



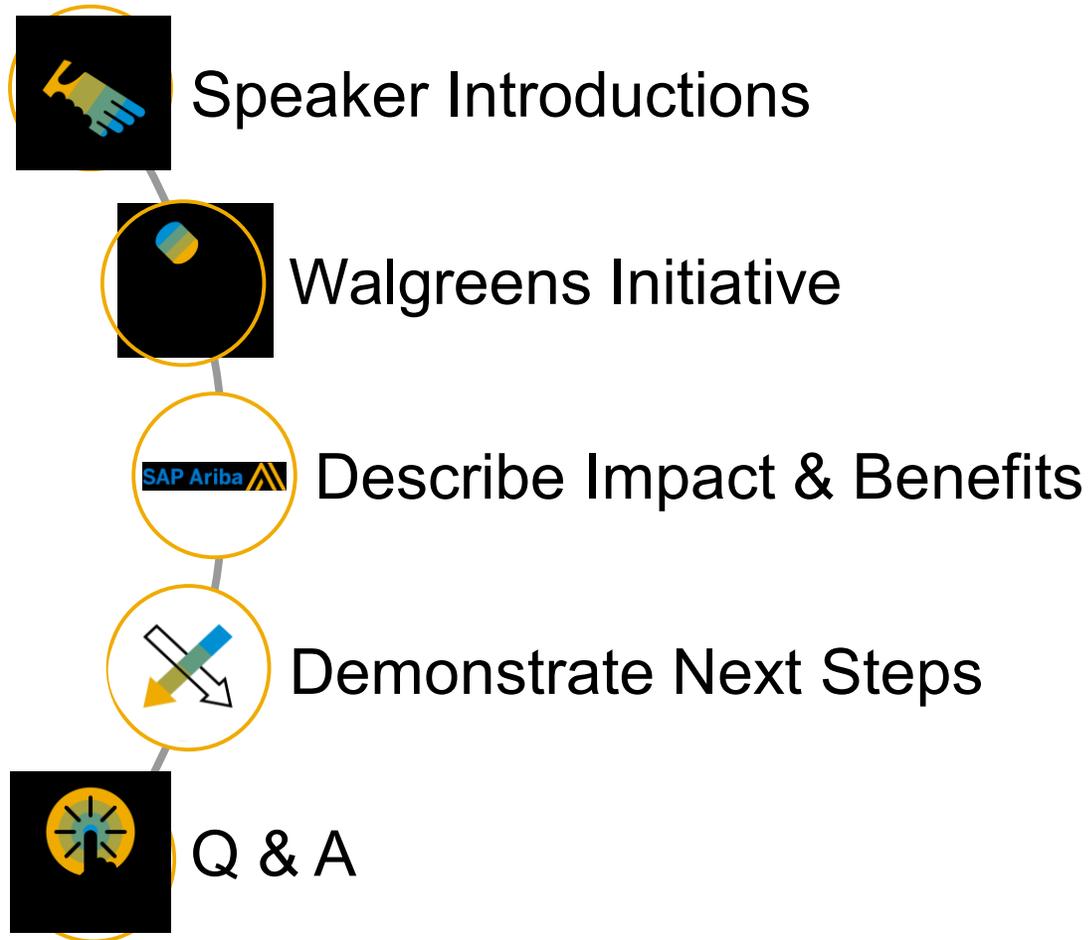
# Walgreens Supplier Summit

No dial-in required – Audio is available through your computer speakers or headphones.

