



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

The screenshot displays the ON24 Audience interface with the following components:

- Header:** SAP Ariba logo, "TEST - Screenshot On24 Summit Revamp", and "THE BEST RUN SAP" logo.
- Slides:** A slide titled "<<Buyer's Name>> Summit Deck" with a "PUBLIC" status and a "Logo Cliente" placeholder.
- Resource List:** A widget for displaying resources.
- Q&A:** A widget for questions and answers, with a message: "New question submission has been disabled by the organizer."
- Speaker Bio:** A widget showing speaker information for Evan Koser and Emily Marcus, both Supplier Education Specialists at SAP Ariba.
- Media Player:** A video player at the bottom left.
- Navigation Bar:** A bar at the bottom with icons for navigation, Q&A, chat, video, help, documents, user profile, and a list.

Hide/Unhide Widgets

Q&A Widget

Speaker Information

# Agenda

## Speaker Introductions

- Honeywell
- SAP Ariba Enablement Team

## Honeywell Initiative

- Project Overview

## Describe Impact & Benefits

- Next Steps

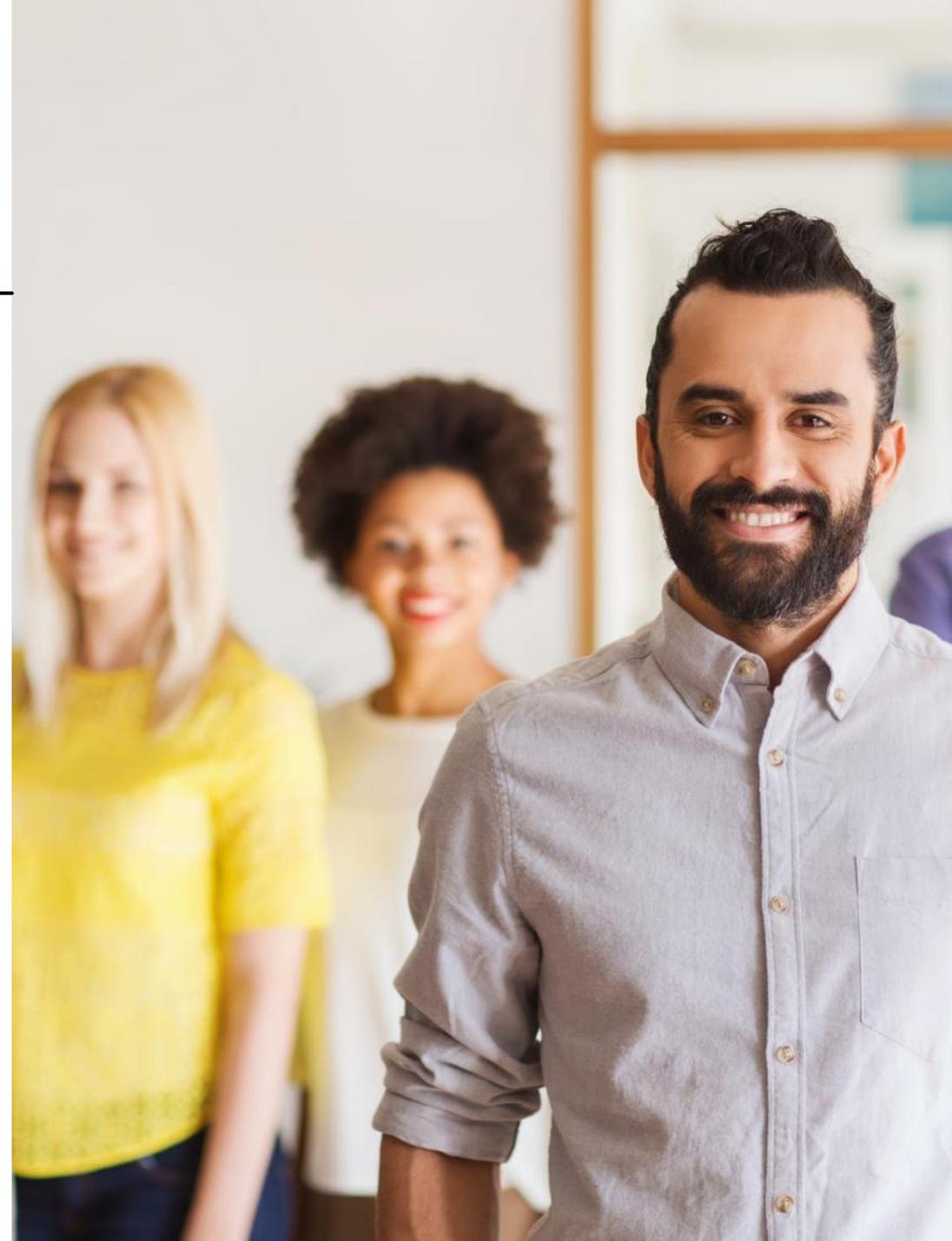
## Q&A



# 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



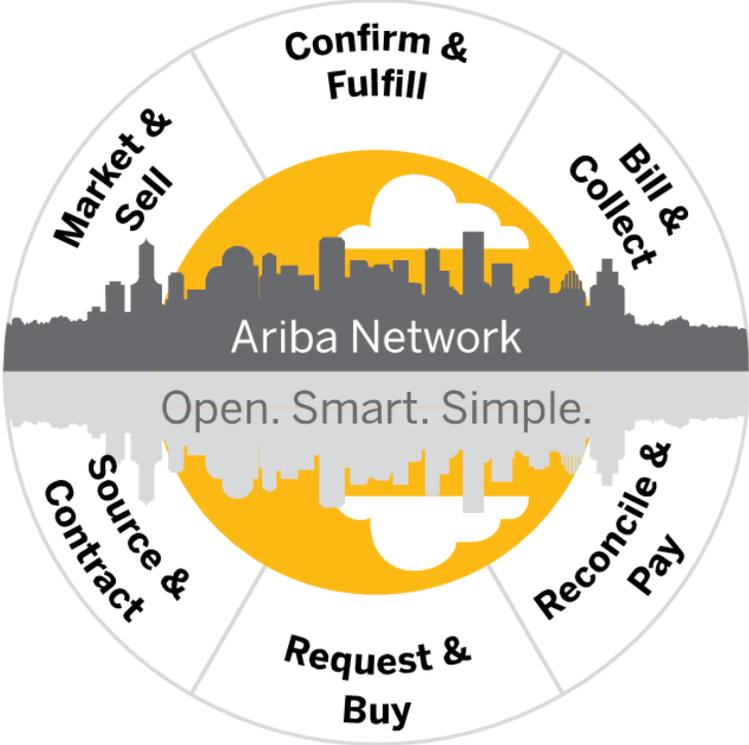
Global Enterprises



Midmarket Companies



Individual Buyers



## Supplier Participants



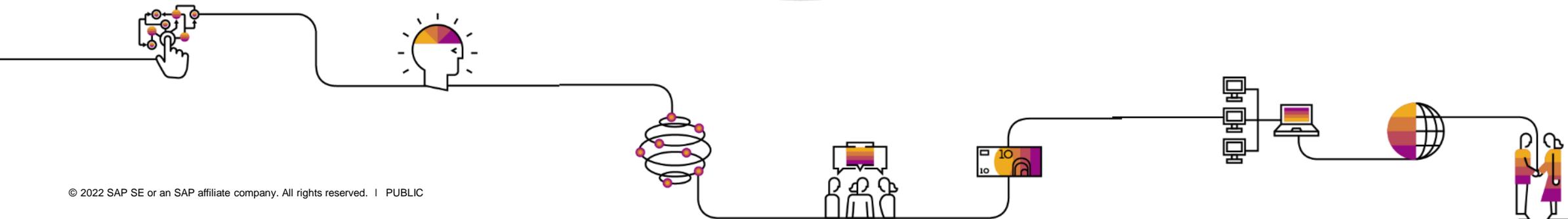
Direct Materials



Indirect Materials



Services



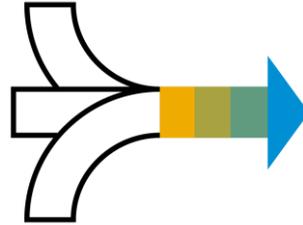
# Why Ariba Network?



