



SAP Ariba Cloud Integration Gateway Solution for Suppliers

Chris Frazier, Sr. Seller Integrator, SAP Ariba April 2, 2019

PUBLIC



Agenda

- Overview of Supplier Integration in SAP Ariba Cloud Integration Gateway
- What is Cloud Integration Gateway
- Integration value and benefits
- Cloud Integration Gateway Standard Integration
- Adoption Status
- Key Benefits
- Decreasing the Duration of the Overall Project
- Supermap
- Integration process using Cloud Integration Gateway
- Resources

Overview of supplier integration in SAP Ariba Cloud Integration Gateway

What is it?

Connecting a supplier's ERP software to Ariba Network through an electronic method (cXML, EDI, PIDX, and so on) to transact purchase orders (POs), invoices, OC, and advance ship notices (ASNs) in a **touchless** process.

How is it different from the portal and PO-Flip?

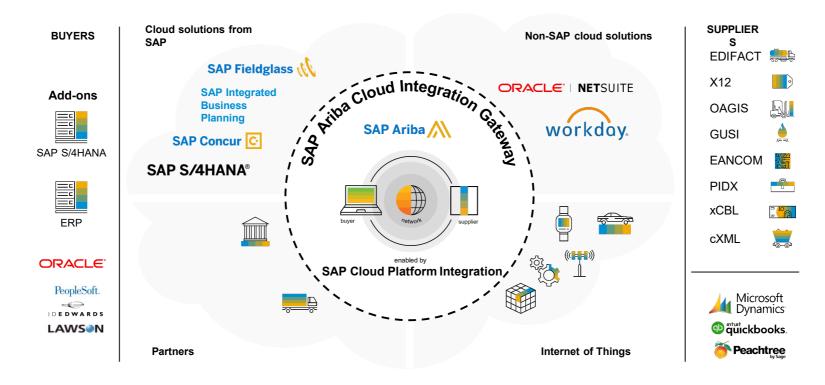
The PO-Flip feature is a **manual** invoicing option in the user interface where suppliers log in to their Ariba Network account, select a PO, and manually flip it into an invoice.

Who integrates?

Suppliers with:

- High annual transaction volume: We recommend integration for suppliers with
 500 documents per year per relationship
- Integration capabilities and infrastructure
- An e-commerce or IT team

Cloud integration strategy – the future



SAP Ariba Cloud Integration Gateway is the central translation engine for Ariba Network:

- Seller's primary goal: To simplify integration management across multiple relationships and significantly decrease the integration timeline
- Seller's secondary goals:
 - Provide a growing list of industry and regional standards
 - Provide flexibility in the context of standardization through 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
- Ensure that 100% of relationships are integrated once initially connected
- Improve user experience and satisfaction

Integration value and benefits



Reduced procure-to-pay cycle time

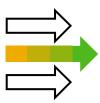
Faster processing of documents, real-time and system-to-system:

- Some 75% order processing productivity gains through integration
- Minimized delays in securing payment



Increased transaction accuracy

- § No human entry errors for a reduction of disputes
- Increased accuracy by 45%–60%



Efficient management of business transactions

- § Reduced cost for resources to PO-Flip at high volumes
- Reduced number of invoice inquiries by exchanging real-time invoice status over Ariba Network

SAP Ariba Cloud Integration Gateway: Standard integrations – 206

126 = SAP ERP and SAP S/4HANA (on premise)

80 = Other formats – network sell side

Contract workspace to outline agreement

Sourcing solutions

Ariba **Procurement**

Network

Ariba

Master

Sourcing and contracts Purchasing organization

Purchasing groups Company code Payment terms **Plants** Incoterms Material master

Material master/plant Material groups

Product sourcing Purchase info record Manufacturer part number

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

RFQ to quote request Sourcing award to PO

Sourcina

Sourcing award to outline agreement

Master

Account categories Asset class Company codes Cost centers Cost center languages ERP commodity codes General ledger Internal orders Plant

Buying and invoicing

Purchase groups Tax codes WBS elements User data User group mapping Remittance locations Supplier data Supplier location Contracts

Payment terms

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

Buying and invoicing

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 Change PO status

Asset shell Receipt status Invoice status Remittances Catalog

Advance payment requests Advance payments Cancel advance payment

Requisition Change requisition Budget check SES response

Buy side

Commerce automation

Carbon copy (CC) SES

Invoice status

Quote request

Quote message

Payment batch file

Service entry status update

Carbon copy (CC) invoice

Invoice (including credit memo)

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

Standard material PO

Inbound payment proposal Outbound payment proposal

Discounting

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

842 (in and out)

