

### **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

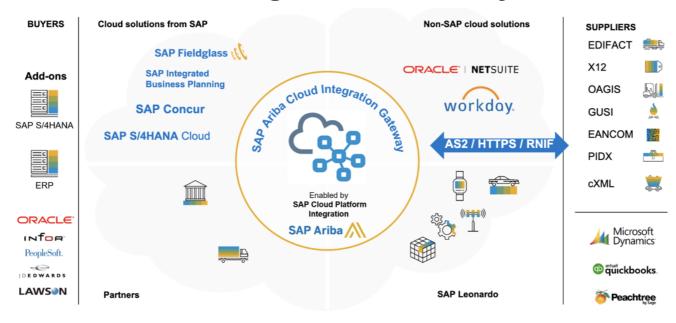
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2

# **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**



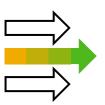
### Reduces Procure-to Pay cycle time

- 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%



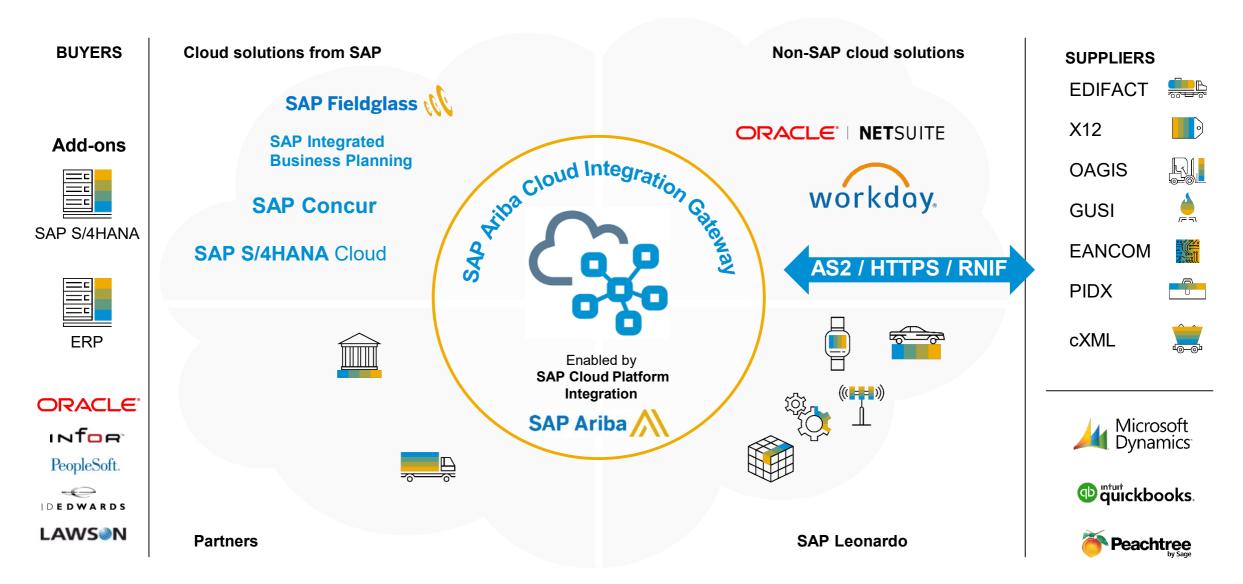
### **Efficient management of business transactions**

- 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

Sourcing

**Ariba Applications** 

**Ariba Network** 

Master

Sourcing and Contracts Purchasing organization Purchasing groups Company code Payment Terms Plants Incoterms Material Master

Material Master/Plant Material Groups

Buying and Invoicing

Product Sourcing Purchase Info Record Manufacturer Part Number Bill of Material

Supplier Management SLP outbound (pass-through) SLP inbound (pass-through)

Sourcing - Retail Article Master Characteristics Profile (Class) Merchandise Category Display Set Article/Site Generic Article Variant

Transaction

Sourcing RFQ to Quote request Quote Message

Sourcing Award to PO Sourcing Award to Outline Agreement

Contracts Contract Workspace to Outline Agreement

Master

Account categories Assets Asset Class Company codes Cost centers Cost center languages ERP commodity codes General ledger Internal orders