**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

## 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

# 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

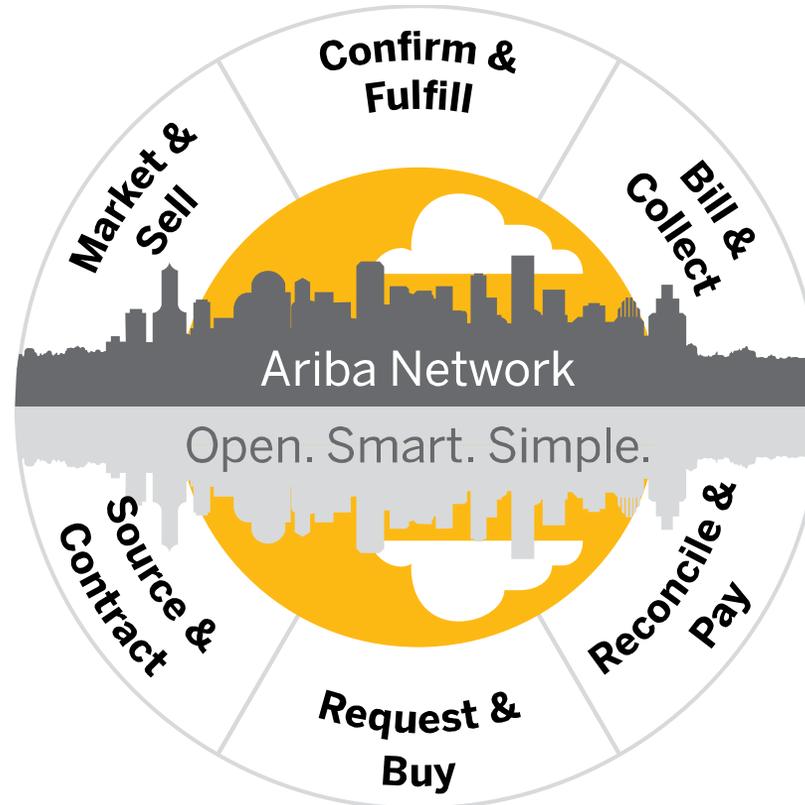
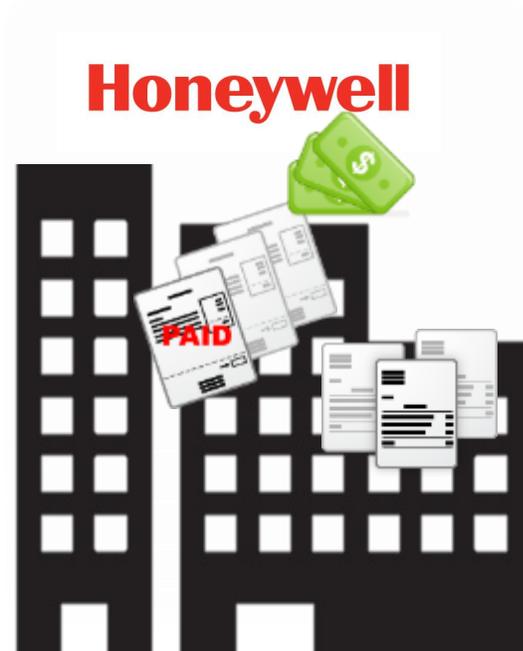
62% decrease in late payments



