



SAP Ariba Supply Chain Collaboration: **Achieving Total Visibility of Supply**

Mugdha Walawalkar, SAP
Alexander Volkel, SAP

June 7, 2017

PUBLIC

Agenda

Introduction to SAP Ariba Supply Chain Collaboration

The Challenge of Achieving Visibility Into Supply

SAP Ariba Supply Chain Collaboration solution portfolio

Proven Success Stories

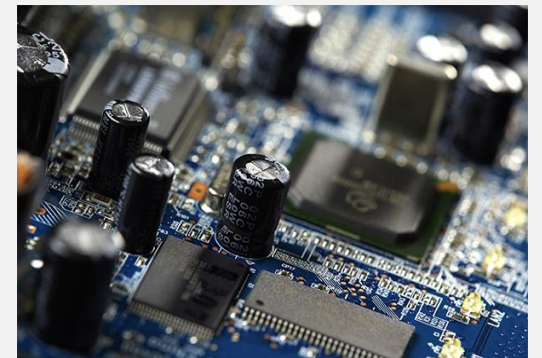
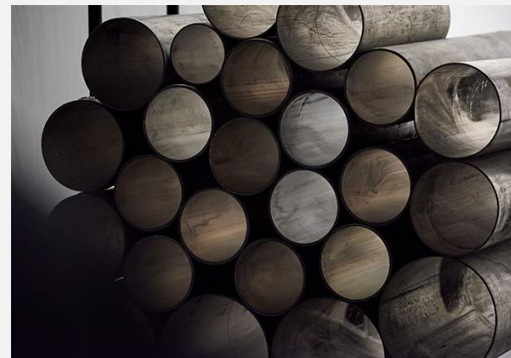
Questions

SAP Ariba deals with both Indirect and Direct materials procurement and Supply Chain Collaboration

Indirect: goods or services that do not end up in the product delivered to the customer; the spend is tracked under operating expenses.

Direct: goods or services that go into production and are at the core of the product delivered to the customer; related spend is tracked under cost of goods sold, including:

- Merchandise vendors stocking retail shelves
- Contract manufacturing of the final product
- Manufacturers of subassemblies
- Component suppliers
- Raw material suppliers



Global Trends are Driving A New Focus on Supply Chains



“Today, B2B supply chains are increasingly taking center stage in the quest for greater profits and competitive advantage.”

*-The Future of Business: Supply Chains
The Economist Intelligence Unit, 2014*

Lack of visibility hits top and bottom line

Without visibility, complex supply chains risk:

HIGH Safety stock levels

HIGH Inventory carrying costs

Stock-outs & **Missed or Delayed Shipments**

“Supply chains need visibility across multiple systems to synchronize manufacturing and procurement.” - Lora Cecere of the magazine *Supply Chain Insights*

32% of manufacturing is outsourced in a typical company

65% of buyers have poor visibility into source of supply

70% of suppliers lack visibility into customer order management

Source: “Supply Chain Insights 2014”

Gaining Complete Supply Chain Visibility with Supplier Collaboration



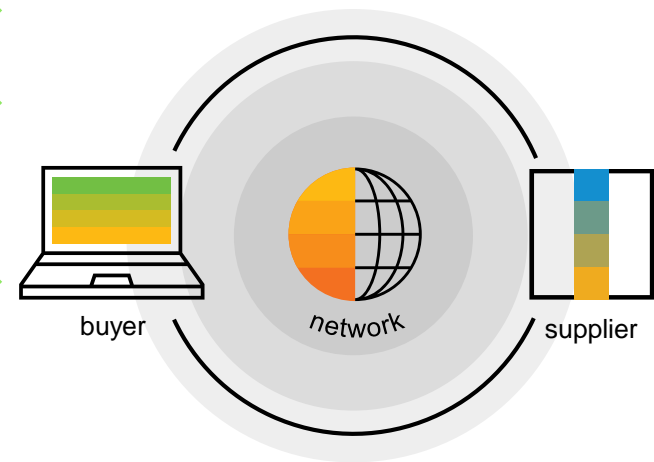
SAP Ariba Supply Chain Collaboration

Collaborative network for real-time visibility

- Forecast Collaboration
- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Quality Collaboration

Buyer

- Forecast/Demand
- Purchase/Subcontract Order
- Schedule Agreement Release
- Component Ship Notice
- Component Inventory Data



- Goods Receipt Notice
- Consignment Inventory Status
- Quality Notification/Response
- Self Billing/ERS Invoice
- Payment

Supplier / Contract Manufacturer

- Forecast Commit
- PO Confirmation
- Component Receipt Notice
- Manufacturing Visibility **
- Component Consumption
- Advance Ship Notice
- Deviation Request /Response
- Invoice

Manufacturing and Retail Collaborative Processes

- Enables collaboration with direct materials trading partners
- Complements and extends back-end systems
- Provides instant visibility into availability of supply

** B2B only, UI/Upload Planned in upcoming releases

SAP Ariba Supply Chain Collaboration Mobile App for Buyers and Planners



Capabilities

- Real-time status on orders, shipments, supplier commits
- Full item details and visibility into total confirmed quantity, shipped quantity, and shipping status
- Future functionality will support forecast, quality, inventory processes and more

Benefits

- Real time monitoring capability reduces supply chain disruptions
- Improved supply chain visibility
- Identification of potential supply and demand mismatches early, even while on the go

Mobile App for Buyers and Planners

7:15 PM

My Suppliers

Total value **\$50K**

0 **5** 20+

Purchase orders
IN LAST 31 DAYS

Total value **\$20K**

0 **9** 20+

Unconfirmed items
IN LAST 28 DAYS

3:44 PM

Orders

45000017 Star Corporation Partially Shipped Created 2/8/17	\$15,600.00 USD
45000016 Star Corporation New Created 2/8/17	\$15,600.00 USD
45000015 Star Corporation Partially Confirmed Created 2/8/17	\$15,600.00 USD
45000013 Star Corporation New Created 2/8/17	\$15,600.00 USD
45000013 Star Corporation New Created 2/8/17	\$15,600.00 USD

