SAP Ariba

Honeywell
Supplier Summit

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

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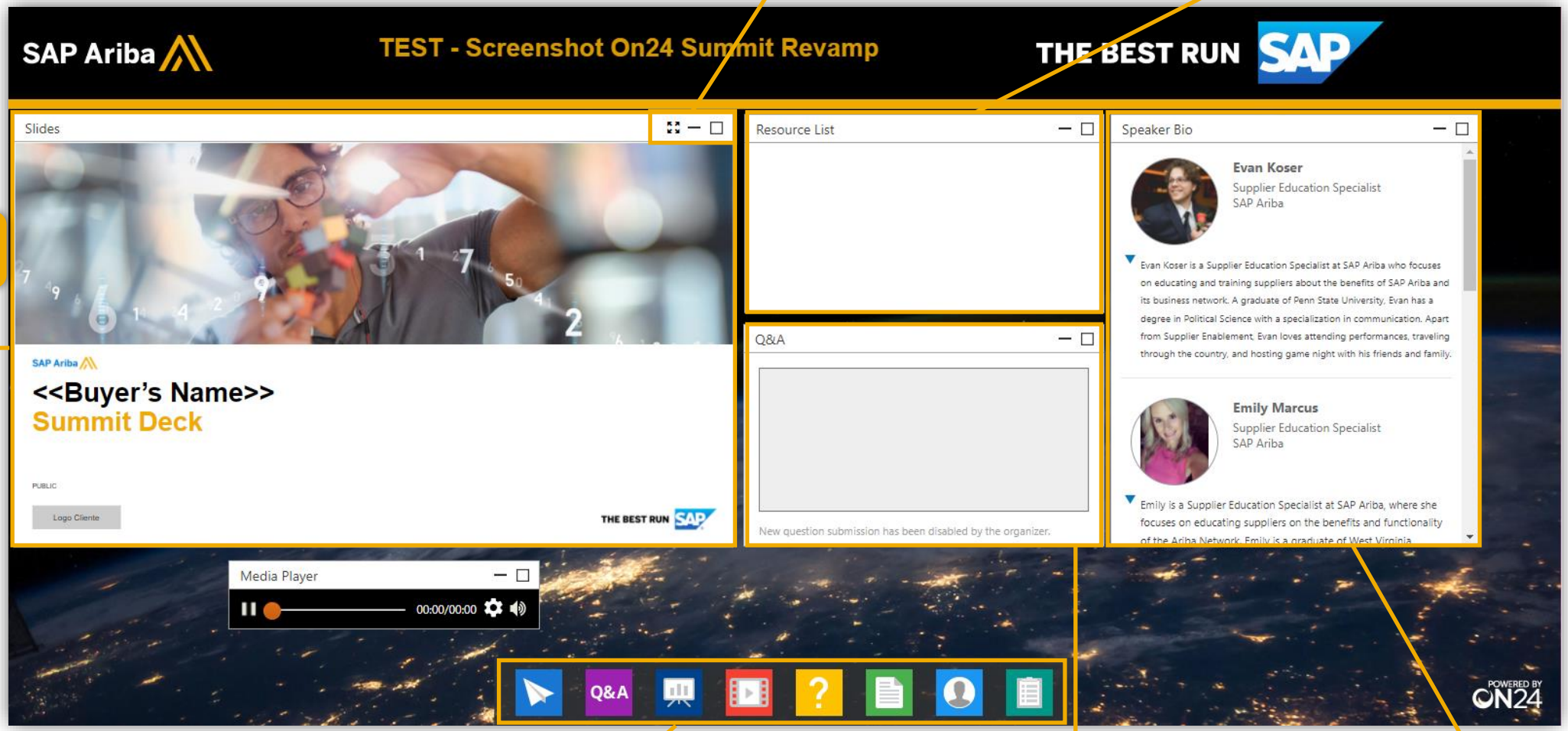
Honeywell

THE BEST RUN SAP

ON24 Screen Overview: Audience



Expand Slideview

Resources Widget

Slide view

Hide/Unhide Widgets

Q&A Widget

Speaker Information

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Agenda

Speaker Introductions

- Honeywell
- SAP Ariba Enablement Team

Honeywell Initiative

- Project Overview

Describe Impact & Benefits

- Next Steps

Q&A

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Speaker Introductions

- **Evan Koser**
- **Supplier Education Specialist, SAP Ariba**

- **Laura Mamo**
- **Network Deployment Lead, SAP Ariba**

- **Cynthia Karina Gonzalez**
- **Supplier Enablement Functional Lead, Honeywell**

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SAP Ariba

Honeywell

Initiative Overview

Goal & Benefits

Ariba Network mutually creates value for Honeywell and Supplier(s) by providing a streamlined method of collaboration

Suppliers' Benefits

- Improved purchase order fulfillment
- More valuable relationships with Buyers
- Visibility into receipt of goods
- Improved collaboration with Honeywell
- Increased visibility to P2P process
- Better visibility into Supplier remittance

Honeywell's Benefits

- Simplified procurement
- Improved efficiency for purchase order collaboration
- Improved communication of order priorities
- Efficiency to streamline and automate PO due date process, reduce lost purchase orders and time spent expediting

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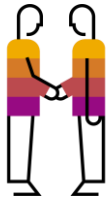
Scope

Honeywell

Various methods to PO collaboration	→	Single gateway for Order Collaboration
Multiple ways to submit an invoice	→	Standardized process within a single tool
Unbalanced and confusing communication	→	Streamlined communication
Lack of transparency	→	 Transparency between Suppliers and Buyers

Moving to a standardized process and single platform

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Honeywell

Honeywell is working to improve Supply Chain Collaboration in Operational Procurement & Invoicing / Payments

Simplify and improve End-to-end supply chain visibility, enhance supplier collaboration and increased supplier accountability.

Increase invoice first pass yield to reduce the invoice touches and enable faster issuance of payments.

We value our partnership and appreciate your support with this launch!

