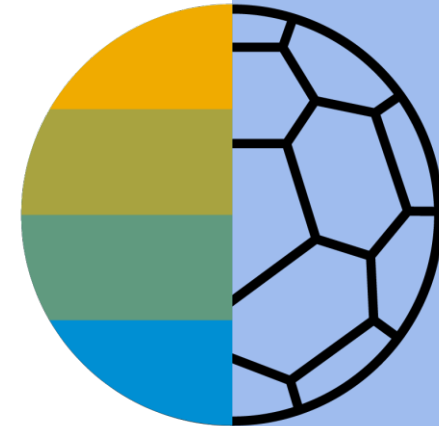




# SKF Supplier Portal Supplier Enablement



## There are two options for Supplier Enablement:

### FULL ACCOUNT





- Catalogs in scope
- Technically advanced/might use integration
- Big volumes with frequent purchases
- Suppliers already existing on Ariba Network as full account users

### LIGHT ACCOUNT

- Catalogs not in scope
- No use of integration
- Low volume with few purchases
- Suppliers not existing on Ariba Network before

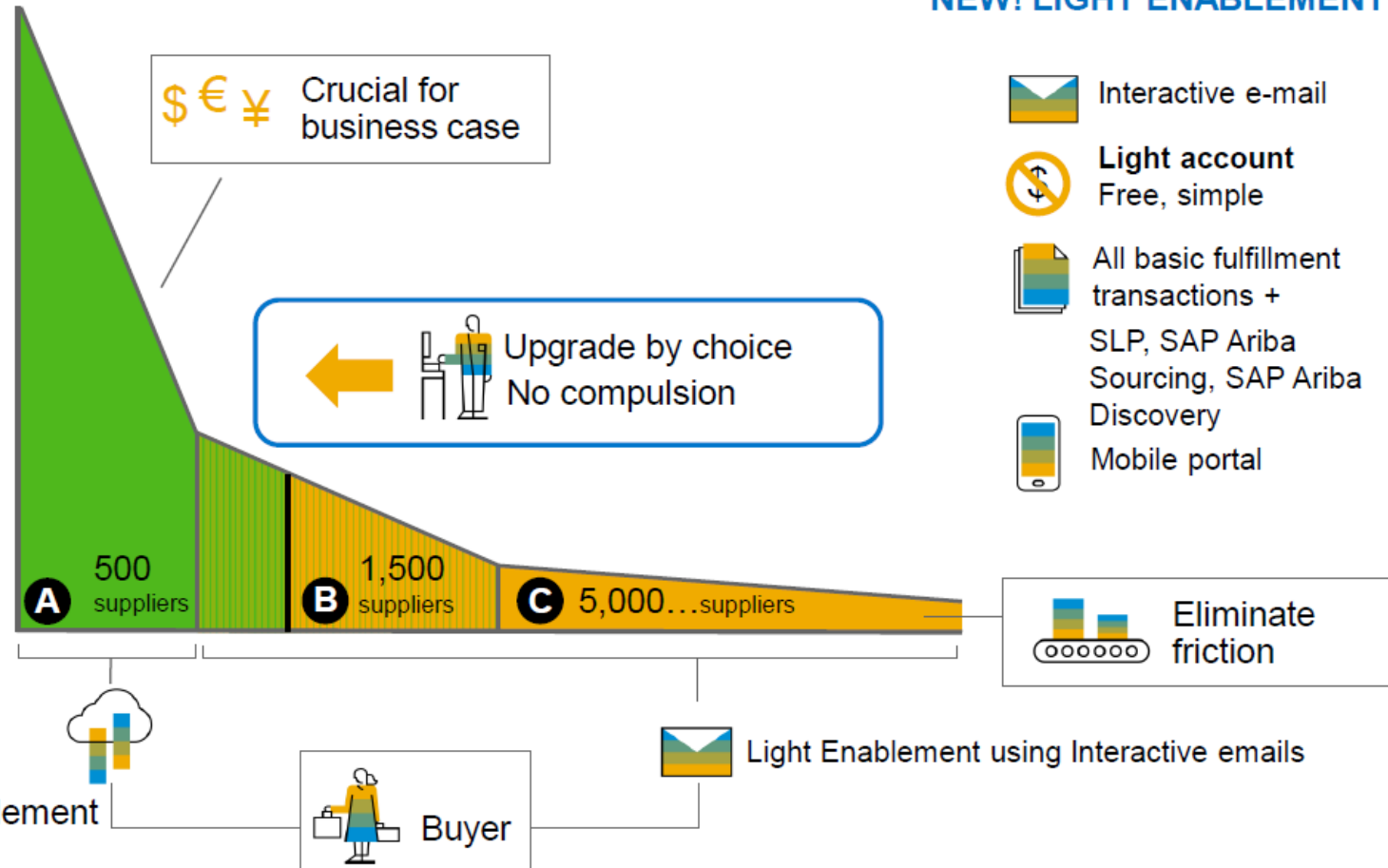
# Ariba's Strategy for Supplier Segmentation for Light Account

Full Ariba Network functionality

-  Inbox/outbox
- Catalogs
- Reports
-  Help desk and support
-  Integration (cXML, EDI)
-  Supplier Chain Collaboration
- AribaPay ACH
- Supply Chain Finance
- Long Term Archive
- ...