3:37 PM

Order Details

45000017
Star Corporation

\$15,600.00 USD
PARTIALLY SHIPPED | FEB 08, 2017, 5:07 PM

Items (6)

No. Items

- Controller**

Part no.: AX-4500-1
Ship date: 2/13/17
Delivery date: 2/23/17
Quantity: 100 PK
Subtotal: \$3,120.00
Confirmation status: Partially Confirmed
- Transformer**

Part no.: AX-4500-2
Ship date: 2/14/17
Delivery date: 2/24/17
Quantity: 50 PK
Subtotal: \$2,775.00

3:37 PM

Item Details

Controller
45000017 · Star Corporation

SHIP BY 2/13/17	NEED BY 2/23/17	QUANTITY 100 PK
--------------------	--------------------	--------------------

Info Contacts Timeline **Tracking**

In transit

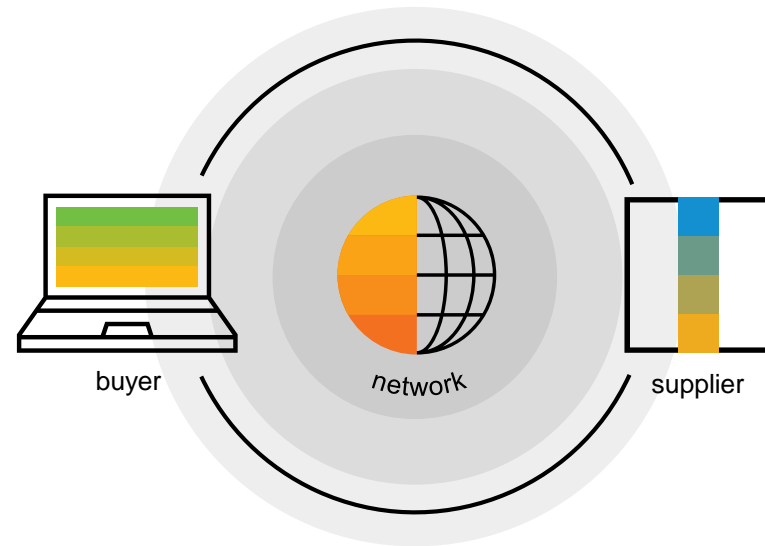
SHIP DATE: 2/8/17 DELIVERY DATE: 2/22/17

SHIPMENT QUANTITY 75 PK	TRACKING NO. 984552316
-----------------------------------	----------------------------------

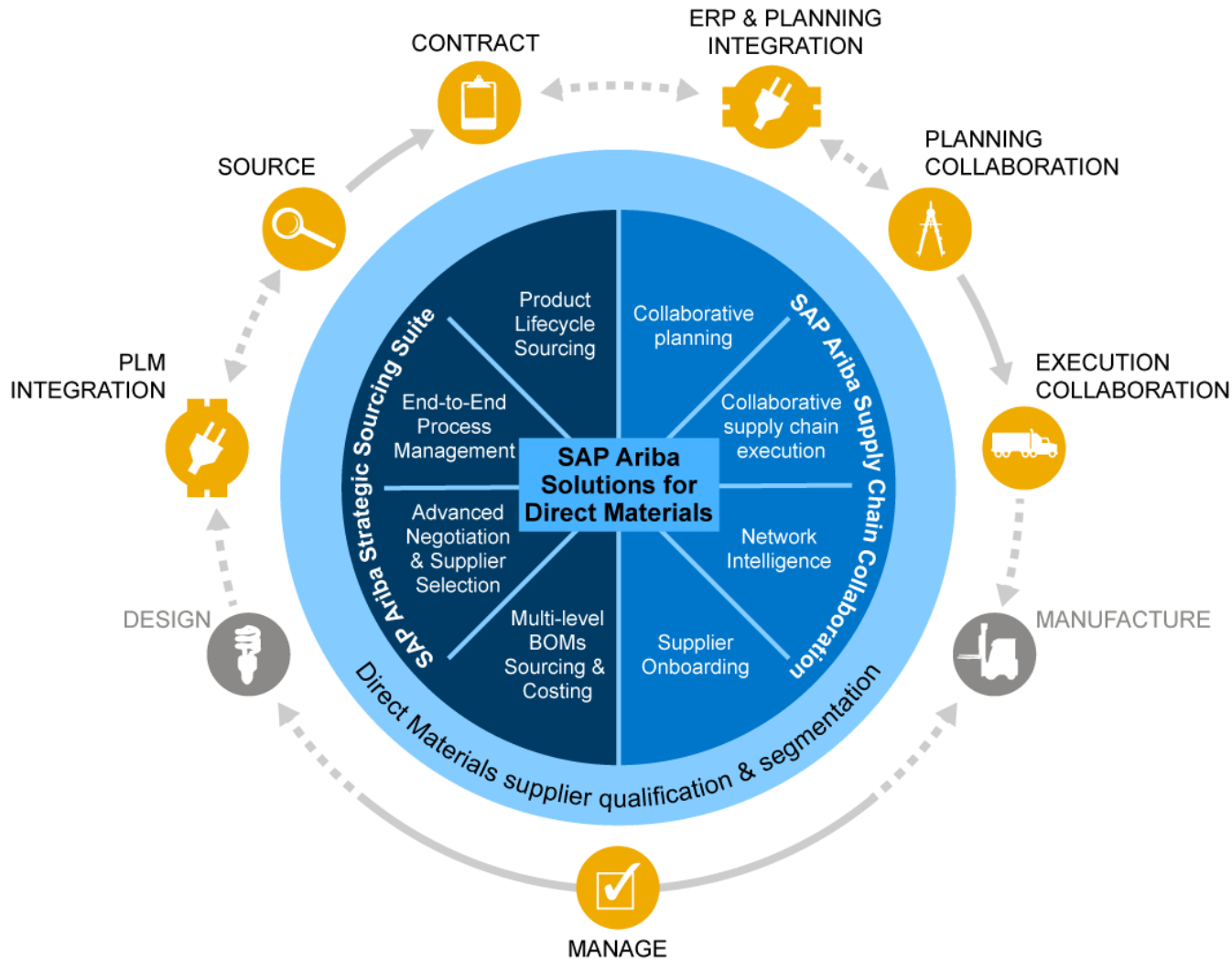
SHIP FROM 567 Somestreet Arkansas City, AR 71630 USA	SHIP TO 123 Anystreet Sunnyvale, CA 94089 USA
---	--

