Packard Enterprise - TEST	Hewlett Packard	2	TSC Crown Metal.cif	CIF3.0	2 KB	Private	Mark Davis	5 Jan 2017	Pending Buyer Validation	
<input type="radio"/>	 Hewlett Packard Enterprise - TEST	Hewlett Packard	1	TSC Crown Metal.cif	CIF3.0	2 KB	Private	Mark Davis	30 Jun 2015	Pending Buyer Validation	
<input type="radio"/>	 The Walt Disney Company - TEST	CatalogTest	1	TestCatalog2.cif	CIF3.0	2 KB	Private	Mark Davis	11 Nov 2013	Published	

↳ [View/Edit](#) [Test](#) [Delete ▾](#) | [Create Standard](#) [Create Punchout Only](#) [Refresh](#)

- Notice that the Catalog Name stayed the same, but the new File Name we loaded is reflected on the Network
- The Network does Catalog version control for you. See that our replacement Catalog is now Version 2, and is active. Note that the radio button has moved up to our new active version

Replacing Existing Catalogs

■ Customer Approval

- When your Catalog passes the Network upload validation, your Customer is then notified to audit, validate and approve your Catalog.
- Each Customer may have specific validation rules—and these rules may be more strict than the standard Network rules. This means that your Catalog could pass the Network validation, but fail the Customer-specific rules and be returned to you
- If your Customer finds anything in your Catalog file that requires your attention, you will be notified by e-Mail
 - Corrections should be made to the original Excel file, then the corrected Catalog file needs to be uploaded to the Network
 - Each Catalog must pass both the Network validation, and the Customer audit before it can be loaded into the Customer's buying application and be available for their Users

Timing & Next Steps

Timing

- **Next Steps & Action Items:**

- Supplier accepts Trading Relationship Request (TRR) from STIHL
- Create and Publish catalog to STIHL Test
- STIHL validates catalog content & test connectivity to PunchOut sites
- STIHL & Supplier perform PO testing
- STIHL & Supplier perform Integration testing (if in scope)
- Prep activities for Go-Live
- Supplier Publishes catalog to STIHL Production
- Go-Live!

