



SAP Ariba 

Honeywell Supplier Summit

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

PUBLIC

Honeywell

THE BEST RUN 

ON24 Screen Overview: Audience

Expand
Slideview

Resources
Widget

Slide view


SAP Ariba

TEST - Screenshot On24 Summit Revamp

THE BEST RUN

SAP

Slides



SAP Ariba

<<Buyer's Name>>
Summit Deck

PUBLIC

Logo Client

THE BEST RUN


SAP

Resource List

Q&A

New question submission has been disabled by the organizer.

Speaker Bio




Evan Koser

Supplier Education Specialist
SAP Ariba

▼

Evan Koser is a Supplier Education Specialist at SAP Ariba who focuses on educating and training suppliers about the benefits of SAP Ariba and its business network. A graduate of Penn State University, Evan has a degree in Political Science with a specialization in communication. Apart from Supplier Enablement, Evan loves attending performances, traveling through the country, and hosting game night with his friends and family.



Emily Marcus

Supplier Education Specialist
SAP Ariba

▼

Emily is a Supplier Education Specialist at SAP Ariba, where she focuses on educating suppliers on the benefits and functionality of the Ariba Network. Emily is a graduate of West Virginia.

Media Player

00:00/00:00

Settings

Volume

Navigation icons: Home, Q&A, Slides, Video, Help, Documents, Profile, Settings

POWERED BY

ON24

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



Speaker Introductions



- **Evan Koser**
• **Supplier Education Specialist, SAP Ariba**
- **Laura Mamo**
• **Network Deployment Lead, SAP Ariba**
- **Cynthia Karina Gonzalez**
• **Supplier Enablement Functional Lead, Honeywell**



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

Scope



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



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!



Why A Business Network?

Buyer Participants



Global Enterprises



Midmarket Companies



Individual Buyers



Supplier Participants



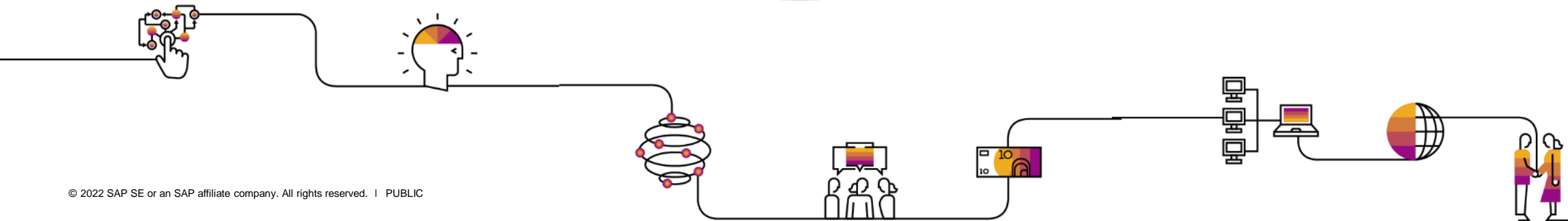
Direct Materials



Indirect Materials



Services



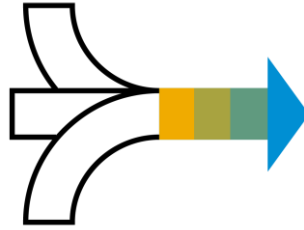
Why Ariba Network?