846 (in and out)

820

204

850

855

856

860

861

862

864

866

866 (MO/PO)

997 (in and out)

810 **ORDERS** ORDCHG DESADV 214 INVOIC 824 (in and out) REMADV 830 (forecast) 830 (commit)

GS1 GUSI

MultiShipmentOrder DespatchAdvice ReplenishmentProposal ReplenishmentRequest ProductForecast GoodsRequirement ReceiptAdvice ComsumptionReport InventoryActivityorInventory Status

EDIFACT D01B

ORDERS ORDCHG DESADV INVOIC

EDIFACT D96A **GS1 EANCOM 97**

ORDERS ORDCHG ORDRSP INVOIC DESADV CONTRL RECADV INVRPT REMADV **DELFOR** DELJIT **APERAK**

IFTMIN

IFTSTA

GS1 EANCOM 2002

ORDERS ORDRSP **ORDCHG** INVOIC DESADV REMADV

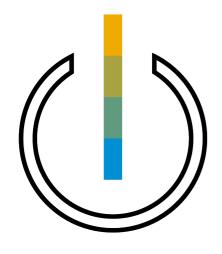
OAGIS v9.2

ProcessPurchaseOrder (PO) AcknowledgePurchaseOrder **NotifyShipment** ProcessReceiveDelivery NotifvPlanningSchedule NotifyInventoryConsumption NotifyProductionOrder NotifyInventoryBalance ConfirmBOD

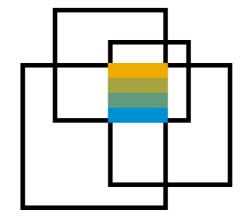
PiDX v1.61

OrderRequest OrderChange OrderResponse Invoice InvoiceResponse Receipt ReceiptAcknowledgement Exception InvoiceResponseSESR AdvancedShipNotice

Adoption status



SAP Ariba Cloud Integration
Gateway went live in
December 2016.



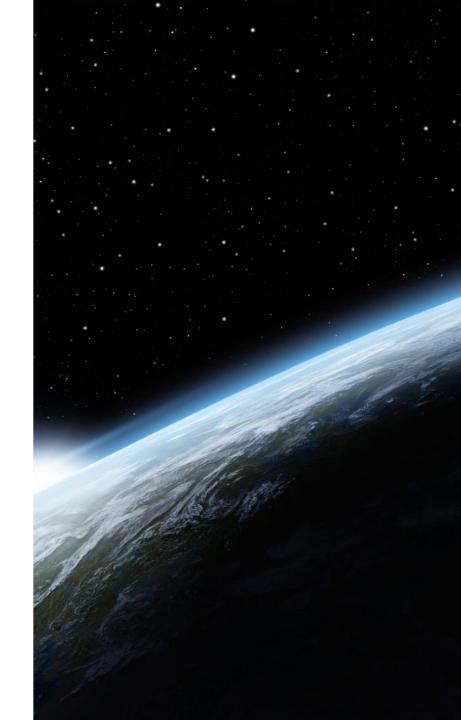
More than 800 trading partners are live with multiple document formats.



We are currently working with more than 1,900 trading partners globally on integrations across various formats: cXML, X12, EDIFACT D96A, EDIFACT D01B, PIDX, OAGIS, and GUSI.

