# **SAP Business Network**

Training resources for suppliers



### Table of contents

- 1. Introduction to SAP Business Network
- 2. Account types
- 3. Registering on SAP Business Network
- 4. <u>Dashboard</u>
- 5. Help
- 6. Account administration
- 7. Order management
- 8. <u>Participating in events</u>
- 9. <u>Q&A</u>

### 1. Introduction to SAP Business Network

**SAP Business Network,** formerly known as **Ariba Network**, makes it straightforward for buyers and suppliers to collaborate on transactions, strengthen their relationships, and discover new business opportunities.

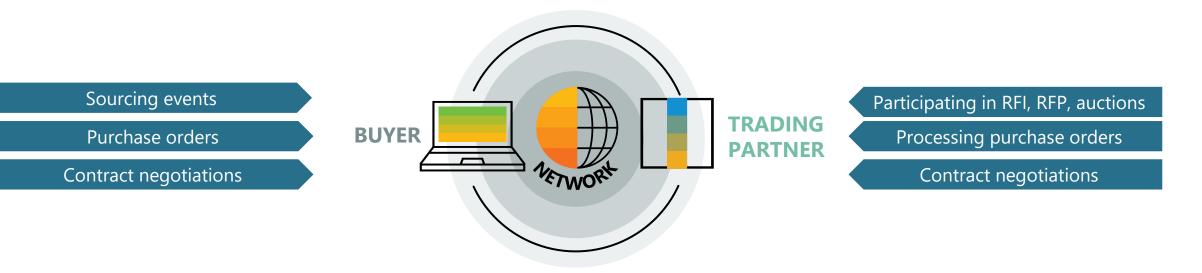
Buyers can automate the entire procurement process from source to settle, while controlling spending, finding new sources of savings, and building a healthy, ethical supply chain.

Suppliers can help buyers achieve their procurement transformation goals, collaborating in the cloud to boost customer satisfaction, simplify the sales cycle and improve cash flow.



#### SAP Business Network basic functionalities:

- Receiving purchase orders
- Sending invoices and monitoring payment status
- Participating in sourcing events
- Collaborating on contracts
- Creating self-enabled digital catalogs



# 2. Account types

A **Standard Account** is a free account that typically gets activated from the first transaction. It allows you to transact with one or several customers based on interactive emails (e.g., Purchase Orders). You cannot run reports, publish electronic catalogs or integrate to your ERP system. This account type is ideal for suppliers with a limited number of transactions per year.

An **Enterprise Account** is a full-feature account that is created prior to the first transactions by means of a Trading Relationship Request from your Buyer. It allows you to organize and filter documents in an easy Workbench, to run reports, publish electronic catalogs and set up an integration (interface between your ERP and your Ariba Network Account). This account type might be subjected to fees depending on the volumes transacted.

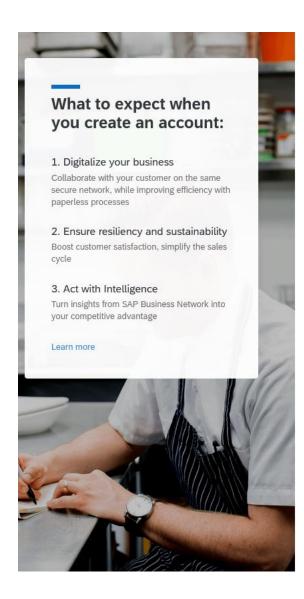
Features	Standard Account	Enterprise Account
Access	Email notifications / Workbench	Online dashboard / Workbench
Document types	All	All
Document status updates	Yes	Yes
Legal Archive	Email notification and online download	<ul> <li>Long-term invoice archiving for global compliance (Regional restrictions apply)</li> <li>Capability to mass download invoices for local archiving</li> </ul>
Support	Online Help Center	<ul> <li>Support via phone, chat, or email</li> <li>Direct access to enablement experts for onboarding assistance</li> <li>Technical support for configuration and integration assistance</li> <li>Online educational training courses</li> </ul>
Electronic Catalogs	Yes, self-service	Yes, with assistance
Integration	Nie	Yes
Reporting	Nie	Yes
Multiple customer relationships	Yes	Yes
Multiple users per account	Yes	Yes
Access to Mobile App	Yes	Yes
Access to Ariba Discovery	Yes	Yes
Fees	No	Fees may apply

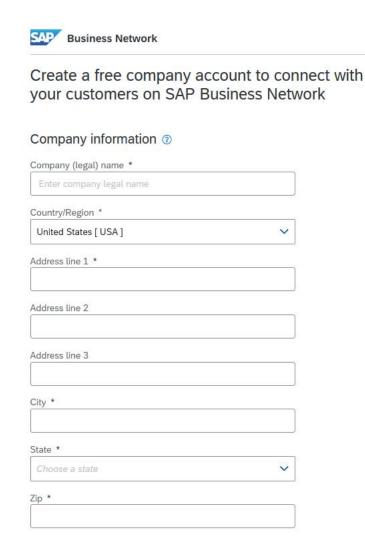
# 3. Registering on SAP Business Network

You register an SAP Business Network account in order to transact with your customers and potentially find new business opportunities.

You can use a web browser to go to <a href="https://supplier.ariba.com">https://supplier.ariba.com</a> and register a free, standard account.

SAP Business Network asks for basic information about your business, such as your company name, address, and email address. You also create a username and password.





You can also register using an email invitation from a buying organization.

It can be a purchase order or other first-time document from your customer.





Polpharma - TEST invites you to register as a supplier of our company. Get started by creating an Ariba Network account - It only takes a minute and costs nothing!

Polpharma - TEST uses the Ariba Network service to manage its activities in terms of identifying sources of supply, purchasing and cooperating with Suppliers.

Please click <u>Click Here</u> to create an account. If you already have an account on Ariba Network - please log in using your username and password.

THE ABOVE LINK IS ONE USE AND VALID FOR 30 DAYS.

In case of link expiration please contact

You are receiving this email because your customer, Polpharma - TEST, has identified you as the appropriate contact for this correspondence. If you are not the correct contact, please contact Polpharma - TEST.

Offices | Data Policy | Contact Us | Customer Support





Welcome, Marta Testowa.

Polpharma - TEST has registered you on their Ariba Spend Management site and invited you to participate in the following event: Zapytanie ofertowe 24.01. The event starts on Tuesday, January 24, 2023 at 2:26 AM, Pacific Standard Time and ends on Tuesday, January 24, 2023 at 2:56 AM, Pacific Standard Time.

<u>Click Here</u> to access this event. You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can access this event.