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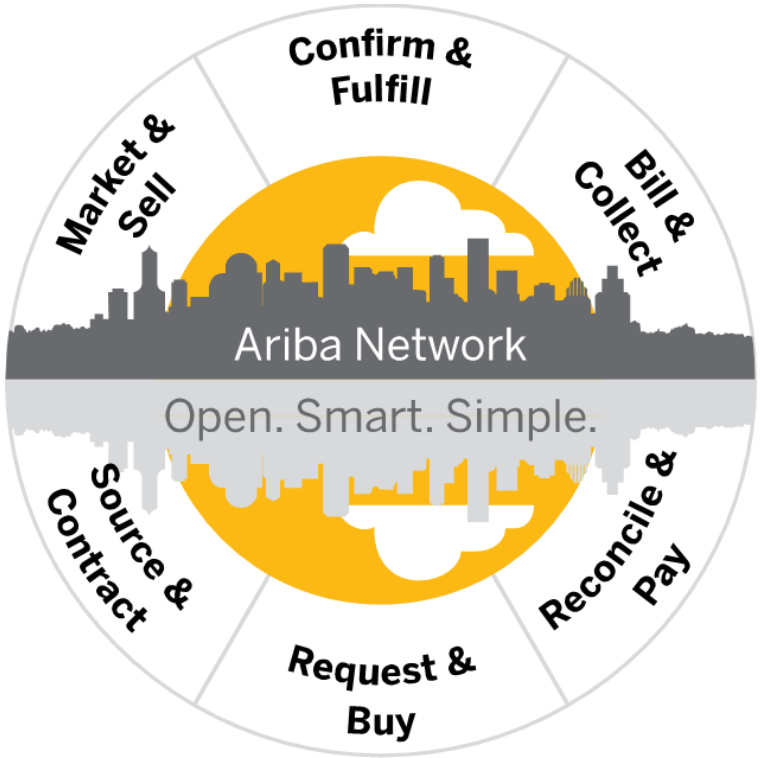
Why A Business Network?

Buyer Participants

Global Enterprises

Midmarket Companies

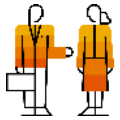
Individual Buyers



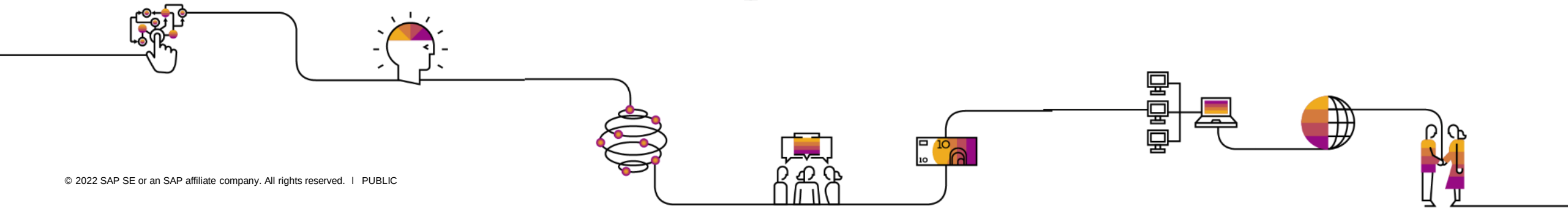
Supplier Participants

Direct Materials

Indirect Materials



Services



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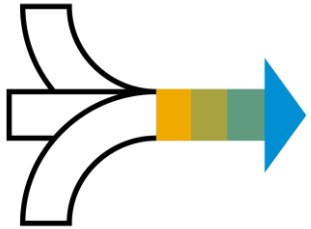
Why Ariba Network?

World's Largest Trading Community over $3 trillion

Experienced Leaders

- 2000 Global buyers can find your products and services
- Best in class expertise, experience, and advice for B2B eCommerce and Integration



Single Point for Business Collaboration

One Account

- Manage leads, proposals, contracts, orders, and various electronic documents
- Collaborate with multiple customers

Works With How You Do Business

Flexibility

- Access a wide range of transaction options
- Use many browsers, formats, languages, and currencies

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SAP Ariba Supplier Solutions

Ariba Network for Suppliers

Leads | Proposals | Contracts | Orders and Invoices | Payments

Find buyers ready to buy

Accelerate the sales cycle

Improve customer retention

Predict and apply cash

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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 customers

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 other invoices electronically

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

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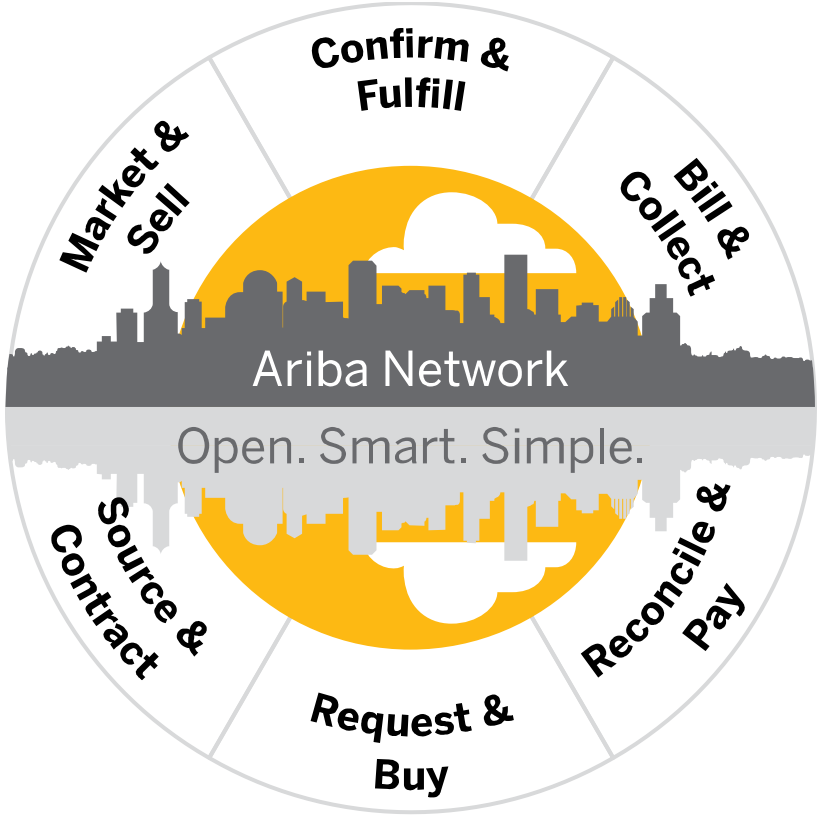
Standard Procure-to-Pay Cycle