Plant

Payment terms Purchase groups Tax codes WBS elements User data User group mapping Remittance locations Supplier data

Supplier location

Contracts

Company code internal order mapping Company code WBS element mapping Purchasing organization supplier combo Account category field status Plant to purchasing organization Currency conversion rates Fund management objects Purchasing organizations General ledger languages

Fund FM derive Earmarked Fund Functional Area Funds Center Commitment Item **Budget Period** FM Area Grant

Transaction

**GS1 EANCOM 97** 

Material PO Service PO Change PO Cancel PO Close PO Goods Receipt Service Entry Sheet Invoices (Ok-to-Pay) Non-PO Invoice (One Time) Expense report PO status

**Buying and Invoicing** 

Requisition Change Requisition Budget Check SES Response FI Invoice\*

Advance Payments

Advance Payment requests

Cancel Advance Payment

Asset Shell

Receipt status

Invoice status

Remittances

Catalog

Buy side

Commerce Automation

Standard Material PO Service PO Change PO Cancel PO Order Enquiry request Order Confirmation

Inbound Ship Notice Outbound ASN Outbound Payment Remittance Inbound Remittance Advice Remittance Cancellation Inbound Receipt

Outbound Receipt Service Entry Sheet Carbon Copy (CC) SES Service Entry Status update Invoice (incl. Credit Memo)

Invoice status Carbon copy (CC) invoice Quote request

Quote message Payment batch file Discounting

Inbound Payment proposal Outbound Payment proposal

Supply Chain Collaboration

Subcontract PO Multi-Tier Subcontract PO Consignment PO Component consumption Transfer movement (Product Activity) Order Confirmation Approval

Forecast and SMI

Scheduling Agreement Forecast Demand (Product Activity) Inventory Levels (Product Activity) Product Replenishment Replenishment Order for SMI

Quality Management

Quality Notification Quality Inspection Request Quality Inspection Result Quality Inspection Decision Quality Certificate

Sell side

X12 v4010 810

820

204

214

850

855

856

860

861

862

864

866 (MO/PO)

997 (In & Out)

ORDERS ORDCHG DESADV INVOIC 824 (In & Out) REMADV

830 (Forecast) 830 (Commit) 842 (In & Out)

DespatchAdvice 846 (In & Out) ReplenishmentProposal ReplenishmentRequest ProductForecast GoodsRequirement ReceiptAdvice ComsumptionReport InventoryActivityorInventory

EDIFACT D01B

ORDERS ORDCHG DESADV INVOIC

Status

Change PO status **EDIFACT D96A** 

ORDERS ORDCHG ORDRSP INVOIC DESADV CONTRL RECADV

**GS1 GUSI** INVRPT REMADV MultiShipmentOrder DELFOR DELJIT APERAK IFTMIN IFTSTA

GS1 EANCOM 2002

ORDERS ORDRSP ORDCHG INVOIC DESADV REMADV

OAGIS v9.2

ProcessPurchaseOrder (PO) AcknowledgePurchaseOrder NotifyShipment ProcessReceiveDelivery NotifyPlanningSchedule NotifyInventoryConsumption NotifyProductionOrder NotifyInventoryBalance ConfirmBOD

PiDX v1.61

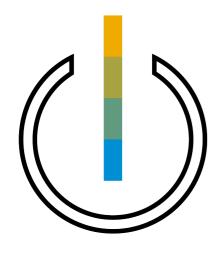
OrderRequest OrderChange OrderResponse Invoice InvoiceResponse Receipt ReceiptAcknowledgement Exception InvoiceResponseSESR