NOTE: This link is only valid for 30 days. Make sure to register on the Ariba Commerce Cloud before the link expires. After you register on the Ariba Commerce Cloud, you can no longer use this link.

If you have questions about this event, contact Marta Kaczmarek via telephone at or via e-mail at <a href="marta.kaczmarek@polpharma.com">marta.kaczmarek@polpharma.com</a>.

If you do not want to respond to this event, <u>Click Here</u>. You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can indicate that you do not want to respond to this event.

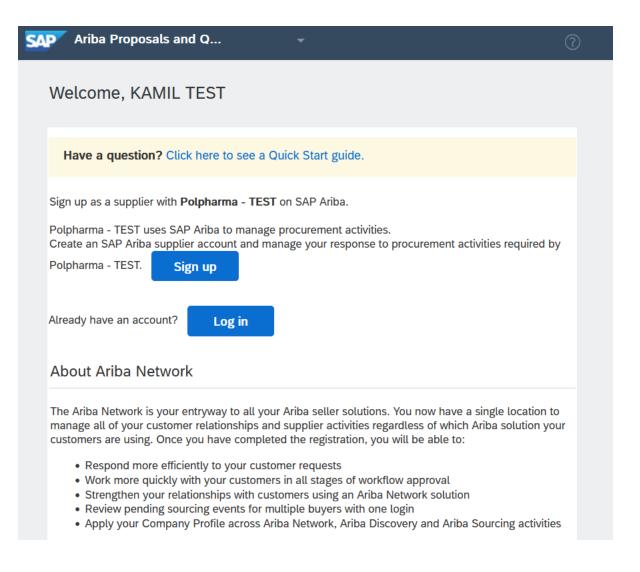
We look forward to working with you!

Thank You,

Polpharma - TEST

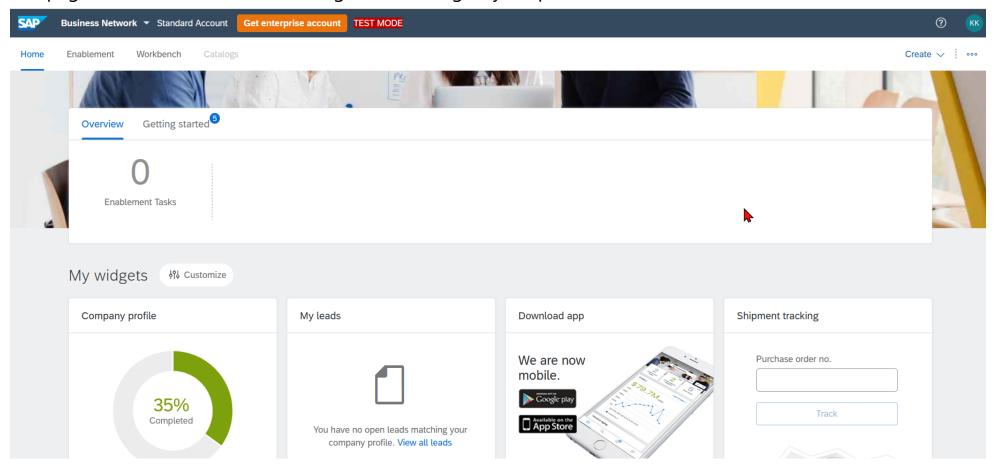
Email contains a link to the welcome page. When SAP Business Network shows the welcome page, do one of the following:

- If you already have an account, click Log in.
- If you don't already have an account, click Sign up.



### 4. Dashboard

Dashboard provides access to the SAP Business Network key components. You can access some documents directly from the tiles on your homepage. You can customize the widgets according to your preferences.



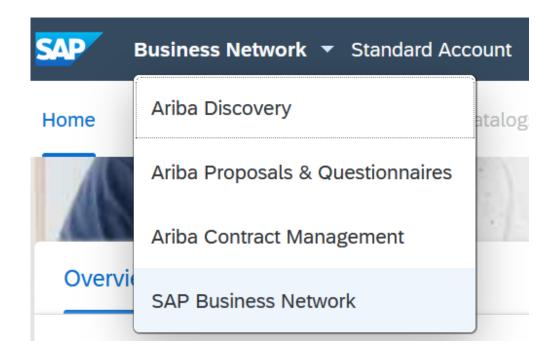
In the upper left corner, there is a list that allows you to switch between website's functionalities.

**Ariba Discovery** – matchmaking solution that connects you with diverse, qualified suppliers who can deliver the products or services you're looking for – fast.

**Ariba Proposals & Questionnaires** – gives you an access to events, request for proposals or questionnaires sent by buyers

**Ariba Contract Management** – allows you to participate in contract negotiations

**SAP Business Network** – allows you to process purchase orders sent by buyers



# 5. Help

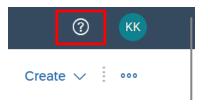
You can use Help icon on the right side to obtain help.

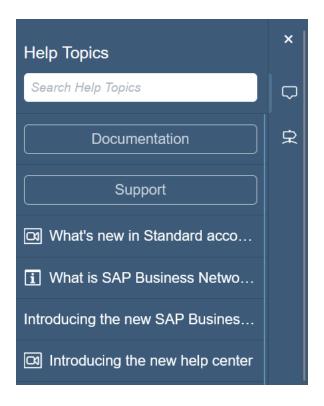
In the displayed panel, you can navigate through help articles explaining particular functions of the website.

#### **Documentation** button redirects you to

#### **SAP Business Network for Trading Partners**

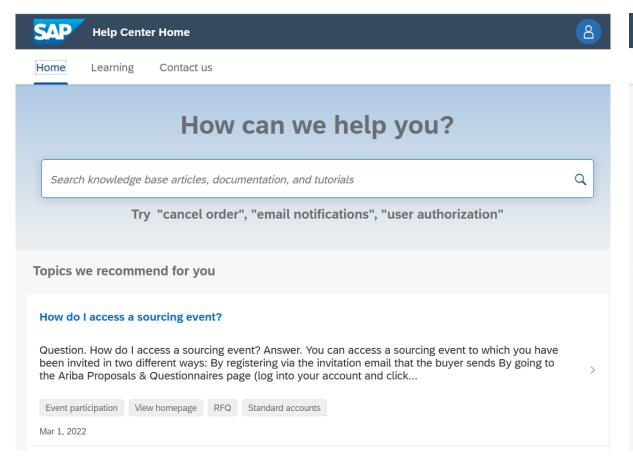
Website contains detailed documentation of the SAP Business Network account capabilities.