Supplier

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Integration

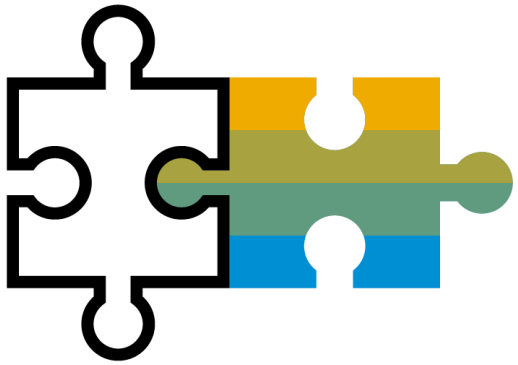
What Is It?

Direct connection between your ERP and Ariba Network via a fully automated process**.**

For Whom?

Suppliers with:

- A high volume of documents per month
- Technical capability in cXML/EDI
- IT or eCommerce resources



cXML	Most commonly used; Ariba's native format; direct connection with automatic validation
EDI ANSI X.12 EDIFACT D96A EANCOM D01B	Interface with Ariba through VAN or AS2
OAGIS v9.2	Connection types: AS2 / HTTPS / RNIF
PIDX v1.61	Connection type: RNIF
SAP Business One	Adapter for sellers using SAP Business One
SAP SD Add-On	Free seller add-on for SAP sellers using the Sales and Distribution Module
CSV	Manual upload of CSV file (customer-specific template)

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Ariba Discovery

Receive qualified leads

A quick 5 minute registration will activate qualified leads sent right to your inbox

Save time

Get in front of buyers when they are actively looking for new suppliers

Sell effectively

Take advantage of the Ariba Network community to get in front of buyers you're not already working with

Win new business

Tap into $5 billion of new opportunities posted annually

Increase interactivity

Communicate with buyers and prospects in real time

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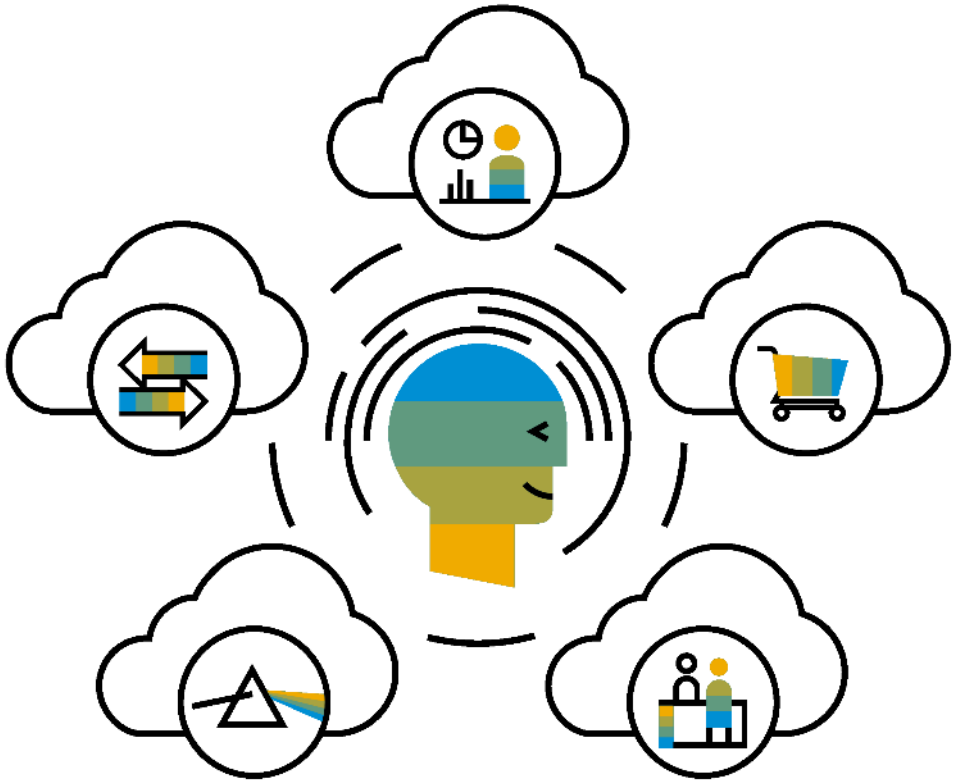
Ariba Network Fee Schedule Basics



FREE for all suppliers to join and begin transacting

Two components of the supplier fee schedule:
Transaction Fees + **Subscription Fees**

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

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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:

- 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

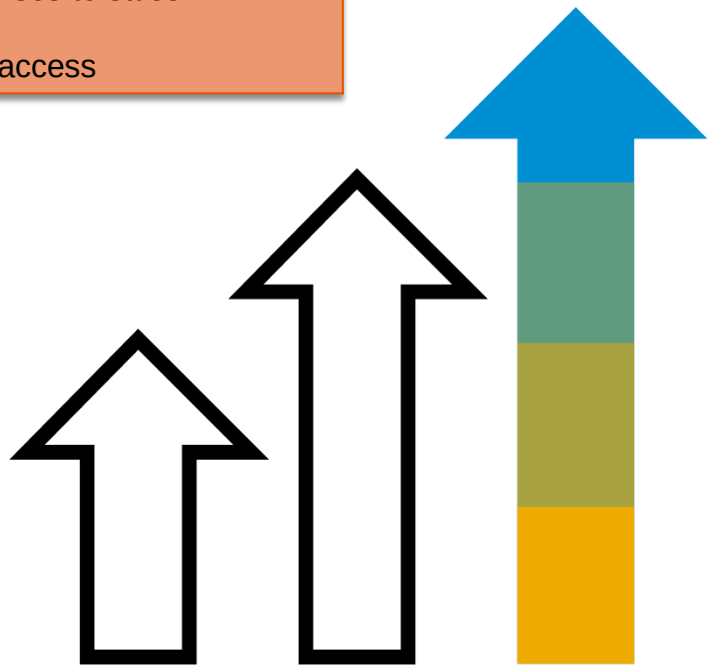
Silver, plus:

- Unlimited responses to sales opportunities
- Priority support access

Platinum

Gold, plus:

- Ariba LIVE pass
- Extended integration support



Read more about subscription levels, calculate your fees & check out other currencies on our website
https://www.ariba.com/ariba-network/ariba-network-for-suppliers

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Supplier Fee Schedule

Transaction Fees

Billed Quarterly

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

Fee Threshold

Both $50,000 and 5 Documents

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

Subscription Fees

Billed Annually

Annual Document Count Across All Customer Relationships	**Subscription**	**Annual Fees**
Up to 4 documents	Premium	**Free**
5 to 24 documents	*Bronze	$50
25 to 99 documents **or** 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 regardless of annual document count**

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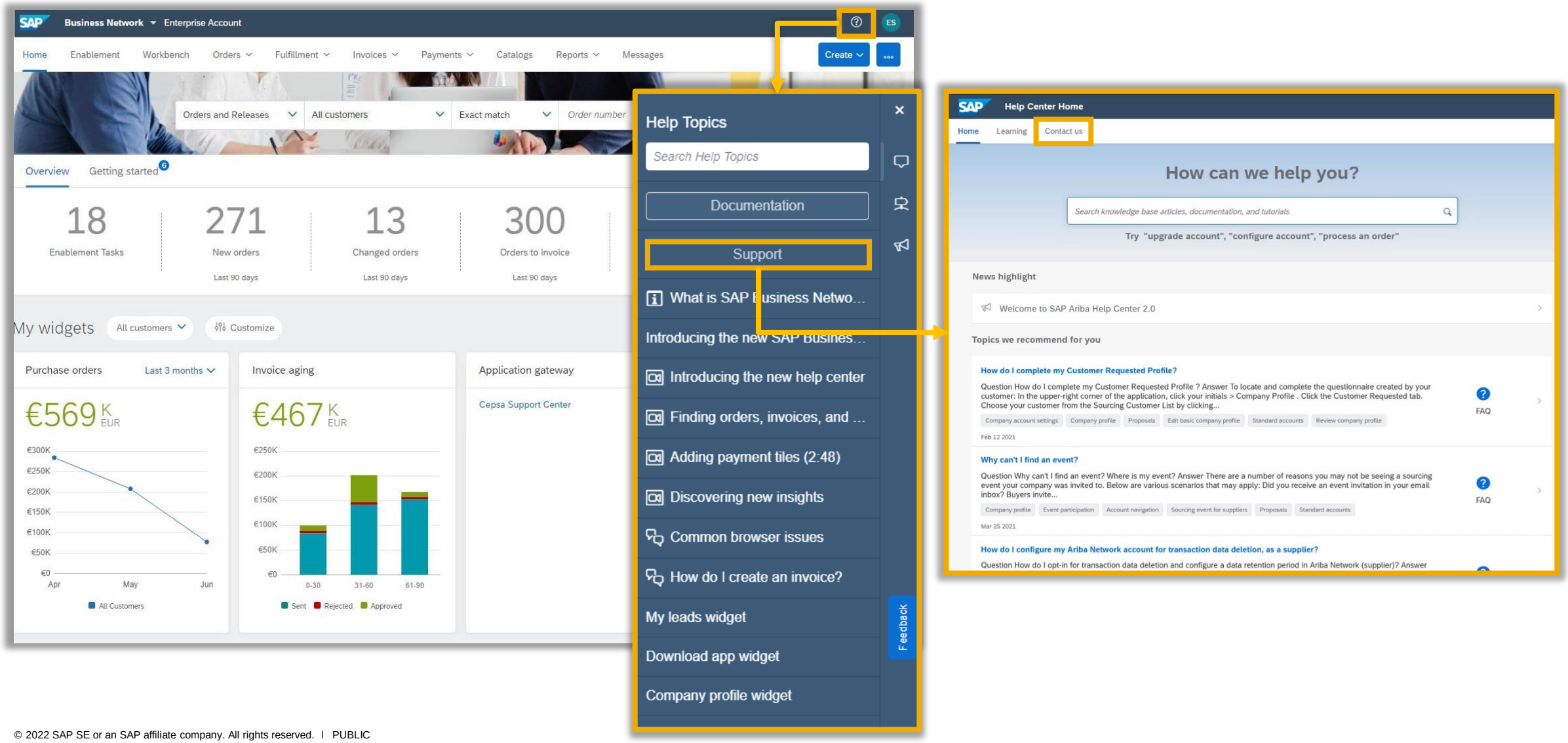
Ariba Network Help Center