INTERNAL



# Today's Objectives



# Introductions



Amy DeLise  
Supplier Enablement Lead  
Walgreens



Jon Berger  
Network Deployment Lead  
SAP Ariba



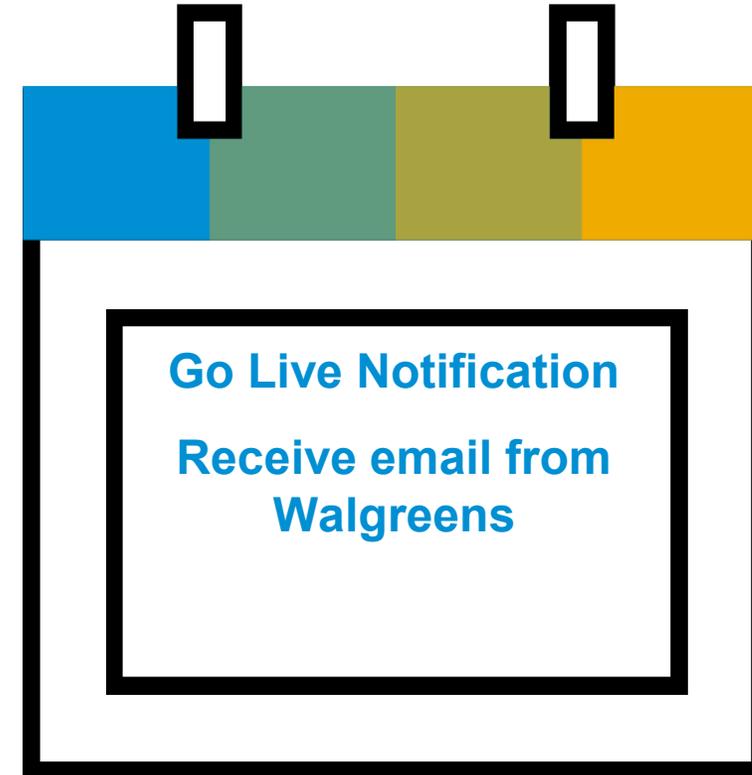
## Timing & Expectations

**Supplier Onboarding Begins:** Today

**Accept TRR:** 5 business days after receipt

**Supplier Training Sessions:** receive email invitation prior to Go Live

**Go Live:** receive Go Live notification from Walgreens



**Questions? Email us at [SupplierEnablement@Walgreens.com](mailto:SupplierEnablement@Walgreens.com)**

# 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



# SAP Ariba helps you...



60% average reduction in operating costs

## Lower costs

- Reduce time and paper usage
- Eliminate postage costs
- Reduce costs associated with resources used to generate/ rework the invoices



30% growth in existing accounts  
35% growth in new business

## Increase your revenue

- Become searchable customers using the AN worldwide
- Establish new customer relationships via Ariba Discovery
- Publish your Catalogs in front of thousand buyers



15% increase in customer retention

## Satisfy your customer

- Support your customer's strategic business plan
- Become a preferred supplier
- Simplify the communication process

80% efficiency & transform business operations



## Stay organized

- Consolidate Network relationships under one account
- Enjoy a simple way to store POs and invoices
- Get better visibility into customers' spend and payments
- View invoice status in real time