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

SAP Ariba Supplier Solutions



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

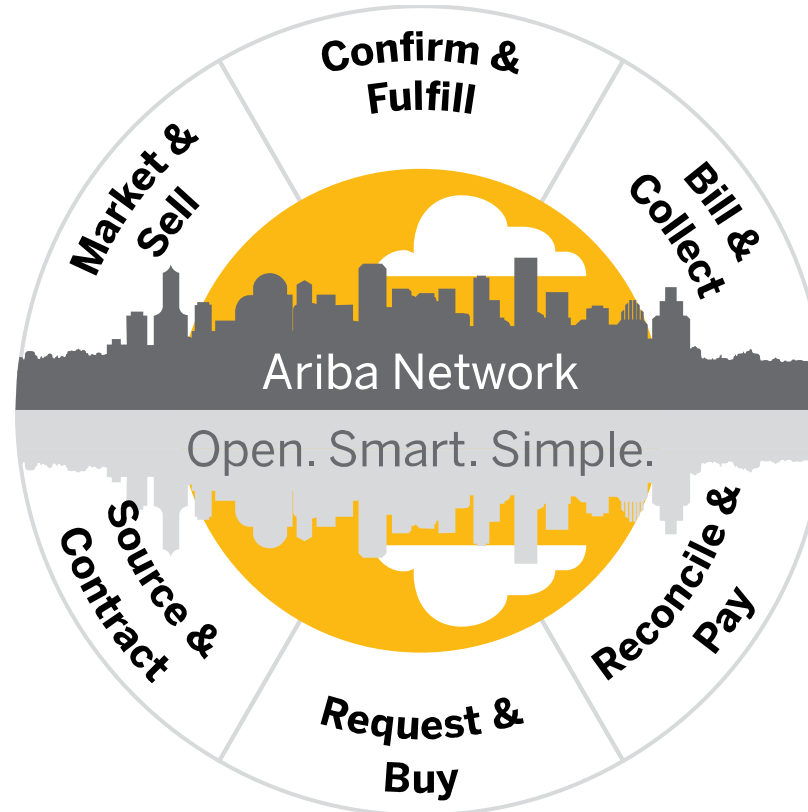
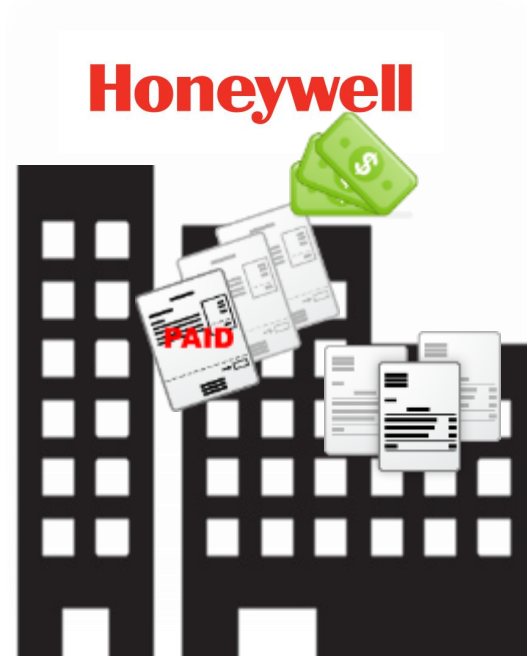
62% decrease in late payments



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

Standard Procure-to-Pay Cycle



Integration

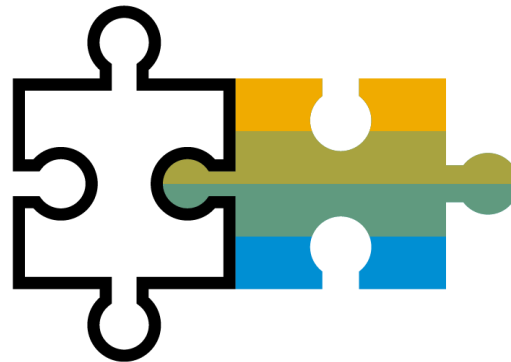
What Is It?