AdvancedShipNotice

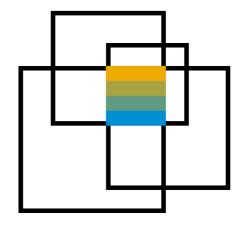
# **CIG Adoption**



## **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 DEPLOYMNET



**250+** 

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

#### **VOLUME**

0000 0 13+

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

#### SUPPLIER GAS



**iiii** 800+

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

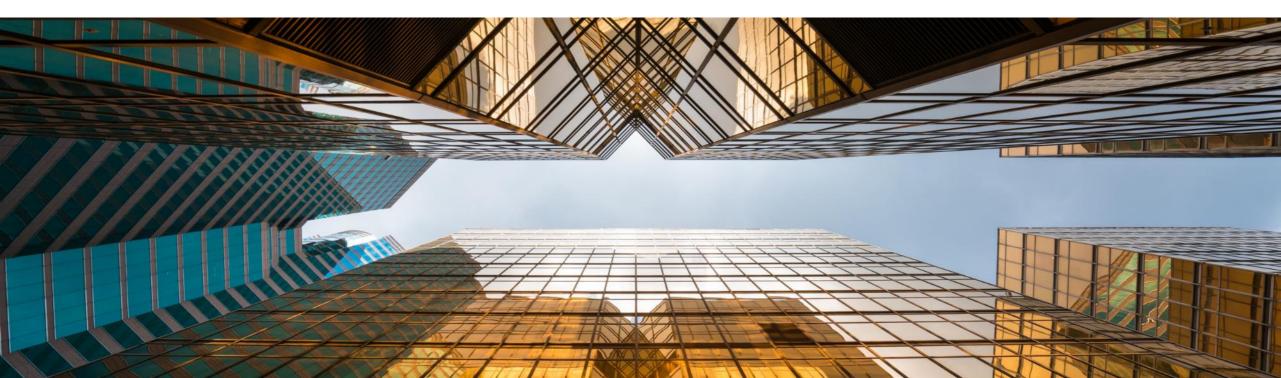
#### TRADING PARTNER



**1800+** 

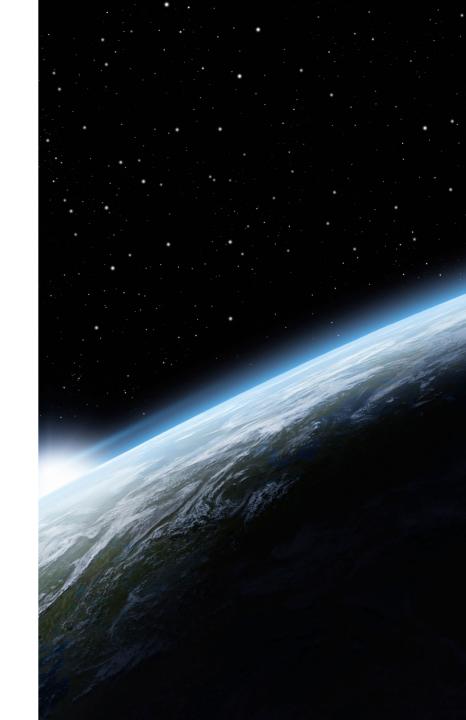
Globally on integrations across various formats: cXML, X12, EDIFACT, EANCOM, PIDX, OAGIS and GUSI

# **Benefits**



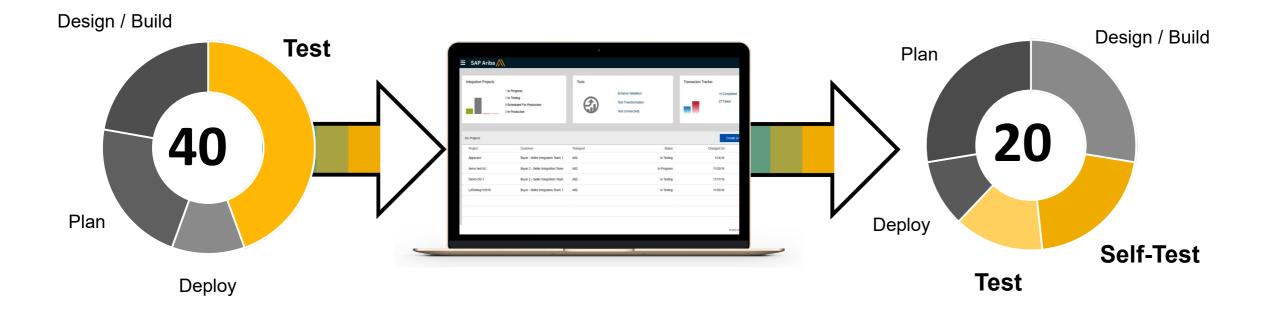
## **Key Benefits**

- 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 3<sup>rd</sup> party VAN providers
- Troubleshooting tools (Schema & Content validation / Test Transformation / Connectivity Tool)
- Self-Test Scenarios using Test Central

