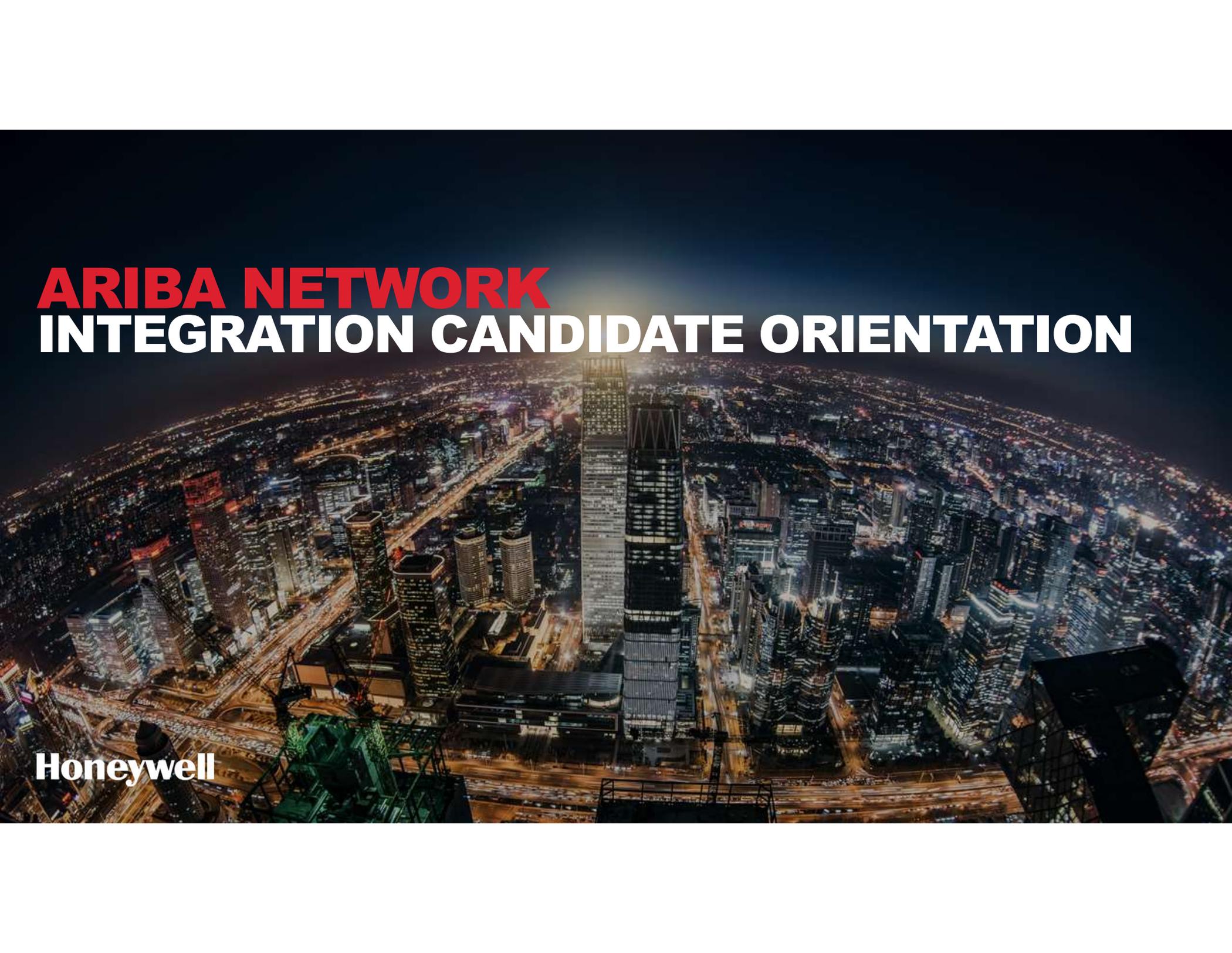


ARIBA NETWORK **INTEGRATION CANDIDATE ORIENTATION**

Honeywell

An aerial night view of a city skyline, likely New York City, showing numerous lit-up skyscrapers and roads. The image is used as a background for the title and logo.