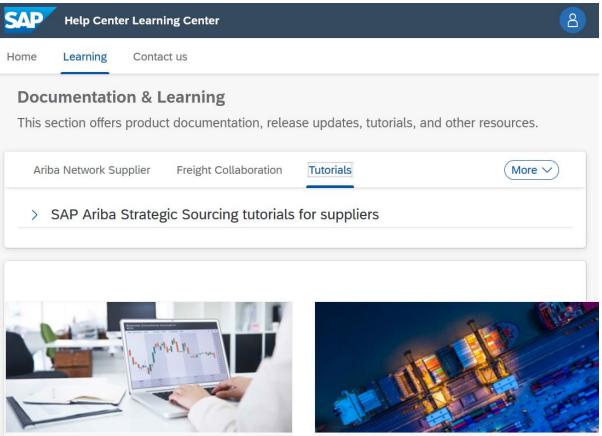




**Support** button redirects you to the Help Center. The Help Center is your hub for FAQs, tutorials, official product documentation, and more.

- The **Home** tab allows you to search help topics
- The **Learning** tab contains training content
- The Contact Us tab allows you to contact suport team



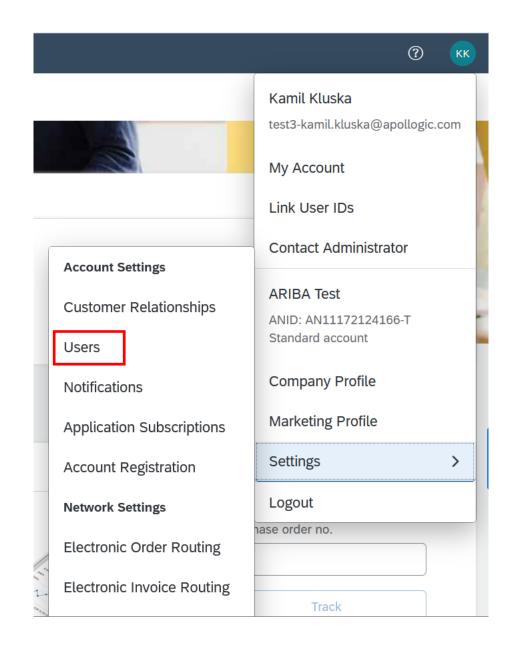


### 6. Account administration

#### 6.1. Role and User Creation

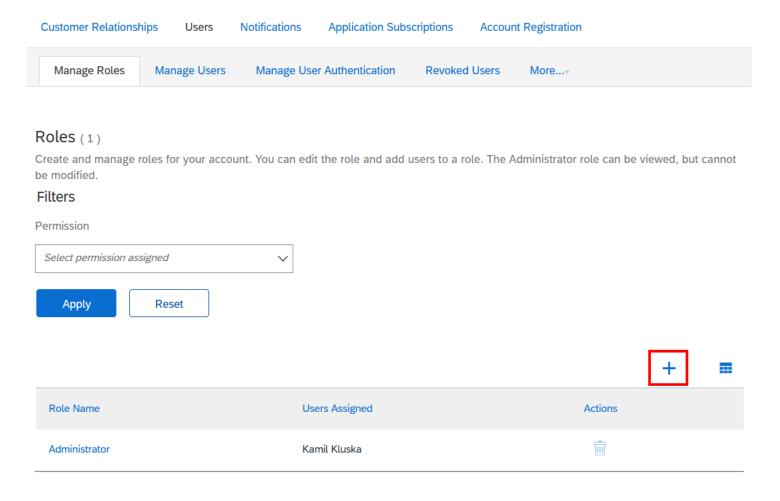
By creating roles and then adding users to them, the SAP Business Network administrator controls who can log in to your organization's account and which areas of the service each user can access.

To access users and roles menu, click your initials visible in the upper-right corner of the application, then select **Settings** and **Users**.



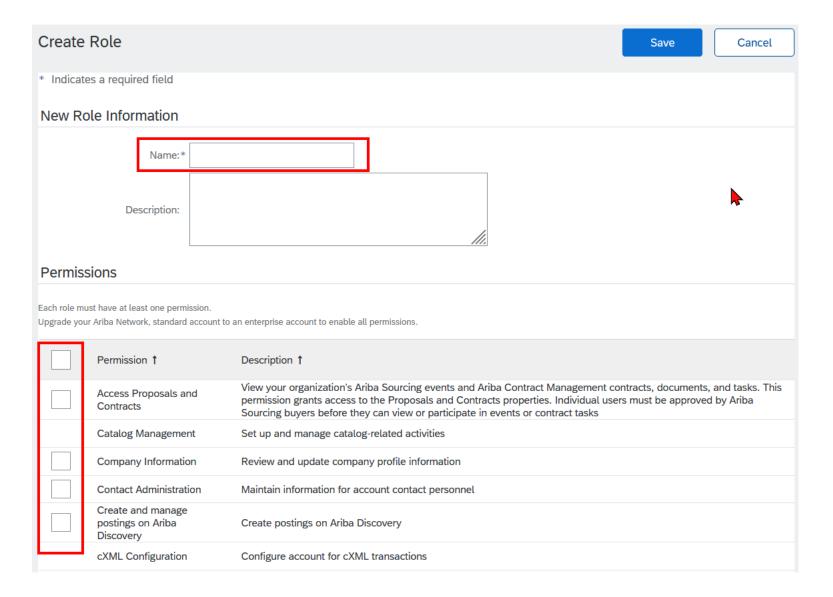
Before creating new user, you might want to review the list of roles. A role defines a user function within SAP Business Network.

In order to create a new role, click on plus icon on Manage Roles screen.



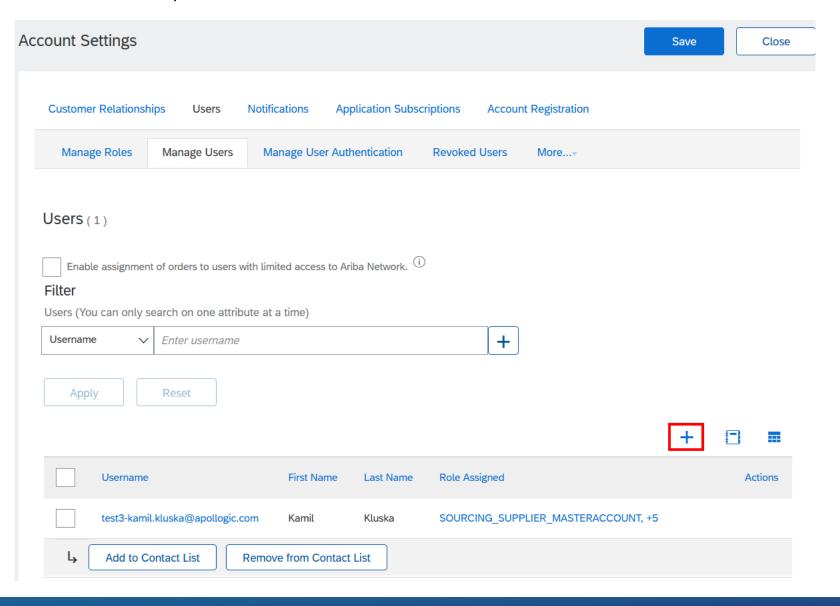
Then, enter a distinctive name for the role and select one or more permissions for the new role. Each role must have at least one permission.