## 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

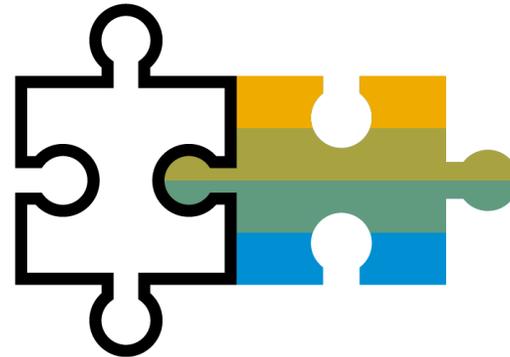
# Standard Procure-to-Pay Cycle



# 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

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

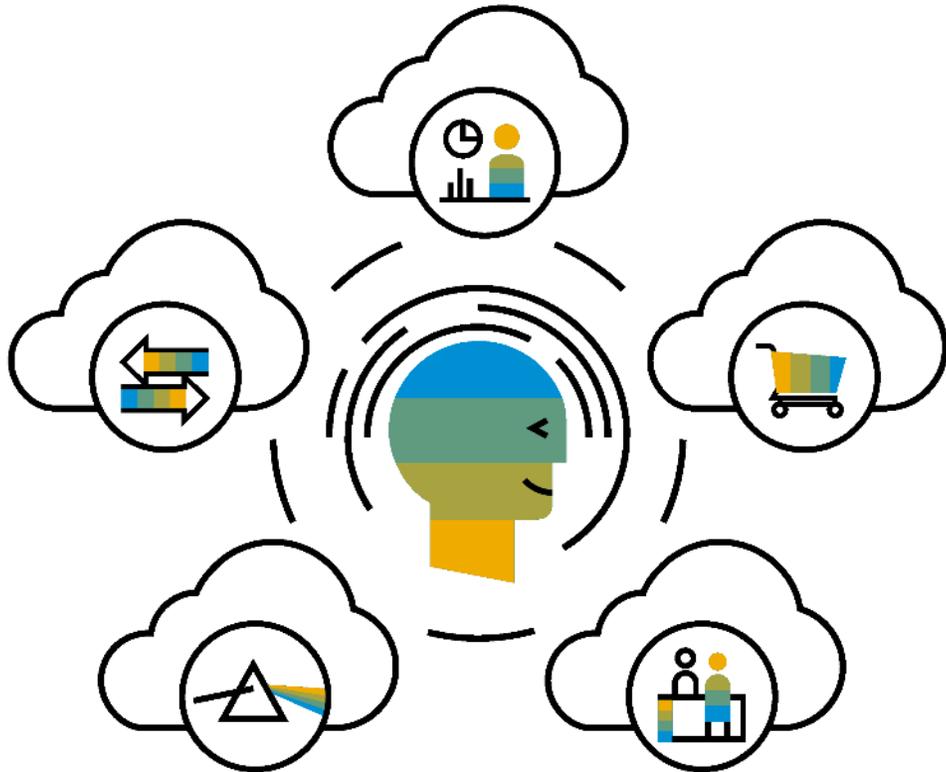
## Win new business

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

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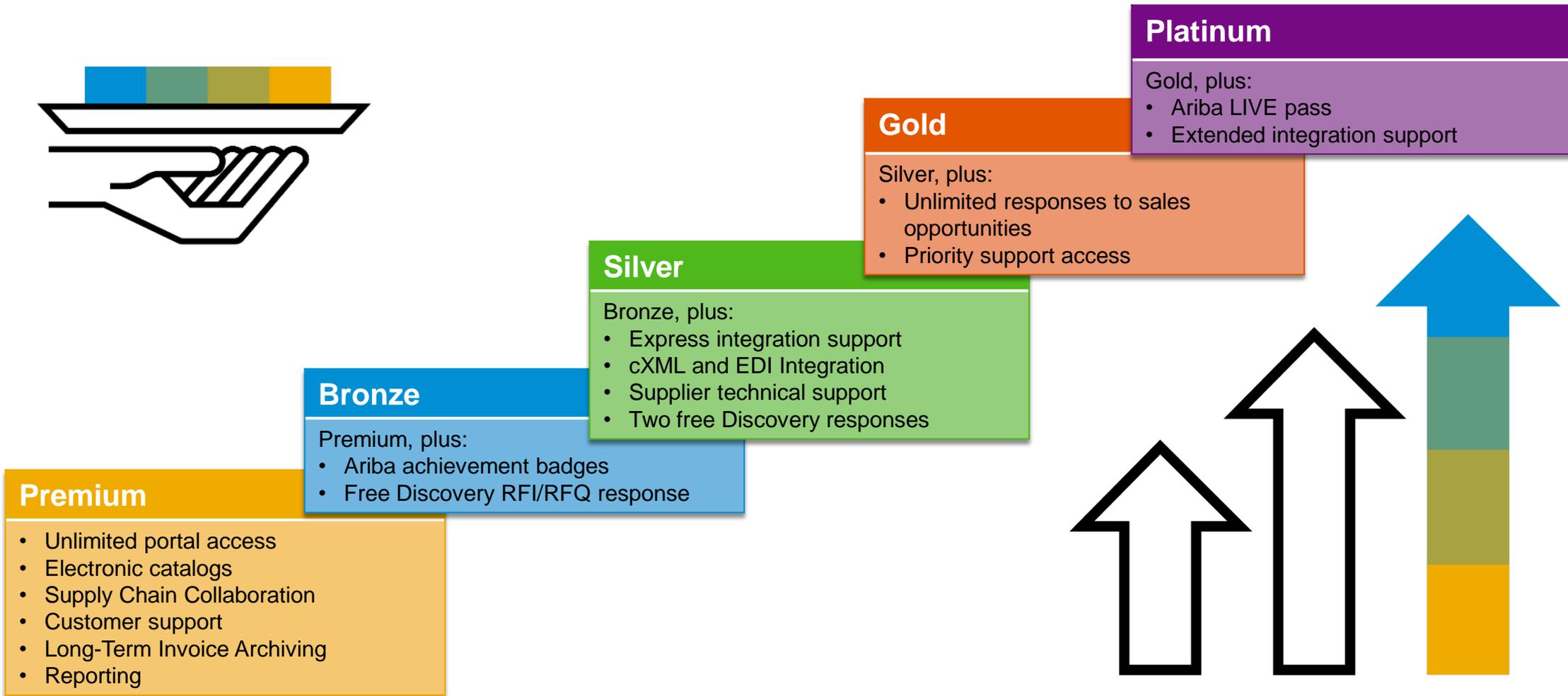
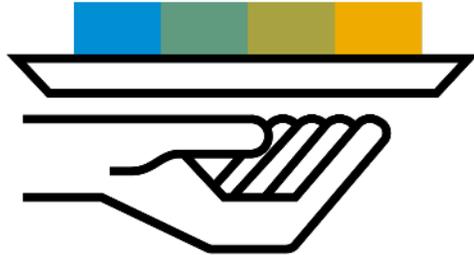
Two components of the supplier fee schedule:  
**Transaction Fees + Subscription Fees**

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

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# 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	<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 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. At the top, there is a navigation bar with 'Home', 'Enablement', 'Workbench', 'Orders', 'Fulfillment', 'Invoices', 'Payments', 'Catalogs', 'Reports', and 'Messages'. A 'Create' button and a user profile icon 'ES' are also visible. Below the navigation bar, there are filters for 'Orders and Releases', 'All customers', 'Exact match', and 'Order number'. The main dashboard area features four key metrics: 18 Enablement Tasks, 271 New orders, 13 Changed orders, and 300 Orders to invoice, all for the last 90 days. Below these metrics are 'My widgets' including 'Purchase orders' (€569K), 'Invoice aging' (€467K), and 'Application gateway' (Cepsa Support Center). A 'Help Topics' overlay is shown in the center, with a search bar and a list of topics. The 'Support' topic is highlighted, and an arrow points from it to the 'Help Center Home' page on the right.

