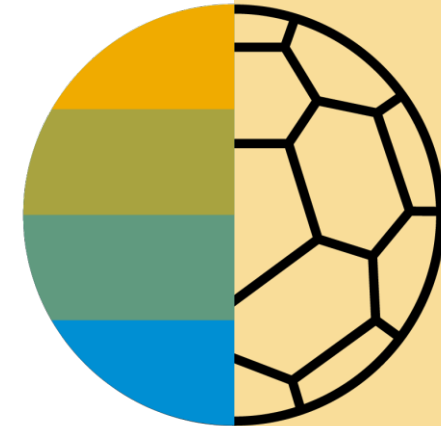




# SKF

## Supplier Portal

General information



# SKF is transferring to an e-procurement system and one global approach for purchasing IDM&S

- Increase operational efficiency
- Increase compliance
- Leverage global buying power
- Increase spend transparency



The solution of choice is Ariba

**SAP Ariba** 

- Global leader
- SAP solution
- Cloud solution

# Ariba is being rolled out gradually throughout the world

## Wave 0 Live

- Sweden
- Germany

## Wave 1 Live

- Belgium
- Spain
- China
- Italy
- Poland
- France

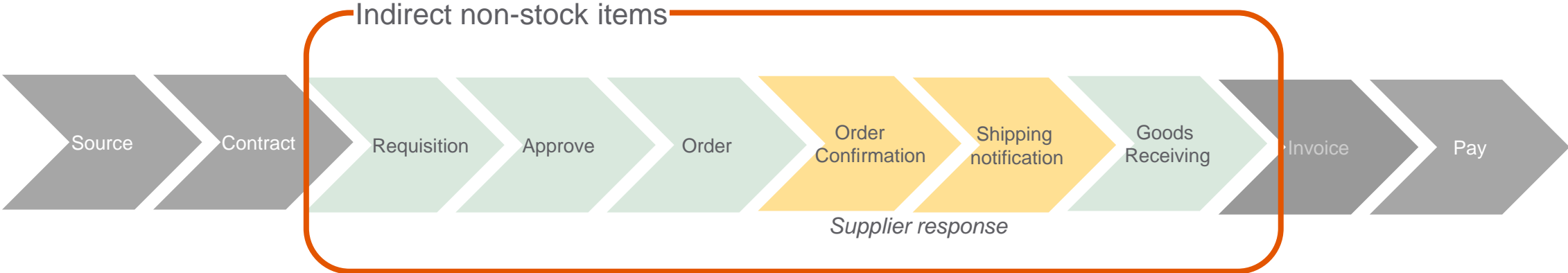
## Wave 2 Live

- USA
- Mexico
- Austria
- Canada
- Argentina
- Netherlands

## Wave 3 Q1 2019

- UK
- Brazil
- India
- Bulgaria
- Malaysia
- Singapore
- Ukraine
- South Korea

# Within scope of Ariba are indirect non stock items and activities from requisition to goods receiving



Immediate participation is a mandatory SKF requirement to suppliers within scope

# 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 of over \$1 trillion

- Help active Global 2000 buyers find your products and services
- Get expertise, experience, and advice



## Single point for business collaboration

- Manage leads, proposals, contracts, orders, invoices, and payments
- Collaborate with multiple customers