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)

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

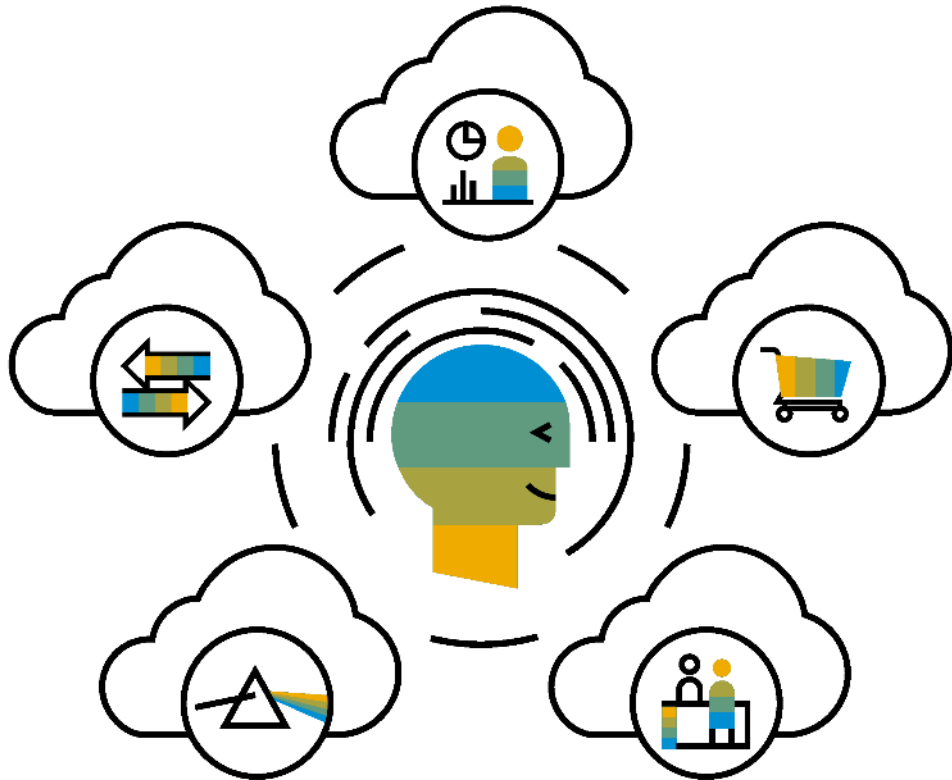
Win new business

Tap into \$5 billion of new opportunities posted annually

Increase interactivity

Communicate with buyers and prospects in real time

Ariba Network Fee Schedule Basics

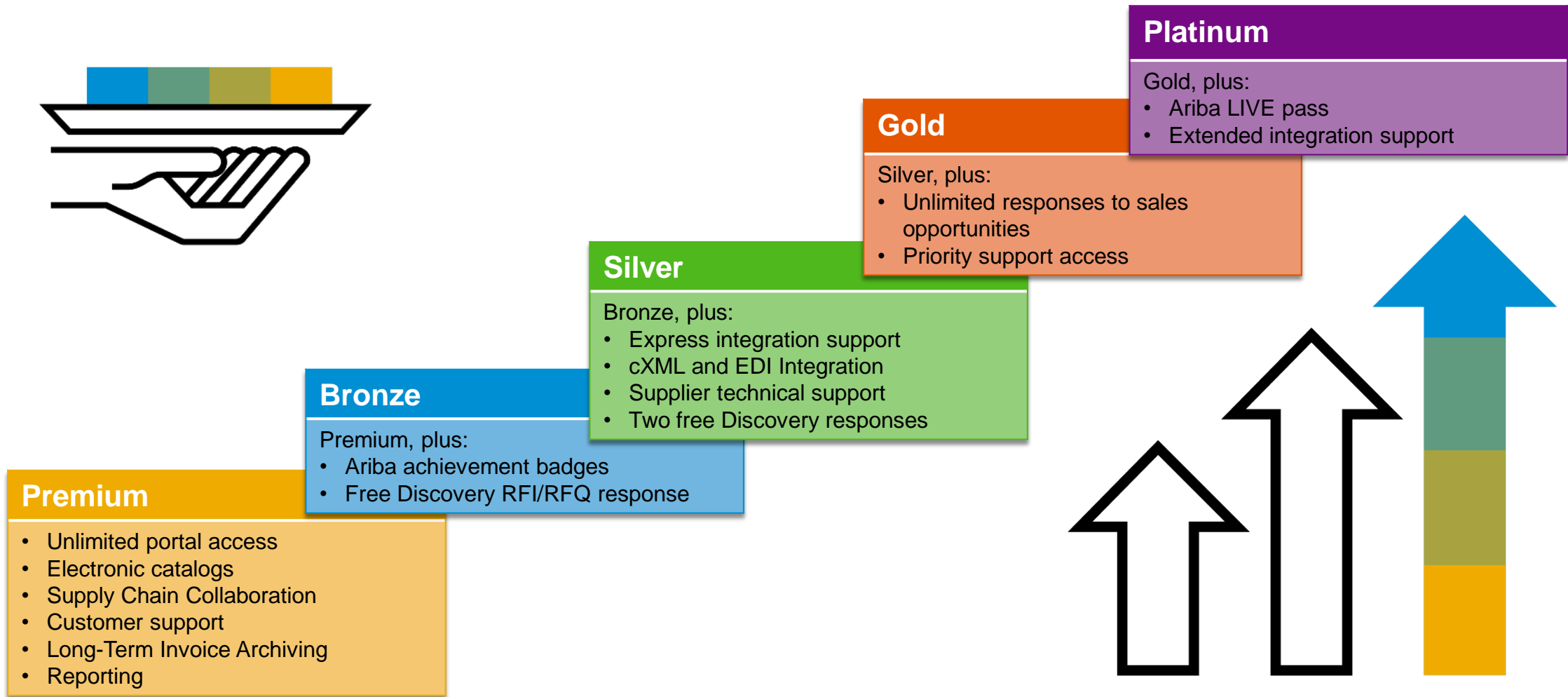


FREE for all suppliers to join and begin transacting

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

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

Subscription Levels



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>

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



Subscription Fees

Billed Annually

Annual Document Count Across <u>All</u> 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**

Fee Threshold

Both \$50,000 and 5 Documents

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

Ariba Network Help Center

The screenshot shows the SAP Business Network Enterprise Account dashboard. The top navigation bar includes links for Home, Enablement, Workbench, Orders, Fulfillment, Invoices, Payments, Catalogs, Reports, and Messages. A 'Create' button is visible. Below the navigation bar, there are filters for 'Orders and Releases', 'All customers', 'Exact match', and 'Order number'. The main content area displays four key metrics: 18 Enablement Tasks, 271 New orders (Last 90 days), 13 Changed orders (Last 90 days), and 300 Orders to invoice (Last 90 days). Below these metrics, there are two charts: 'Purchase