

84636: Supplier Integration on Ariba Network Using SAP Ariba Cloud Integration Gateway

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PUBLIC

Partner logo

THE BEST RUN



Agenda

Introduction

- Overview
 - ✓ What is CIG?
 - ✓ Why do we need CIG?
 - ✓ Integration Values and Benefits

CIG Integration Strategy

- ✓ Integration Strategy using CIG
- ✓ CIG Standard Integration

CIG Adoption and Benefits

- ✓ CIG Adoption Status
- ✓ CIG Key Benefits
- ✓ Decrease Overall Project Duration
- ✓ Integration Project Creation

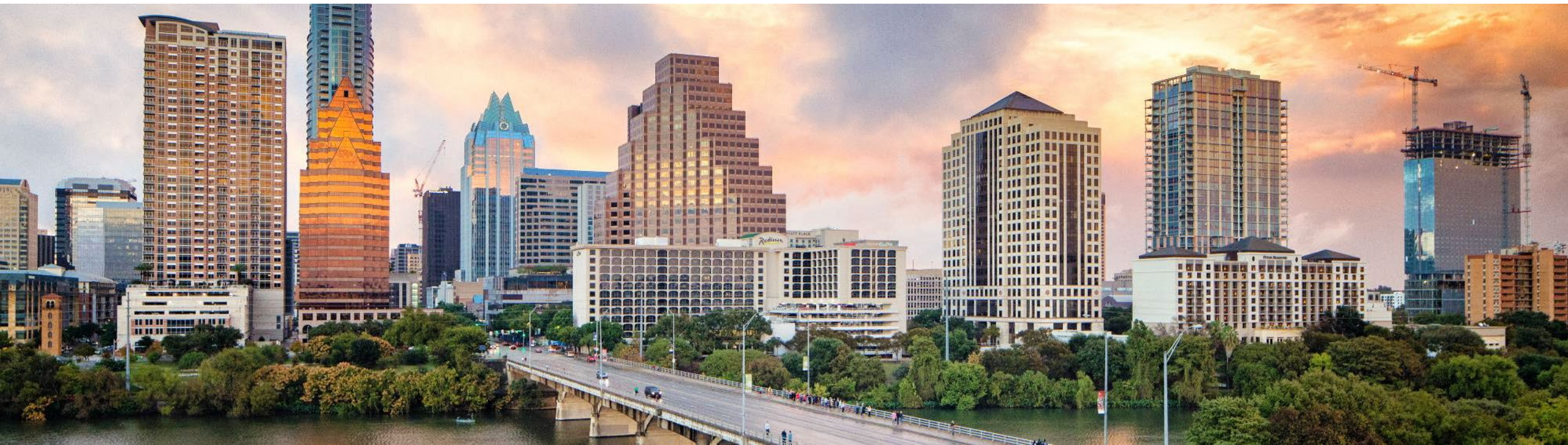
CIG Test Central

- ✓ Test Central Overview
- ✓ Test Central Document Flow

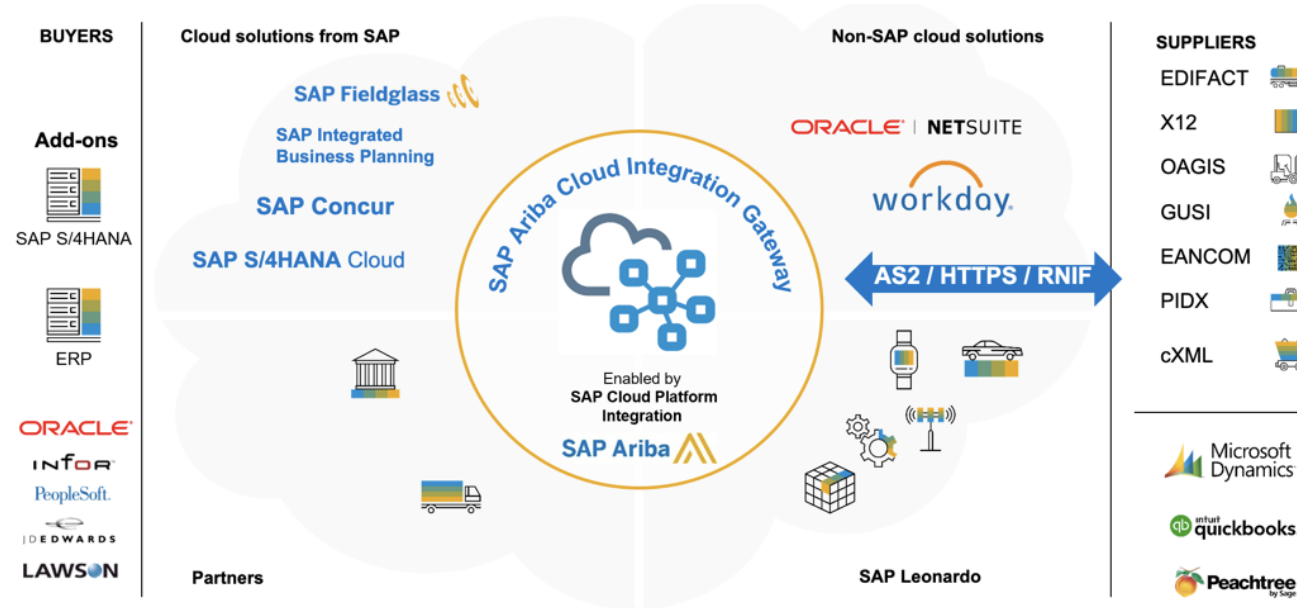
Legacy Migration

- ✓ Migrating new and existing Seller
- ✓ Existing Seller today and tomorrow

Overview



What is SAP Ariba Cloud Integration Gateway?



SAP Ariba Cloud Integration Gateway is *the* central translation engine for Ariba

- Seller Primary Goal: Simplify integration management across multiple relationships and significantly decrease the integration timeline
- Secondary Goals:
 - Provide a growing list of industry and regional standards
 - Provide flexibility in the context of standardization via an extension framework
 - Provide self-testing capabilities using Test Central
 - Provide robust monitoring and transaction tracking

Network Effect and Scale

- Eliminate point-to-point integration
- Eliminate linear resource scale
- Reduce new relationship connection to days
- 100% of relationships are integrated once initially connected
- Increase user experience and satisfaction

Why do we need something like CIG?