## Works with how you do business

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



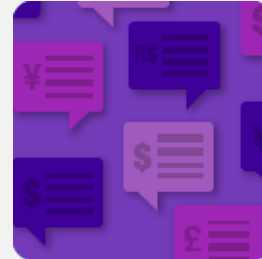
# SAP Ariba Supplier Solutions

## 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 buyers



**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 invoices
- 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

# Here's what suppliers say...

## Find buyers ready to buy



**10%** growth for minority owned business



**80%** of business comes through Ariba Network

## Improve customer retention

**EBSCO**

**15%** increase in customer retention

**STAPLES**

**99%** average fill rate with  
**98%** on-time delivery rate

## Accelerate the sales cycle

**PROforma**

Accelerated deal cycle by **75%**



**50%** higher conversion rate with **11%** increase in lines per order

## Predict and apply cash

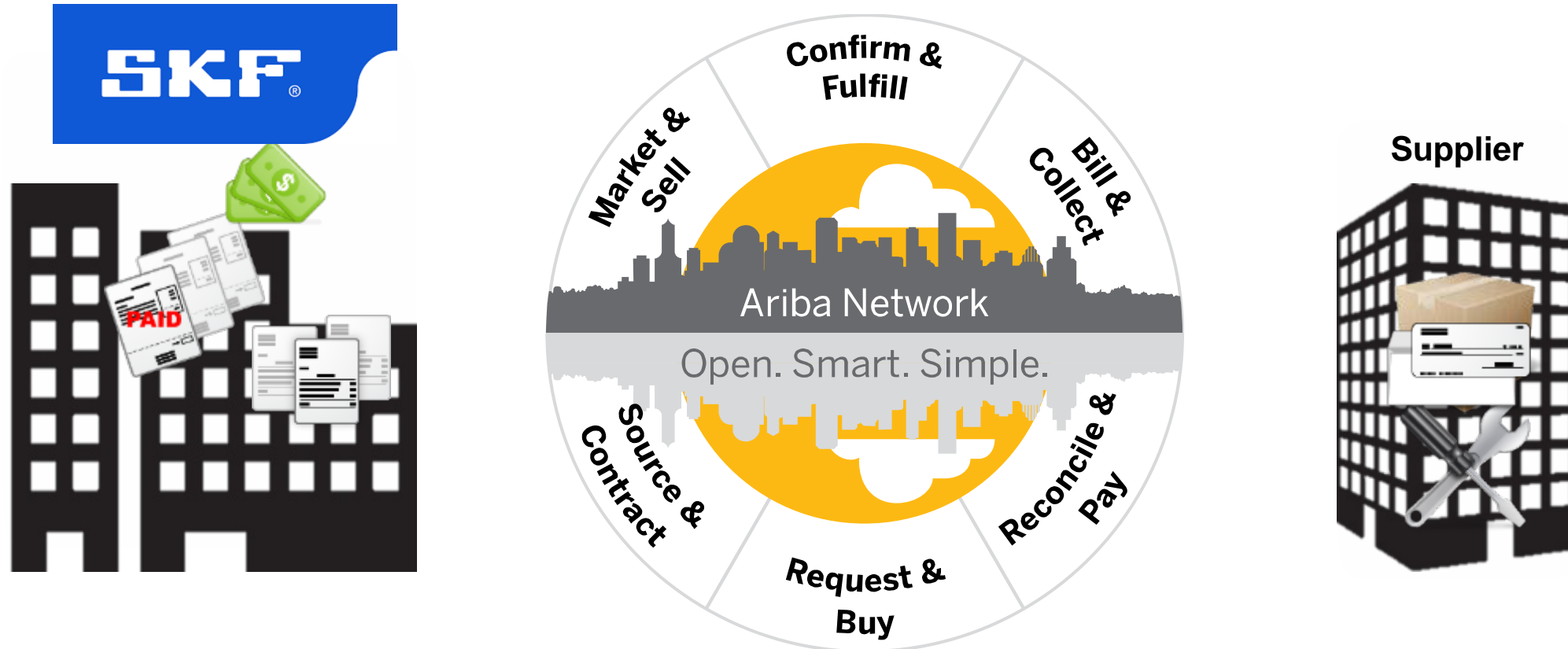
**big-giant**

Invoices paid in as few as **4 days**



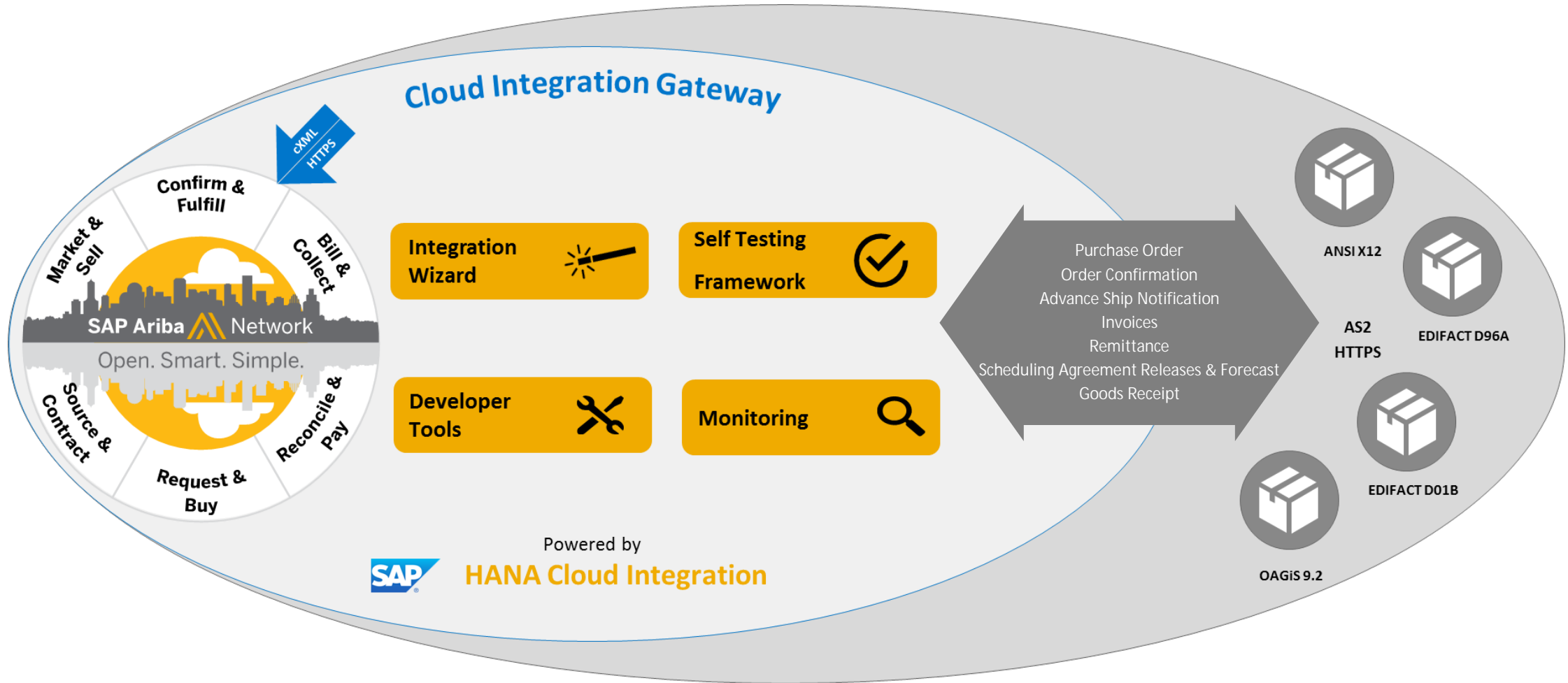
A couple hours instead of three to four days **reconciling** payments and invoices monthly