On the same screen you can also assign created role to the users, to do so, scroll down to bottom section **Assign Users.** 



Manage Users tab allows you to display existing users and create new users.

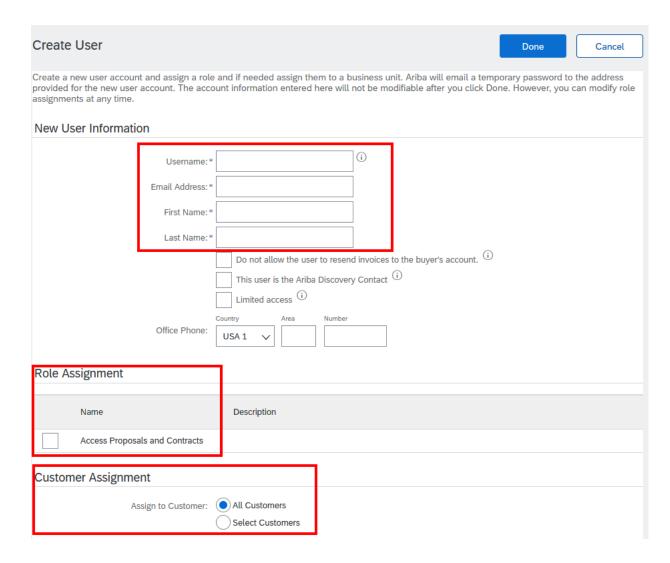
In order to create a new user, click on plus icon.



Enter a username, email address, first and last name, and optionally a phone number for this user.

Select a role in the Role Assignment section.

Define Customer Assignment – new user can be assigned to all customers or specific ones.

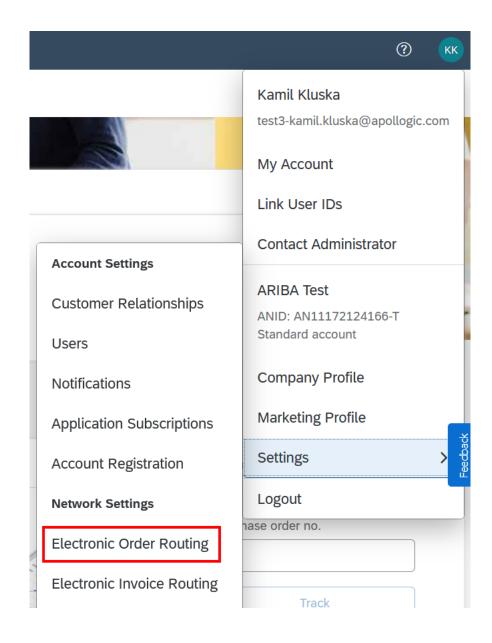


### 6. Account administration

#### 6.2. Electronic Order Routing

You can change how you receive purchase orders by updating your Electronic Order Routing method.

To access this menu, click your initials visible in the upperright corner of the application, then select Settings and Electronic Order Routing.



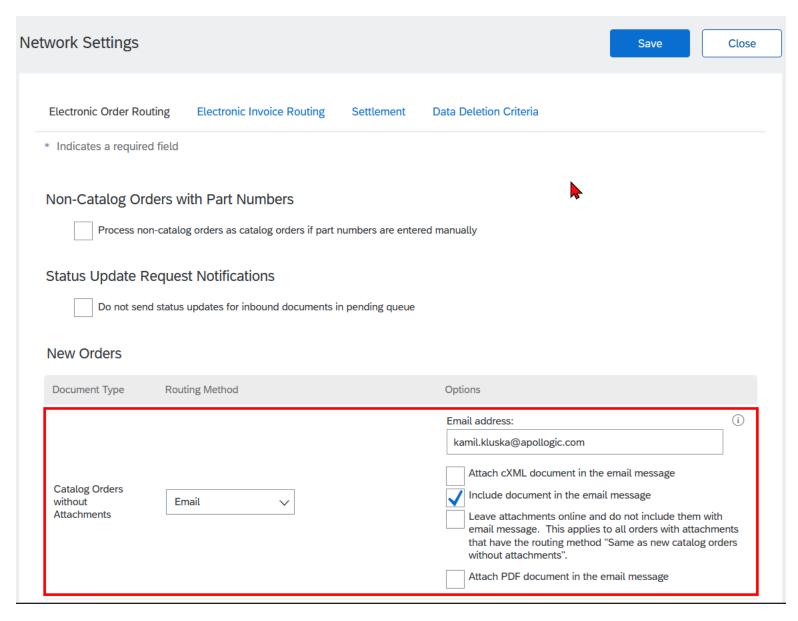
Select the routing preference for each type of document. The methods available include:

- On-line
- cXML
- E-mail
- EDI
- Fax

If the routing method will be the same for each option, select Same as new catalog orders without attachments.

You can also specify whether purchase order document should be attached to the email.

To access Electronic Order Routing, you must be an account administrator or a user with the Company Information permission.



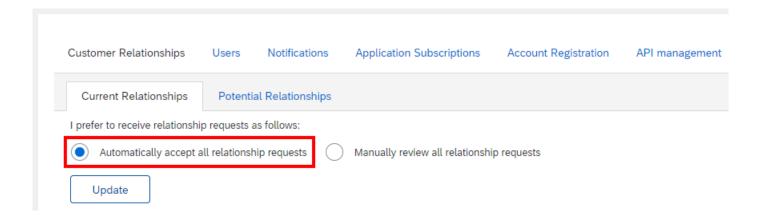
### 6. Account administration

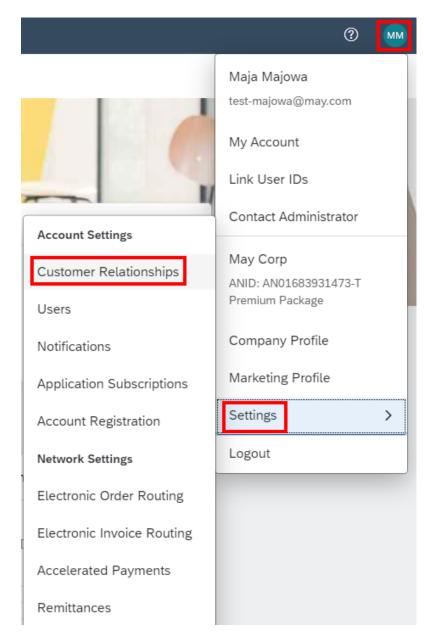
### 6.3. Customer relationships

In order to support some system functionalities, it may be necessary to establish a relationship with the customer.