Appendix

Creating a CIF from an Excel File

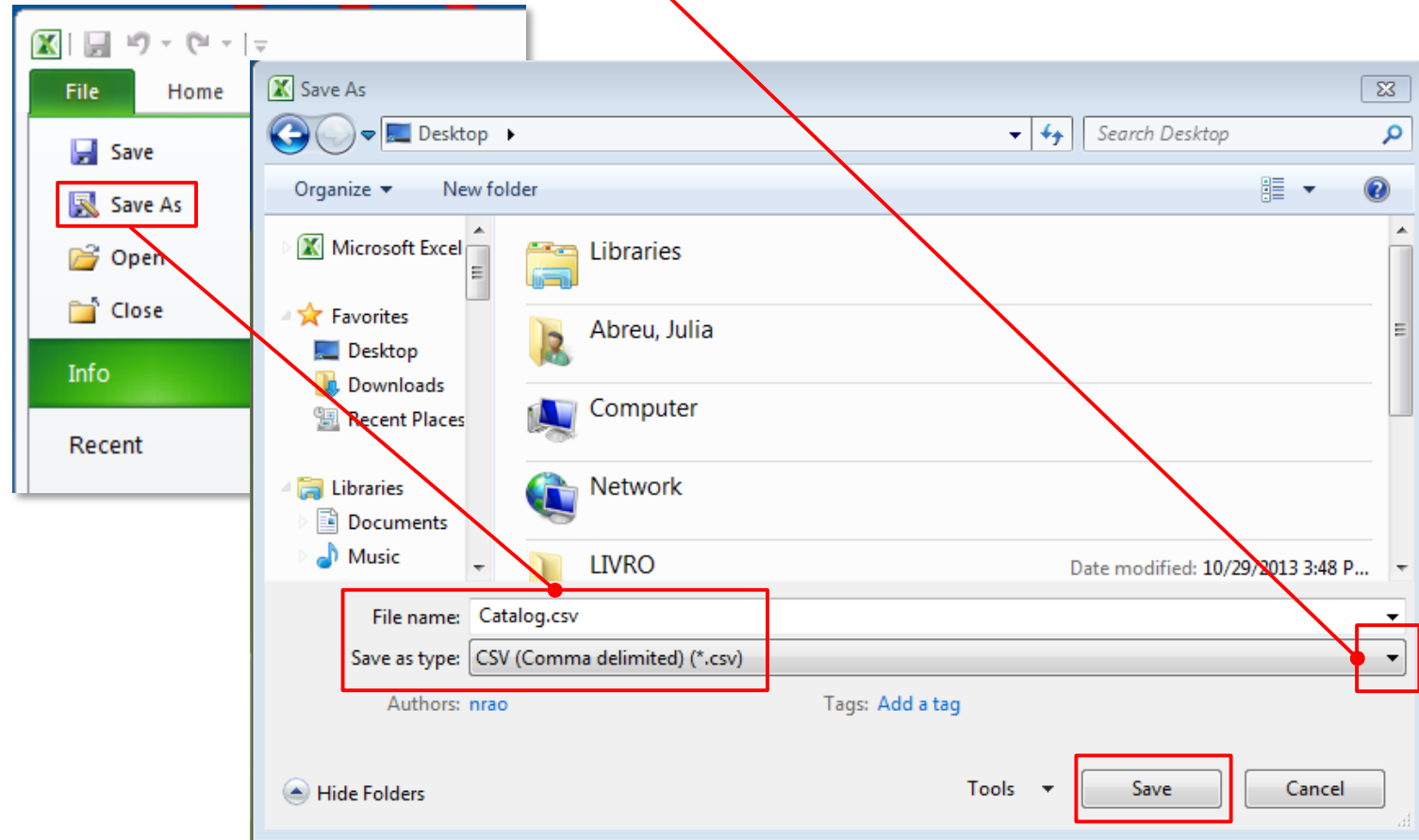
- Open your Excel Catalog file

Catalog.xls [Compatibility Mode] - Microsoft Excel

	A	B	C	D	E
1	CIF_I_V3.0				
2	CHARSET:	UTF-8			
3	LOADMODE:	F			
4	CODEFORMAT:	UNSPSC_V13.5			
5	CURRENCY:	USD			
6	SUPPLIERID_DOMAIN:	NetworkID			
7	ITEMCOUNT:	5			
8	TIMESTAMP:	5/16/2011			
9	UNUOM:	TRUE			
10	COMMENTS:	Any comments can go here.			
11	FIELDNAMES:	Supplier ID	Supplier Part ID	Manufacturer Part ID	Item Description
12	DATA				
13	an01006884126-t	2772882	TTSIBM412CID	4-Line System Phone with Headset and Caller ID	43191504
14	an01006884126-t	2772967	IDG076450049X	Excel 97 for Dummies Quick Reference Book	55101509
15	an01006884126-t	2772276	IDG076458722	Blue Ballpoint Pens, Disposable	44121704
16	an01006884126-t	2772981	IDG076450052X	Manilla Folders, Tabbed 3 Position	44122011
17	an01006884126-t	2772985	IDG07645762	Stapler, Swingline 405, Black	44121615
18	ENDOFDATA				