# Standard Procure-to-Pay Cycle



# Cloud Integration Gateway

## Connect Once To Ariba Network



Powered by  
**SAP** HANA Cloud Integration

# SAP Ariba Supplier Mobile App

## Business Insights

PO trending

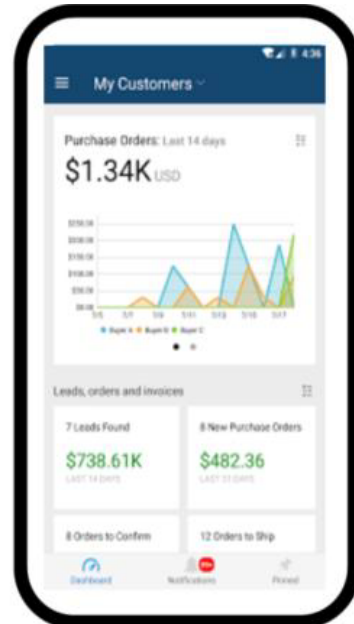
Invoice aging

PO and invoices by customer

## Work on-the-go

Confirm PO

Pin important documents for later



Insights

Alerts

Monitoring

Transactions

## Real-time Alerts

View network activity

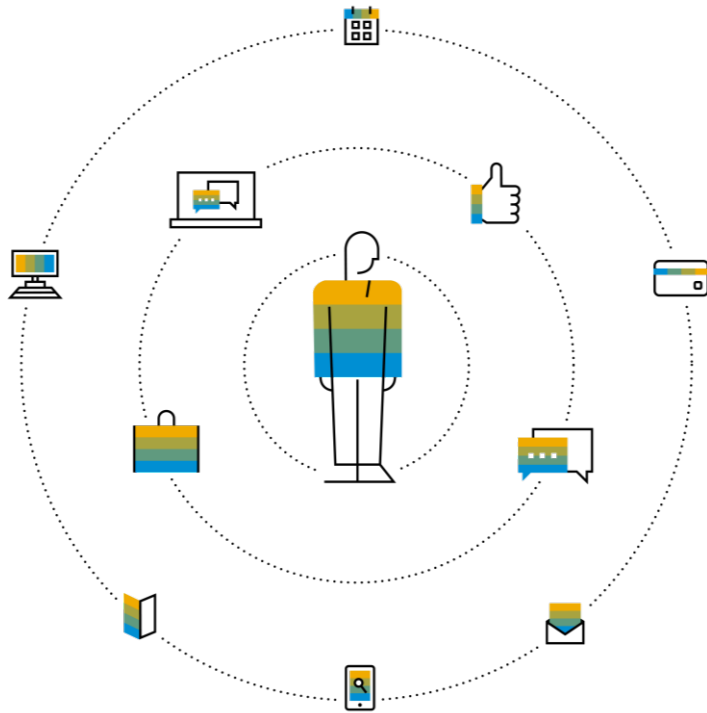
Receive push alerts for business critical events

## Monitor Key Activity

View PO and invoice information

Search for PO and invoices using HANA

# 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 and Subscription Fees

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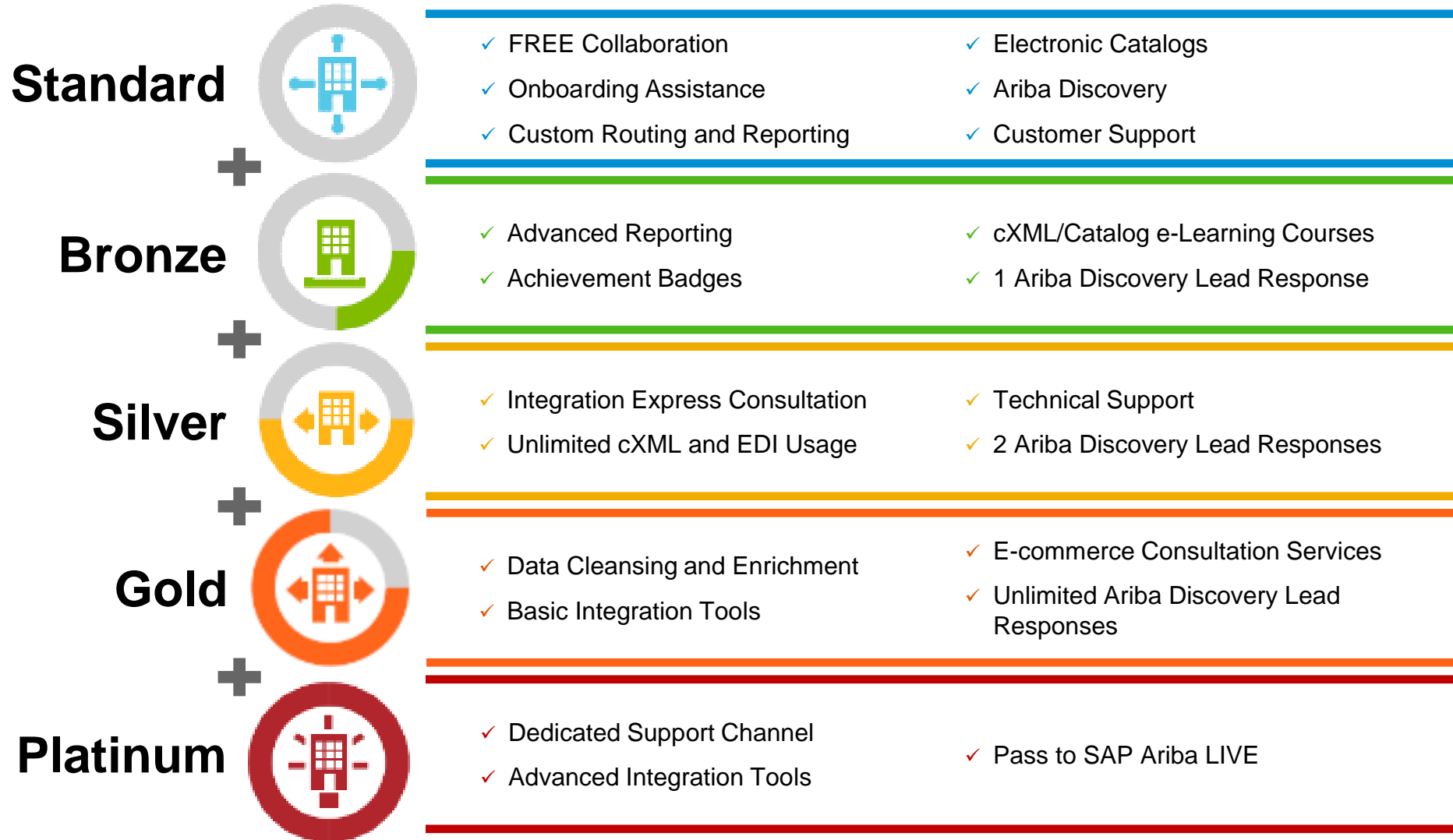
Chargeable documents are considered Purchase Orders, Invoices, Service Entry Sheets, and Service Entry Sheet Responses