**Help Topics**

- Search Help Topics
- Documentation
- Support**
- What is SAP Business Netwo...
- Introducing the new SAP BUSINES...
- 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

Feedback

The screenshot shows the SAP Help Center Home page. At the top, there is a navigation bar with 'Home', 'Learning', and 'Contact us'. The main heading is 'How can we help you?'. Below this is a search bar with the placeholder text 'Search knowledge base articles, documentation, and tutorials'. A tip suggests trying 'upgrade account', 'configure account', or 'process an order'. The page features a 'News highlight' section with a welcome message to SAP Ariba Help Center 2.0. Below this is a 'Topics we recommend for you' section with two featured articles: 'How do I complete my Customer Requested Profile?' and 'Why can't I find an event?'. Each article includes a question, an answer, and a 'FAQ' link.

**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

The image shows two screenshots from the SAP Business Network interface. The left screenshot shows the main dashboard with a navigation menu on the right. The right screenshot shows the 'Account Settings' page with a table of customer relationships.

**Left Screenshot: Dashboard Overview**

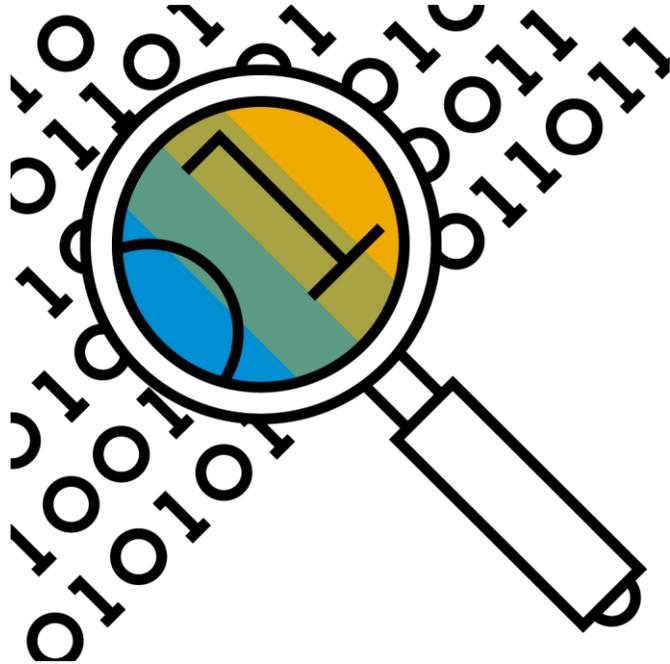
- Navigation: Home, Enablement, Workbench, Orders, Fulfillment, Invoices, Payments, Catalogs, Reports, Messages
- Search: Orders and Releases, All customers, Exact match, Order number
- Summary Cards:
  - 18 Enablement Tasks
  - 271 New orders (Last 90 days)
  - 13 Changed orders (Last 90 days)
  - 300 Orders to invoice (Last 90 days)
- My widgets: Purchase orders (Last 3 months), Invoice aging, Application gateway
- Navigation Menu (Right):
  - Scientific
  - My Account
  - Link User IDs
  - Contact Administrator
  - Switch Account
  - Switch to Test Account
  - ACCOUNT SETTINGS (Expanded):
    - 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
  - Logout

**Right Screenshot: Account Settings**

- Page Title: Account Settings
- Navigation: 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 button
- Summary: Current (1), Pending (0), Rejected (0)
- Current Customers
- Filter:
  - View customer relationships across all linked child accounts
- Customers:
  - Input: Enter customer name or Network ID
  - Buttons: Apply, Reset
- Table:
 

<input type="checkbox"/>	Customer	Network ID	Relationship Type	Approved Date	Supplier Information Portal	Routing Type	Actions
<input type="checkbox"/>	Test Buyer	AN01009994047	Trading	5 May 2021		Default	Actions