orders' showing a line graph for 'All Customers' from April to June, and 'Invoice aging' showing a bar chart for 'Sent', 'Rejected', and 'Approved' invoices across three age ranges (0-30, 31-60, 61-90). A 'Help Topics' sidebar is overlaid on the right, with a search bar and a list of topics. The 'Support' topic is highlighted, and a link to 'What is SAP Business Network?' is visible. The sidebar also includes a 'Feedback' button.

Help Topics

- Search Help Topics
- Documentation
- Support**
- What is SAP Business Network?
- Introducing the new SAP Business Network
- Introducing the new help center
- Finding orders, invoices, and ...
- Adding payment tiles (2:48)
- Discovering new insights
- Common browser issues
- How do I create an invoice?
- My leads widget
- Download app widget
- Company profile widget

The screenshot shows the SAP Ariba Help Center Home page. The top navigation bar includes links for Home, Learning, and Contact us. The main content area features a search bar with the text 'Search knowledge base articles, documentation, and tutorials'. Below the search bar, there is a section titled 'How can we help you?' with a list of suggested topics: 'upgrade account', 'configure account', and 'process an order'. The page also includes a 'News highlight' section with a welcome message to SAP Ariba Help Center 2.0, and a 'Topics we recommend for you' section with several articles and FAQs. The 'Contact us' link in the top navigation bar is highlighted.

Help Center Home

- Home
- Learning
- Contact us**

How can we help you?