Open integration framework

Integration with your existing IT environments

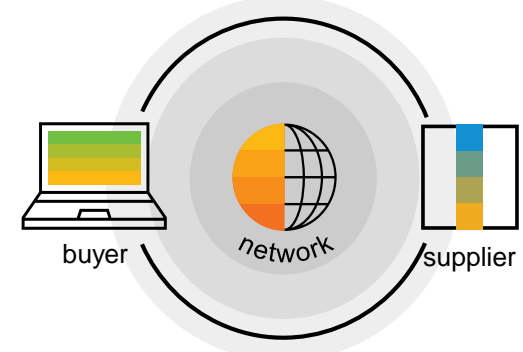


SAP Ariba is making significant investments in streamlining direct materials source-to-pay processes



One network to simplify Supply Chain Collaboration

Supply chain collaboration in real time



Faster response to manage inventory levels and fill rates



Easy onboarding with minimal IT costs



Improved compliance with standards-based and open electronic communications



Simplifies interactions and transactions – connect once, collaborate with many



Network intelligence, reporting, and analytics on supply chain metrics



Early Adoption in key industries

ULTA Beauty

80% of merchandise vendors are live
Exchange of all EDI transactions –
PO, PO confirmation, ASN, and invoicing
Significant efficiency in accounts payable
department

\$90B High Tech OEM

Ariba Design Partner
Evolving from a forecast-and-allocation-driven
model to **demand-driven** fulfillment pull
model to provide **guaranteed availability**
of end product

Gartner ranked SAP as the **overall leader** in worldwide supply
chain management and supply chain planning.

Source: “Market Snapshot: Supply Chain Management Software, Worldwide,” Gartner, 2013.

1.55 million
registered users

Thank you.

Contact information:

Mugdha Walawalkar

Solution Consultant

Toronto, Ontario

416-274-5131

Alexander Volkel

Senior Solution Consultant

Toronto, Ontario

905-599-1100

Appendix

Summary of Key Innovations

Improving Collaboration in the Direct Material Supply Chain

Collaboration	Benefits
Purchase Order <ul style="list-style-type: none">• Delivery Schedule Support• Direct Material/Retail Extensions• Return PO Support• Multi-Tier Order and Shipment Visibility• Ship Notice/Confirmation Due Lists	<ul style="list-style-type: none">• Streamline PO's by adding multiple delivery schedules per line item• Supports critical extensions like Packaging Information, Batch, Retail Industry Specific content.• Supports Return Purchase orders process along with capabilities for Return Ship Notice and Credit Memo• Supports Visibility to intermediate tiers of inbound orders and shipments for Drop ship scenarios.• Ability to communicate Order Priorities and Inventory buffer status• Transparent views of outstanding orders or shipments due , Ease of use with mass processing capabilities
Scheduling Agreement Release <ul style="list-style-type: none">• Forecast & JIT Releases	<ul style="list-style-type: none">• Suppliers gains transparency into longer term demands of their customers to plan accordingly and respond to short term firm demands.• Provides efficient way of communicating plan driven demand in repetitive mass manufacturing environments compared to Discrete PO's.
Contract Manufacturing	<ul style="list-style-type: none">• End to End Visibility of Subcontracting process such as physical component movement and component consumption along with Batch recording capability for finished products and components.
Consignment	<ul style="list-style-type: none">• End-to-end support of consignment procurement through settlement process.• Consignment Inventory Movement visibility allows suppliers to trigger replenishments and invoicing as needed.
Forecast Collaboration	<ul style="list-style-type: none">• Early visibility of net demand• Forecast commit process, Including Buyer Views• Helps Suppliers Plan capacity in advance and Buyers to ensure continuity of supply.
Quality Collaboration	<ul style="list-style-type: none">• Closed loop Quality Collaboration Process between trading partners• Helps in enforcing compliance and regulations
Supply Chain Exception Monitor/SCM Mobile	<ul style="list-style-type: none">• Dedicated views for buyers and planners to monitor supply chain exceptions• Reduces supply chain disruptions

SAP Ariba Supply Chain Collaboration

Product road map overview – key themes and capabilities – 2017

FUTURE PLANS: Subject to change

Q1 – Recent Innovations*

- Supply chain mobile app for buyers
- Supply chain collaboration dashboards
- Quality collaboration

2017
Planned**

Q2

- Supplier-managed inventory (SMI) collaboration
- Dashboard usability improvements
- Order Confirmation approval
- Reporting

Q3

Usability

- Supply chain intelligence (e.g., perfect order KPI)
- Quality collaboration enhancements
- SMI Enhancements
- Forecast collaboration enhancements

Q4

Usability

- Additional supply chain intelligence
- Items to confirm enhancements
- Download for Inventory