---

Chargeable suppliers transacting less than \$250,000 in annual financial volume will be assigned to the Bronze level irrespective of annual document count

---

# Ariba Network Supplier Subscription Offerings



# Supplier Fees

## Transaction Fees

Billed every quarter

**0.155% of transaction volume**  
Capped at \$20,000/year (per relationship)



## Subscription Fees

Billed once a year

Annual Document Count Across <u>All</u> Customer Relationships	Subscription	Annual Fees
5 to 24 documents	*Bronze	\$50
25 to 99 documents	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 irrespective of annual document count**

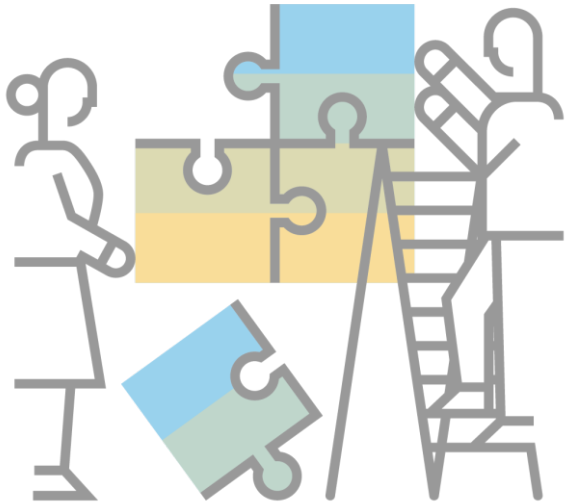
### Fee Threshold

**\$50,000 and 5 Documents**

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



# Resources



## Enablement Help Desk

- Account creation
  - Assistance creating first invoice
  - Configure your settings
- 

## Customer Support

- User role changes
  - Billing & invoice inquiries
  - Password resets
- 

## Live Demonstrations

- 30 on Thursdays
  - Customer Success Sessions
  - Supplier live demos
- 

## Seller Commerce Consulting Team

- Value realization
- Expert account guidance
- Subscription Package support

# Supplier Informational Portal And Exchange User Community

**Enablement Tasks**

View details of all pending tasks

**Activities and Tasks**

Activity Name

- ▶ Account
- ▼ Purchase Order

This activity tracks all

✓ Completed

**Under Enablement**

- Customer
- Transactions
- Suppliers

**Help Center** < 1/6

**Spotlight**

Article

What is Ariba Network's approach to withholding tax?