Buyers

Our strength in supporting **any Buyer requirement** makes it **difficult on suppliers**

- Every Buyer ends up creating a slightly different “**Shape**” on the network
 - Thousands of extrinsics have been created, all requiring custom mapping
 - All mapping must be done on the Supplier side

Suppliers

This forces suppliers to integrate **over and over** again

- 500 integrations per quarter across suppliers
- With an average of **37 to 50+ days** per relationships
- Translating into **thousands of days in cumulative duration** for some of our most frequent suppliers

Services

We scale linearly with **< 80 integrations** per year per FTE

The process is very **buyer dependent** and manual

We cannot innovate and adopt standards **fast enough for commerce**

Integration Value and Benefits



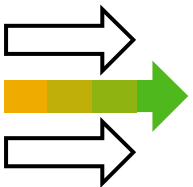
Reduces Procure-to Pay cycle time

- Faster processing of documents, real-time system-to-system
 - 75% order processing productivity gains via Integration
 - Minimize delays in securing payment



Increased transaction accuracy

- No human entry errors results in reduction of disputes
- Increased accuracy by 45-60%



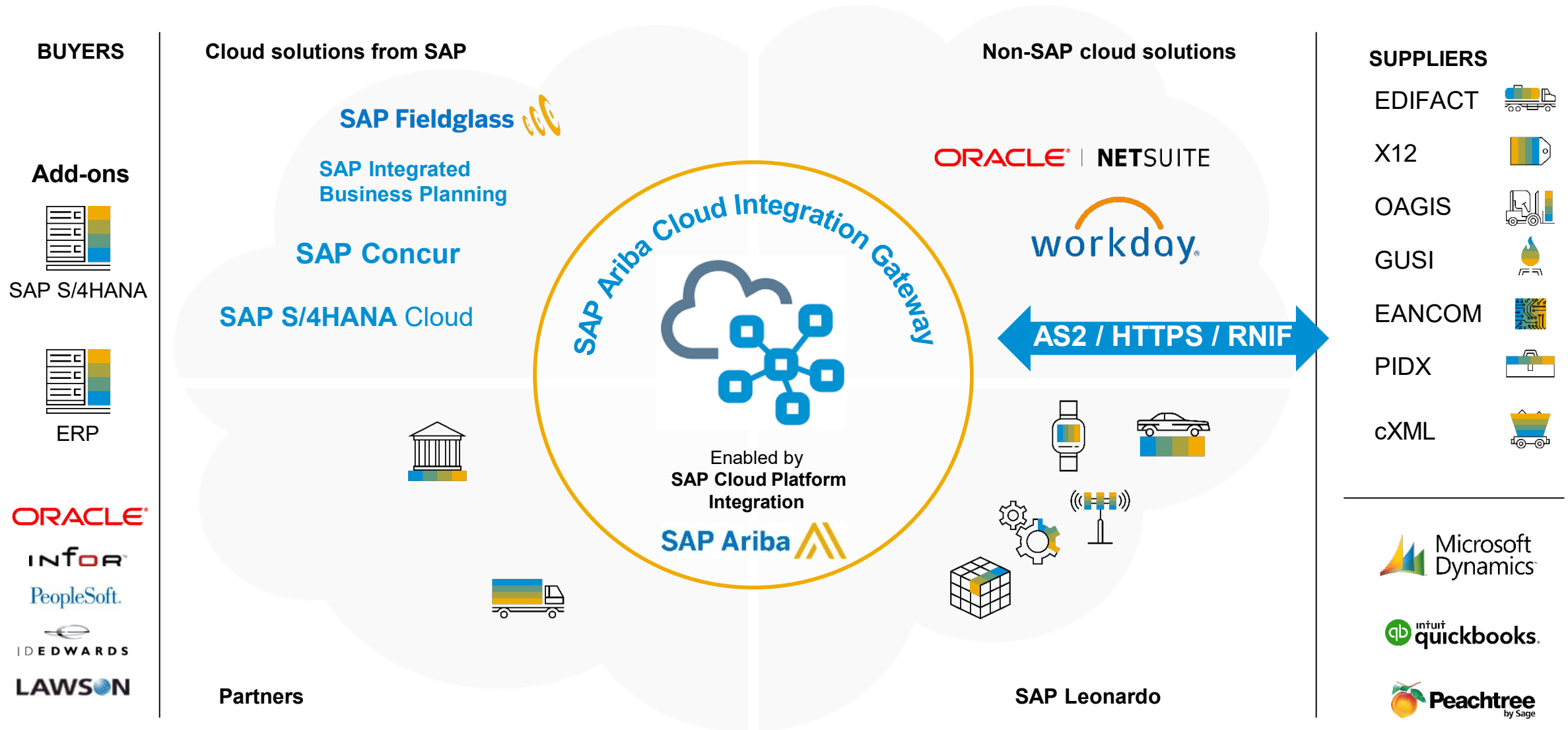
Efficient management of business transactions

- Reduced cost for resources to PO Flip at high volumes
- Reduced Invoice inquiry by exchanging real-time Invoice status via Ariba Network