Search knowledge base articles, documentation, and tutorials

Try "upgrade account", "configure account", "process an order"

News highlight

Welcome to SAP Ariba Help Center 2.0

Topics we recommend for you

- How do I complete my Customer Requested Profile?**
Question How do I complete my Customer Requested Profile? Answer To locate and complete the questionnaire created by your customer: In the upper-right corner of the application, click your initials > Company Profile. Click the Customer Requested tab. Choose your customer from the Sourcing Customer List by clicking...
Company account settings Company profile Proposals Edit basic company profile Standard accounts Review company profile
Feb 12 2021
- Why can't I find an event?**
Question Why can't I find an event? Where is my event? Answer There are a number of reasons you may not be seeing a sourcing event your company was invited to. Below are various scenarios that may apply: Did you receive an event invitation in your email inbox? Buyers invite...
Company profile Event participation Account navigation Sourcing event for suppliers Proposals Standard accounts
Mar 25 2021
- How do I configure my Ariba Network account for transaction data deletion, as a supplier?**
Question How do I opt-in for transaction data deletion and configure a data retention period in Ariba Network (supplier)? Answer

Supplier Information Portal

Home

Enablement

Workbench

Orders

Fulfillment

Invoices

Payments

Catalogs

Reports

Messages

Orders and Releases

All customers

Exact match

Order number

Overview

Getting started

18

Enablement Tasks

271

New orders

Last 90 days

13

Changed orders

Last 90 days

300

Orders to invoice

Last 90 days

My widgets

All customers

Customize

Purchase orders

Last 3 months

€569 K

EUR

€300K

€250K

€200K

€150K

€100K

€50K

€0

Apr

May

Jun

All Customers

Invoice aging

€467 K

EUR

€250K

€200K

€150K

€100K

€50K

€0

0-30

31-60

61-90

Sent

Rejected

Approved

Application gateway

Support Center

Scientific

My Account

Link User IDs

Contact Administrator

Switch Account

Switch to Test Account

ACCOUNT SETTINGS

Customer Relationships

Users

Notifications

Account Hierarchy

Application Subscriptions

Account Registration

NETWORK SETTINGS

Electronic Order Routing

Electronic Invoice Routing

Accelerated Payments

Remittances

Data Deletion Criteria

Network Notifications

Audit Logs

Settings

Back to Classic View

Logout

Account Settings

Close

Customer Relationships

Users

Notifications

Account Hierarchy

Application Subscriptions

Account Registration

API management

Current Relationships

Potential Relationships

I prefer to receive relationship requests as follows:

Automatically accept all relationship requests

Manually review all relationship requests

Update

Current (1)

Pending (0)

Rejected (0)