# Support Resources



## Enablement Help Desk

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

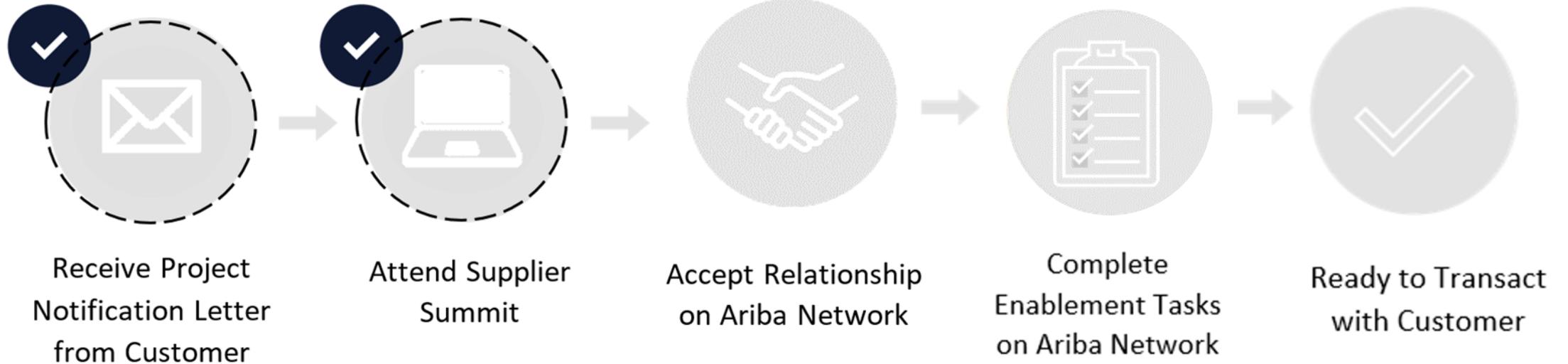
## Online Support

- ❑ **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](mailto: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

### 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

1.

The screenshot displays the SAP Business Network Enterprise Account interface. At the top, the SAP logo and 'Business Network Enterprise Account' are visible. A navigation bar includes links for Home, Enablement, Opportunities, Workbench, Orders, Fulfillment, Invoices, Payments, Catalogs, Reports, and Messages. A search bar is present with filters for 'Orders and Releases', 'All customers', and 'Exact match', and a search input field containing 'Order number'. Below the search bar, there are two tabs: 'Overview' and 'Getting started'. The main dashboard features four key metrics: 3 Changed orders, 28 Orders to invoice, 8 Rejected invoices, and 19 New orders. A 'My widgets' section includes 'Purchase orders' (Last 3 months) showing a line graph with a value of \$793 USD, 'Invoice aging' showing a bar chart with a value of \$209 USD, and 'Company profile' showing a 100% Completed status. A user profile dropdown menu is open on the right, listing 'XP Supplier Admin' (XP\_Supplier@ariba.com), 'My Account', 'Link User IDs', 'Contact Administrator', 'Switch Account', and 'Switch to Test Account'. A secondary menu is also open, listing 'ACCOUNT SETTINGS' (Customer Relationships, Users, Notifications, Account Hierarchy, Application Subscriptions, Account Registration), 'NETWORK SETTINGS' (Electronic Order Routing, Electronic Invoice Routing, Accelerated Payments), and 'Ariba Excellence Programs' (ANID: AN01002465319 Premium Package, Company Profile, Service Subscriptions). The 'Settings' option is highlighted with a yellow box and a '2.' callout. The 'Electronic Invoice Routing' option is also highlighted with a yellow box and a '3.' callout. A 'Feedback' button is located at the bottom right.

2.

3.