62% decrease in late payments

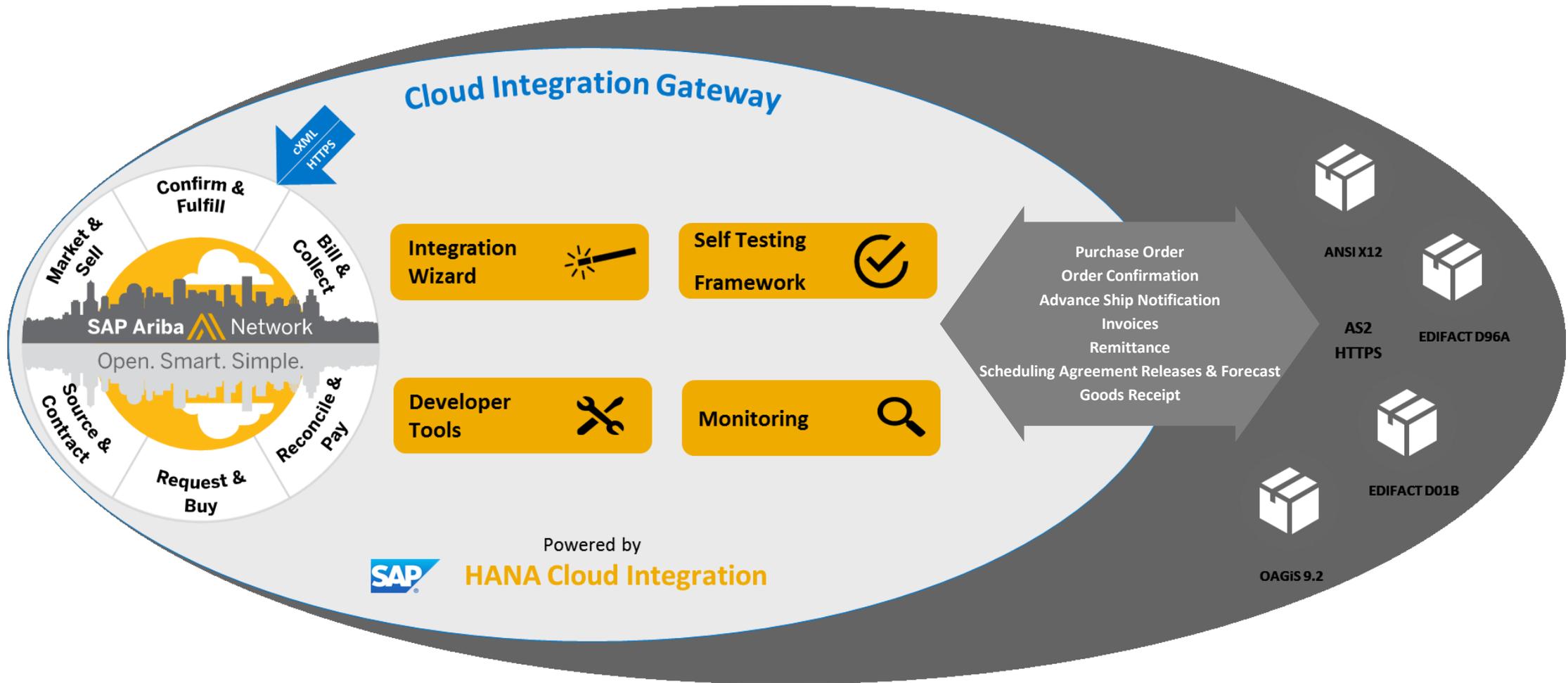


## Receive faster payments

- Help your invoice reach the correct contact in the approval flow
- No need to confirm the orders via email/phone
- Feel confident all order information is complete and accurate
- Prevent errors through system checks

# Cloud Integration Gateway

## Connect Once To Ariba Network



# Catalogs on Ariba Network

## Catalog Benefits

- Improve purchase order accuracy
- Accelerate responsiveness to customers
- Encourage compliance to procurement processes
- Enhance cash flow
- Provides a simple, consumer-like buying experience for users

## Catalog Options



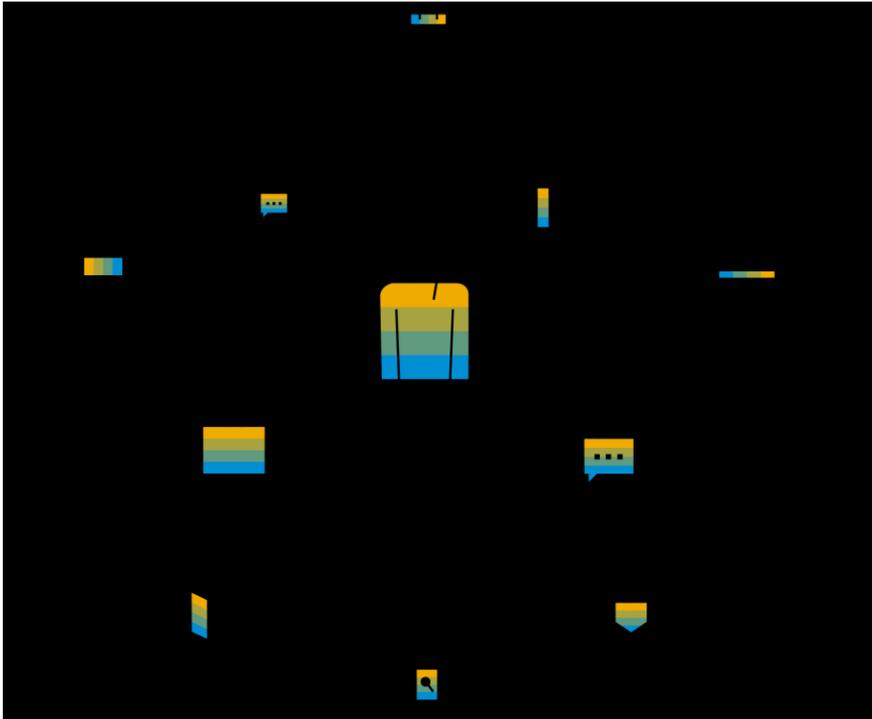
CIF (file based catalog)



PunchOut Levels 1 & 2 (users shop at your store and return items to their Ariba shopping cart, based on requirements)

\*If your customer determines they would like to enable catalogs with you, a Catalog Enablement Expert from Ariba will reach out to you with further details/instructions