Full enablement out of the gate for vendors with legacy EDI integration or catalogs → strategic suppliers  
But only ~2% to 5% of the active vendors

TRR invite → Full enablement



# Light Account VS Full Account

Area	Light Account Access to AN documents only from Email trigger documents	Upgraded "full-use" account <u>required</u>
Sell	<ul style="list-style-type: none"> <li>SLP/ SIM Profile setup</li> <li>Ariba Sourcing and Ariba Discovery*/ Quote Automation*</li> <li>P2P Quote (Collaboration) requests</li> </ul>	<ul style="list-style-type: none"> <li>Guided Buying RFQ (<i>potential change in a later release to also support via light account</i>)</li> </ul>
Fulfill – PO	<ul style="list-style-type: none"> <li>Order, PO-Flip for Order Confirmation and ASN GRN</li> <li>Legacy Orders, <i>limitations apply, see detailed page</i></li> </ul>	<ul style="list-style-type: none"> <li>Inbox access (→ unlimited Online Access)</li> <li><b>Catalogs + PunchOut</b></li> </ul>
Invoice	<ul style="list-style-type: none"> <li>PO-Flip for SES and PO e-Invoices (<i>also with "Legal Profile" for AN supported countries, like in Mexico, Chile, Columbia, Brazil</i>)</li> <li>Non-PO Invoice and Credit Notes</li> <li>P2P Contract-Invoicing** and -SES**</li> </ul>	<ul style="list-style-type: none"> <li>Outbox access (→ unlimited Online Access)</li> <li>CSV based Invoice <u>upload</u></li> <li>P2P Contract (PunchIn) Invoicing</li> </ul>
Invoice Status	<ul style="list-style-type: none"> <li>Invoice status notifications</li> <li>Payment Proposal</li> <li>Remittance Details</li> </ul>	<ul style="list-style-type: none"> <li>Banks provided track and trace and 3 way matching on AN only with AribaPay</li> </ul>
Early payment	<ul style="list-style-type: none"> <li>Dynamic Discounting</li> </ul>	<ul style="list-style-type: none"> <li>Supply Chain Finance (SCF)</li> </ul>
Ariba Support	<ul style="list-style-type: none"> <li>Help Center</li> </ul>	<ul style="list-style-type: none"> <li>Help Center, phone, chat, and web form</li> </ul>
AN Relationships	<ul style="list-style-type: none"> <li>Unlimited AN relationships</li> <li>Account hierarchy</li> </ul>	<ul style="list-style-type: none"> <li>All relations are full-use relations</li> </ul>
Legal Archive	<ul style="list-style-type: none"> <li>Invoice notification with cXML and PDF invoice, to be used for local archiving</li> </ul>	<ul style="list-style-type: none"> <li>Zip Invoice (for mass download)</li> <li>Long-Term Document Invoice Archiving (regional restrictions apply)</li> </ul>
Integration		<ul style="list-style-type: none"> <li>cXML, EDI, fax, CSV, (future: PDF email or upload)</li> </ul>
AN Payment	<ul style="list-style-type: none"> <li>Phase 1 AribaPay Card and Check – not visible in the account</li> </ul>	<ul style="list-style-type: none"> <li>AribaPay ACH</li> </ul>
Reporting		<ul style="list-style-type: none"> <li>Reporting</li> </ul>
Supply Chain Collaboration	<ul style="list-style-type: none"> <li>Selected fields*** in standard documents</li> </ul>	<ul style="list-style-type: none"> <li>Supply Chain Collaboration specific documents like Consignment collaboration, Forecast collaboration, or Manufacturing planning</li> </ul>
Fees	<ul style="list-style-type: none"> <li><b>FREE for AN Fulfillment document exchange</b></li> </ul>	<ul style="list-style-type: none"> <li><b>AN Fees apply, see <a href="#">details</a></b></li> </ul>
Mobile App	<ul style="list-style-type: none"> <li><b>Included (no limits at this time)</b></li> </ul>	

\* Supplier paid fees may apply \*\* P2P Contract Invoicing (BPO, Non-PO, SES, ...) Buyer entitlement is required \*\*\* to be confirm via end to end testing

## Catalogs (only Full Account suppliers)

- **CIF Catalog** - The most common catalog format. The CIF catalog is created by the supplier with help of an excel template. The supplier loads the excel template on their account in Ariba, it will be published after approval from SKF. The supplier is responsible for maintaining and updating the CIF catalog.
- **Punch Out Catalog** – These catalogues are fully maintained and updated by the supplier. All the catalog items are located on the suppliers homepage. There will be a link from SKF's Ariba page to the supplier web page. On the webpage the SKF requester can search for products . After finalizing the shopping cart on the external webpage, the shopping cart will be checked out and imported back to the shopping cart in Ariba.

**Thank you.**