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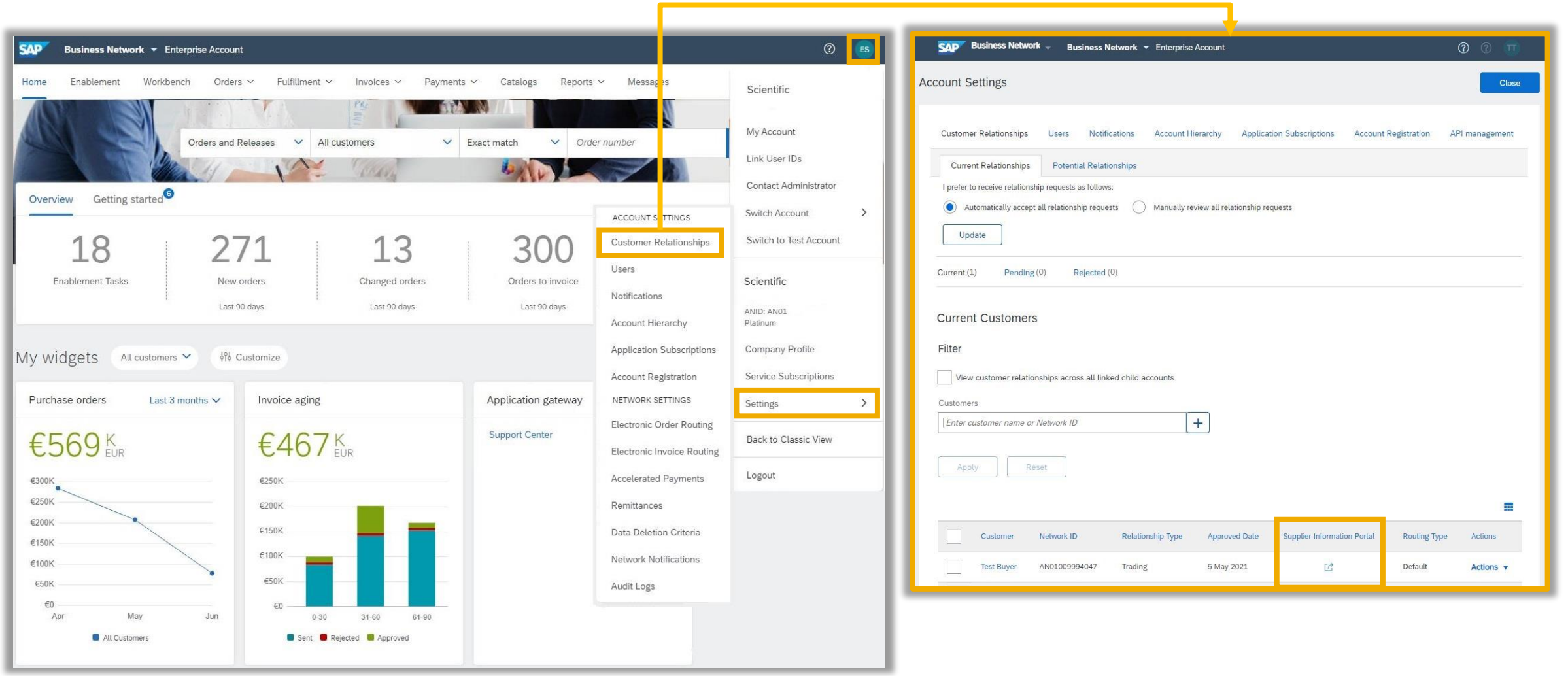
Supplier Information Portal



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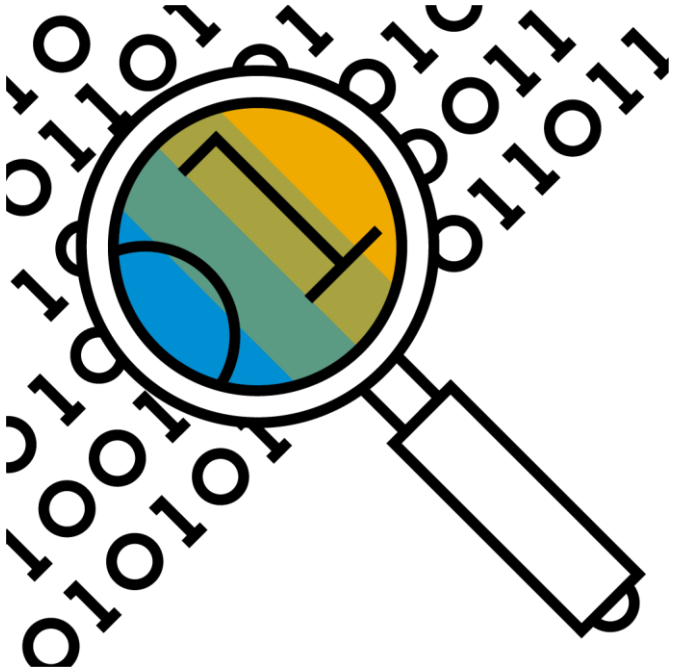
Support Resources



Enablement Help Desk

- TRR acceptance & account creation
- Account configuration assistance
- Assistance creating first document

Online Support

- **Supplier Information Portal**
  - Tailored for your customers program
  - Includes functional guides, technical specifications, and support resources
- **Help Center**
  - Conduct keyword searches in to find detailed documentation
  - Accessible in your account at any time
- **Ariba Network Supplier Training**
  - How to configure and use your Ariba Account – Click here

Customer Support

- User and admin role changes and password resets
- Contact customer support

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Next Steps

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Accept Trading Relationship Request

ordersender-prod@ansmtp.ariba.com

Connect with your customer to collaborate on Ariba Network!

To Our Valued Supplier,
As part of our digital transformation, we have migrated to the Ariba® Network Platform for electronic transaction processing as announced in our recent letter to you. Real time data and improved visibility across the Procurement and Invoice cycle are some of the great benefits to this change.

To enhance and maintain our growing business relationship, Our company requests that you transact with us via Ariba Network and therefore accept this Trading Relationship Request. All you require, to begin using Ariba, is an internet browser.

Not sure if you already hold an account with Ariba Network? Please click "Get started" below and Ariba will check their system and present any existing accounts. From here, please select or create a new account.

Click Get started to connect.

Get started

Connect with your customer on Ariba Network to collaborate.

We found existing accounts based on the information in the invite. Please review.