To go to the relationship management menu, click on the **icon with the initials** of the logged-in user in the upper right corner, select **Settings** and then **Customer Relationships**.

Only the customer can send a relationship invitation. Depending on your settings, it may be accepted automatically or require manual confirmation.



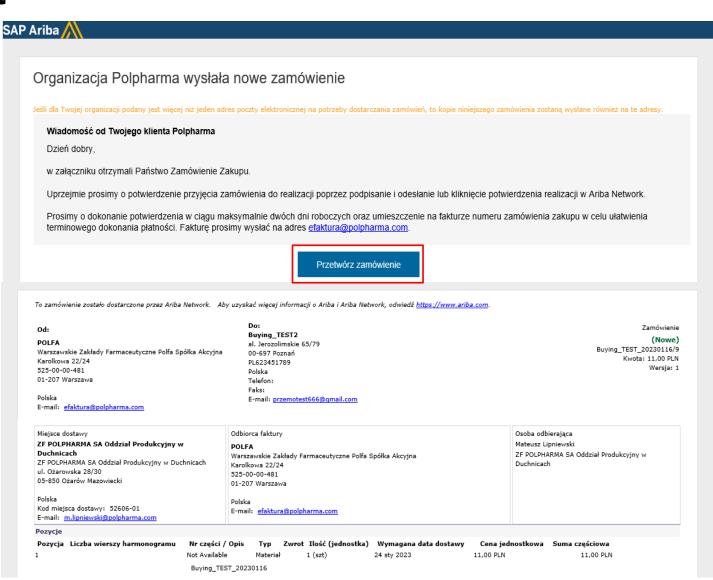


# 7. Order management

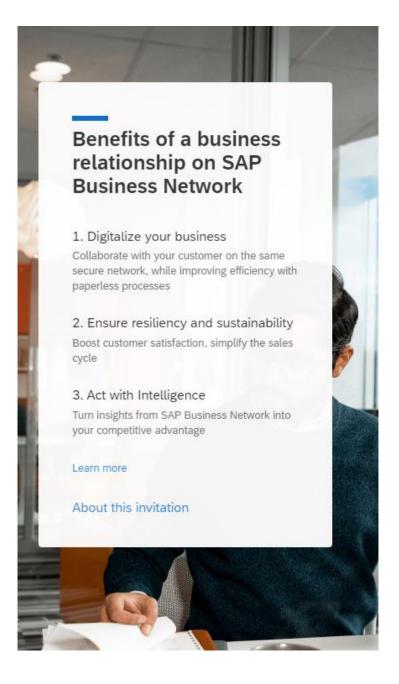
An order sent by e-mail contains all the details of the delivery and the items ordered.

To manage your order, select the **Process Order** button.

It will redirect you to the SAP Business Network login page.

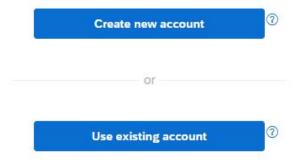






#### Polpharma

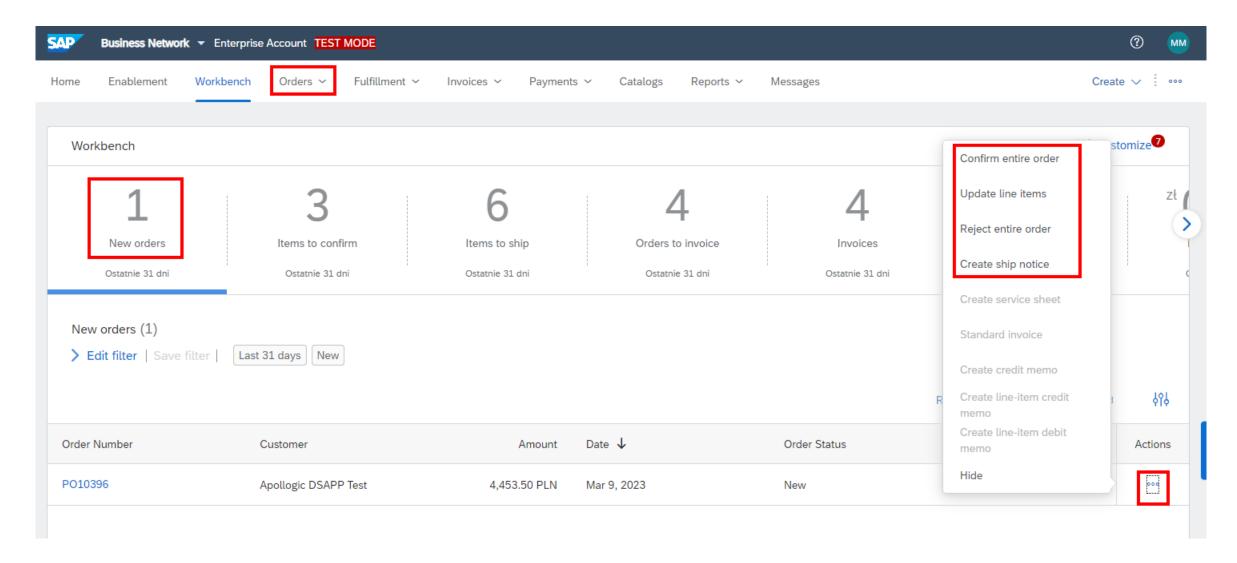
Connect with Polpharma on SAP Business Network to collaborate.



Not sure whether your company already has an account?