Integration **Strategy** - SAP ARIBA CIG



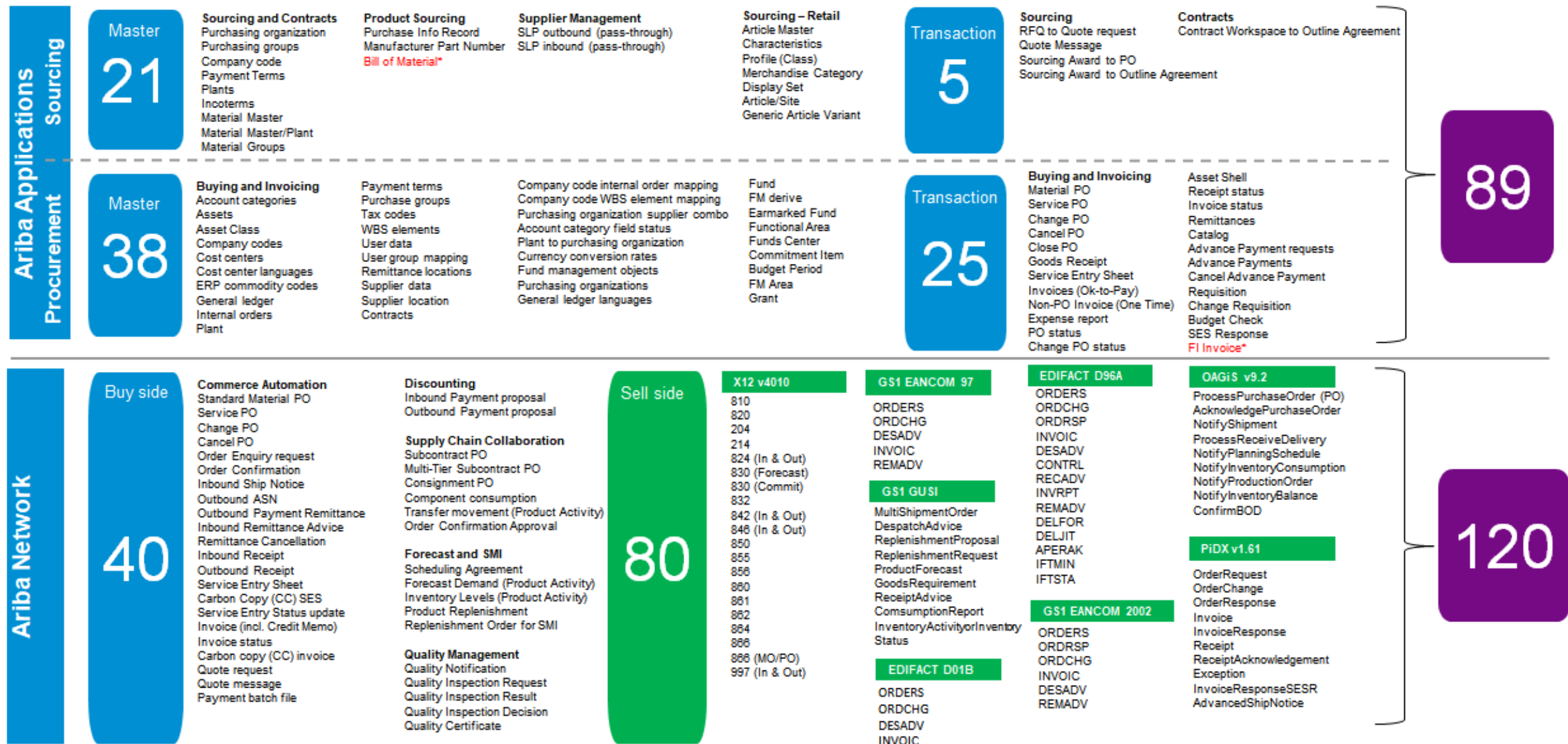
Cloud integration strategy



Standard integrations CIG - 209

129 = SAP ERP and SAP S/4HANA

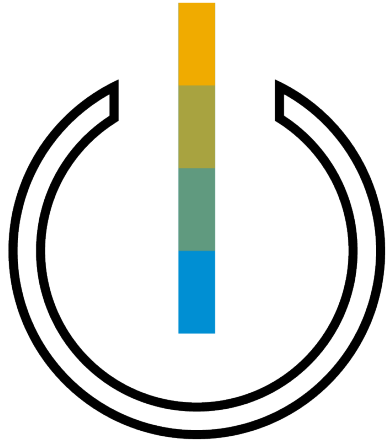
80 = Other Formats – Network Sell side



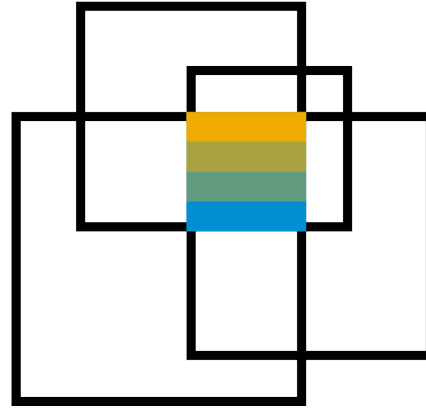
CIG Adoption



Adoption Status



SAP Ariba Cloud Integration Gateway went live in Q1 2017



More than 800+ trading partners are live with multiple document formats



Currently working with more than 1800 trading partners globally on integrations across various formats: cXML, X12, EDIFACT, EANCOM, PIDX, OAGIS and GUSI

State of the Union SAP Ariba Cloud Integration Gateway

STANDARD INTEGRATION



206

Out-of-box between SAP ERP, SAP S/4HANA, SAP Ariba Solutions and Suppliers

TRAINED RESOURCES



400+

Trained resources across 5 global regions. And 8 CIG ready partners

CURRENT DEPLOYMENT



250+

New nodes and migration with various SAP Ariba solutions and SAP systems

VOLUME



13+

Million transactions processed since CIG GA on buy and sell-side

SUPPLIER GAS



800+

Since Q1 2017 Live TP across 7 data formats. 50% reduction in integration time.

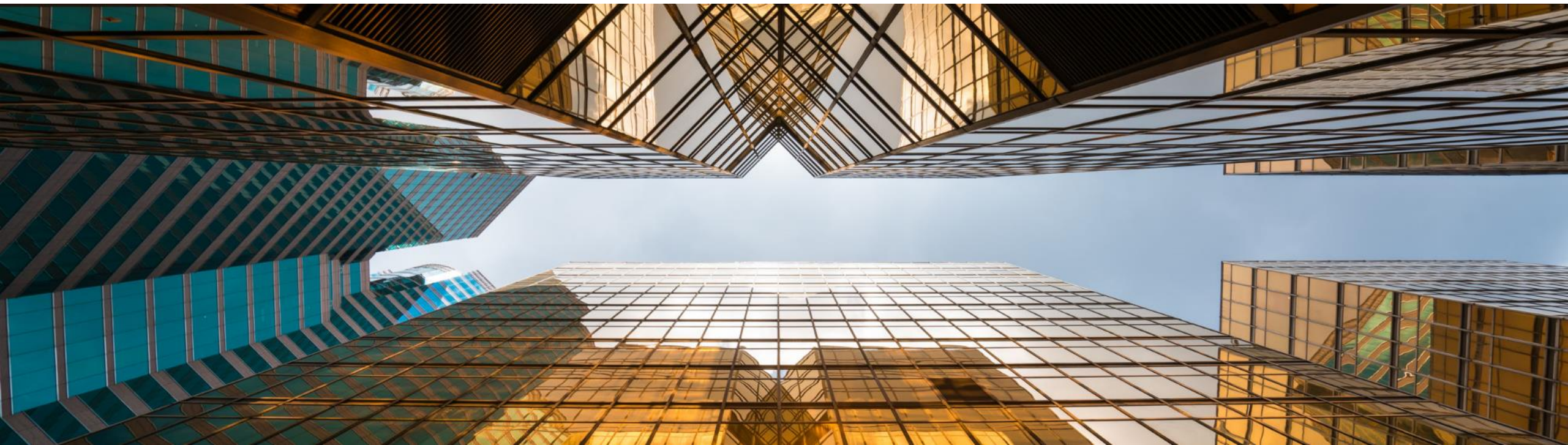
TRADING PARTNER



1800+

Globally on integrations across various formats: cXML, X12, EDIFACT, EANCOM, PIDX, OAGIS and GUSI