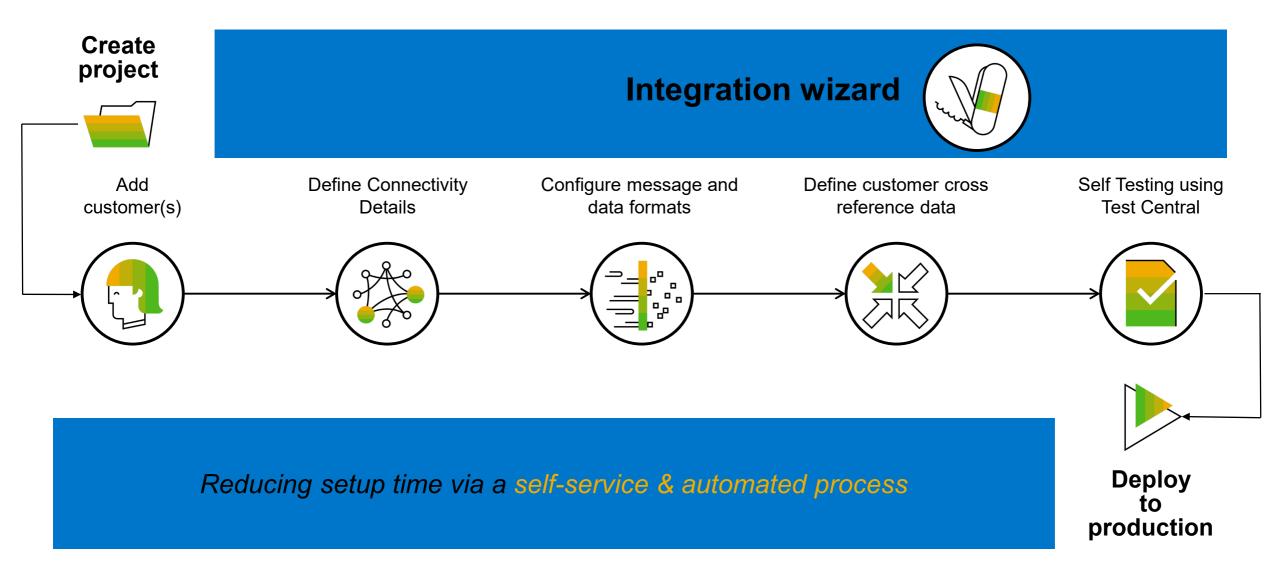


### **Decreasing Overall Project Duration**

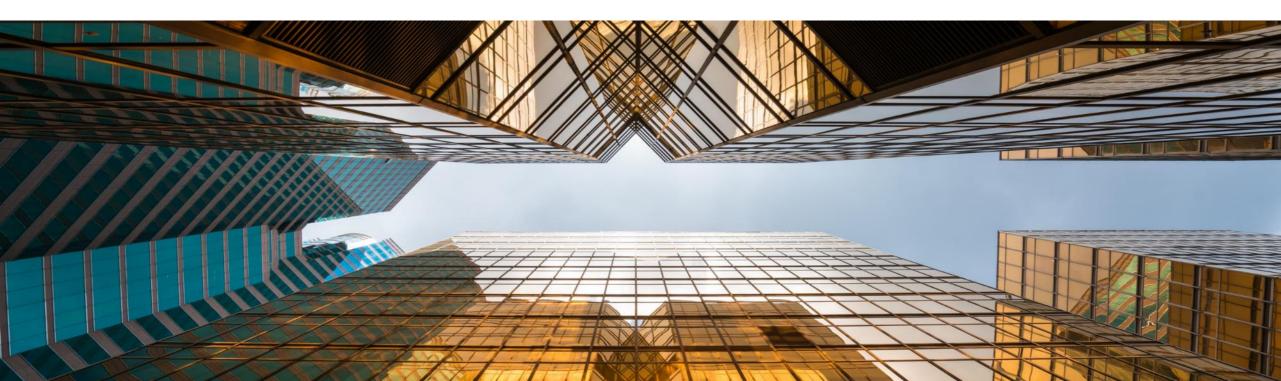
Reducing setup time through a self-service & automated setup process