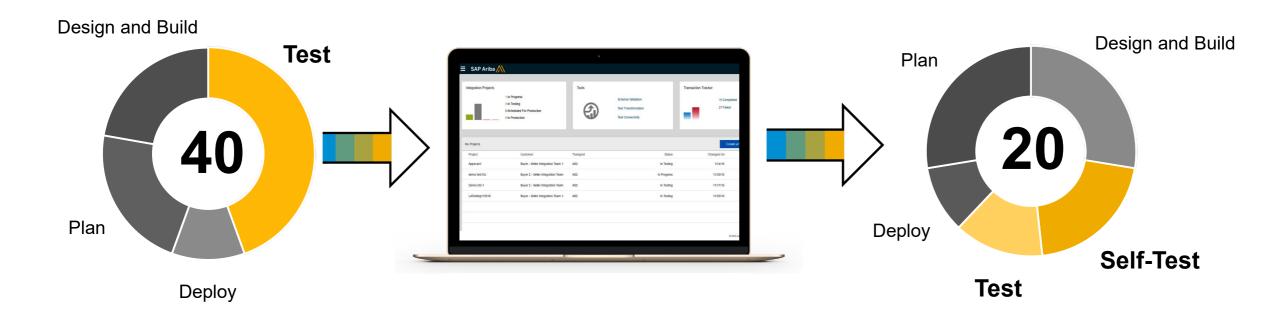
Key benefits

- Single-sign on (SSO)
- Support for multiple standards and document types
- Connect once to Ariba Network to integrate with many customers using single mapping
- Shorter deployment time for integrations
- Automated self-testing using the integration wizard of SAP Ariba Cloud Integration Gateway
- Easy monitoring for projects in various phases in test and production environment
- Transaction logs using transaction tracker of SAP Ariba Cloud Integration Gateway
- Reusability of AS2, HTTPS, and RNIF connectivity details
- VAN interconnection with known third-party VAN providers
- Developer tools (schema and content validation; test transformation)
- Ability to run test scenarios using test central
- Attachments on payload are supported on all formats



Decreasing the duration of the overall project

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



EDI supermap guidelines

Suppliers can use a single Ariba Network ID (ANID) instead of multiple ANIDs.

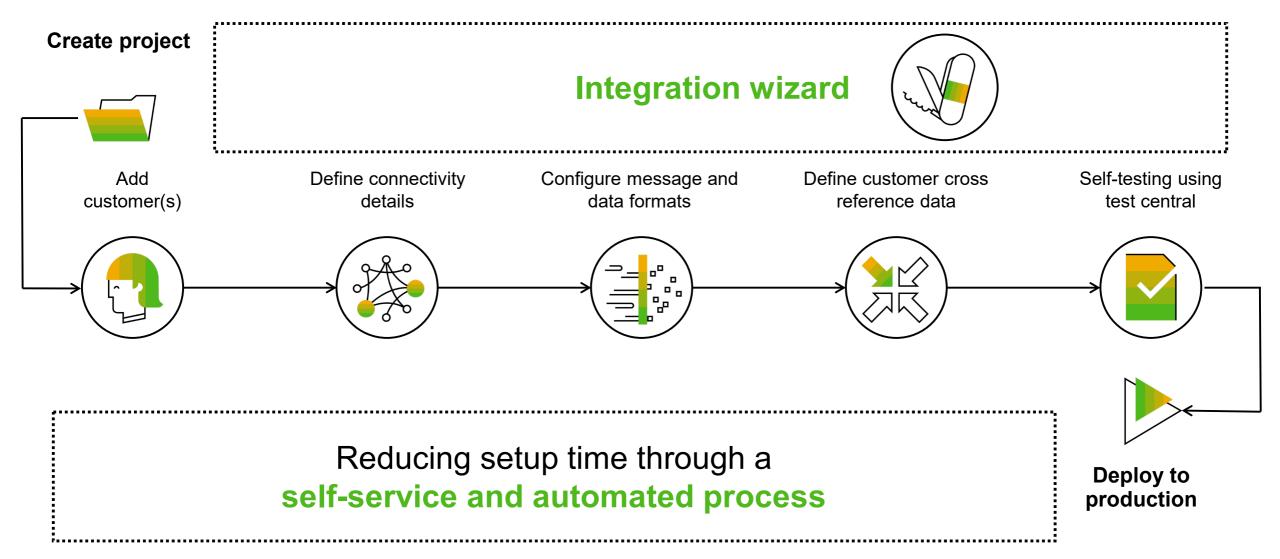
Choreography documents according to buyer requirements should be maintained by the supplier.

New EDI implementation guides are available to use with a supermap build.

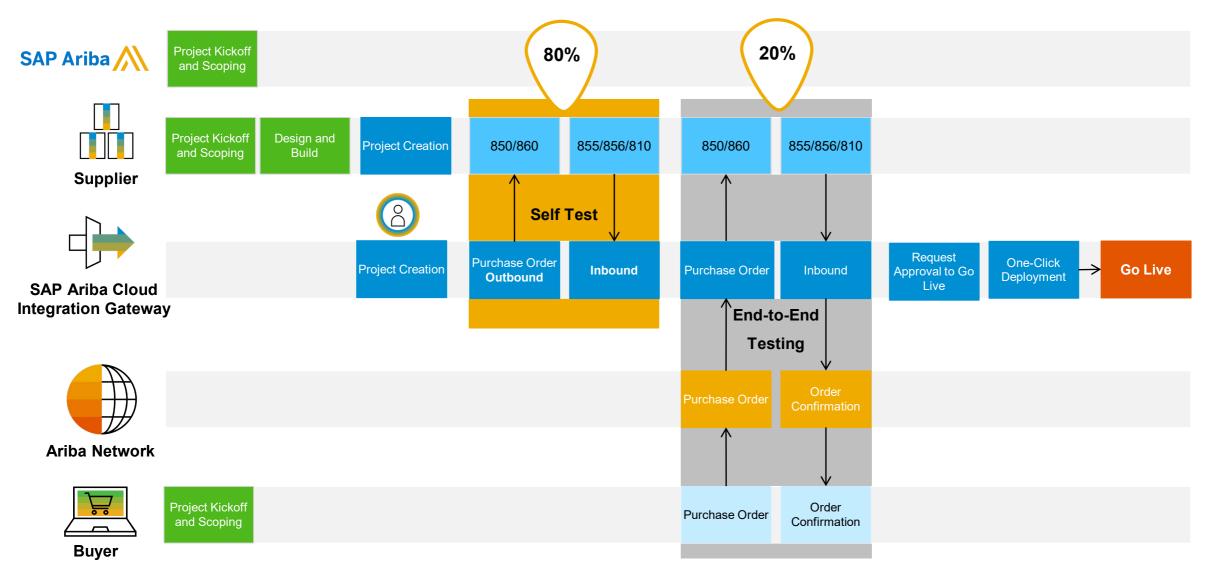
Recommended requirements:

- Suppliers can map as a default on invoices: Ship from, ship to and ID, bill to, remit to and ID, sold to, and supplier
- Buyer requirements such as the following should be maintained by the supplier system logic:
 - Header instead of line-level ship-to; line level instead of summary tax and charges
- Supplier system limitations will need to be considered.

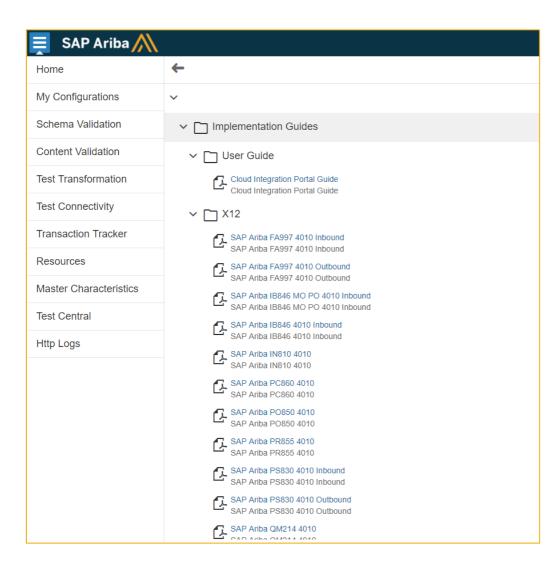
Integration project creation



High-level overview of integration project



Resources





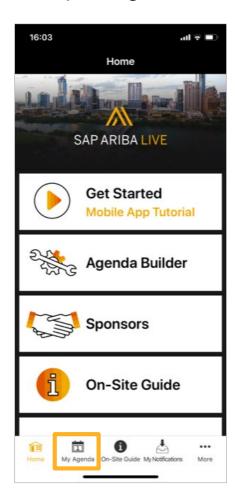


Adobe Acrobat

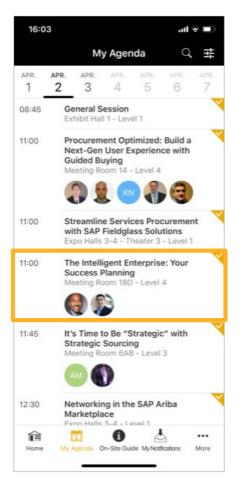
Document

Please complete the session survey

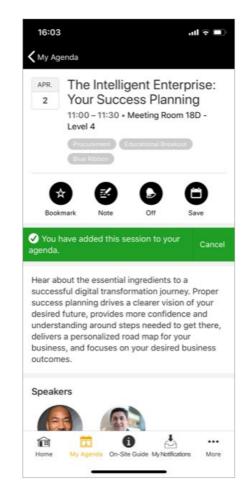
Open Agenda



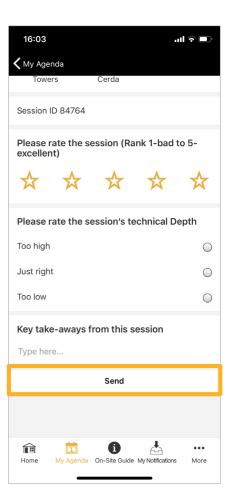
Locate Session



Scroll Down to Survey



Rate Session





Thank you.

Contact information:

Chris Frazier

Sr. Seller Integrator

SAP Ariba US Inc.

T: +1 412-297-7573

E-mail: chris.frazier@sap.com