Quality Collaboration

INSPECTION

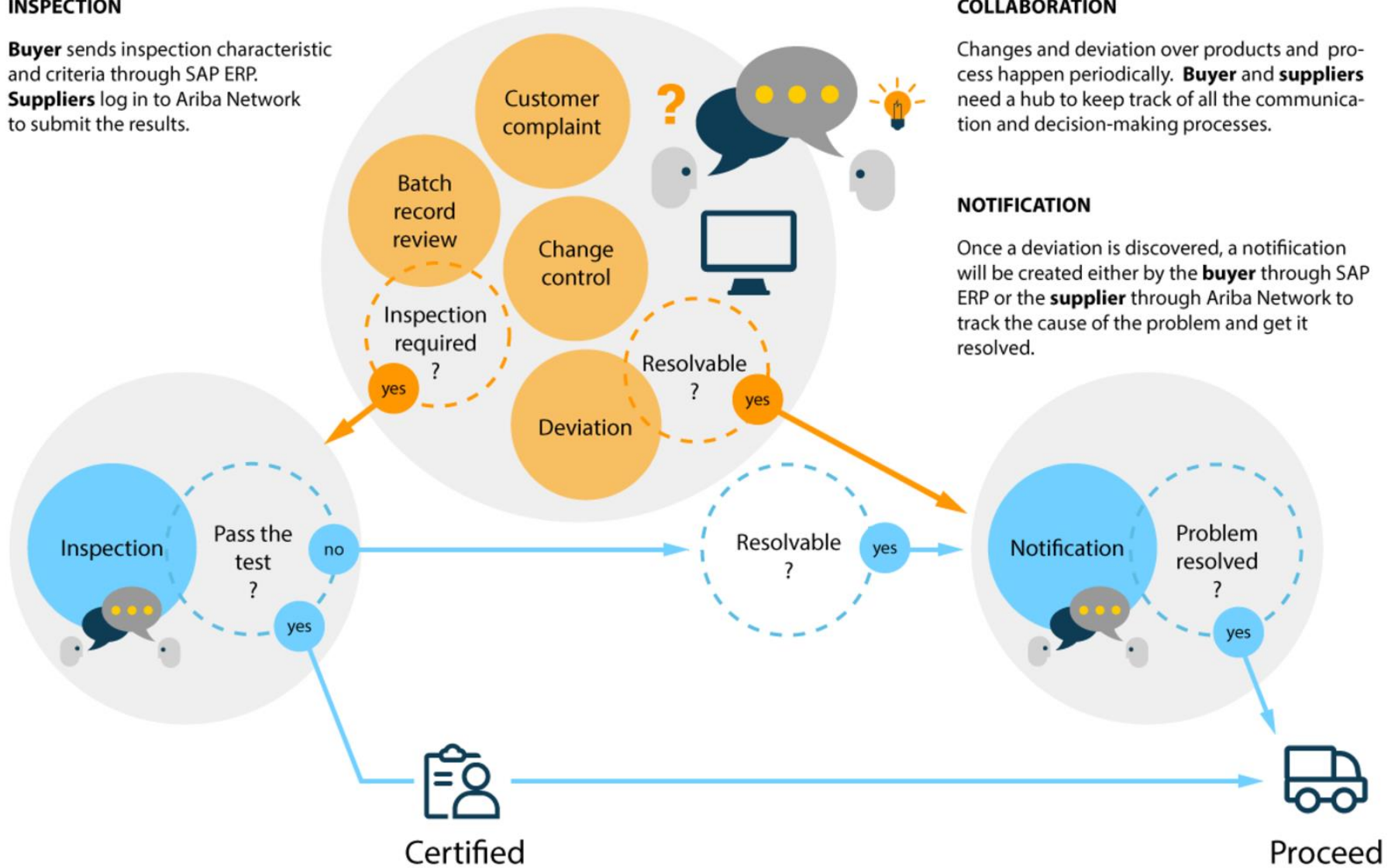
Buyer sends inspection characteristic and criteria through SAP ERP.
Suppliers log in to Ariba Network to submit the results.

COLLABORATION

Changes and deviation over products and process happen periodically. **Buyer** and **suppliers** need a hub to keep track of all the communication and decision-making processes.

NOTIFICATION

Once a deviation is discovered, a notification will be created either by the **buyer** through SAP ERP or the **supplier** through Ariba Network to track the cause of the problem and get it resolved.