Benefits



Key Benefits

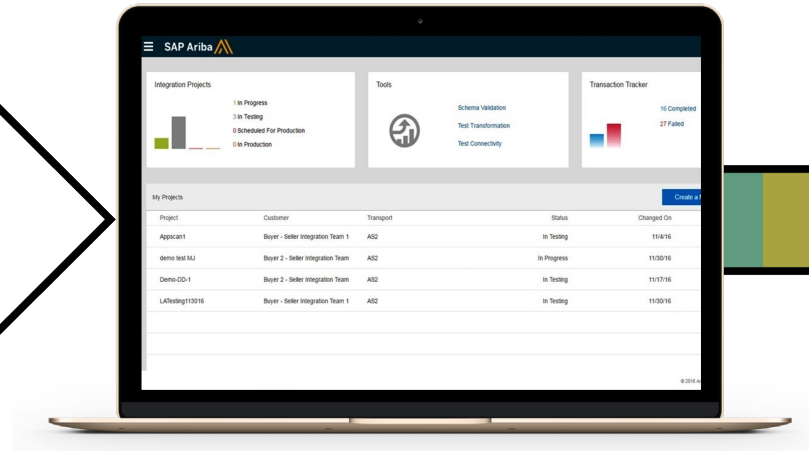
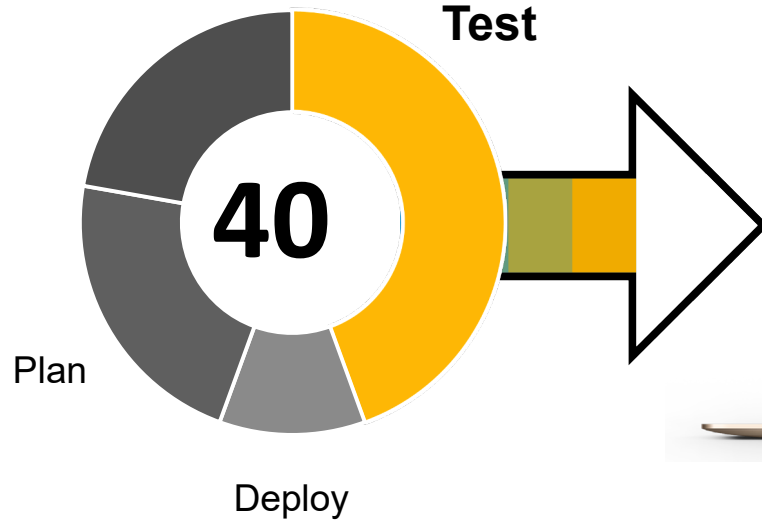
- **SSO:** Single-Sign on
- **Support for multiple standards** and document types
- **Connect once** to Ariba Network to integrate with many customers using single mapping
- **Shorten deployment** time for integrations
- **Simplification** using CIG integration wizard
- **Monitoring** using CIG Transaction Tracker and integrated acks.
- **Reusability** of AS2 / HTTPS / RNIF connectivity details
- **VAN Interconnection** with known 3rd party VAN providers
- **Troubleshooting tools** (Schema & Content validation / Test Transformation / Connectivity Tool)
- **Self-Test Scenarios** using Test Central