Current Customers

Filter

View customer relationships across all linked child accounts

Customers

Enter customer name or Network ID

+

Apply

Reset

Customer

Network ID

Relationship Type

Approved Date

Supplier Information Portal

Routing Type

Actions

Test Buyer

AN01009994047

Trading

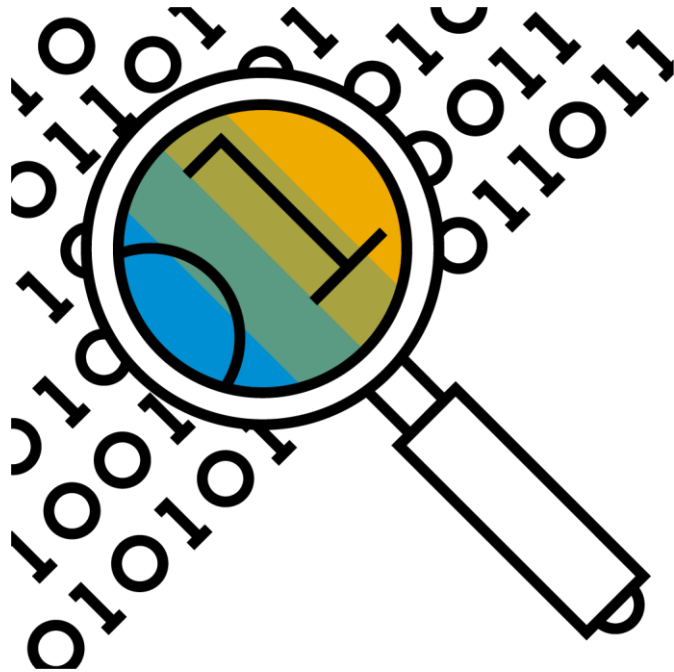
5 May 2021

Supplier Information Portal

Default

Actions

Support Resources



Enablement Help Desk

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

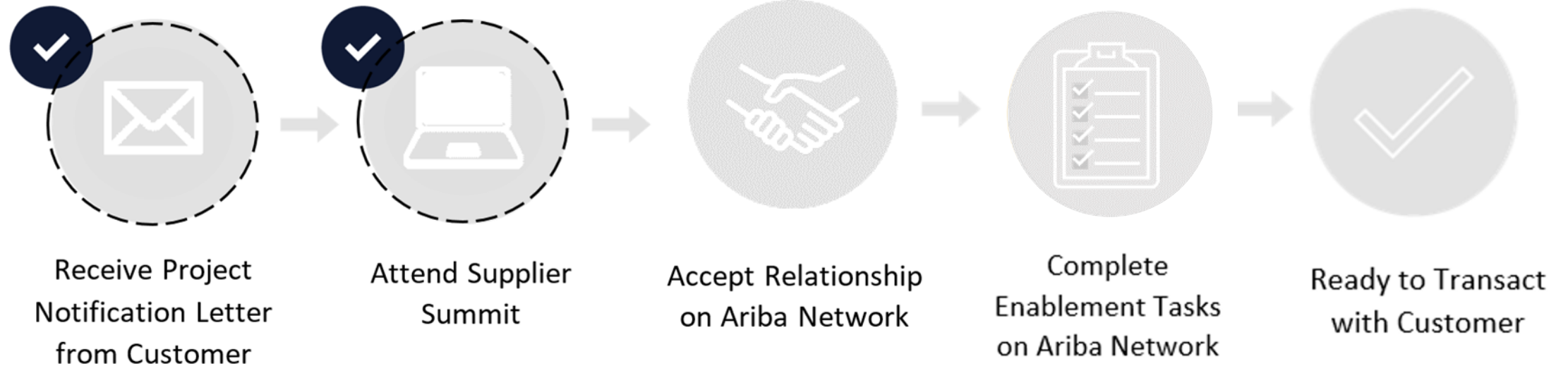
Online Support

- ❑ **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](#)

Next Steps



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](#)

Benefits of a business relationship on Ariba Network

- 1. Digitize your business**
Collaborate with your customer on the same secure network, while improving efficiency with paperless processes
- 2. Ensure resiliency and sustainability**
Boost customer satisfaction, simplify the sales cycle
- 3. Act with Intelligence**
Turn insights from Ariba Network into your competitive advantage

[Learn more](#)

[About this invitation](#)

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

SAP Business Network Enterprise Account

Home

Enablement

Opportunities

Workbench

Orders

Fulfillment

Invoices

Payments

Catalogs

Reports

More

Create

Orders and Releases

All customers

Exact match

Order number

Overview

Getting started

3

Changed orders

28

Orders to invoice

8

Rejected invoices

My widgets

All customers

Customize

Purchase orders

Last 3 months

\$793 USD

Invoice aging

\$209 USD

SAP Business Network Enterprise Account

Home

Enablement

Opportunities

Workbench

Orders

Fulfillment

Invoices

Payments

Catalogs

Reports

Messages

Create

Workbench

Customize

3

Changed orders

28

Orders to invoice

8

Rejected invoices

19

New orders

30

Orders

11

Invoices

0

Items to complete

Changed orders (3)

Edit filter

Save filter

Last 90 days

Changed

Order Number	Customer	Amount	Date	Order Status	Amount Invoiced	Actions
PO31	Ariba Inc - Excellence Programs	\$300.00 USD	Mar 5, 2021	Changed		...
PO51	Ariba Inc - Excellence Programs	\$50.00 USD	Mar 5, 2021	Changed		...
PO55	Ariba Inc - Excellence Programs	\$50.00 USD	Mar 5, 2021	Changed		...