Ariba helps buyers and suppliers improve invoice accuracy, eliminate exceptions, accelerate...

Chris Chase  
edited Nov 19 2015

45 0 0

**Community Help**

Search Community...

**FAQ** Why can't I find a purchase order in my account?  
2194 9 33

**FAQ** What are my options for creating and submitting...  
4636 6 51

**FAQ** How do I view my customer's invoicing rules?  
899 3 4

**FAQ** About Invoices (3:26)  
8694 17 85

**FAQ** Finding Specific Orders or Releases  
1051 5 15

View related content in new window

Ask Community

Support

# Next Steps



# Accept Trading Relationship Request

SMO Buyer has migrated to the Ariba® Network platform for electronic transaction processing. As part of this migration, SMO Buyer encourages you to continue your trading relationship with them using the Ariba Network. You can either create a new account or use a pre-existing account to establish the trading relationship with SMO Buyer.

To begin transacting on the Ariba Network, all you need is an Internet browser. For other instructions, see the ACTION REQUIRED section in this message.

If this invitation did not reach the appropriate person in your organization, please forward as needed.

#### WHAT ARE THE BENEFITS TO YOU

- Real-time access to document status information, such as for orders or invoices.
- Highly efficient, automated and secure document processing.
- Increased exposure to new business opportunities.
- Lower administrative costs resulting from electronic document processing.

See <http://www.ariba.com/supplier/suppliernetwork/> for more information about the Ariba Network capabilities.

#### WHAT DO I DO IF I HAVE QUESTIONS

For general and frequently asked questions about the Ariba Network, [click here](#).

For specific questions related to your Ariba Network trading relationship with SMO Buyer, [click here](#) to submit your questions directly to them.

#### ACTION REQUIRED

If you are the account administrator or if you want to register a new account on the Ariba Network, proceed to click the following link. Registering and/or setting up the trading relationship with SMO Buyer takes only a few minutes. There is no charge to register, and basic membership is free. Potential fees may apply based on transaction volumes.

→ [Click here to proceed](#)

(This will inform us that you have started the activation process)

## Ariba Network

Help Center >>

### Welcome to Ariba® Network

SMO Buyer has invited you to join Ariba Network.

#### New User

Are you new to the Ariba Network? If you do not have an account and would like to participate, click **Register Now**. By signing up with the Ariba Network, you will establish a trading relationship with your requesting customer. Your new account will also be visible to other buying organizations on the Ariba Network.

[Register Now](#)

[I have further questions for my requesting customer](#)

#### Existing User

If you already have an Ariba Commerce Cloud or Ariba Discovery account, enter your existing username and password and click **Confirm** to log in to the Ariba Network.

Username:

Password:

[Forgot Password?](#)

[Confirm](#)

When you confirm your existing username and password, Ariba will send a notification to your requesting customer, informing them that you already have an Ariba Network account and that you have accepted their trading relationship request.

# Configure Your Account

Ariba Network

Company Settings Early Access John Doe

## Network Settings

Electronic Order Routing Electronic Invoice Routing Accelerated Payments Settlement

\* Indicates a required field

### Capabilities Preferences

#### cXML Setup

Configure cXML setup

#### Non-Catalog Orders with Part Numbers

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

#### New Orders

Document Type	Routing Method	Options
Catalog Orders without Attachments	Email	Email address: test@yourcompany.com <input type="checkbox"/> Attach cXML document in the email message <input checked="" type="checkbox"/> Include document in the email message 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".
Catalog Orders with Attachments	without attachments	Current Routing method for new orders: Email Attachments will be included in the order.
Non-Catalog Orders without Attachments	without attachments	Current Routing method for new orders: Email
Non-Catalog Orders with Attachments	Same as new catalog orders without attachments	Current Routing method for new orders: Email Attachments will be included in the order.

Update Profile Information

**Thank you.**