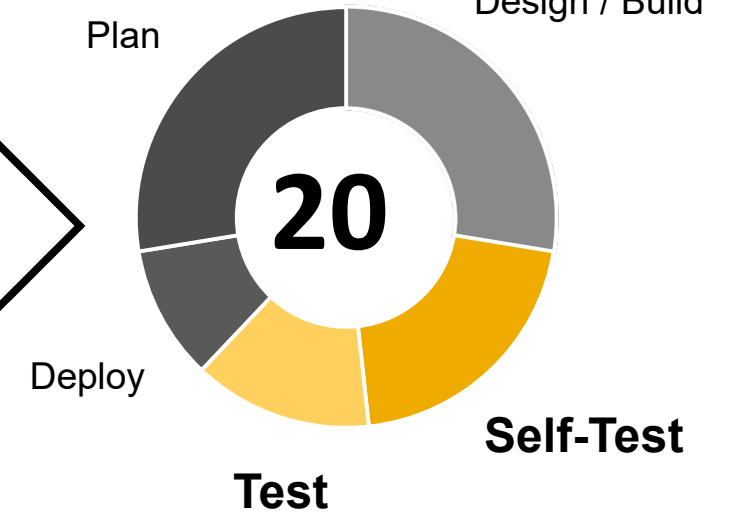
Decreasing Overall Project Duration

Reducing setup time through a **self-service & automated setup process**

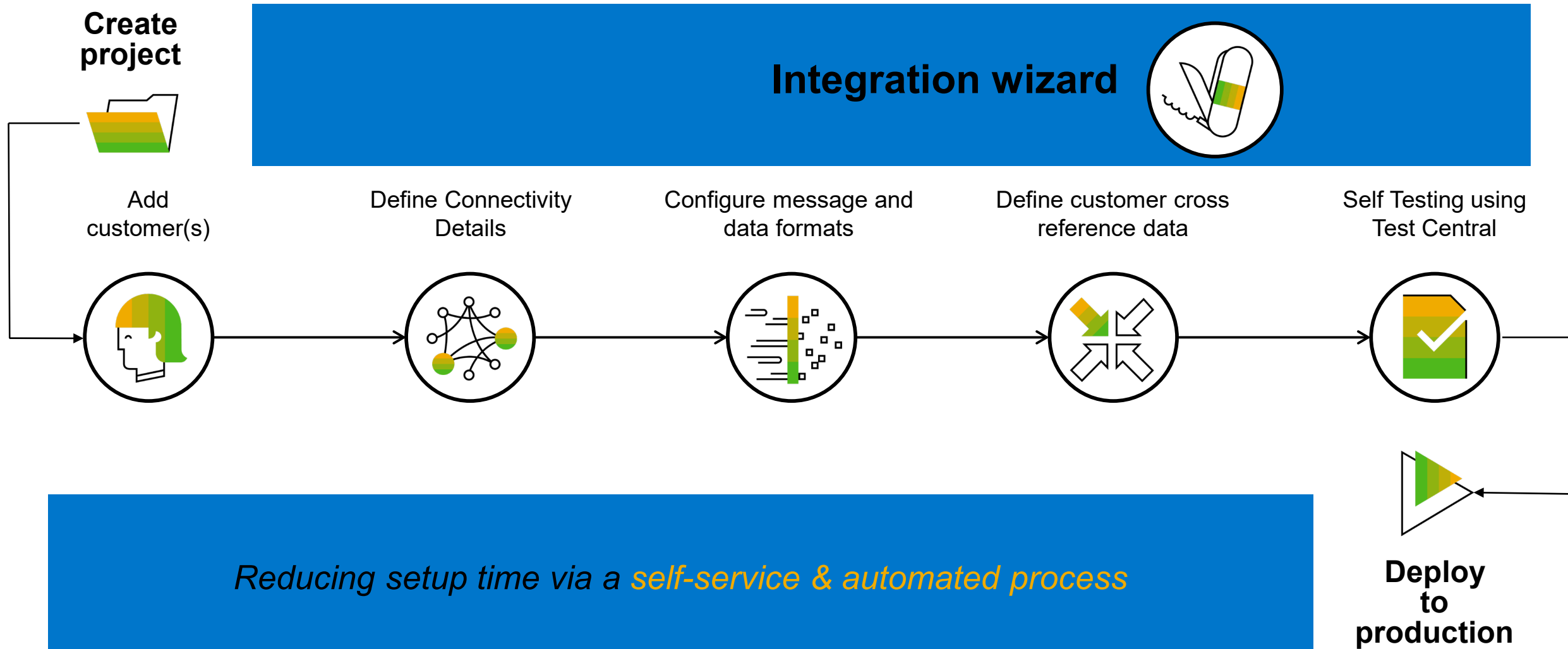
Design / Build



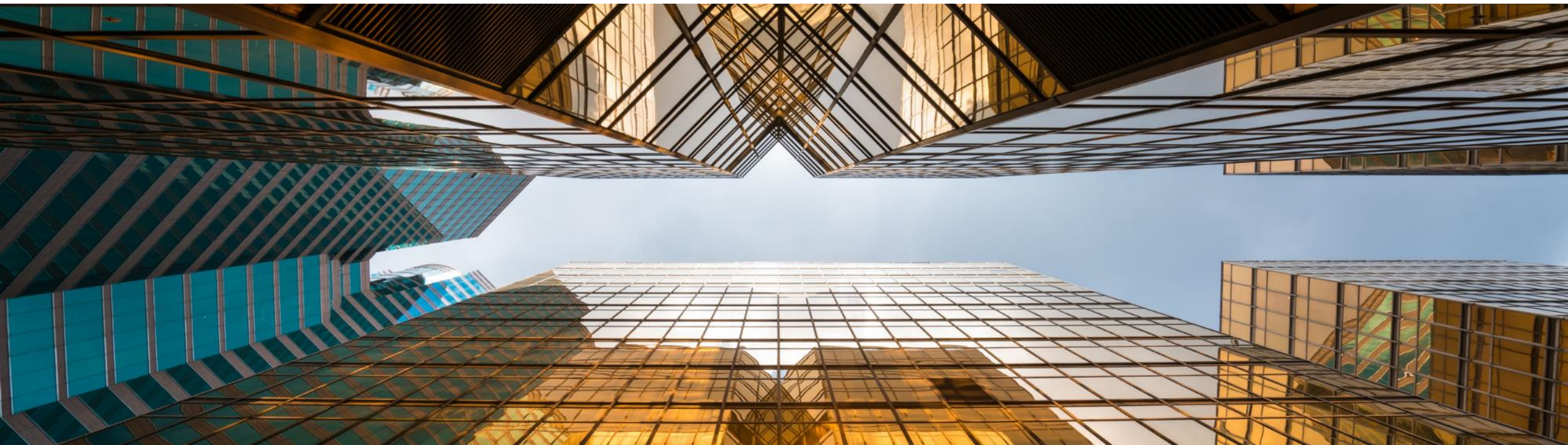
Plan



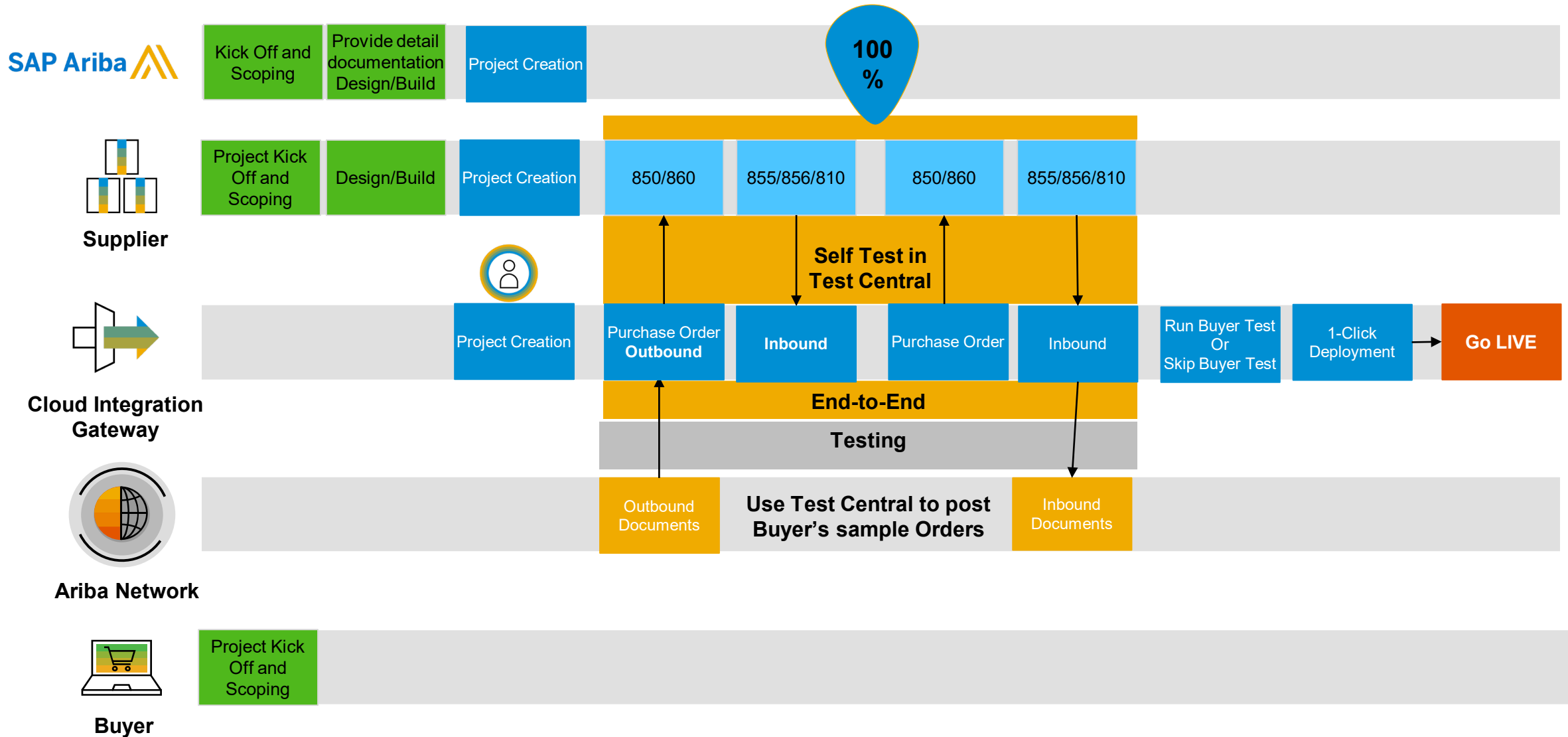