# Electronic Order Routing

SAP Ariba Network Enterprise Account

Network Settings

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	Email	Email address: <input type="text"/> <input type="checkbox"/> Attach cXML document in the email message <input checked="" type="checkbox"/> Include document in the email message <input type="checkbox"/> 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". <input checked="" type="checkbox"/> Attach PDF document in the email message
Catalog Orders with Attachments	EDI	Current Routing method for new orders: Email ▲ Attachments will be included in the order.
Non-Catalog Orders without Attachments	Fax	Current Routing method for new orders: Email

# Electronic Invoice Routing

SAP Ariba Network Enterprise Account

Network Settings

1. **Electronic Invoice Routing**

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.

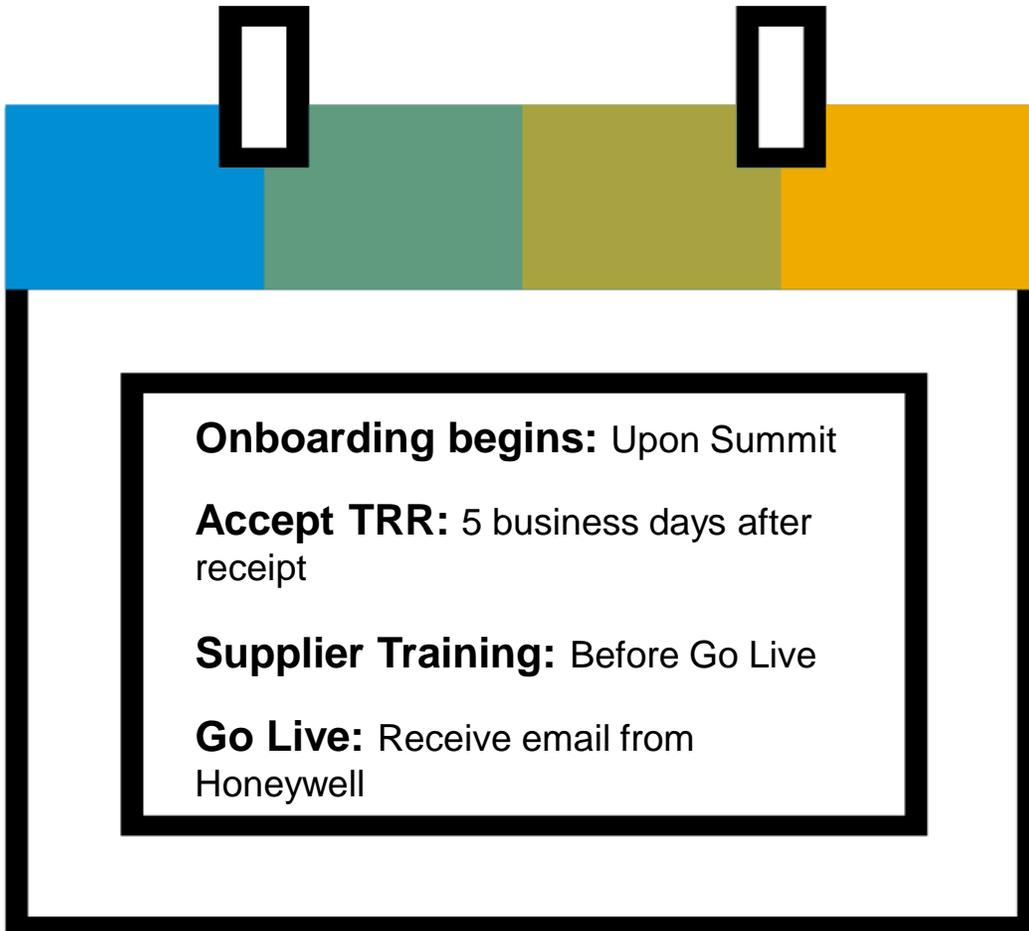
#### Extended Profile Settings and Information

Do you provide invoices to customers through Ariba Network?

Yes

No

# Timeline & Contacts



## Business Related Questions

[SCCPortalHelp@honeywell.com](mailto:SCCPortalHelp@honeywell.com)

## Onboarding Questions

[Contact Ariba](#)

## Supplier Information Portal:

[Honeywell Supplier Information Portal](#)

# Thank You.

**Honeywell**