# Ariba Network Fee Schedule Basics



**FREE** for all suppliers to join and begin transacting

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Two components of the supplier fee schedule: Transaction Fees and Subscription Fees

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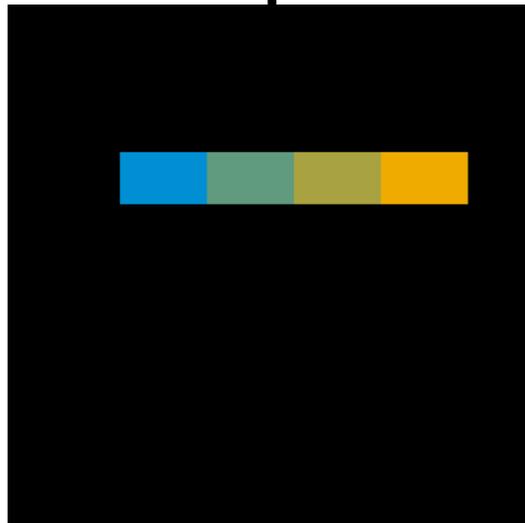
Chargeable documents are considered Purchase Orders, Invoices, Service Entry Sheets, and Service Entry Sheet Responses

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Chargeable suppliers transacting less than \$250,000 in annual financial volume will be assigned to the Bronze level irrespective of annual document count

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# Subscription Levels



## Premium

- Unlimited portal access
- Electronic catalogs
- Supply Chain Collaboration
- Customer support
- Long-Term Invoice Archiving
- Reporting

## Bronze

Premium, plus:

- eCommerce consult team
- Ariba achievement badges
- Free Discovery RFI/RFQ response

## Silver

Bronze, plus:

- Express integration support
- cXML and EDI Integration
- Supplier technical support
- Two free Discovery responses

## Gold

Silver, plus:

- Unlimited integration opportunities
- eCommerce integration
- Priority support

## Platinum

Gold, plus:

- Ariba LIVE pass
- Extended integration support



Read more about subscription levels <https://www.ariba.com/ariba-network/ariba-network-for-suppliers>

# Supplier Fee Schedule

## Transaction Fees

Billed every quarter

Per-relationship fee cap: \$20,000/year

### Without Service Entry Sheets

0.155% of transaction volume

### With Service Entry Sheets

0.35% of transaction volume



## Subscription Fees

Billed once a year

Annual Document Count Across <u>All</u> Customer Relationships	Subscription	Annual Fees
Up to 4 documents	Premium	<b>Free</b>
5 to 24 documents	*Bronze	\$50
25 to 99 documents <b>or</b> EDI/cXML usage	Silver	\$750
100 to 499 documents	Gold	\$2,250
500 and more documents	Platinum	\$5,500

\*Chargeable suppliers transacting less than \$250,000 in annual financial volume will be assigned to the Bronze level irrespective of annual document count

### Fee Threshold

**\$50,000 and 5 Documents**

Suppliers who do not cross the Fee Threshold will not be charged fees

# Supplier Informational Portal And Exchange User Community

**Ariba Network** Company Settings Test Supplier

HOME INBOX

Enablement Task

View details of all pending tasks

Activities and 1

Activity Name

- Account
- Purchase Order

This activity track is ✔ Complete

Under Enablement

- Customer
- Transaction
- Supplier

**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

**SAP Ariba**

Help Center < 1/5

**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

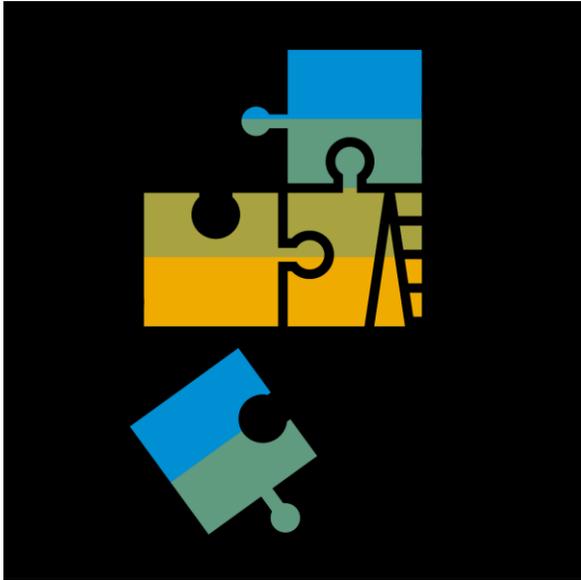
**FAQ** Finding Specific Orders or Releases  
1051 5 15

