SAP Ariba Supply Chain Collaboration
Presentation, Demo and Customer Experiences

27th of January 2021
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PUBLIC
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Agenda

1) SAP Ariba Supply Chain Collaboration – Introduction & Benefits
2) SAP Ariba Supply Chain Collaboration – Overview Demo
3) SAP Ariba Supply Chain Collaboration – Customer Experiences
4) Q & A
Common pain points in collaboration with direct material suppliers

- speed
- automatization
- lack of timely action
- agreements not updated
- unclear agreements
- communication
- agreements not anchored
- correct supplier
- alignment of master data
- revision handling
- risk level
- tool much manual handling
- maturity
- order confirmation
- cost
- getting info
- pick up address
- system not streamlined
- inconsistent formats
- lack of processes complia
- missing asn
- several systems to collab
- delivery date commitment
- one platform to compare
- wrong master data
- lacks system integration
- invoices blocked
- misunderstanding
- master data consistency
- misalignment of info
SAP Ariba Supply Chain Collaboration
Brings visibility and efficiency to direct materials procurement for manufacturing

Focus Buying Companies

- High-Tech & Electronics
- Industrial Machinery & Components
- Consumer Packaged Goods
- Pharma & Life Sciences
- Chemicals & Mill Products

Supplying Companies

- Contract manufacturers
- Component suppliers
- Subassembly suppliers
- Raw material suppliers

- Collaboration simplicity with a single business network
- Embedded supplier onboarding services
- End-to-end process orchestration to validate and enforce compliance
- Order-, Planning-, Inventory- and Quality-Collaboration
SAP Ariba Supply Chain Collaboration Journey

- Direct Material Collaboration
- Plan Driven Execution

2014 / 2015

2016
- Outsourced Manufacturing
- Consignment
- Multi-tier collaboration

2016
- Forecast collaboration
- Quality Notifications
- Quality Inspections

2017
- Supplier Managed Inventory
- Quality Review

2018
- Handling Units & Packaging
- Supply Chain Monitor

2019
- Scheduling Agreement Confirmations
- Forecast Collaboration on different time buckets
- Trading Partner Workbench (Enhanced User Experience for Supply Chain Users)

2020

CONTINUOUS IMPROVEMENTS

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Supply Chain Monitor

You have order confirmation approvals due 15

Confirmation alerts
97
- 11 Confirmation quantity deviations
- 22 Confirmation date deviations
- 64 Missing Confirmations

Forecast alerts
2
- 1 Commit shortages
- 0 Decommits
- 1 Missing commits

Inventory alerts
8
- 2 Out of Stock
- 0 Below Minimum
- 1 Above Maximum
- 5 Replenishment orders out of Tolerance

Quality notification

SCC Buyer View
### Order confirmation approval alerts

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<th>Multiple deviations</th>
<th>Date deviation</th>
<th>Quantity deviation</th>
<th>Price deviation</th>
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</table>
SAP Ariba Supply Chain Collaboration

New persona based customizable Supplier View

- **Persona based**
- **Configurable**
- **Worklist driven**
Supplier Workbench to empower the supplier user

Simple & powerful User Experience
- Show only what’s relevant
- Show what needs attention
- Show progress immediately
- All actions at your fingertips

Recent Innovation To be released soon

Personalized

Engaging

Efficient
SAP Ariba Supply Chain Collaboration

Order confirmation support for scheduling agreement (SA) and scheduling agreement releases (SAR)

- Support of schedule line-level confirmations for PO/SA/SAR
  - Ability to confirm PO/SA at schedule line level
  - Ability to confirm firm commitment level schedule lines in SAR
  - Flexibility to do validations using predefined quantity and date tolerances
  - Option to use OC wizard or item to confirm to perform the confirmations
SAP Ariba Supply Chain Collaboration

Forecast Commit in any time bucket

New Feature

Support of Forecast Commit entry at the required time bucket (daily, weekly, monthly)
SAP Ariba Supply Chain Collaboration