Integration Project Creation



Test Central

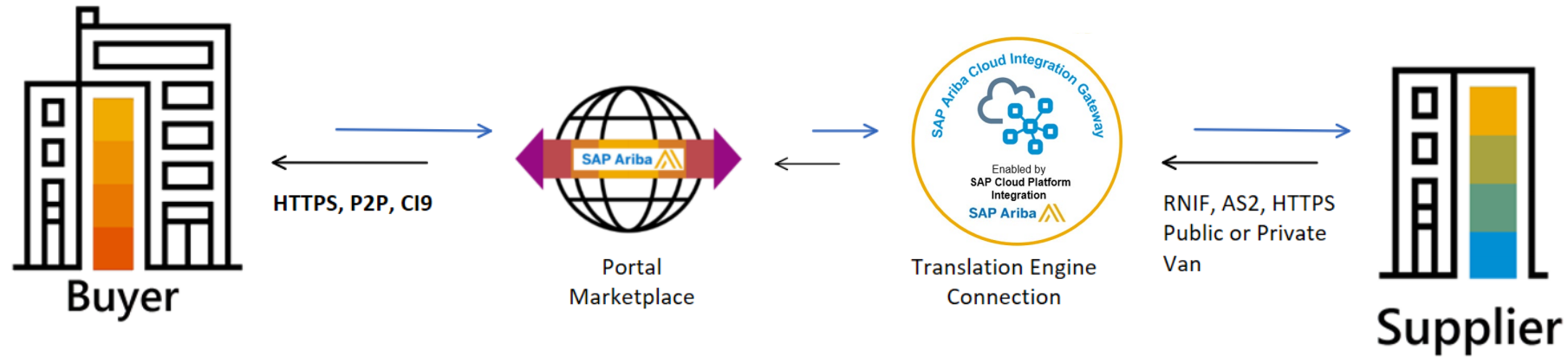


Test Central Overview

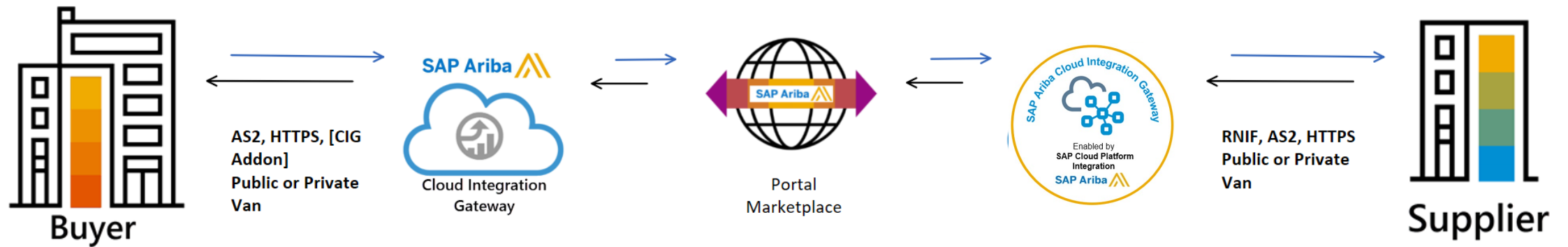


SAP Ariba CIG - Document Flow

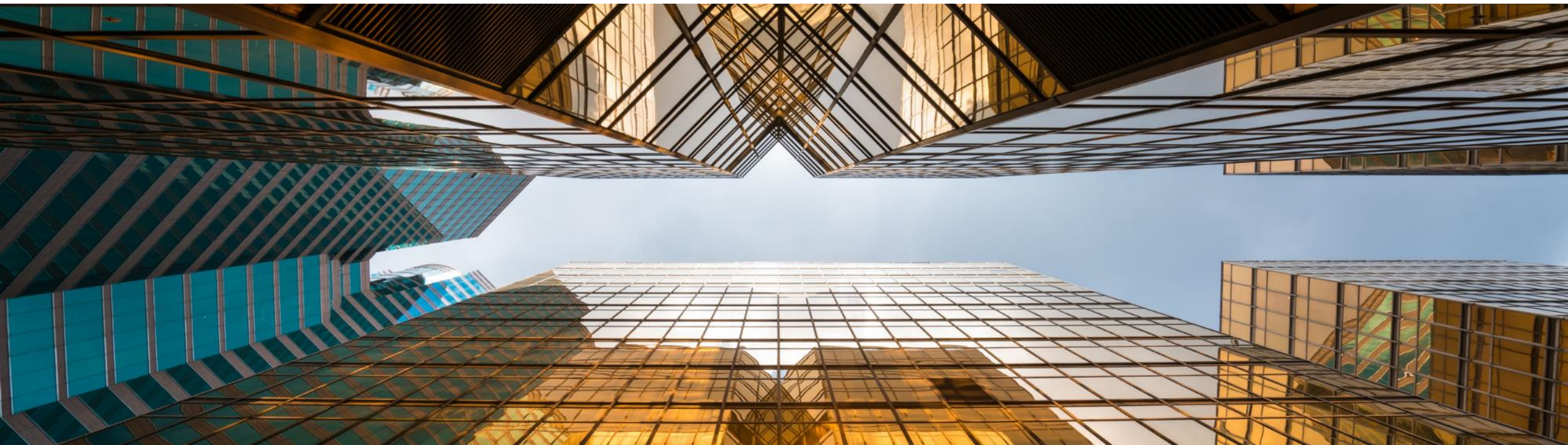
Test Central without routing Orders to Ariba Network