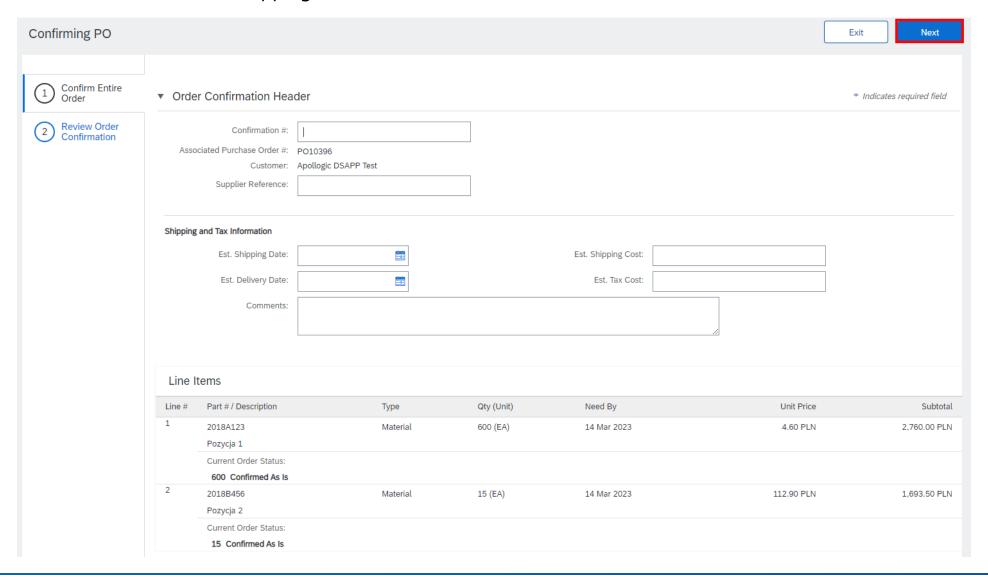
Search for your company

Enterprise account holders can use navigation to view orders directly in the **Business Network** module. In this module you can use the **Orders** tab on the top beam or a dedicated widget.



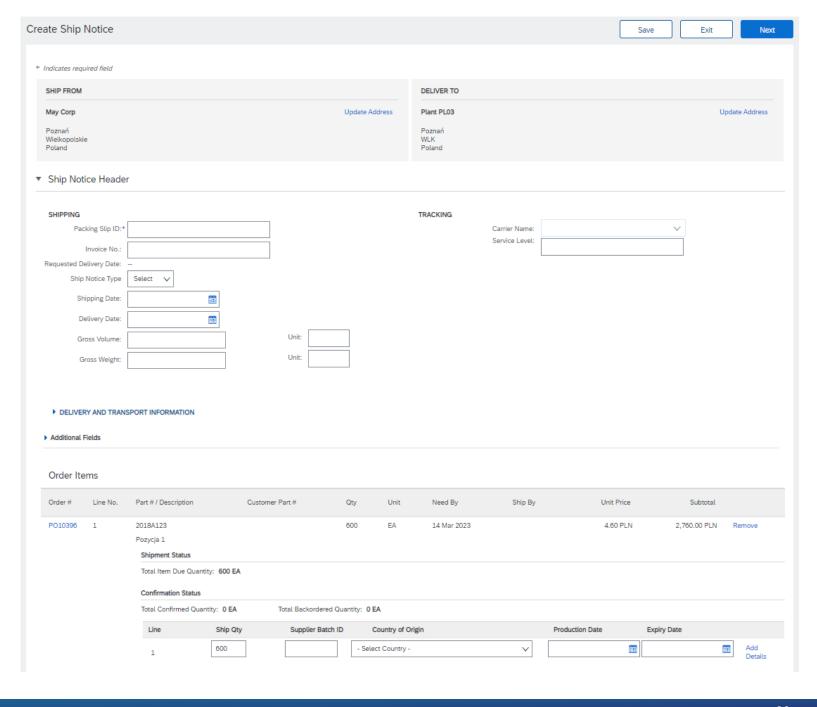
One of the available options is to create an **order confirmation**.

An order can be confirmed in full, in part (*update line items*) or rejected. When confirming you can enter additional details including confirmation number and shipping information.



SAP Business Network also allows you to send a **ship notice**.

In the details of the ship notice, you can enter details such as package numbers, bill of lading number, shipment date, and also product details, for example, production date.



# 8. Participating in events

Customers can also send invitations to participate in events and to submit offers.

Notifications of the invitation come via e-mail.

The invitation to participate in the event may vary depending on the type of event, but it will always contain a link redirecting to the SAP Business Network system, where you can confirm participation in the event and submit an offer.



Polpharma - TEST has invited you to participate in the following event: RFQ706-Niestandardowe materiały drukowane - zapytanie ofertowe. The event is set to begin on Friday, January 20, 2023 at 8:08 AM, Central European Time.

Use the following username to log in to Polpharma - TEST events: <u>test-majowa@may.com</u>.

Click Here to access this event

When you click this link, log in with your username and password. You will then have the option to register your buyer-specific user ID with a new or existing Ariba Commerce Cloud account and participate in your event.

If you do not want to respond to this event, <u>Click Here</u>. You must register on the Ariba Commerce Cloud or log in using your existing Ariba Commerce Cloud account username and password before you can indicate that you do not want to respond to this event.

If you have forgotten your username or password and are unable to log in, Click Here.

NOTE: The forgot password link is only valid for 24 hours. After this link expires, click Forgot Password on the Ariba Login page to reset your password.

If you have questions about this event, contact Marta Kaczmarek via telephone at or via e-mail at <a href="marta.kaczmarek@polpharma.com">marta.kaczmarek@polpharma.com</a>.

We look forward to working with you!

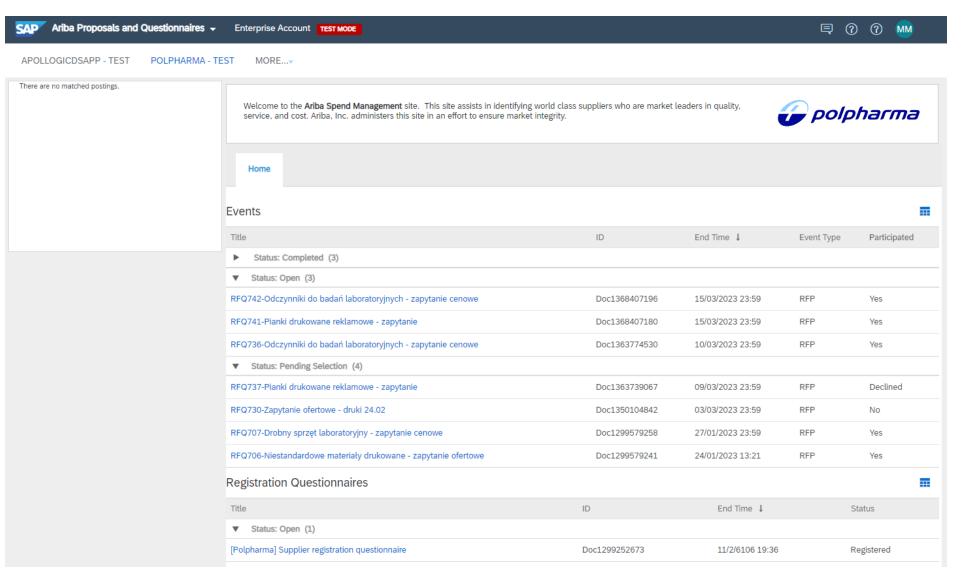
Thank You.