Review accounts

or

Use existing account

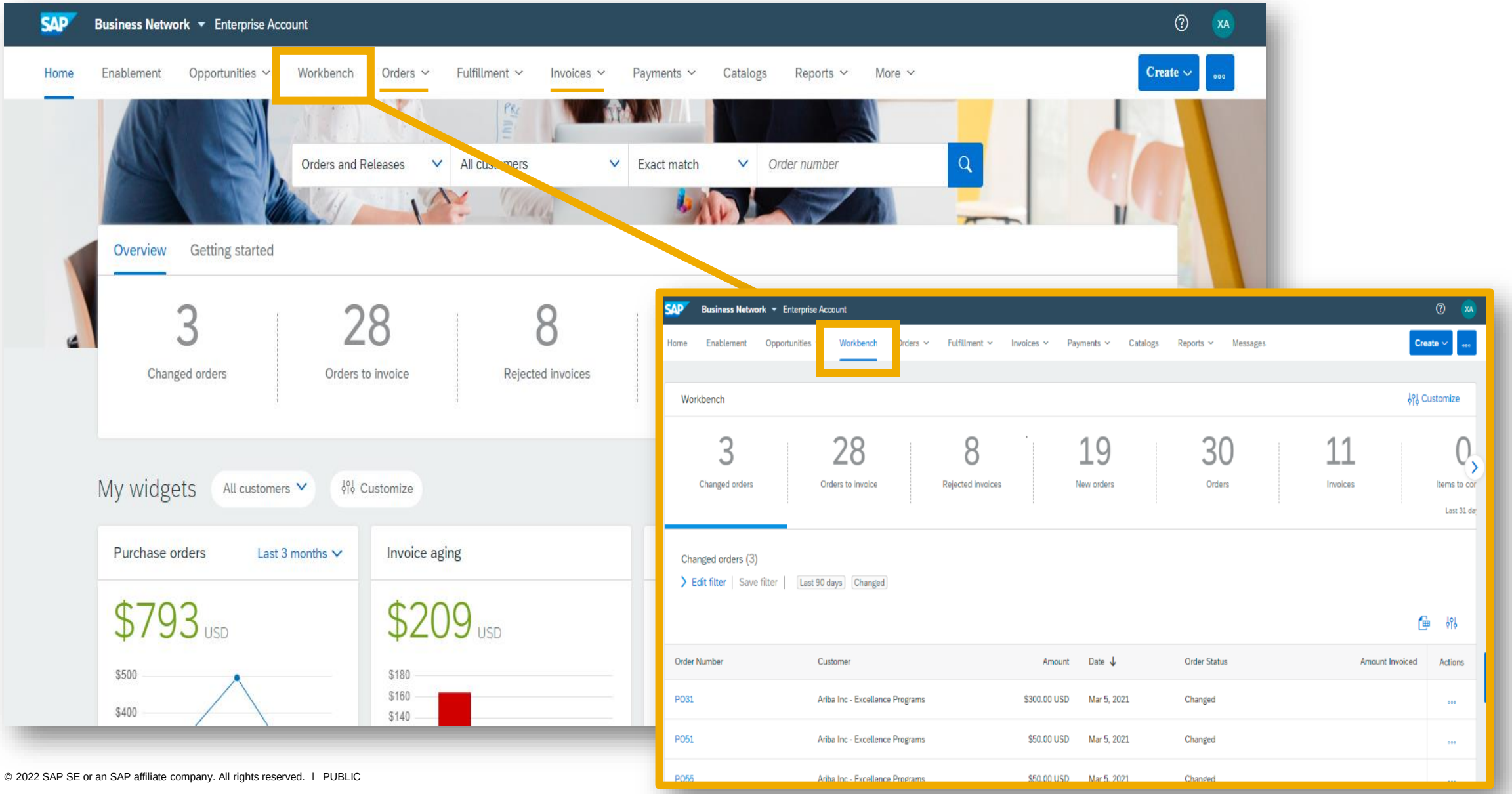
Create new account

Potential existing accounts

We have noticed that there may already be an Ariba Network account registered by your company. Please review before you create a new account.

Review accounts

Supplier Portal Workbench



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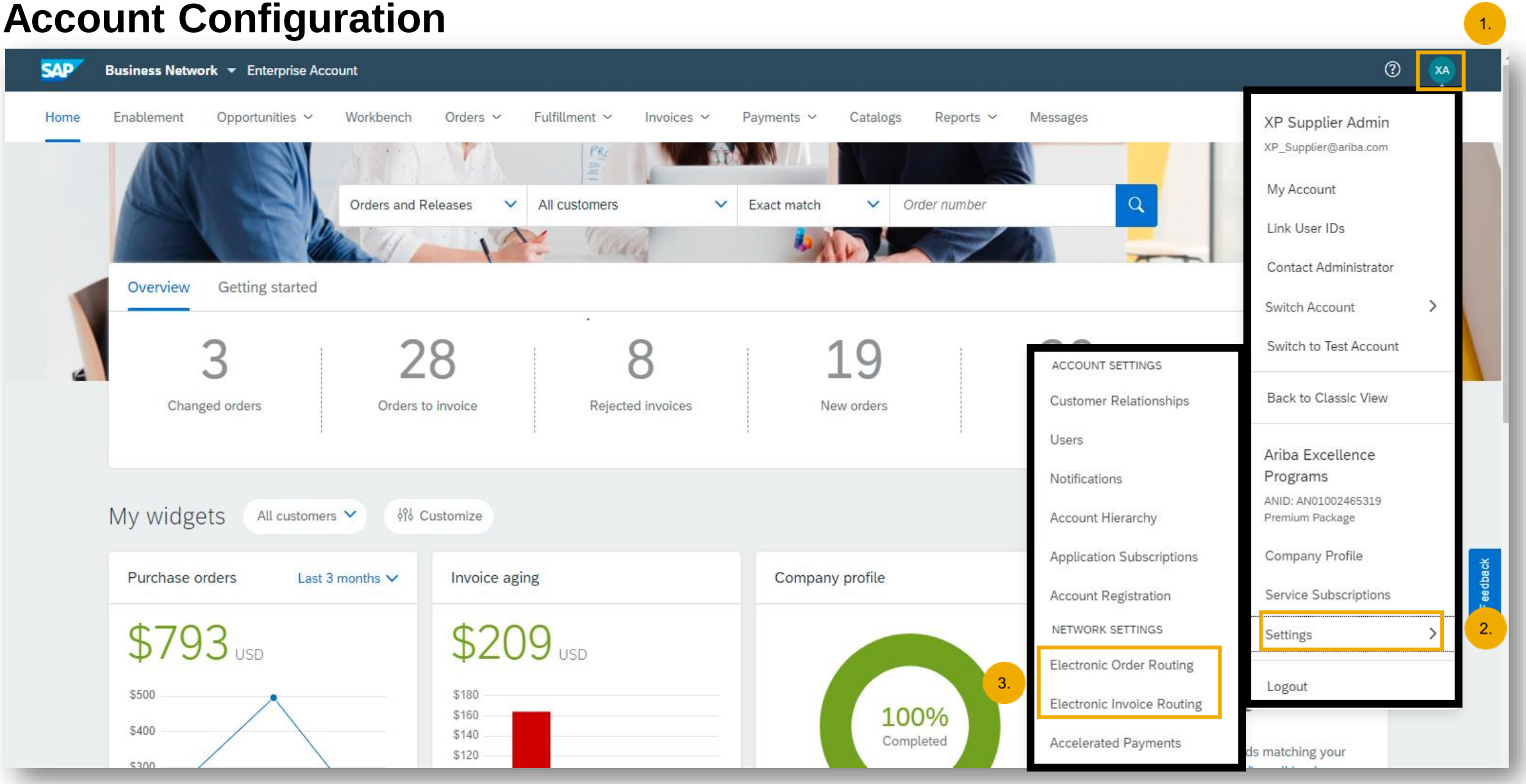
Account Configuration