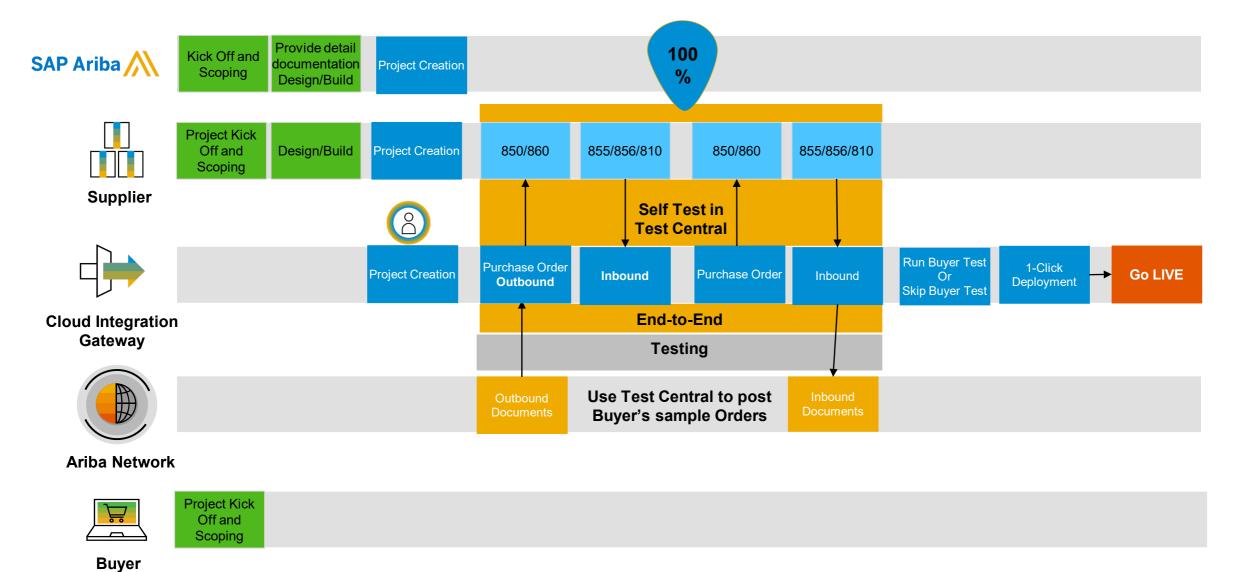
## **Integration Project Creation**



# **Test Central**

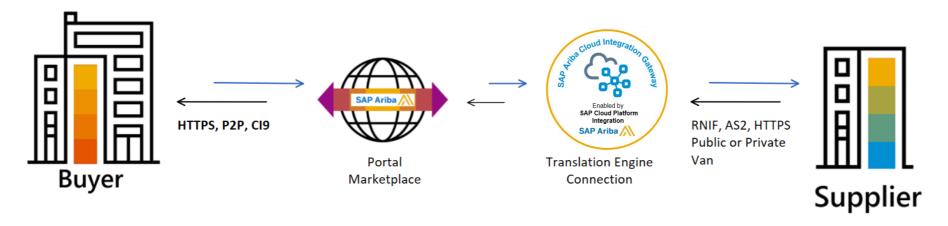


### **Test Central Overview**

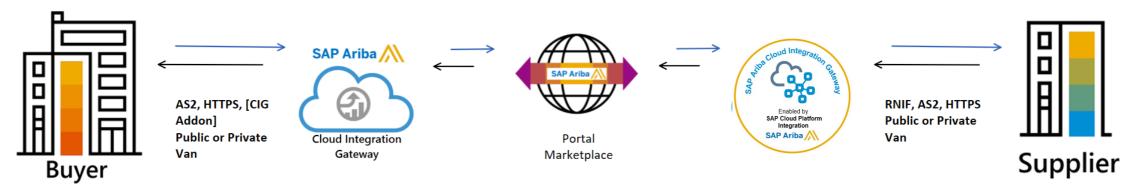


### **SAP Ariba CIG - Document Flow**

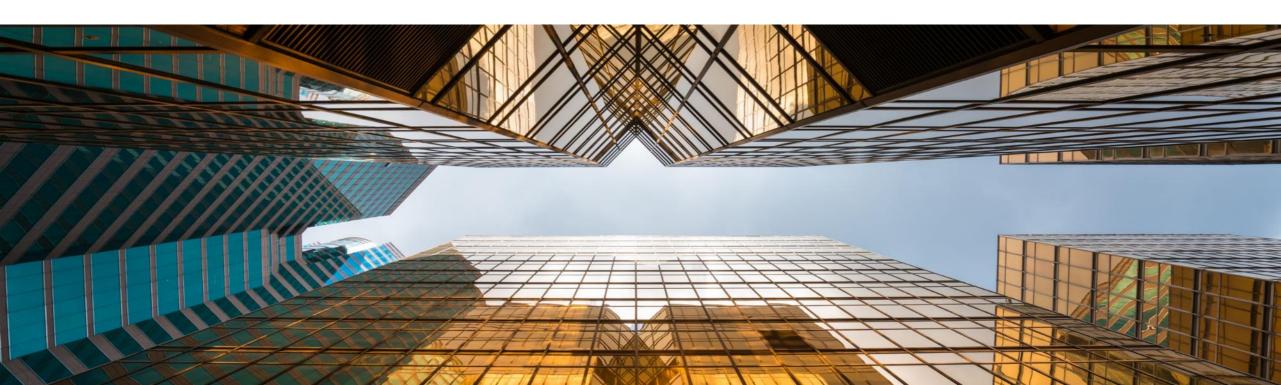
Test Central without routing Orders to Ariba Network