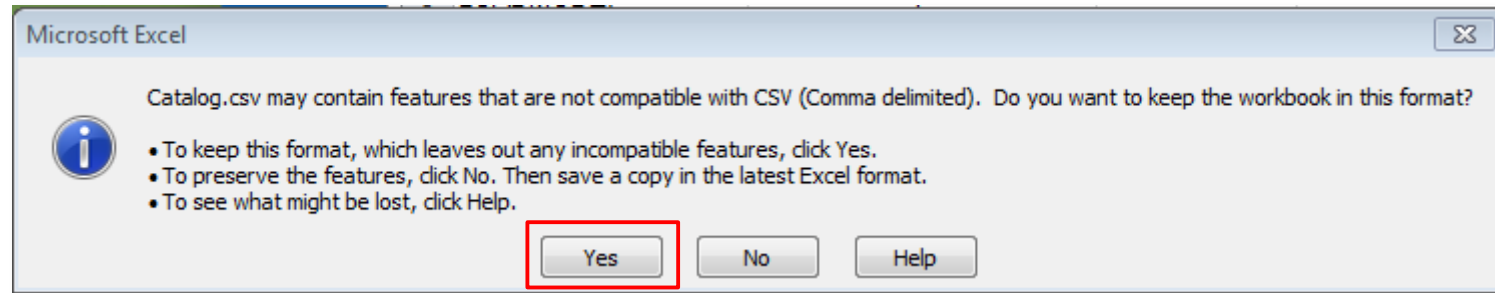
Creating a CIF from an Excel File

- Save it as a “.csv” file. To see the choices, click on the drop down menu



Creating a CIF from an Excel File

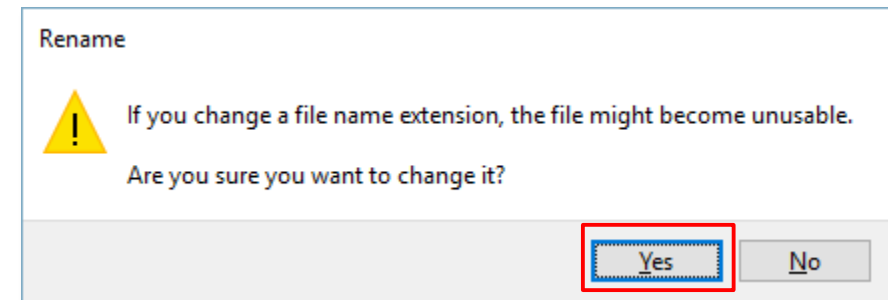
- You will get a system warning about saving it as a .csv—click “Yes” to continue



- Rename your saved file, by changing the extension to “.cif”