AGENDA

Background

- Project objectives and scope
- Ariba Network
- Meeting purpose

Program Detail

- Describe what “Supplier Integration” is
- Present alternative options
- Present business transactions in scope
- Key changes
- Timeline

Supplier Engagement

- Survey / Questionnaire
- Compliance
- Next Steps
- Summary

OBJECTIVES AND SCOPE

Honeywell's **Ariba Supply Chain Collaboration (SCC)** portal is a focused deployment of Ariba SCC to simplify work by standardizing and transforming core business processes.

Scope

Moving away from emails and other manually transmitted documents in order to drive transactional efficiency and accuracy into the purchase order collaboration process.

By implementing real time collaboration with suppliers, we will...

- Cement and strengthen continued relationships between valued suppliers and Honeywell
- Improve supplier experience and collaboration via a standard connection tool
- Improve data accuracy
- Benefit from more efficient, touchless processes
- Have opportunities for future growth and innovation

WHY ARE WE DOING THIS?

CURRENT

Non-Standardize collaboration process



Multiple ways to submit an invoice



Unbalanced and confusing communication



Lack of transparency



Multiple processes via e-mail, SUS, HASP



FUTURE IS..

Effective collaboration from Forecast to Invoicing

Consolidated & standardized process within a single tool

Streamlined communication

Transparency between Suppliers and Buyers

One contemporary solution for all Honeywell

One solution to improve and simplify collaboration!

DOCUMENT FLOW

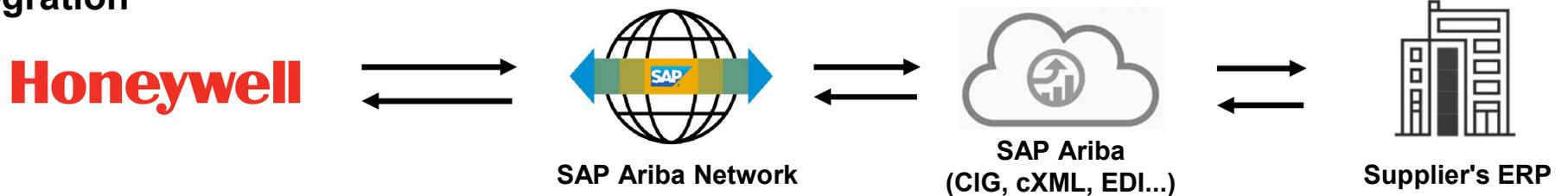
The Ariba Network is the world's business commerce network that connects people, systems, and processes, accommodating each supplier's needs, regardless of back-end systems or ERP solution.

Document flow:

1) Portal



2) Integration



MODES OF INTEGRATION AND AUTOMATION

Provide clarity around collaboration options through the Ariba Network

- Option 1)
Supplier created documents: Supplier logging into the Ariba Network via an internet browser to receive, create and submit transaction documents
- Option 2)
System created documents (Touchless): Honeywell's ERP sends transaction documents to supplier via the Ariba Portal, and Supplier's backend system receives, creates, and submits transactions via cXML, ANSI X12 EDI, other B2B standards, etc...

A survey will be sent to our suppliers to understand the scope of the project and clarify which collaboration option is best for you (Portal or B2B)

PROGRAM DETAIL

SUPPLIER INTEGRATION



What is Supplier Integration?

Connecting a supplier's ERP to the Ariba Network via an electronic method (cXML, EDI, CSV, PIDX, etc.) to transact PO, Invoice, Order Confirmation, Ship Notice via a touchless process.



How is it different from the SAP Ariba Portal ("PO Flip")?

Portal entry, or "PO Flip," is a manual option in the Ariba User Interface where suppliers log in to their Ariba Network account, select a PO, and manually click a button to generate an Order Confirmation, Ship Notice, or Invoice.



Who can integrate?

Candidates for integration:

- **Transaction Volume:** High Transaction Volume (500+ documents a year)
- **Strategic Importance**
- **Supplier Technical Capabilities:** Integration capabilities and Infrastructure

PROGRAM GOAL

- Cover the most processes with integration
- Minimize the time and effort spent to establish integration
- Make the integration as “easy” as possible for suppliers
- Ensure the supplier is engaged and committed
- Have the integration be thoroughly tested
- Create a robust and resilient integration
- Promote education and long-term ownership
- Simplify work by standardizing and transforming core business processes
- Improves supplier experience and collaboration via a standard connection tool



Our goal is to make this program simple and improve your experience

ADVANTAGES OF INTEGRATION



- Reduced cycle time
- Faster processing of documents
- Real-time system-to-system



- Increased transaction accuracy
- Reduction of disputes
- No human-entry errors

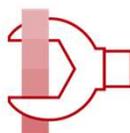


- Cost of human resources to support manual process reduced.
- Reduced inquiries due to real-time exchange of statuses.