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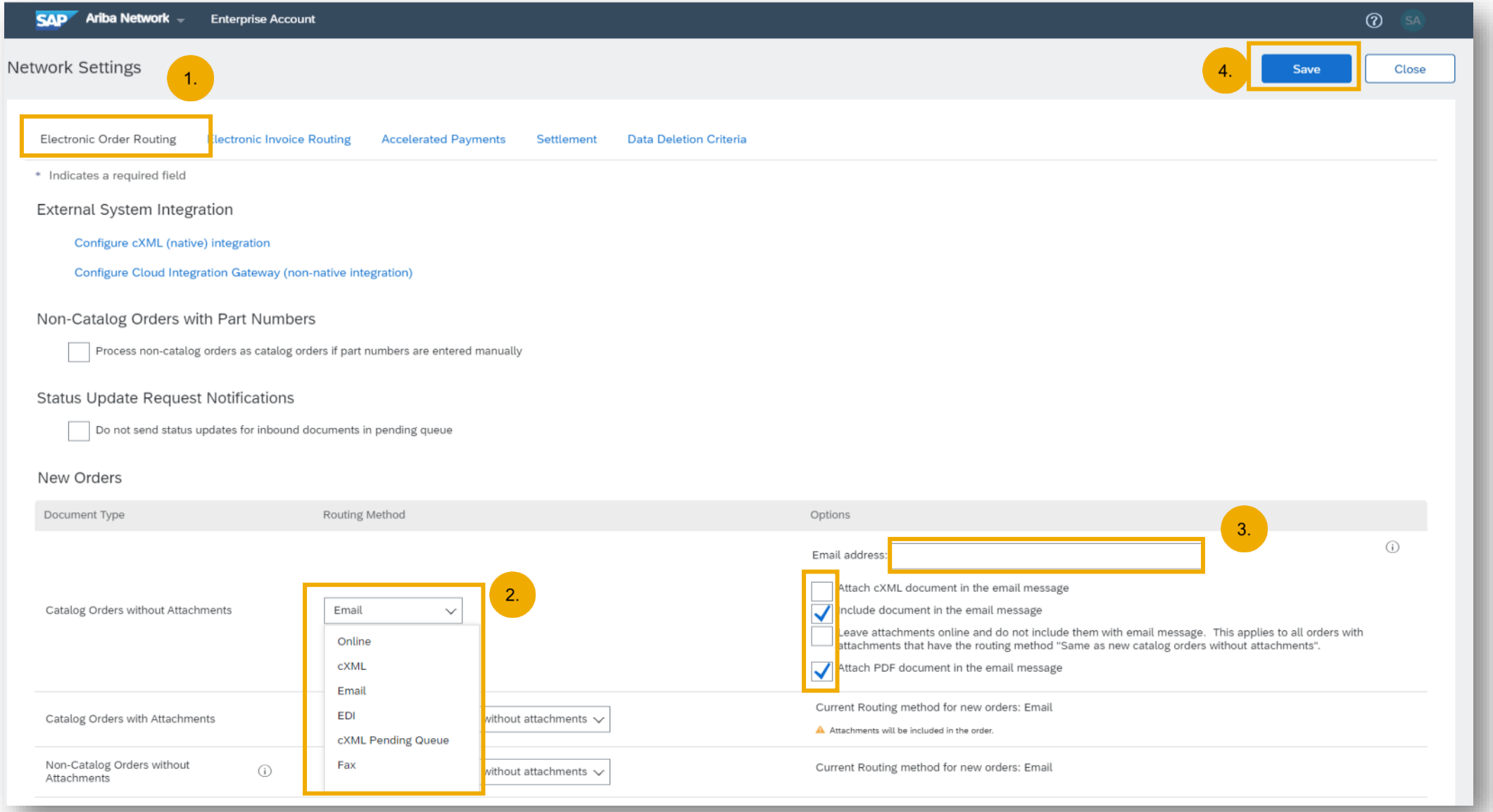
Electronic Order Routing