View related content in new window

Ask Community

Support

# Resources



## Enablement Help Desk

- Account creation
  - Assistance creating first invoice
  - Configure your settings
- 

## Customer Support

- User role changes
  - Billing & invoice inquiries
  - Password resets
- 

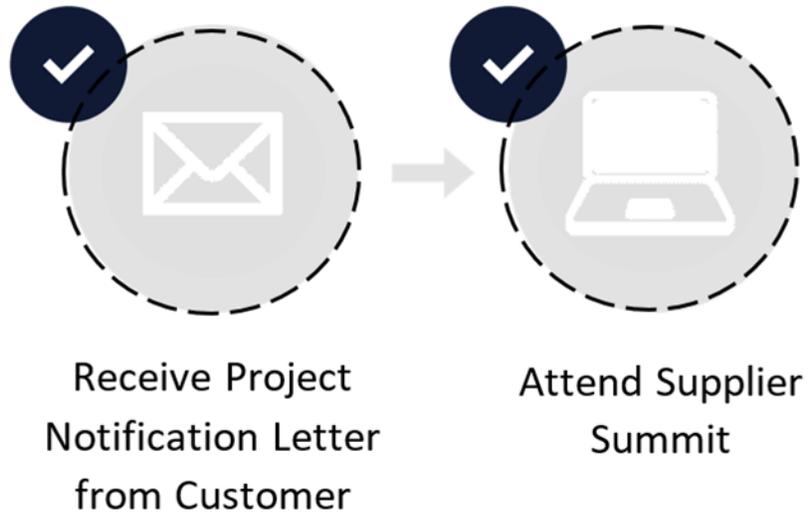
## Live Demonstrations

- 30 on Thursdays
  - Customer Success Sessions
  - Supplier live demos
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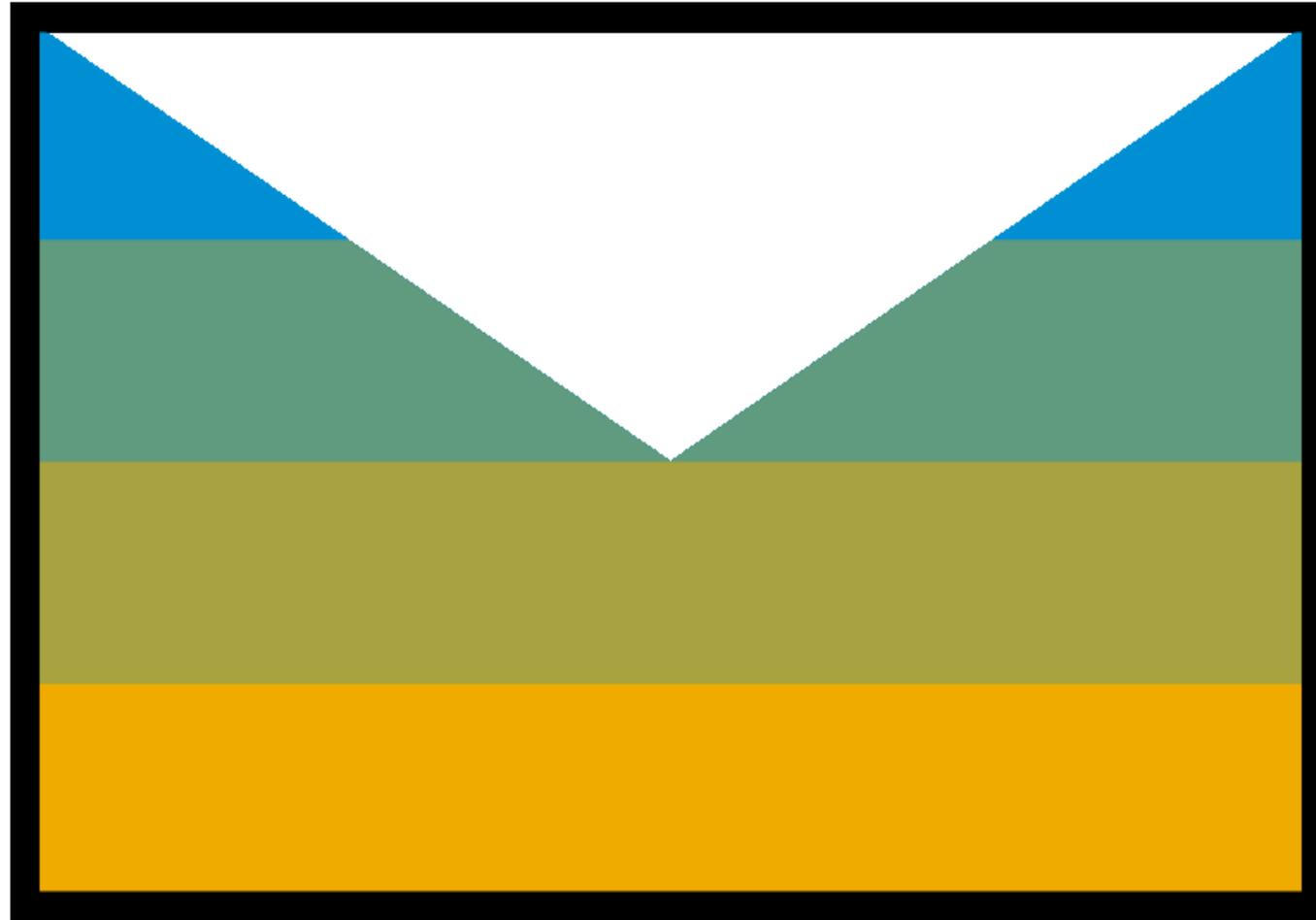
## Seller Commerce Consulting Team