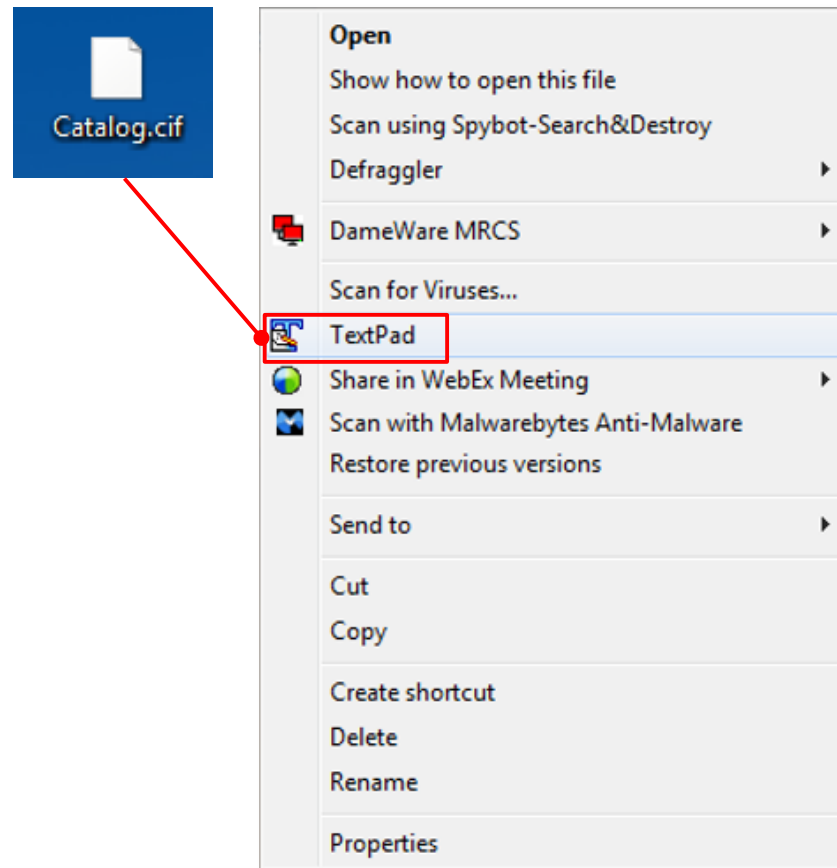


- The system will warn you about changing the extension. Click “Yes” to continue



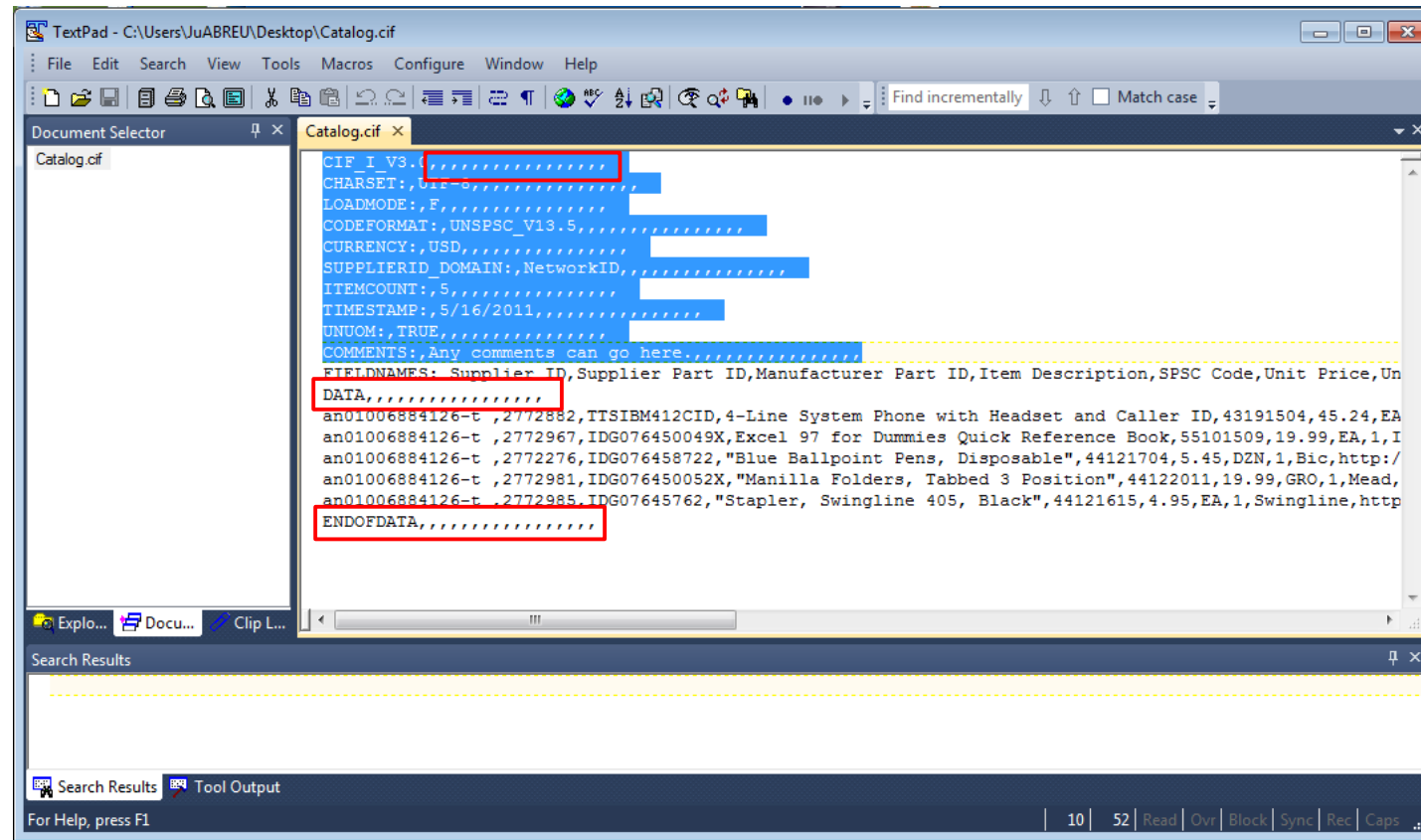
Creating a CIF from an Excel File

- Open your CIF Catalog file with Notepad, or your favorite text editor



Creating a CIF from an Excel File

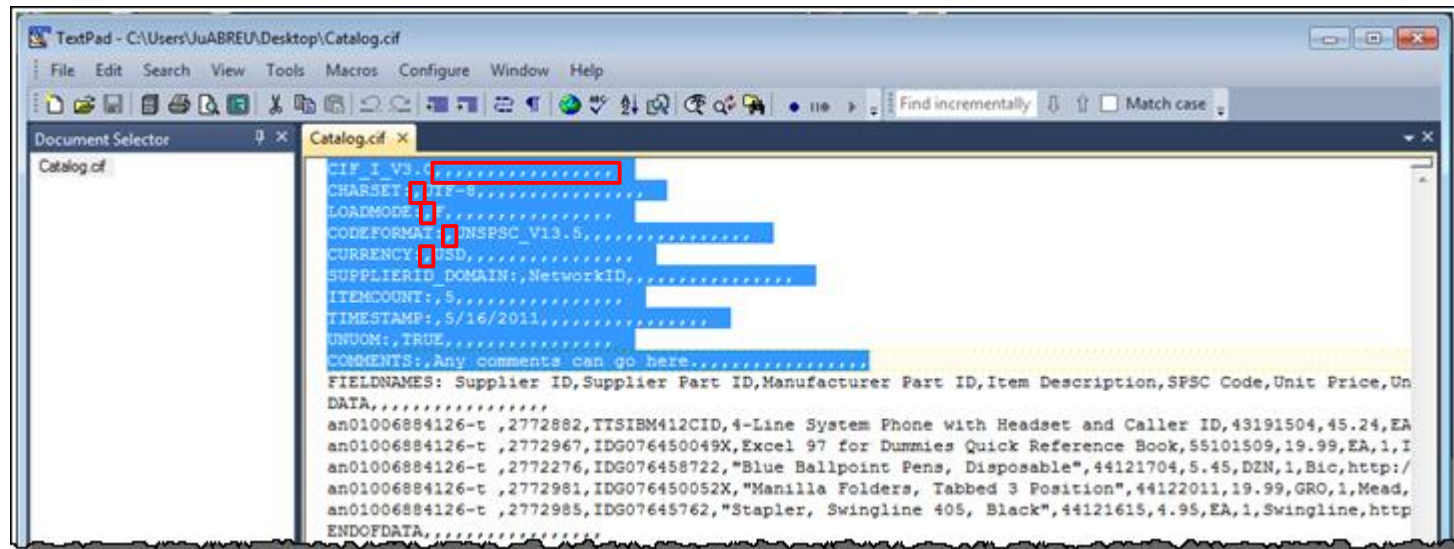
- Notice that the file has new, added commas in the Header, and after the DATA and ENDOFDATA markers



```
CIF_I_V3.0
CHARSET:UTF-8
LOADMODE:F
CODEFORMAT:UNSPSC_V13.S
CURRENCY:USD
SUPPLIERID_DOMAIN:NetworkID
ITEMCOUNT:5
TIMESTAMP:5/16/2011
UNUOM:TRUE
COMMENTS:Any comments can go here.
FIELDNAMES: Supplier ID,Supplier Part ID,Manufacturer Part ID,Item Description,SPSC Code,Unit Price,Unit of Measure
DATA
an01006884126-t,2772882,TTSIBM412CID,4-Line System Phone with Headset and Caller ID,43191504,45.24,EA
an01006884126-t,2772967,IDG076450049X,Excel 97 for Dummies Quick Reference Book,55101509,19.99,EA,1,I
an01006884126-t,2772276,IDG076458722,"Blue Ballpoint Pens, Disposable",44121704,5.45,DZN,1,Bic,http:/
an01006884126-t,2772981,IDG076450052X,"Manilla Folders, Tabbed 3 Position",44122011,19.99,GRO,1,Mead,
an01006884126-t,2772985,IDG07645762,"Stapler, Swingline 405, Black",44121615,4.95,EA,1,Swingline,http
ENDOFDATA
```

Creating a CIF from an Excel File