Complex retail supply chains inhibit visibility into supply

More outsourcing

More trading partners

More tracking

More geographies

More technologies



MORE

outsourcing | trading partners | tracking | geographies | technologies

Poor visibility challenges buyers and suppliers alike

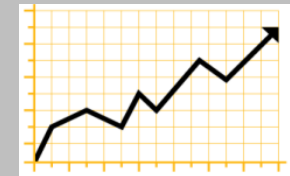
For Buyers

Risk of excess safety stock or poor fill rates

High cost of supplier onboarding

Inefficient outdated collaboration platforms and manual processes

Lack of intelligence to assess supplier performance



For Suppliers

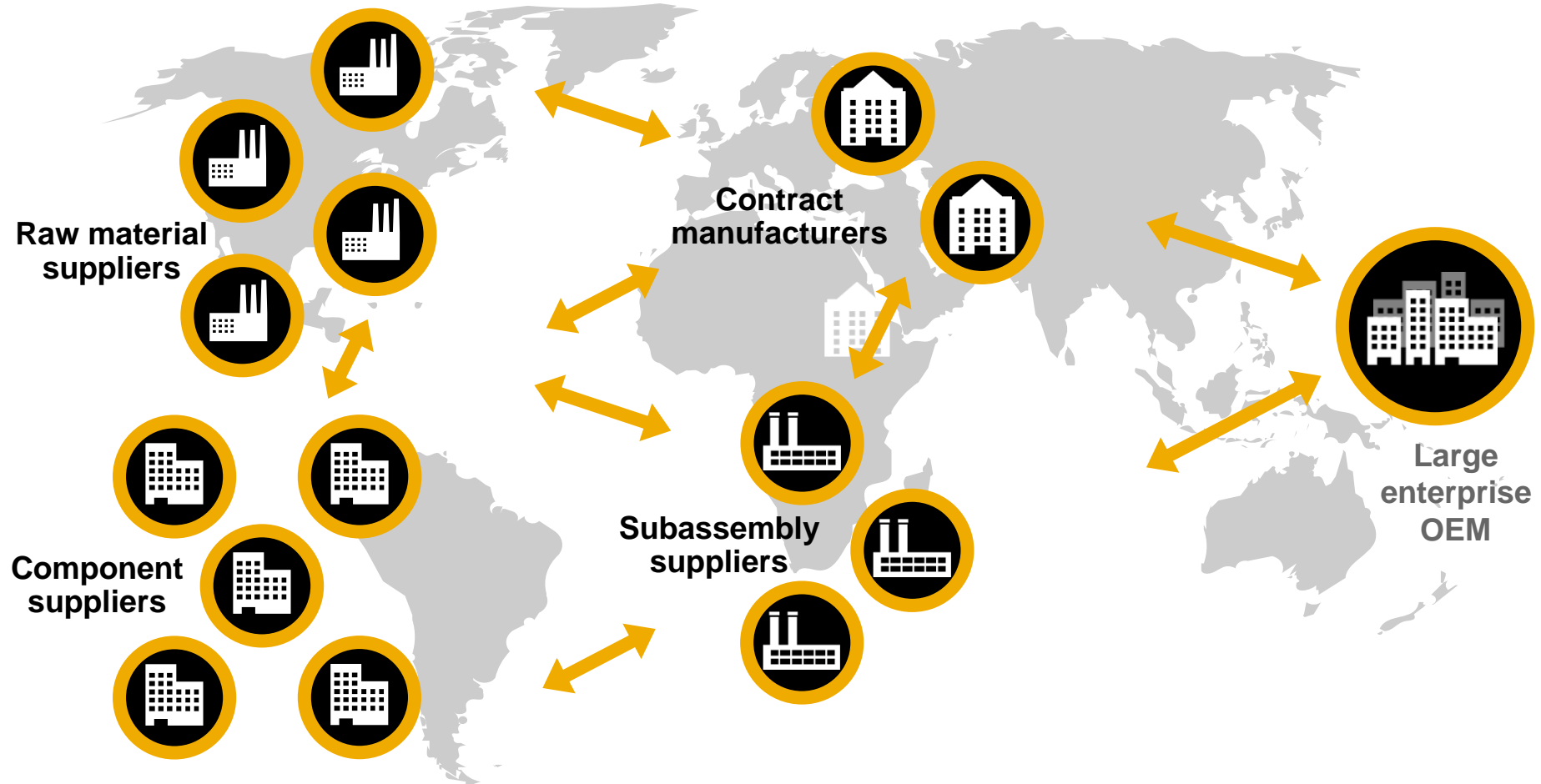
Risk of overages and shortages of inventory

High IT costs and risks for onboarding and using multiple point solutions

Manual collaboration and multiple collaboration systems impact productivity

Complexity assessing performance and service levels

Complex manufacturing supply chains inhibit visibility into supply – change title



MORE

outsourcing | trading partners | tracking | geographies | technologies

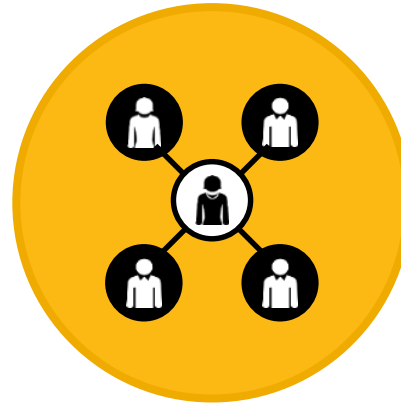
What if you could...

**Onboard
Efficiently**



Embedded supplier enablement services

**Collaborate
Broadly**



End-to-end process orchestration on a single business network

**Access
Actionable Intelligence**



Network intelligence, data, and insights

...and increase visibility in your supply chain

SAP Ariba Supply Chain Collaboration

Brings visibility and efficiency to Direct Materials Procurement for manufacturing

Your Company



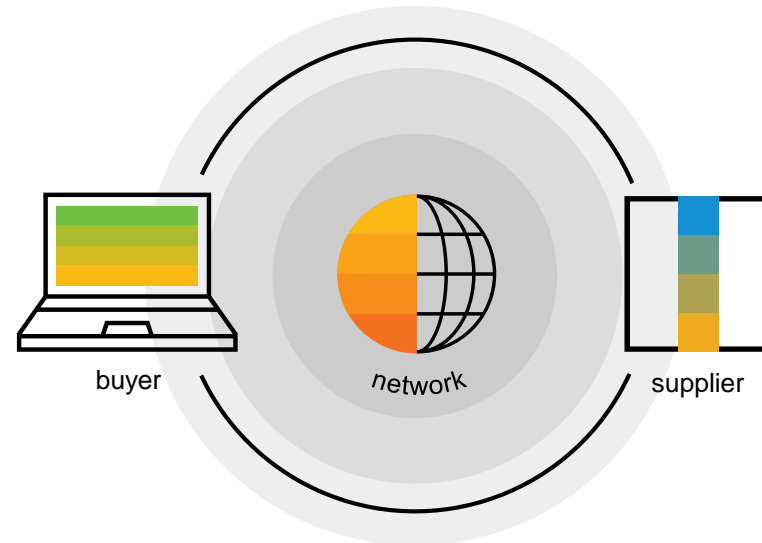
Industrial manufacturer



Automotive manufacturer



Consumer packaged goods company



Your Trading Partners



Contract manufacturers



Component suppliers



Subassembly suppliers



Raw material suppliers



Distribution centers



Logistics providers

- Collaboration simplicity with a single business network
- Embedded supplier onboarding services
- End-to-end process orchestration to validate and enforce compliance
- Network intelligence, data, and insights to reduce supply chain risk
- World's largest network of direct materials trading partners