- Value realization
- Expert account guidance
- Subscription Package support

# Next Steps



# Accept Trading Relationship Request



# Configure Your Account

Ariba Network

Company Settings Early Access John Doe

## Network Settings

Electronic Order Routing Electronic Invoice Routing Accelerated Payments Settlement

\* Indicates a required field

### Capabilities Preferences

#### cXML Setup

Configure cXML setup

#### Non-Catalog Orders with Part Numbers

Process non-catalog orders as catalog orders if part numbers are entered manually

### New Orders

Document Type	Routing Method	Options
Catalog Orders without Attachments	Email	Email address: test@yourcompany.com <input type="checkbox"/> Attach cXML document in the email message <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.

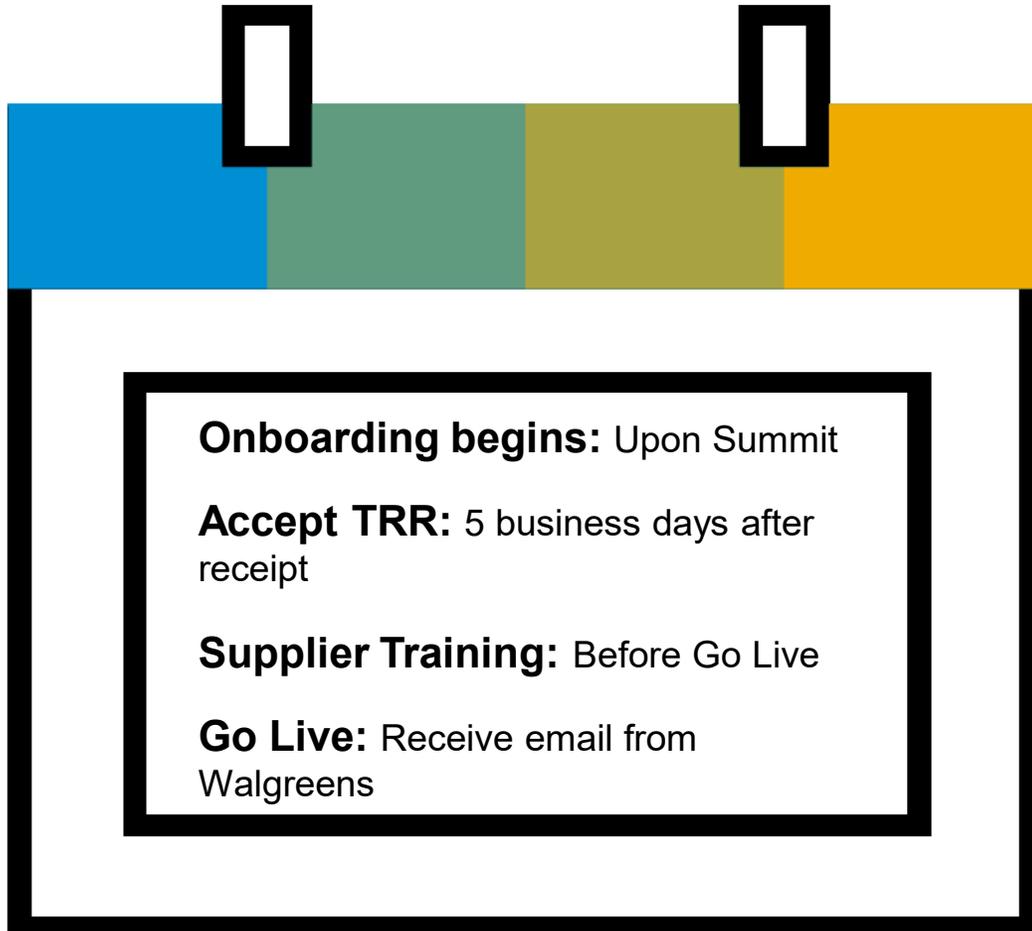
# Go Live on Ariba Network

Projected Period to Start Transacting- **September 2020**

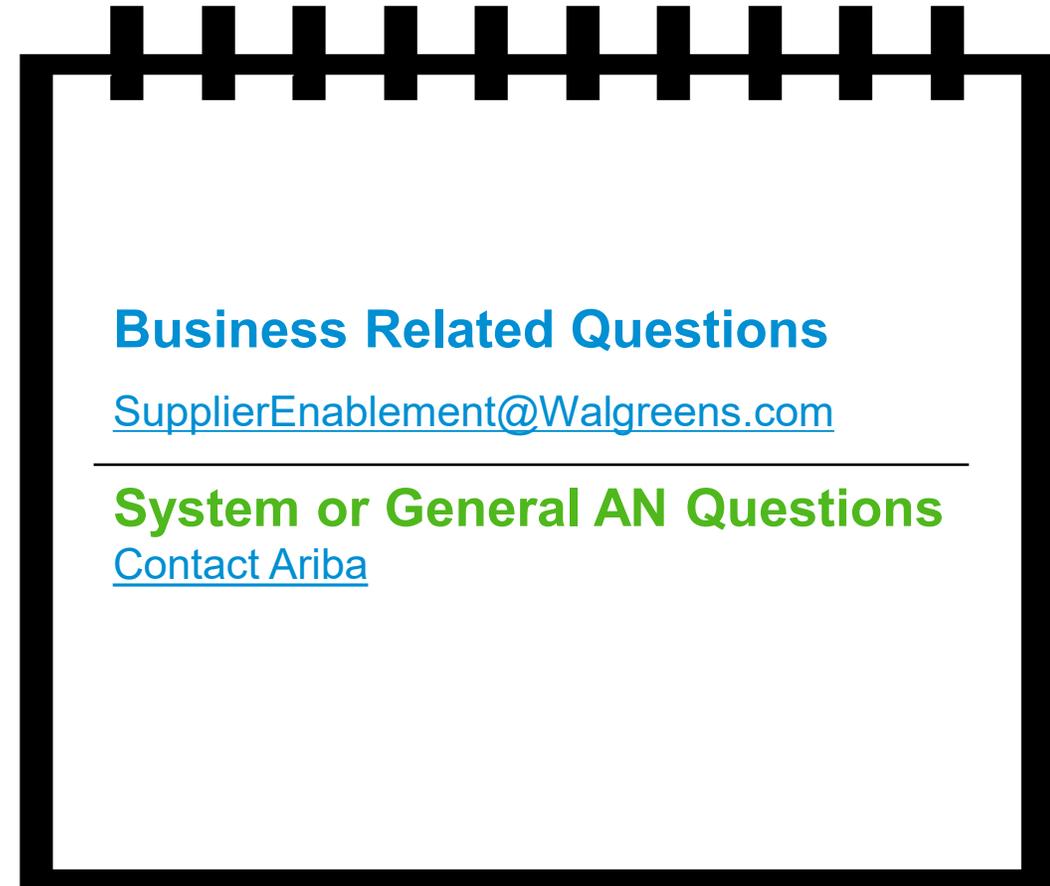


# Questions?

Please submit your questions via the Q&A Widget



- Onboarding begins:** Upon Summit
- Accept TRR:** 5 business days after receipt
- Supplier Training:** Before Go Live
- Go Live:** Receive email from Walgreens



**Business Related Questions**  
[SupplierEnablement@Walgreens.com](mailto:SupplierEnablement@Walgreens.com)

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**System or General AN Questions**  
[Contact Ariba](#)