Account Configuration

The screenshot displays the SAP Business Network Enterprise Account interface. At the top, the navigation bar includes the SAP logo, 'Business Network', and 'Enterprise Account'. A search bar is present with filters for 'Orders and Releases', 'All customers', and 'Exact match', along with a search icon. Below the navigation bar, there are four key metrics: '3 Changed orders', '28 Orders to invoice', '8 Rejected invoices', and '19 New orders'. The 'My widgets' section shows three widgets: 'Purchase orders' (Last 3 months) with a value of \$793 USD, 'Invoice aging' with a value of \$209 USD, and 'Company profile' showing a 100% completion status. On the right side, a user profile dropdown menu is open, showing options like 'XP Supplier Admin', 'My Account', 'Link User IDs', 'Contact Administrator', 'Switch Account', and 'Switch to Test Account'. A 'Settings' link is highlighted in the dropdown. Below the settings link, a list of account settings is shown, including 'Customer Relationships', 'Users', 'Notifications', 'Account Hierarchy', 'Application Subscriptions', 'Account Registration', 'Network Settings', 'Electronic Order Routing', 'Electronic Invoice Routing', and 'Accelerated Payments'. The 'Electronic Order Routing' and 'Electronic Invoice Routing' options are highlighted with a yellow box. A yellow circle with the number '1.' is in the top right corner, and a yellow circle with the number '2.' is next to the 'Settings' link. A yellow circle with the number '3.' is next to the 'Electronic Invoice Routing' option.

1.

SAP Business Network Enterprise Account

Home Enablement Opportunities Workbench Orders Fulfillment Invoices Payments Catalogs Reports Messages

Orders and Releases All customers Exact match Order number

Overview Getting started

3 Changed orders 28 Orders to invoice 8 Rejected invoices 19 New orders

My widgets All customers Customize

Purchase orders Last 3 months \$793 USD

Invoice aging \$209 USD

Company profile 100% Completed

XP Supplier Admin
XP_Supplier@ariba.com

My Account

Link User IDs

Contact Administrator

Switch Account

Switch to Test Account

Back to Classic View

Ariba Excellence Programs
ANID: AN01002465319
Premium Package

Company Profile

Service Subscriptions

Settings

Logout

ACCOUNT SETTINGS

Customer Relationships

Users

Notifications

Account Hierarchy

Application Subscriptions

Account Registration

NETWORK SETTINGS

Electronic Order Routing

Electronic Invoice Routing

Accelerated Payments

2.

3.

Electronic Order Routing

SAP Ariba Network

Enterprise Account

?

SA

Network Settings

1.

Electronic Order Routing

Electronic Invoice Routing

Accelerated Payments

Settlement

Data Deletion Criteria

* Indicates a required field

External System Integration

Configure cXML (native) integration

Configure Cloud Integration Gateway (non-native integration)

Non-Catalog Orders with Part Numbers

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

Status Update Request Notifications

☐ Do not send status updates for inbound documents in pending queue

New Orders

Document Type	Routing Method	Options
Catalog Orders without Attachments	<div>2.</div> <div>Email</div> <div>Online</div> <div>cXML</div> <div>Email</div> <div>EDI</div> <div>cXML Pending Queue</div> <div>Fax</div>	

without attachments

Electronic Invoice Routing

SAP Ariba Network Enterprise Account

?

SA

Network Settings

1.

4.

Save

Close

Electronic Order Routing

Electronic Invoice Routing

Accelerated Payments

Settlement

Data Deletion Criteria

General

Tax Invoicing and Archiving

PDF Invoices

Capabilities & Preferences

Sending Method

Document Type	Routing Method	Options
Invoices	Online	Return to this site to create invoices
Customer Invoices	Online	Save in my online inbox

2.