Test Central document flow when routing orders to Ariba Network



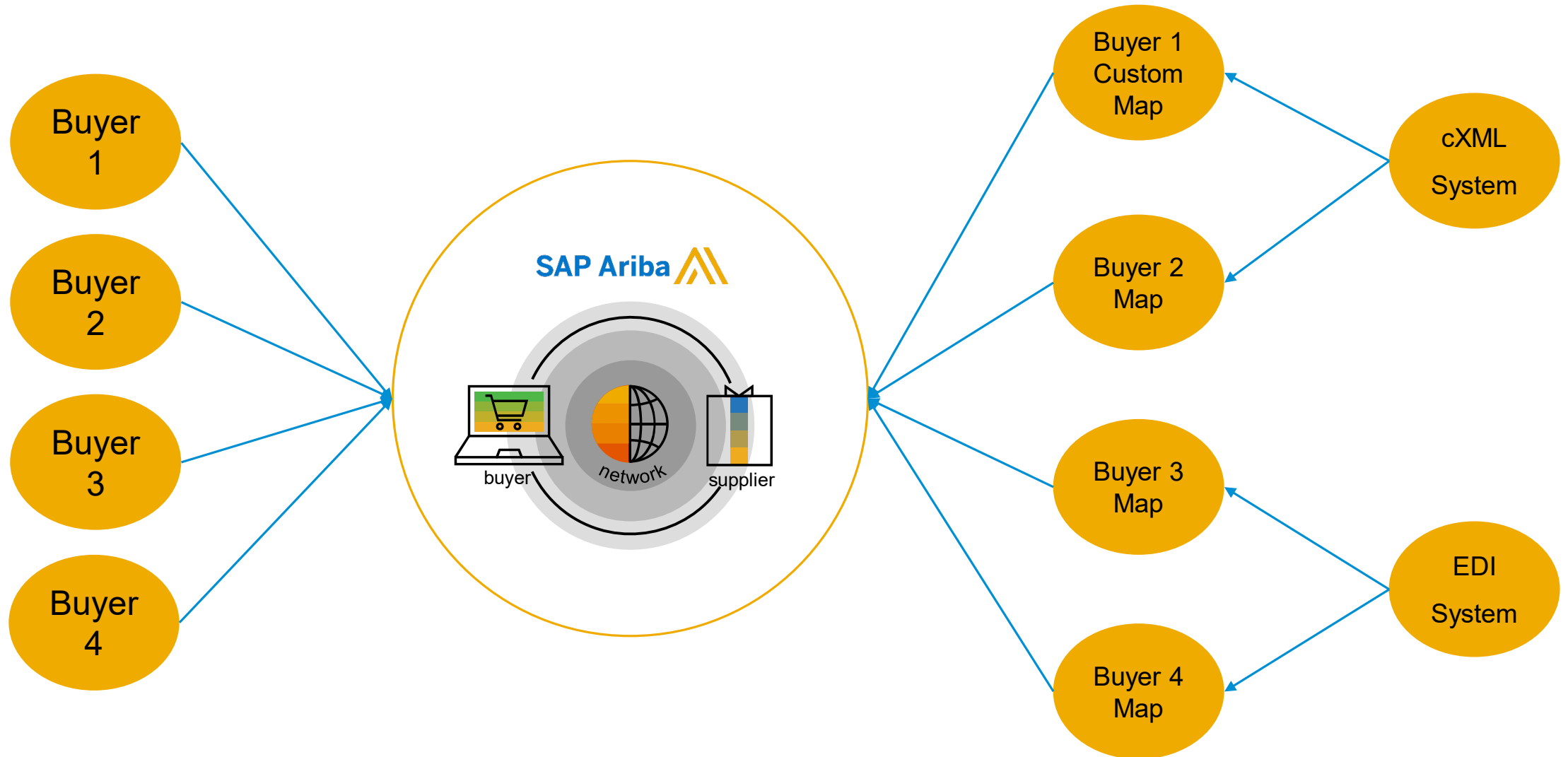
Legacy Migration



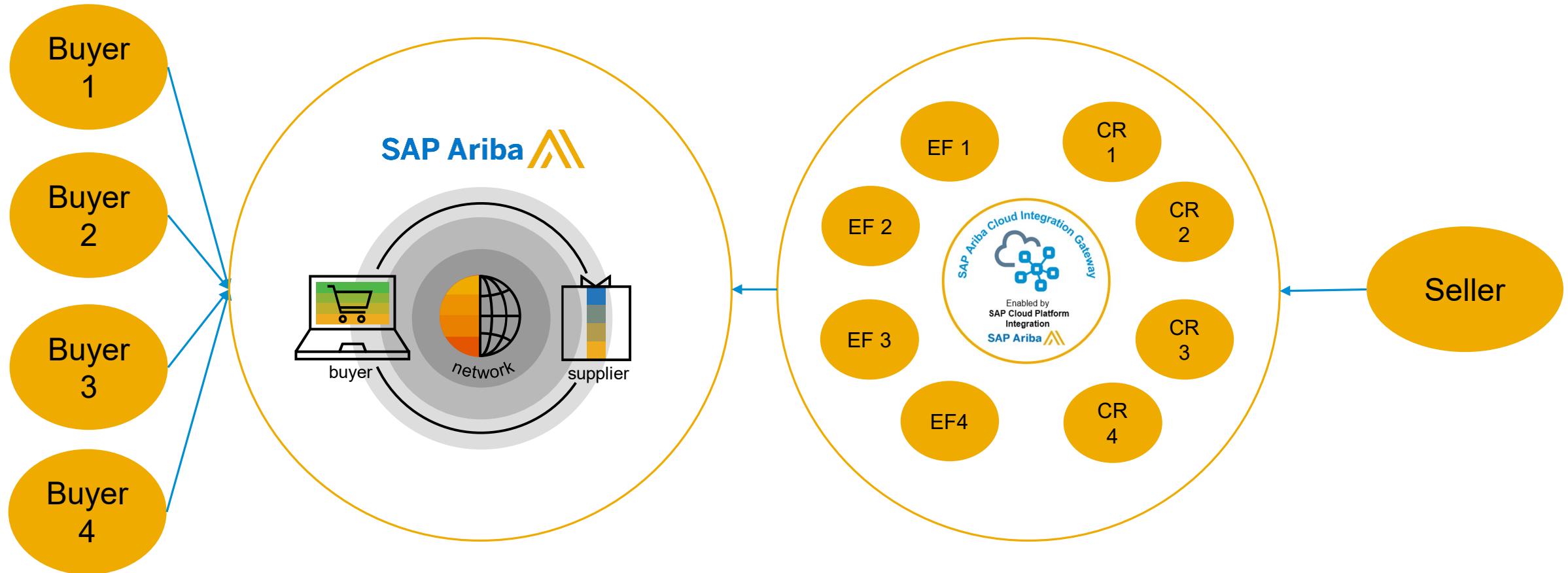
Migrating New and Existing Seller to CIG

- Applies to any seller, no matter the size of their integration footprint
 - Initial connection is a project. Expectations should be set for all parties.
 - Additional connections will get increasingly faster.
- CIG allows a seller
 - Manage customizations specific to their customers.
 - Configure/Maintain multiple connection points and connection types in one place
 - Removes need to custom-build this (repeatedly) on seller's internal systems
- Planning should be done with care
 - Ideally this will align with a net new trading relationship.