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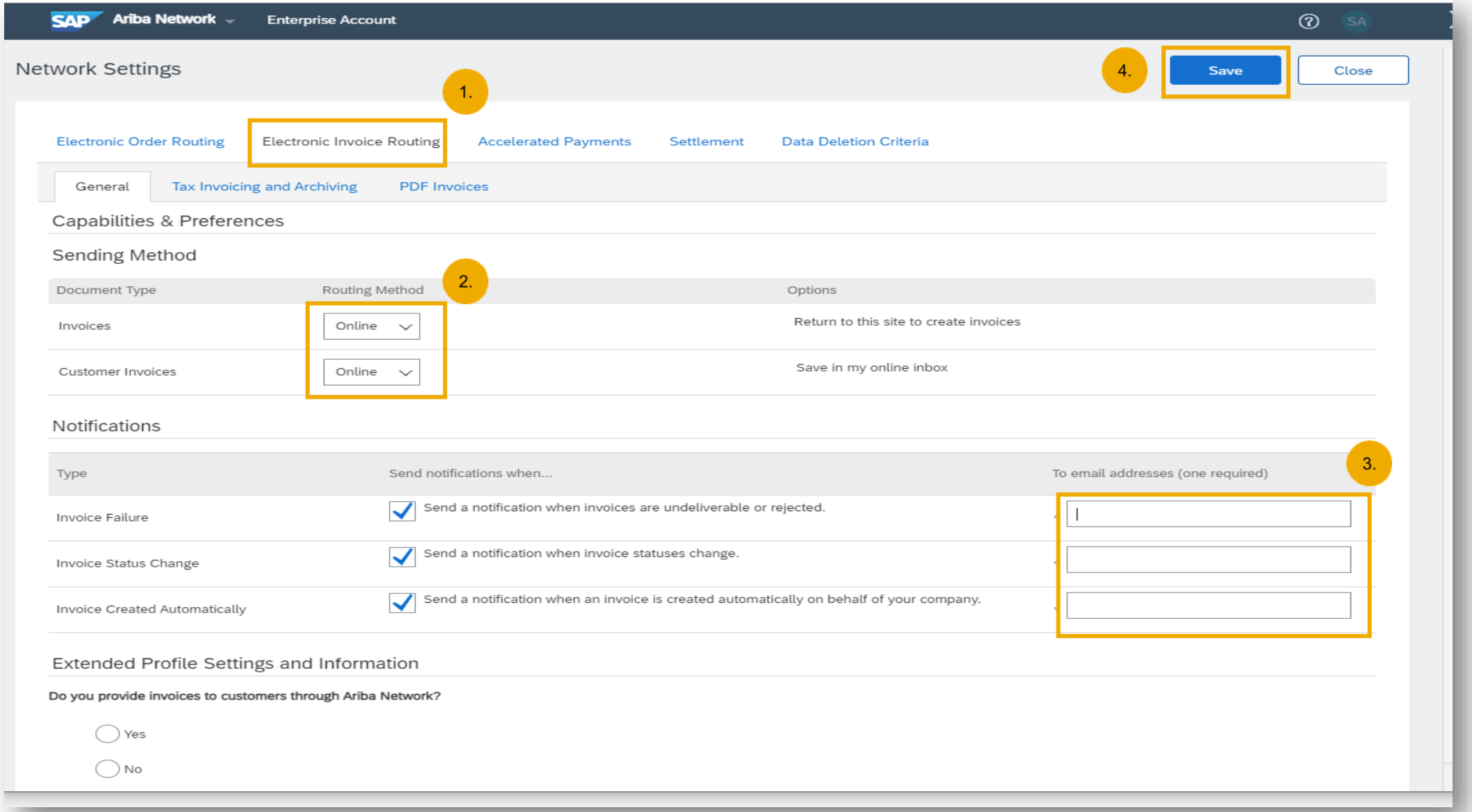
Electronic Invoice Routing



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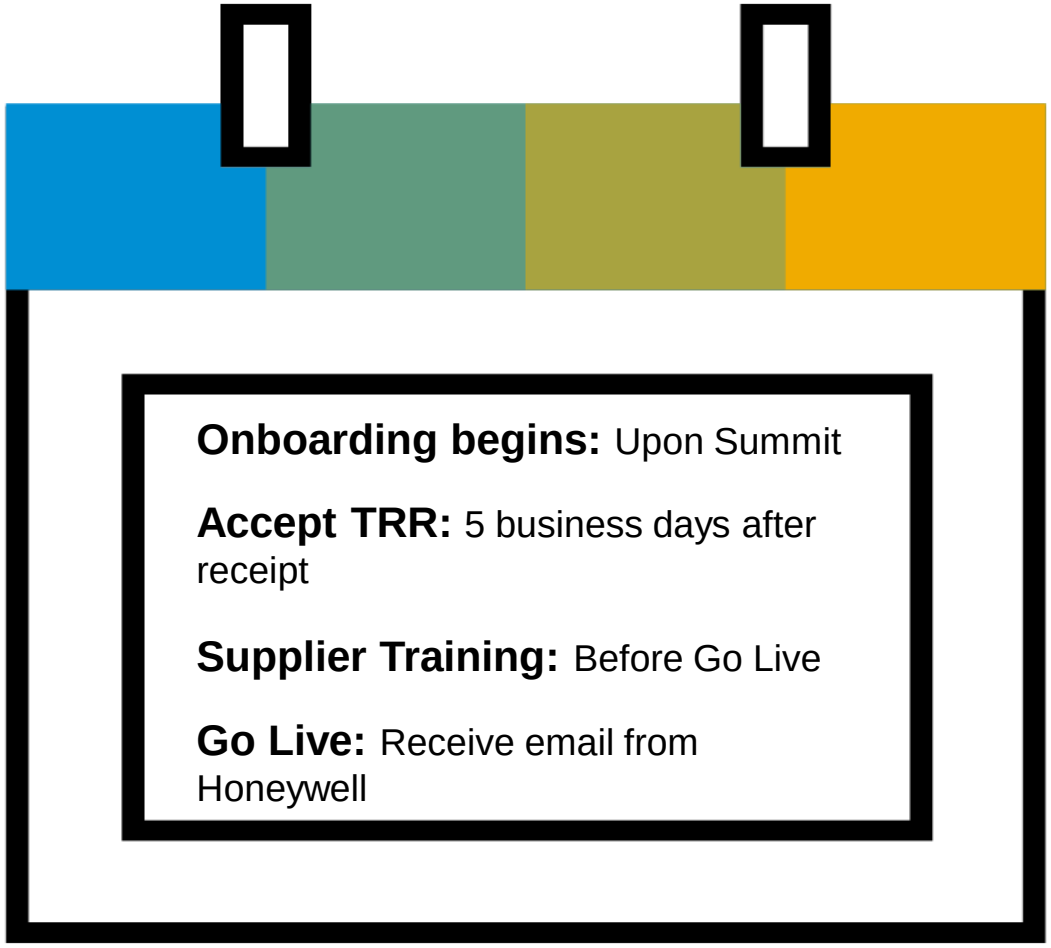
Timeline & Contacts



Onboarding begins: Upon Summit

Accept TRR: 5 business days after receipt

Supplier Training: Before Go Live

Go Live: Receive email from Honeywell

Business Related Questions

SCCPortalHelp@honeywell.com

Onboarding Questions

Contact Ariba

Supplier Information Portal:

Honeywell Supplier Information Portal

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SAP Ariba

Thank You.

Honeywell

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