- Strengthen relationship between supplier and buyer
- Visibility of transactions throughout process

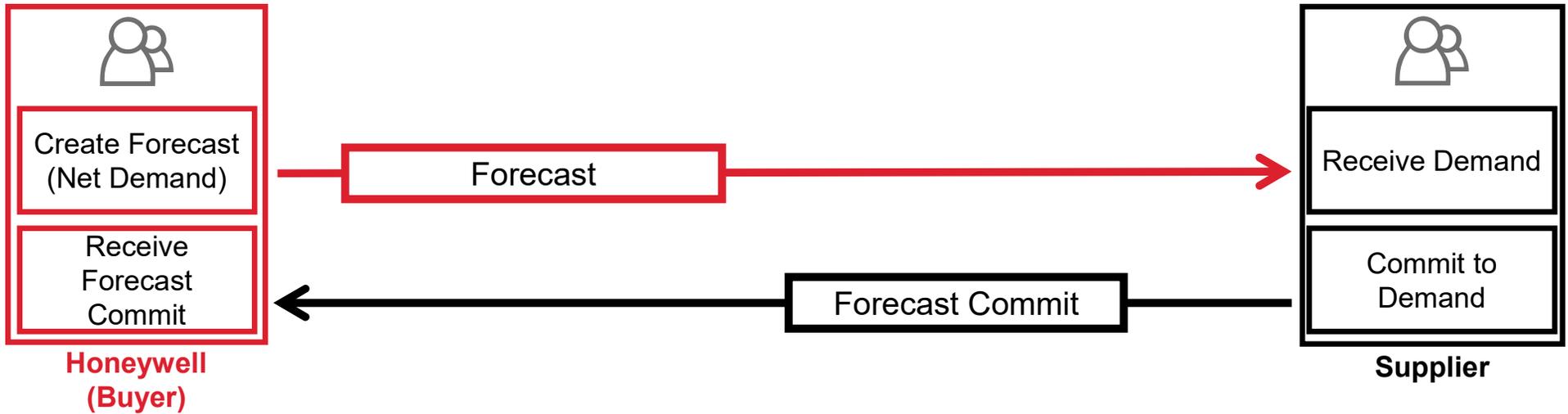
INTEGRATION PROJECT PLAN



	Prepare	Explore	Realize	Deploy	Run	
Honeywell	<ul style="list-style-type: none"> Participate in KO Define project scope and requirements Project plan Project team and resources 	<ul style="list-style-type: none"> Perform configurations Establish AN relationship Create test plan Identify test scenarios 	<ul style="list-style-type: none"> Address business process questions resulting from the supplier's development and testing Publish end-to-end UAT test plan and scenarios Participate in end-to-end UAT testing: perform actions and analyze results Implement fixes or changes to systems in response to testing outcomes Provide formal testing sign-off 	<ul style="list-style-type: none"> Confirm Production AN relationship status and vendor ID mappings Transactionally enable supplier in Production system Implement change management plan 	<ul style="list-style-type: none"> Execute and carefully monitor initial "smoke-test" production transactions; confirm success 	
Supplier	<ul style="list-style-type: none"> Confirm TRR acceptance Understand and agree to project scope Assign project team resources Align all technical resources 	<ul style="list-style-type: none"> Setup AN account and CIG; establish CIG Connectivity Consume documentation and specs. Understand test plan Identify test scenarios 	<ul style="list-style-type: none"> Complete mapping from selected CIG B2B format to internal systems Question requirements, specifications, and process Perform Unit Testing 	<ul style="list-style-type: none"> Conduct UAT testing with Honeywell: perform supplier actions and analyze results Implement fixes or changes to systems Verify solution meets requirements Provide formal testing sign-off 	<ul style="list-style-type: none"> Move to Production by migrating mappings and other development from testing environment Configure Production AN account and CIG project Implement change management plan 	<ul style="list-style-type: none"> Move to steady-state Continue monitoring all transactions Have an issue response plan