- Forecast / Net Demand Visibility
  - Forecast Commit
  - External Manufacturing Visibility
- Inventory Collaboration
- Quality Collaboration
- Purchase Order Collaboration
- Supplier/Vendor Managed Inventory
- Gross Demand & Min-/Max Inventory levels
- Planned shipments (scheduling agreement release)
- Replenishment Order (basis for PO)
- Quality Notifications
- Quality Inspections
- Quality Review

- Standard Purchase Orders
- Consignment PO’s
- Sub-Contracting PO’s
- Scheduling Agreement Releases
- Return Purchase Orders
- Confirmations, ASN & Invoicing
- Multi-Tier Orders
- Supply Chain Monitor
SAP Ariba Supply Chain Collaboration
Fastest growing spend category on world’s largest b2b network

219
Customers globally

105
Transacting Customers across > 50,000 supplier relationships
• ~42 active implementations

48
Innovations in 2020

Customer examples across Industries

Microsoft  MERCK  gsk  AkerSolutions  Hilti  P&G  ASM  Takeda  GRACE  Textron  +GF+  GEORG FISCHER  Whirlpool  Natura  Hewlett Packard Enterprise  HINDUSTAN ZINC  Dulux  ITP Aero  Vaillant  GE  Richemont  Stryker  Oclaro  Vorwerk  Velux  Industry
Stryker

Realizing Value with an Intelligent Enterprise Transformation at Stryker
Discover how Stryker, a Fortune 500 medical equipment provider, optimized planning and inventory replenishment by collaborating with internal and external manufacturers, suppliers, and other trading partners.

Speakers:
Joshua Debroy — Senior Manager, Direct Procurement, Stryker
Christopher Opzadék — Senior Manager, Ariba and Supplier Enablement, Stryker
Deborah Kaplan — Supply Chain Network Executive, SAP Ariba

Klint Medical

Supply Chain Disruptions: Face and Embrace the New Normal
Hear from experts from Klint Medical (previously with Takeda), BSMA, and SAP Ariba as they discuss how organizations can take back control in times of disruption and face the new normal by being an intelligent enterprise and adopting a collaborative approach with suppliers.

Speakers:
Lars Gyldenvang — Klint Medical and previously with Takeda
Devindra Mishra — BSMA
Sude Bharadwaj — SAP Ariba

W.R. Grace

Trading Partner Onboarding for Direct and Indirect Spend at W.R. Grace
W.R. Grace, a leading specialty chemicals manufacturer, shares lessons learned in onboarding and driving adoption among trading partners, including direct and indirect suppliers. Learn their secrets to success for collaborating on key supply chain processes.

Speakers:
Brian Jonas — Director, Global Procurement Operations, W.R. Grace
Ashwin Matuku — Senior Solution Architect, W.R. Grace
Brooke Williams Senior Director – SAP Ariba Solutions for Direct Spend, SAP Ariba

Session Selection
- Realizing Value with an Intelligent Enterprise Transformation at Stryker
  On-Demand
- Supply Chain Disruptions: Face and Embrace the New Normal
  On-Demand
- Trading Partner Onboarding for Direct and Indirect Spend at W.R. Grace
  On-Demand
- How to Control What Happens 10,000 Miles Away and 100 Days from Now in Your Supply Chain
  On-Demand
- Digital Supply Chain Collaboration at Textron Specialized Vehicles
  On-Demand
- Digital Supply Chain Collaboration: Richmond’s Harmonized Supply Chain 2020
  On-Demand
- Harmonizing NPI and PFAP Processes on SAP Ariba Solutions at Generac
  On-Demand
- Best Practices at Generac in Direct Supplier Onboarding and Collaboration
  On-Demand
- The Power of SAP S/4HANA and SAP Ariba at Hilti
  On-Demand
- Advanced Strategic Sourcing Collaboration at Raymond for Direct and Indirect Spend
  On-Demand
- Harmonizing Supplier-facing Supply Chain Processes Across Business Units and Acquisitions
  On-Demand
- Supplier Collaboration Transformation at GlaxoSmithKline
  On-Demand
Why do companies implement SAP Ariba SCC?