Test Central document flow when routing orders to Ariba Network



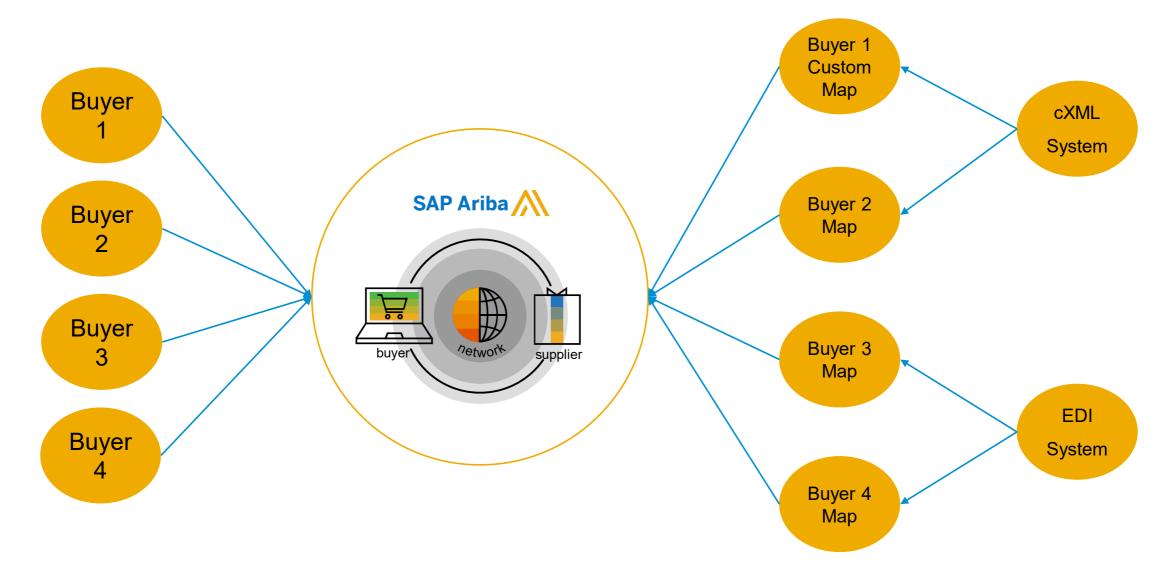
# **Legacy Migration**



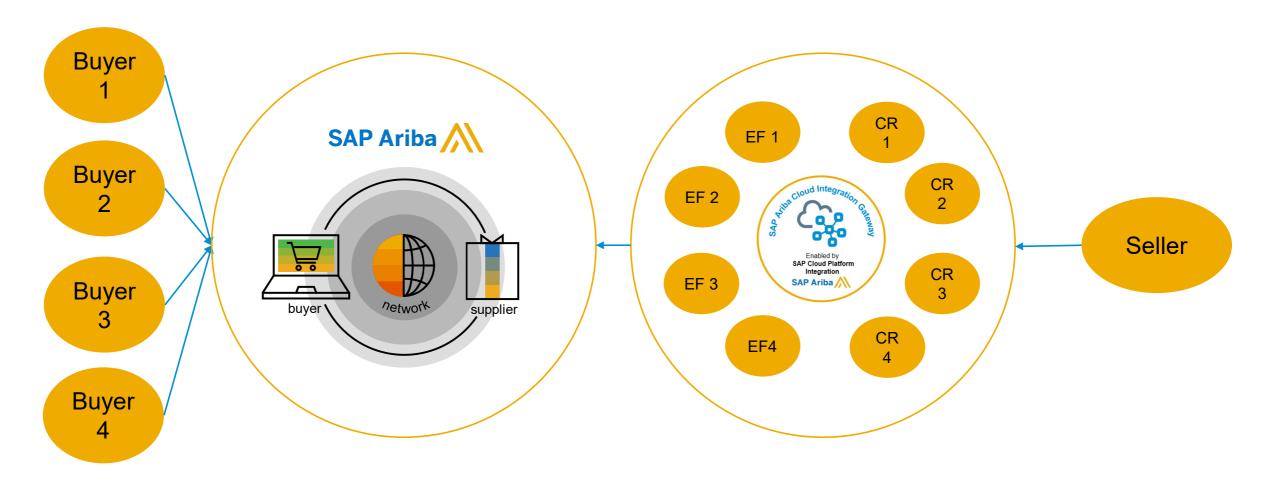
## Migrating New and Existing Seller to CIG

- 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

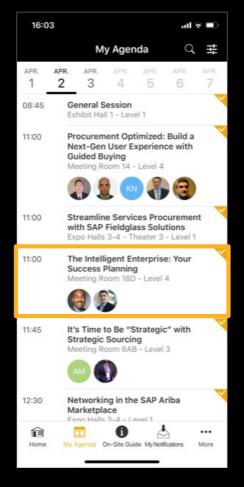
\*CR = Cross Reference (or Project)

## Please complete the session survey

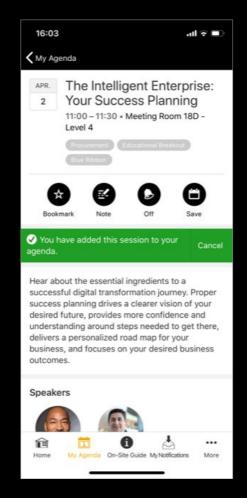
### Open agenda



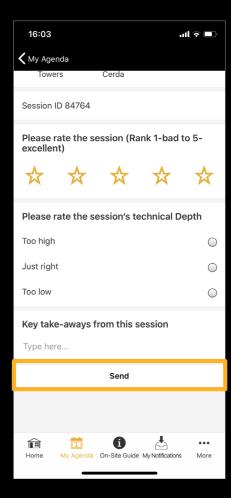
### Locate session



### Scroll down to survey



### Rate session





# Thank you.

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