MESSAGES IN-SCOPE

FORECAST COLLABORATION PROCESS

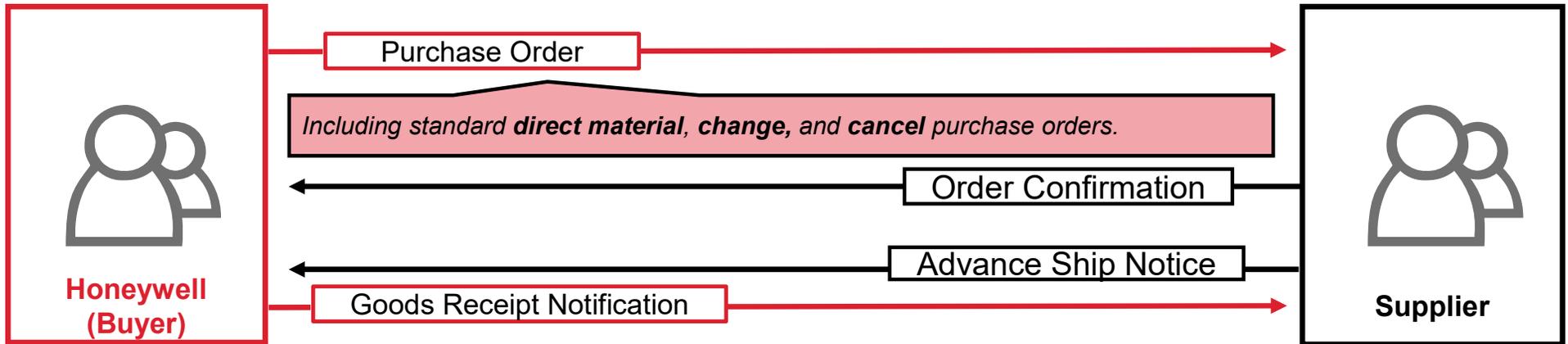


	Direction	CXML	ASC X12	EDIFACT
Forecast	Inbound	ProductActivityMessage	830	NA
Forecast Commit	Outbound	ProductReplenishmentMessage	830	NA

***Other B2B standards may support this process and are available by request*

TRANSACTIONS IN SCOPE

PO COLLABORATION PROCESS

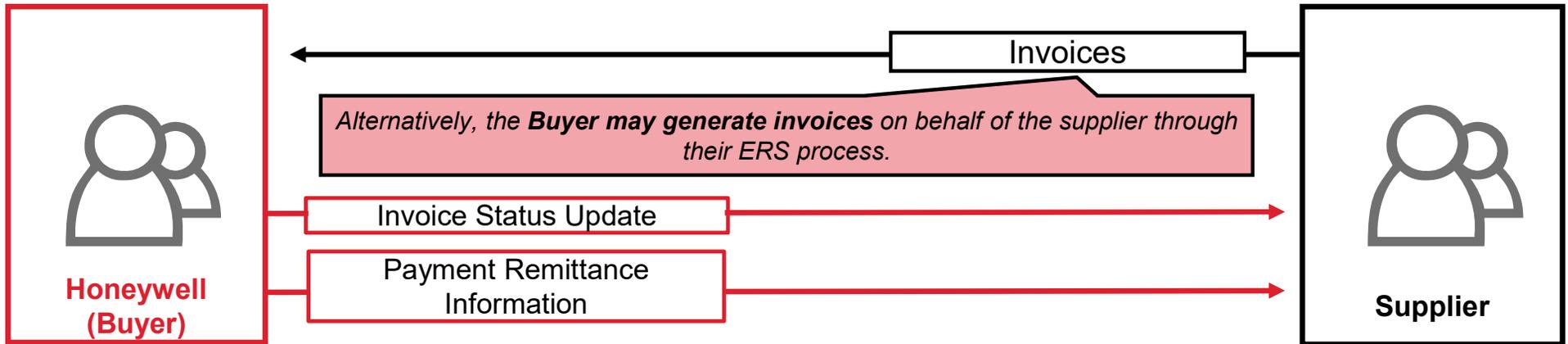


	Direction	CXML	ASC X12	EDIFACT
Purchase Order	Inbound	OrderRequest	850/860	ORDERS/ORDCHG
Order Confirmation	Outbound	ConfirmationRequest	855	ORDRSP
Advanced Ship Notice	Outbound	ShipNoticeRequest	856	DESADV
Goods Receipt	Inbound	ReceiptRequest	861	RECADV