SAP Ariba Supply Chain Collaboration

Brings visibility and efficiency to merchandise procurement

Your Company



Grocery retailer



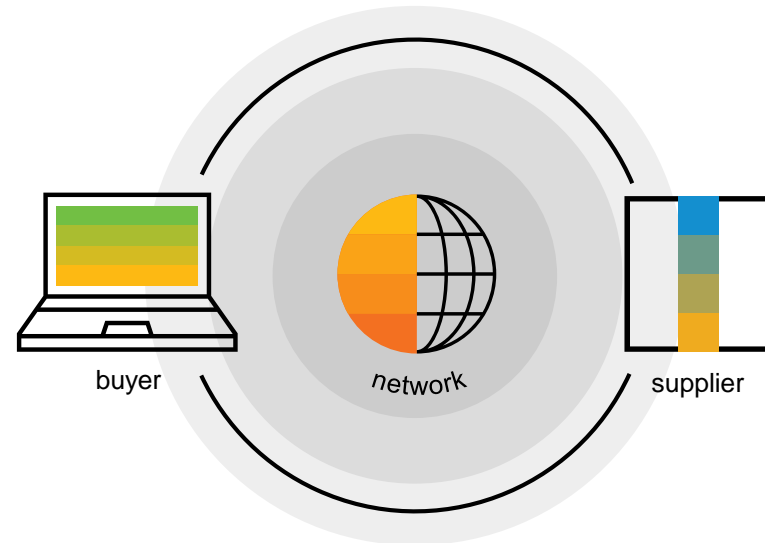
Clothing retailer



Electronic retailer



Home goods retailer



- Collaboration simplicity with a single business network
- Embedded supplier onboarding services
- End-to-end process orchestration to validate and enforce compliance
- Network intelligence, data, and insights to reduce supply chain risk
- World's largest network of direct materials trading partners

Your Trading Partners



Packaging suppliers



Consumer packaged goods suppliers



Brand owners



Distributors and wholesalers

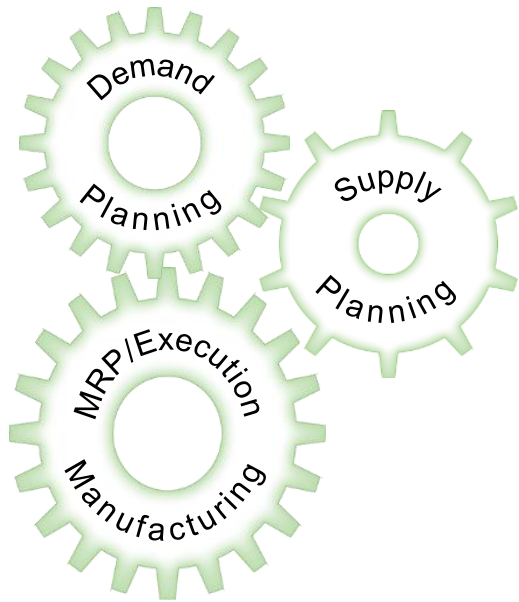


Distribution centers

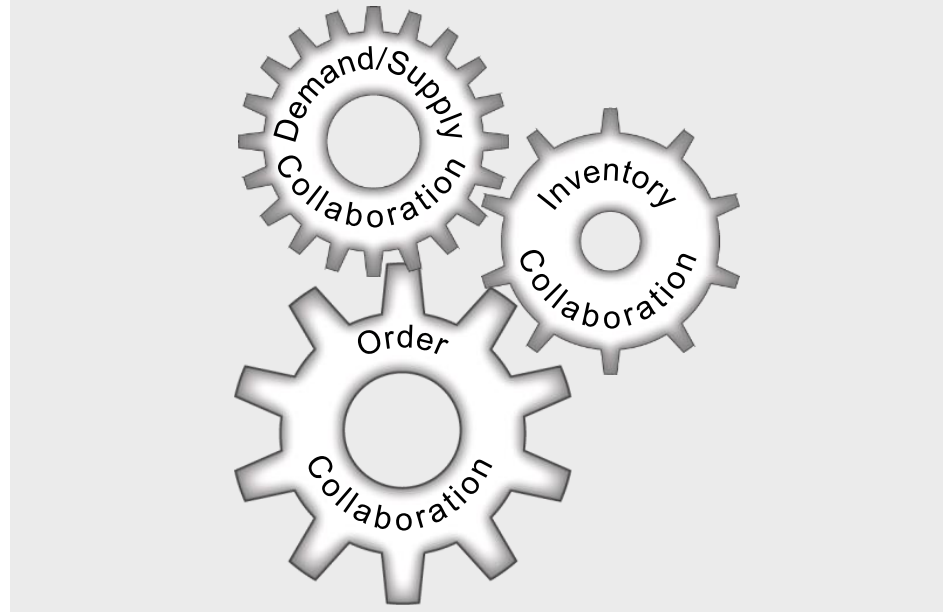
SAP Ariba Supply Chain Collaboration

Extends your direct materials optimization and execution solutions to enable collaboration with your trading partners