- Remove these extra commas after the Header values and the DATA and ENDOFDATA markers. Be sure to remove any commas in *front* of the data in the Header as well



```
TextPad - C:\Users\UuABREU\Desktop\Catalog.cif
File Edit Search View Tools Macros Configure Window Help
Find incrementally Match case
Catalog.cif
Catalog.cif
CIF 1 V3.
CHARSET ,
LOADMODE ,
CODEFORMAT ,
CURRENCY ,
SUPPLIERID_DOMAIN: ,NetworkID,
ITEMCOUNT: ,5,
TIMESTAMP: ,5/16/2011,
UNUOM: ,TRUE,
COMMENTS: ,Any comments can go here,
FIELDNAMES: Supplier ID,Supplier Part ID,Manufacturer Part ID,Item Description,SPSC Code,Unit Price,Un
DATA,
an01006884126-t ,2772882,TTSIBM412CID,4-Line System Phone with Headset and Caller ID,43191504,45.24,EA
an01006884126-t ,2772967,IDG076450049X,Excel 97 for Dummies Quick Reference Book,55101509,19.99,EA,1,I
an01006884126-t ,2772276,IDG076458722,"Blue Ballpoint Pens, Disposable",44121704,5.45,DZN,1,Bic,http:/
an01006884126-t ,2772981,IDG076450052X,"Manilla Folders, Tabbed 3 Position",44122011,19.99,GRO,1,Mead,
an01006884126-t ,2772985,IDG07645762,"Stapler, Swingline 405, Black",44121615,4.95,EA,1,Swingline,http
ENDOFDATA,
```

- Be careful if you use the “Replace” function—you don’t want to replace any of the commas in the actual Catalog data
- Once the commas are deleted, save the CIF Catalog file. It is now ready to be loaded

Thank you.

Contact information:

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AskAribaCatalogs@sap.com