***Additional B2B standards may support this process and are available by request*

MESSAGES IN-SCOPE

PO COLLABORATION PROCESS (WITH INVOICING)



	Direction	CXML	ASC X12	EDIFACT
Invoices	Outbound	InvoiceDetailRequest	810	INVOIC
Invoice Status Updates	Inbound	StatusUpdateRequest	824	APERAK
Payment Remittance Information	Inbound	PaymentRemittanceRequest	820	REMADV

***Additional B2B standards may support this process and are available by request*

INTEGRATION ACTIVITIES

Activity	Honeywell	Supplier	SAP Ariba
Summit	✓	✓	✓
Confirm Timeline	✓		✓
CIG Form Returned		✓	✓
CIG Connection Call		✓	✓
Map/Gap Analysis		✓	✓
Map Update		✓	
UAT Testing	✓	✓	✓
End Testing	✓	✓	✓
Cut Over		✓	✓
Go Live	✓	✓	✓
Hyper Care	✓	✓	✓

SUPPLIER ENGAGEMENT

SURVEY

CAPTURE INTEGRATION READINESS

You will have **2 weeks** after receiving the survey to complete it to be considered for integration in this wave.



Category	Example Survey Content
General Supplier Info	Company Name, Vendor IDs, EDI Technical Contact at your company, etc...
Technical Data	cXML vs EDI standard formats, VAN service, what transactions will you integrate, how are you connected to your ERP system, would you be willing to move to portal first and integrate later, etc...
Project Timeline	Confirm supplier ability to commit to Honeywell proposed timelines

SURVEY

EXAMPLE

This is an example of how the survey looks:



Honeywell Supplier Integration Survey

This questionnaire is intended to pre-qualify a Supplier to ensure they are a good candidate to integrate their transactions on the Ariba Network (AN) before starting an integration project with the Seller Integration team.

Cloud Integration Gateway (CIG) is integrated with Ariba Network and is the translation and connectivity hub to which Suppliers connect and use to transact with customer over Ariba Network.

The benefits and User Guide are attached in the email that invited you to this survey. Please review the guide and the email before starting to answer the questions. The questionnaire needs to be answered completely, a partial survey can't be saved and edited later.

Vendor ID
Vendor Number set up at Buyer end (based on number of supplier entities supplying to buyer and business process)
Auto-populated **DO NOT EDIT**

Form completed by

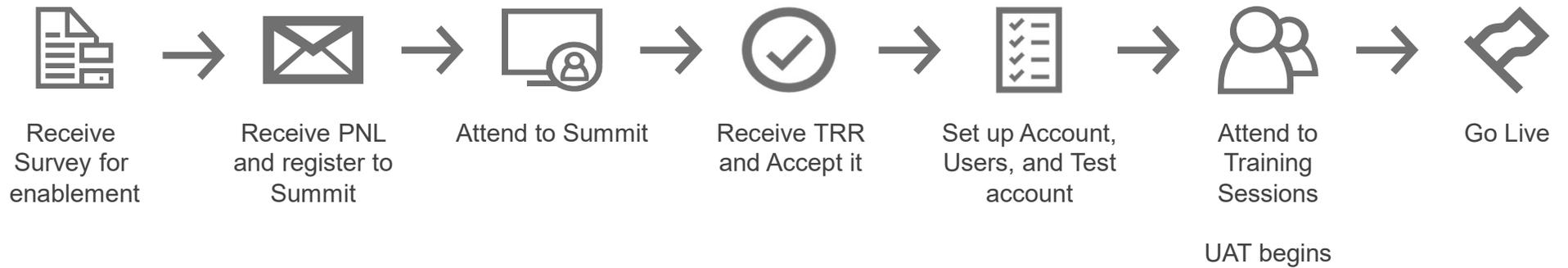
Name

Role

SECTION 1: SUPPLIER INFORMATION

Company Name
This field is pre-populated. Please do not edit. If you need to request a change to Company information, please follow the existing Honeywell process to do so.

SUPPLIER ENABLEMENT STEPS



PNL: Project Notification Letter
TRR: Trade Relationship Request
UAT: User Acceptance Testing