Notifications

Type	Send notifications when...	To email addresses (one required)
Invoice Failure	<input checked="" type="checkbox"/> Send a notification when invoices are undeliverable or rejected.	
Invoice Status Change	<input checked="" type="checkbox"/> Send a notification when invoice statuses change.	
Invoice Created Automatically	<input checked="" type="checkbox"/> Send a notification when an invoice is created automatically on behalf of your company.	

3.

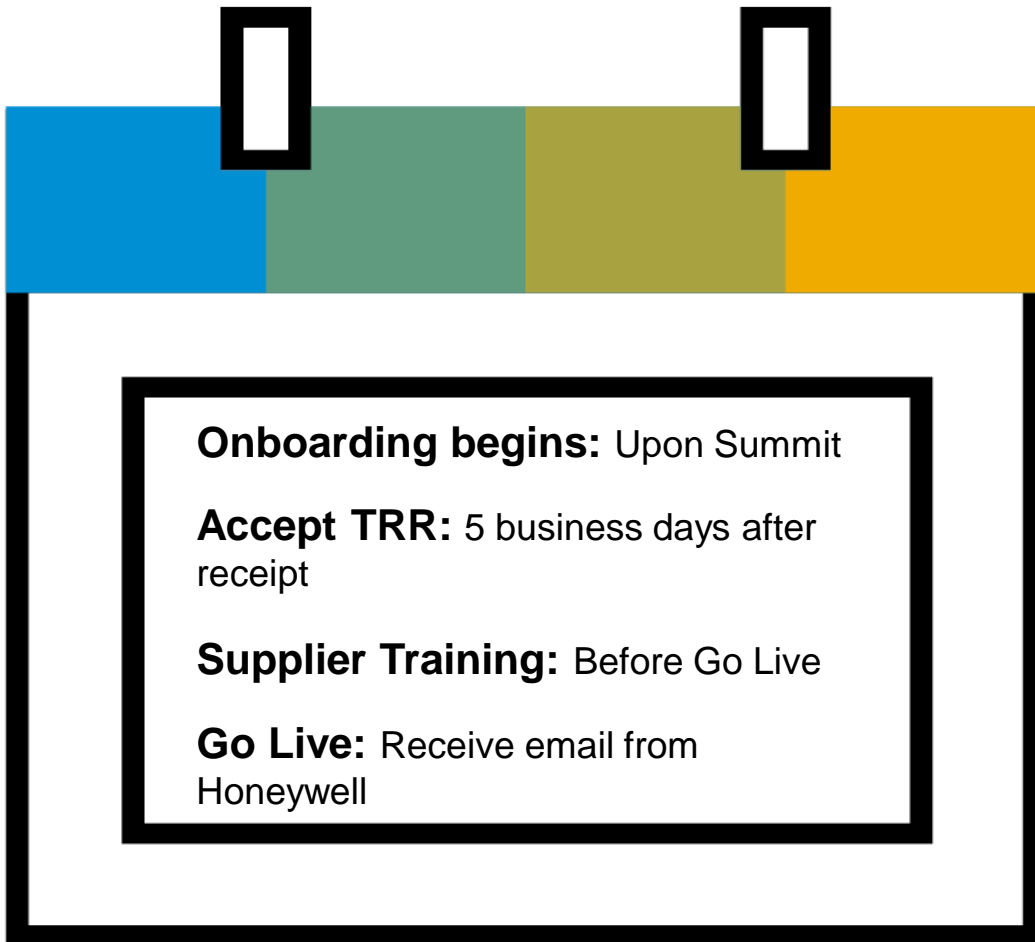
Extended Profile Settings and Information

Do you provide invoices to customers through Ariba Network?

☐ Yes

☐ No

Timeline & Contacts



Business Related Questions

SCCPortalHelp@honeywell.com

Onboarding Questions

[Contact Ariba](#)

Supplier Information Portal:

[Honeywell Supplier Information Portal](#)

Thank You.