Some of the hard fact customer benefits

• Reduced inbound delivery processing (up to 50% FTE less in warehouse receiving area)
• Reduced overall procurement time (confirmation feedback from 17 days to 3 days)
• Improved fulfilment 2X OTIF to 90%
• Time savings 1 hour per day per planner/buyer
• 65% reduction in excess and obsolete inventory
• 25% improvement in inventory turns
• 5% increase in on-time delivery in-full (OTIF) to customer
• 87% reduction in planning/execution cycle time
• Order follow-ups/expediting reduced from 1-2 days to 1-2 hours
• Supplier onboarding time went down from 3-4 months to 3-4 weeks
Agenda

1) SAP Ariba Supply Chain Collaboration – Introduction & Benefits

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3) SAP Ariba Supply Chain Collaboration – Customer Experiences

4) Q & A
Ariba Supply Chain Collaboration Demonstration
## Overview

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- **Last 7 Days**
- **Last 31 days**
- **Last 31 days**
- **Orders**

### My widgets

- **All customers**
- **Customize**

**Widgets:**

- **Purchase orders**
  - Last 14 days:
    - **$20.3M USD**

- **Invoice aging**
  - **$239K USD**

- **Company profile**
  - **35%**
  - Completed
  - Complete your company profile to increase your chances of being discovered by new buyers.

### Application gateway

- **SM_ASSET_INFO**
- **Supplier App**
- **Embedded Analytics**
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### Planning Collaboration

#### Search filters

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<th>Customer location</th>
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<th>Last supplier update</th>
<th>Stock</th>
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**View by:** Weekly  
**Starting from:** 01/25/2021

### Chart

- **Projected stock**
- **Supply and demand**

### Key figures

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<th>Date</th>
<th>Gross demand</th>
<th>Net requirement</th>
<th>Firmed orders</th>
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**Stock on hand:** 500 (EA)  
**Part details**

Last sent 18 Dec 2020 8:50:41 AM

Create replenishment order

**Projected stock:** 250

1 Mar 2021
### Quality inspection

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**Customer Note:**

**Raw Material**
# Quality notifications

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Create quality notification

1 items
**Agenda**

1) SAP Ariba Supply Chain Collaboration – Introduction & Benefits
2) SAP Ariba Supply Chain Collaboration – Overview Demo
3) SAP Ariba Supply Chain Collaboration – Customer Experiences
4) Q & A
How Can Digitalizing Spend Processes Facilitate and Optimize Supplier Collaboration?

Supporting high-quality window manufacturing and sales operations in more than 40 countries

The Danish company VELUX Group, a member of VKR Holding A/S, provides an extensive line of premium roof windows and skylights for customers around the world. The company is renowned for its mission of creating better living and working environments, and does so by better enabling manufacturing across 17 global production sites. But VELUX wanted to further streamline and integrate supplier collaboration processes. So it sought to continue its digital supply chain transformation and enable intelligent and efficient supplier interactions.
VELUX integrated and enhanced supplier collaboration processes, improving efficiency and streamlining interactions.

With SAP® Ariba® solutions and Ariba Network, VELUX was able to:
- Digitalize, integrate, and simplify supplier collaboration
- Accelerate onboarding by limiting use of electronic data interface connections, cutting time from 10 to 6 weeks
- Get advanced shipping notices and help ensure reliable delivery dates
- Increase transparency into supplier performance
- Save one hour per day across eight sites by not having to rekey data
- Automate 64% of 20,000 monthly order lines through Ariba Network
- Facilitate adoption by continuing to meet supplier requirements for existing purchase orders in Adobe PDF format
- Improve procurement efficiency, enable schedulers, and reduce replanning and cancellations
- Gain insight and knowledge to improve purchasing negotiations
- Take a more proactive approach to daily business activities
- Integrate SAP Ariba solutions with its existing SAP software implementations

“Our implementation went smoothly with few issues, and we are conducting transactions with more than 200 of our vendors using Ariba Network. Now, we can count on process improvements, reliable delivery dates, and time saved.”