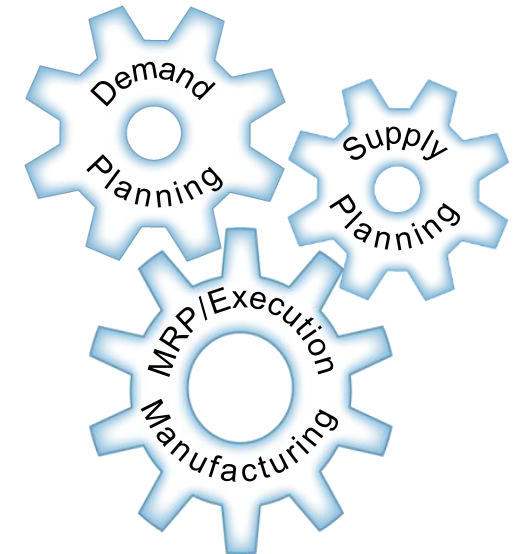
Buyer's Internal Processes



Direct Collaborative Processes with SAP Ariba Supply Chain Collaboration



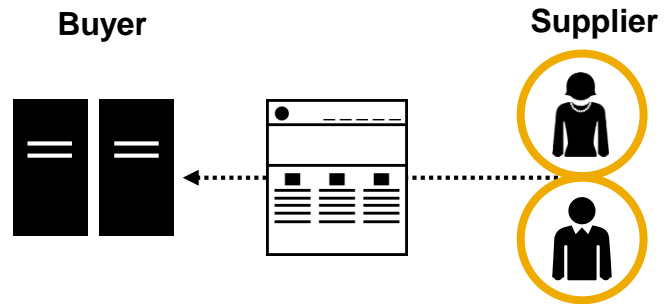
Supplier's Internal Processes



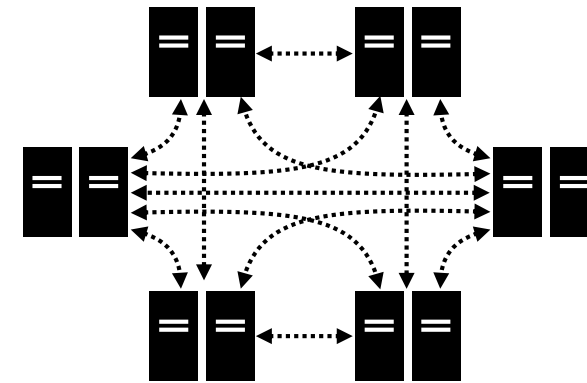
- Gain early visibility into potential supply disruptions
- Reduce inflexible point-to-point solutions and manual portals
- Benefit from better integration and comprehensive road map