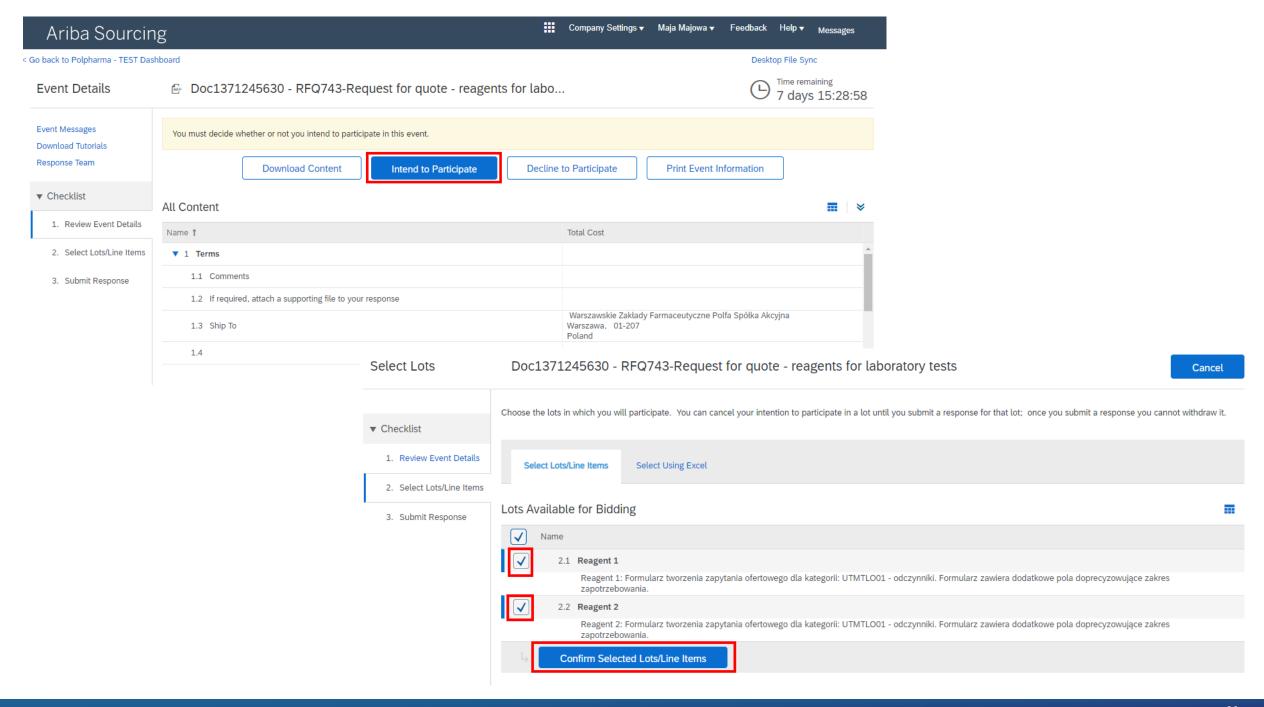
Polpharma - TEST

You can also navigate to events directly in the portal - they are located in the **Proposals and Questionnairs** module.

The white bar at the top of the page allows you to switch between inquiries from different customers. Events are grouped by type

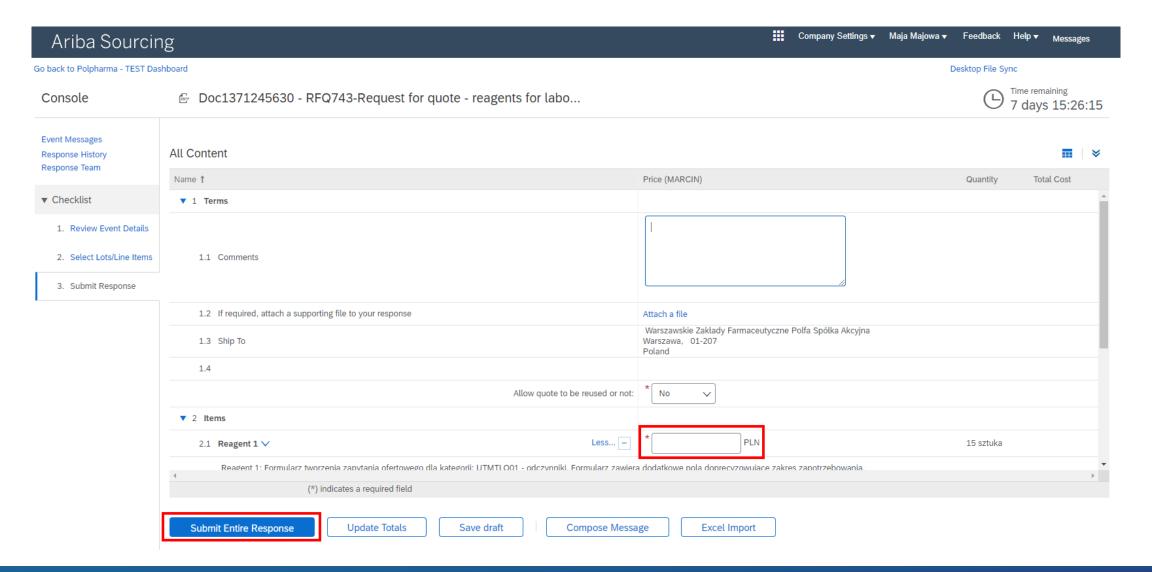
and status.





Depending on the type of event and customer settings there may be diffrent requirements and field to complete in the event.

After answering all the mandatory questions marked with an asterisk and entering the price, select **Submit entire response** to send the offer to the customer.



## 9. Q&A

? What if the administrator who created the account no longer works in the company? And they didn't give access to the account?

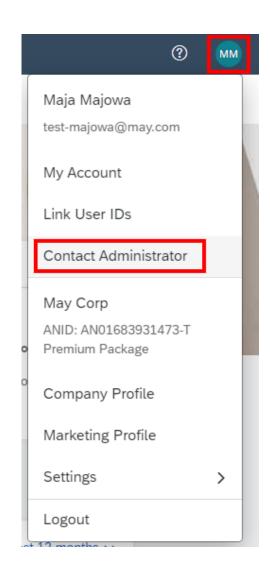
You can cheek who is the Administrator of your account. Please selecte the initials icon in the upper right corner and then the option *Check with the administrator*.