Existing Seller - TODAY



Existing Seller - TOMORROW

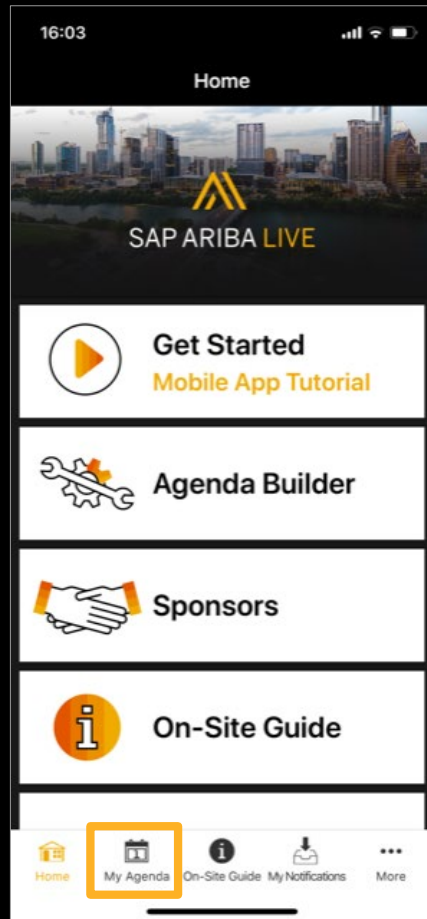


*EF = Extension Framework

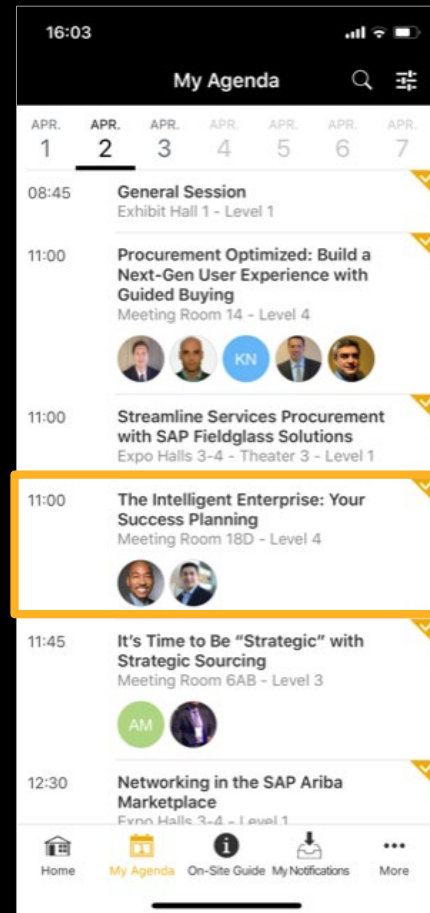
*CR = Cross Reference (or Project)

Please complete the session survey

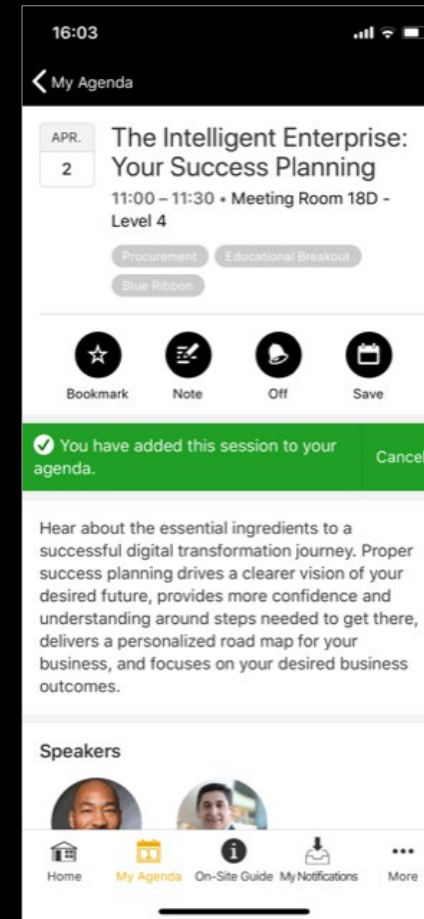
Open agenda



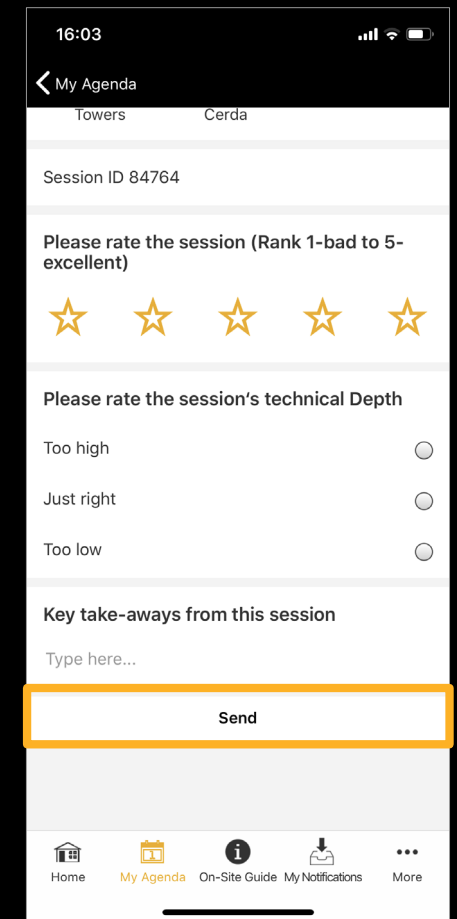
Locate session



Scroll down to survey



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Thank you.

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