Philip Melchior, Senior Director, Supply Chain Planning and Logistics, VELUX Group (a member of VKR Holding A/S)

VELUX Group
Harsholm, Denmark
www.velux.com

SAP Ariba

THE BEST RUN SAP

Featured Solutions and Services
SAP Ariba Supply Chain Collaboration for Buyers solution, SAP Ariba Commerce Automation solution, and Ariba Network

Industry: Mill products
Employees: 10,200
Revenue: €2.6 billion
(VKR Holding A/S)
GSK’s digital supply chain transformation

“We are transforming our supply chain and modernizing its technology to reduce inventory, gain productivity, and improve planning with better supply chain visibility.”

Supply Chain and Global Applications Lead, GSK

- Key design partner on supplier-managed inventory capabilities
- Initial focus on raw materials and packaging supply to pharmaceuticals and consumer products divisions
- Extending inventory, demand, and min/max requirements from ERP to suppliers via Ariba Network and obtaining supplier response
Why SAP Supply Chain Collaboration?

Context:
- ~90% GSK revenue on single SAP instance
- Legacy collaboration platform end of life and limited functionality
- Drive to extend supply chain visibility and efficiency
  - Global supply chains increasing external manufacture

Supply Chain Collaboration
- Tight integration with ECC
- SAP investment in Supply Chain Collaboration – co-innovation
- SAP Ariba already in use at GSK
- SAP SCC is a network; not a point to point solution
Future Roadmap
Areas for SAP SCC development

- VMI (SMI) – packaging suppliers
- Purchase order collaboration & forecast sharing
- Purchase order collaboration integrated into APO
- Sub-contract collaboration
- Planning & S&OP collaboration
- Collaboration with complex external supply networks
- ASN and Handling unit integration
- QA CoA and inspection lot collaboration

Live
Opportunities under review
Natura: health & beauty company’s broad scope of collaboration

Utilizing SAP Ariba Supply Chain Collaboration for forecast, order, scheduling agreement, SMI, manufacturing visibility, quality, and subcontracting collaboration across multiple tiers of suppliers.

• Adopted complete scope of supply chain collaboration across multi-tiered supply chain

• Increasing speed, traceability, and standardization for forecast, ordering, and scheduling processes

• Optimizing working capital and driving policy compliance with SMI and quality collaboration
Supply Chain Collaboration Project - Goals

Streamline the relationship between Natura and its suppliers and implement a single collaboration tool aiming:

For the Supplier:
- Collaboration in a single communication channel;
- Operational and working capital optimization;
- Ergonomic and user-friendly solution;
- Reduce manual / typing errors in worksheets;
- Formalization and commitment of dates and quantities;
- Performance measurement of service level;
- Agility in conflict resolution (planning / losses / quality);
- Registration, formalization and acceptance of documentation.
Where are we?

**Scope**
- 53 suppliers (60% of the direct spend)
- ~3500 skus in total
- 60 skus/12 suppliers: Supplier Managed Inventory
- 9 months live
- 1 B2B live (new!)

**Modules**
- Forecast Collaboration
- PO/SA Collaboration
- Supplier Managed Inventory
- Quality Notification
- Quality Inspection
- Quality Review
- Manufacturing Visibility (in preparation for go-live)

**Benefits**
- Better information visibility
- Reduced response time
- Reduction in effort to run
- Financial benefits (on going)
Collaborate with your direct material suppliers on several Purchase Order types:

- Standard Purchase Order
- Return Purchase Order
- Vendor Consignment Purchase Order
- Subcontract Purchase Order
- Multi-tier PO
- Scheduling Agreement Releases

Share mid- to long-term order forecast with suppliers:

- Improved planning accuracy by using actual forecast commitments provided by the supplier instead of assumptions

Collaboration on end-to-end supplier-managed inventory (SMI) process:

- Supplier driven replenishment based on min/max inventory policies and projected stock-on-hand
- Improve order fill rates in demand driven supply chains

Provides comprehensive capabilities to support quality collaborations between trading partners (Quality Notifications, Quality Inspections and Quality Reviews):

- Data sharing on inspection results of materials
- Visibility into inspection results
- Increased quality compliance
Want to know more....

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