If the administrator is no longer employed in your company, check with your IT department - it may be possible to access this person's mailbox in order to reset the password and grand administrator's access to a different user.

If the administrator's account cannot be accessed, contact SAP Ariba Customer Service to relocate the account administrator role to a different user.

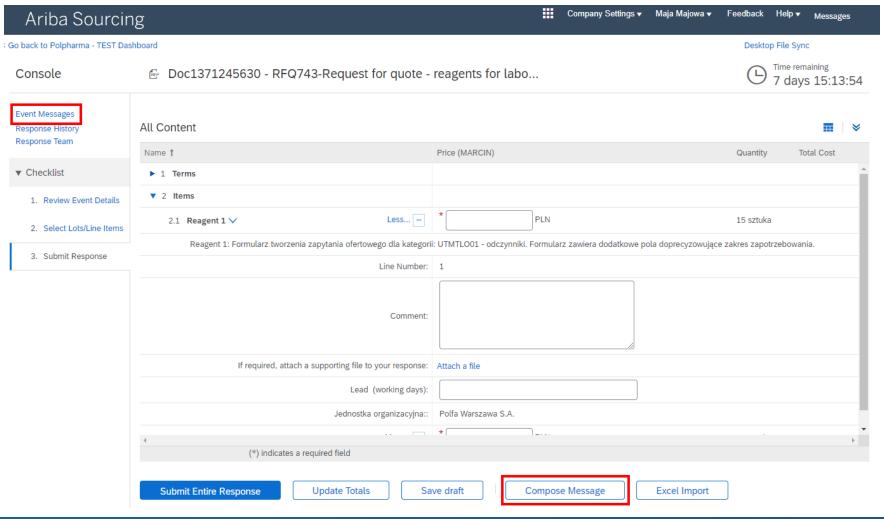
? Czy to powiadomienia będą w języku polskim czy angielskim?

Docelowo powiadomienia przesyłane przez Polpharma będą w języku polskim.



### ? Do we keep correspondence in the system or by e-mail? E.g., when we have any questions regarding an event

Messages regarding the event can be sent from the system - directly from the event view (*Compose Message* option). Notification of a respond from Polpharma comes by e-mail and is also visible in the *Event messages* section directly on the event page.



### ? Do we see all Polpharma's inquiries in SAP Ariba or only those sent to us?

In the Ariba Proposals & Questionnaires module, only inquiries addressed directly to a given Trading Partner are visible.

In the Ariba Discovery module, you can check open inquiries published by purchasing organizations through SAP Ariba. This module is not the subject of this manual.

Purchase Order - I confirmed the realization date, but in the meantime, it turns out that this will change - how to report it to Polpharma - by e-mail or update it in Ariba - if in Ariba, how?

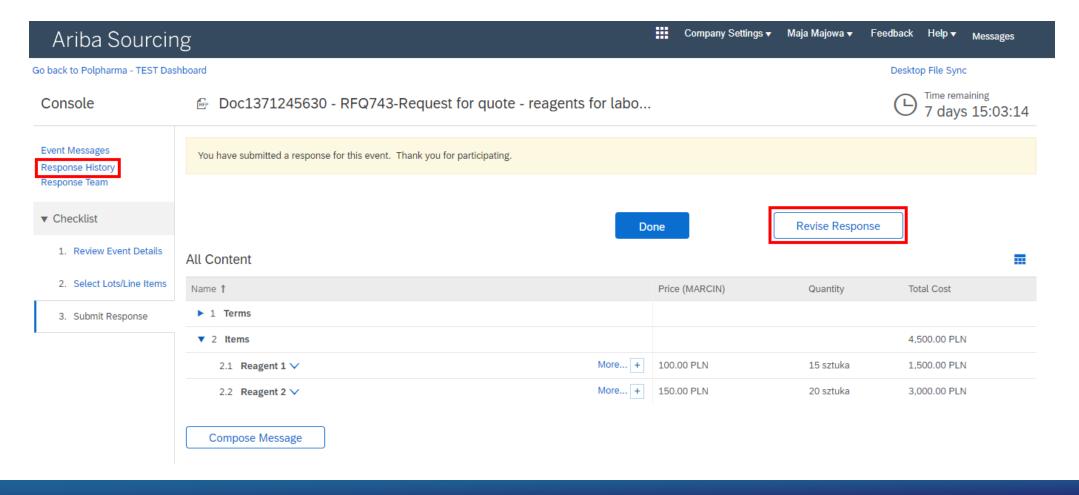
In order to change sent documents (order confirmation, shipment confirmation), you need to re-enter creations of this document for a given order (e.g.,  $Actions \rightarrow Confirm\ entire\ order$ ), enter the update data (e.g., shipping date) and then resend the document.

### ? Do we set up an account in the system ourselves or does Polpharma do it?

Accounts are set up independently. This can be done at any time on this website or in response to an order or inquiry sent by Polpharma (using the link in the e-mail).

# ? Will a change in the submitted offer after negotiations require another event or can it be submitted in the original event?

It depends on the event configuration set up by the Buyer. In open (ongoing) events, it is possible to send a new offer (*Revise Response* option). When the duration of the event expires, the Buyer can decide whether to reopen it or create a new one. The history of submitted offers is visible in the side panel under *Response History*.



### **?** What are the costs of Enterprise Accounts?

Enterprise accounts' costs depend on the annual number of processed documents (e.g., orders) and their value. Enterprise account is free up to a certain point. The exact costs should be consulted directly with SAP Ariba. The official cost calculator is available on this page.

#### ? Do I have to accept every order?

If you do not accept the order, the system will send a reminder, but will not force you to enter a confirmation.

If a given order is not going to be fulfilled, it can be rejected.

- If there are no delivery costs listed, can they be added to the order?
- **?** What if the packaging size is different from the one provided by the buyer?

Suppliers cannot make changes/edits/updates to the order directly. The customer can send a changed order. The change order will have the same order number but a new version number. If it is necessary to make changes, please contact the customer directly.

#### ? Can I service several customers from one Ariba account?

Yes, one account can support multiple buyer organizations.

#### **?** How to add attachments to the offer?

Events have fields that allow you to add an attachment. Typically, there is a general field for attachments to the offer and fields for attachments to each item of the inquiry. The buyer can also add additional fields to add specified attachments (eg. certificates, lab results)

### ? Is it possible to integrate e-ordering so that orders automatically come to SAP?

Suppliers with an Enterprise account can set up order integrations with their backend systems. Available methods are cXML and EDI. Please see the documentation here for details.