Options for Supply Chain Collaboration

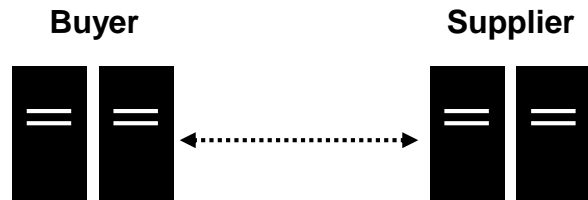
Enterprise Portals



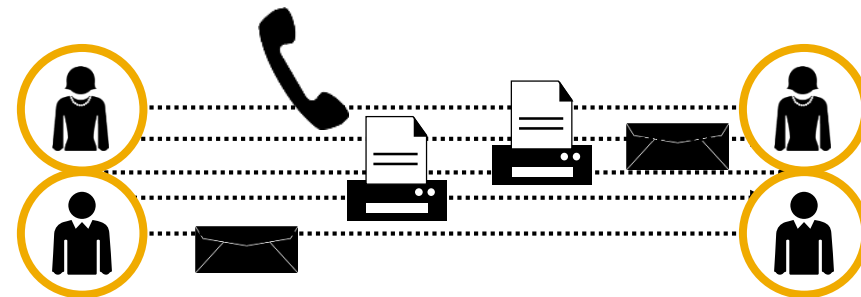
EDI VAN's



Direct Connect

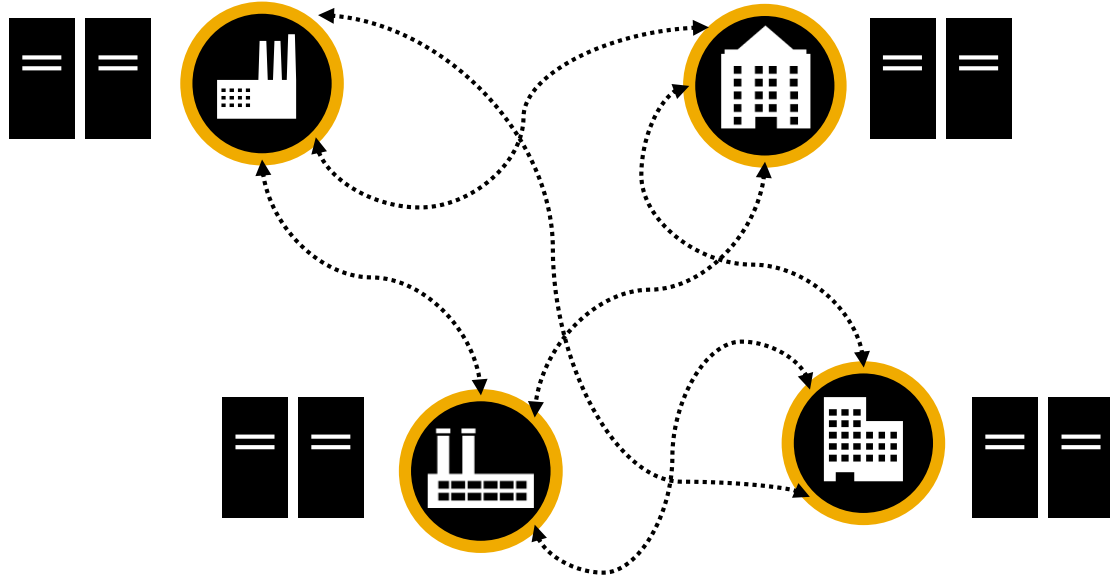


Do Nothing/Manual



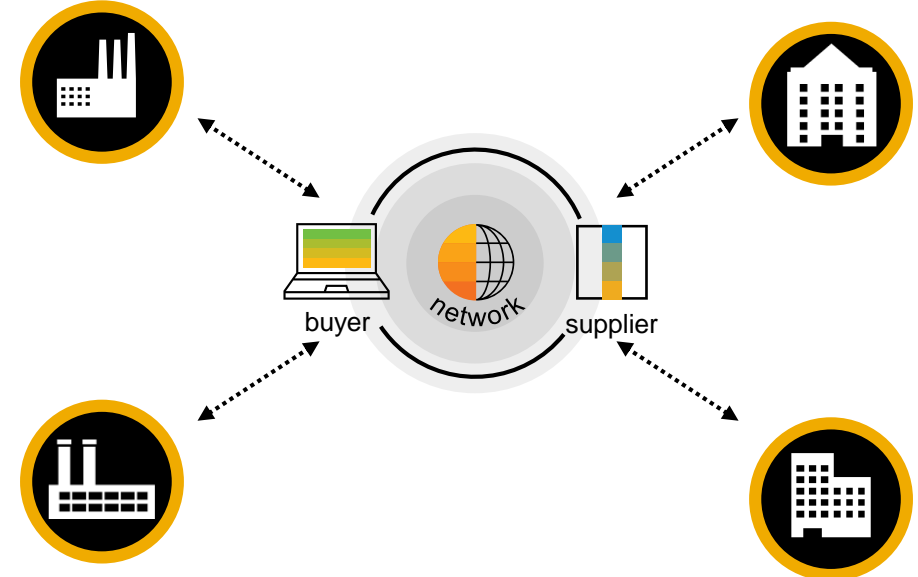
What Makes a Business Network Different from EDI?

Intelligence and flexibility



EDI or One-to-One Integration

- Processes customized for each trading partner
- EDI formats and connectivity standards
- No business logic
- No aggregated data content or history



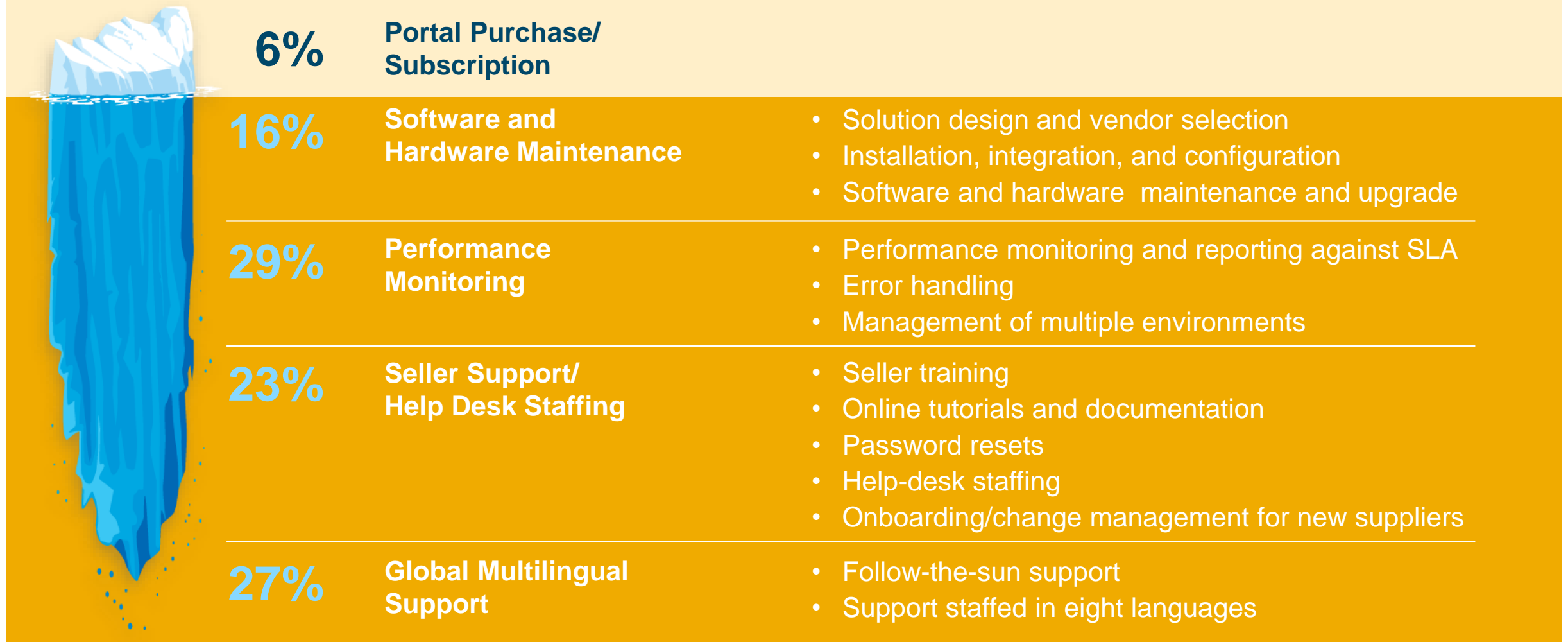
Business Networks

- Standardized processes
- Multiple connectivity options
- Configurable rules and business logic
- Community intelligence

What makes a business network different from a portal?

No hidden costs

Hidden Costs of Deploying and Maintaining a Supplier Portal



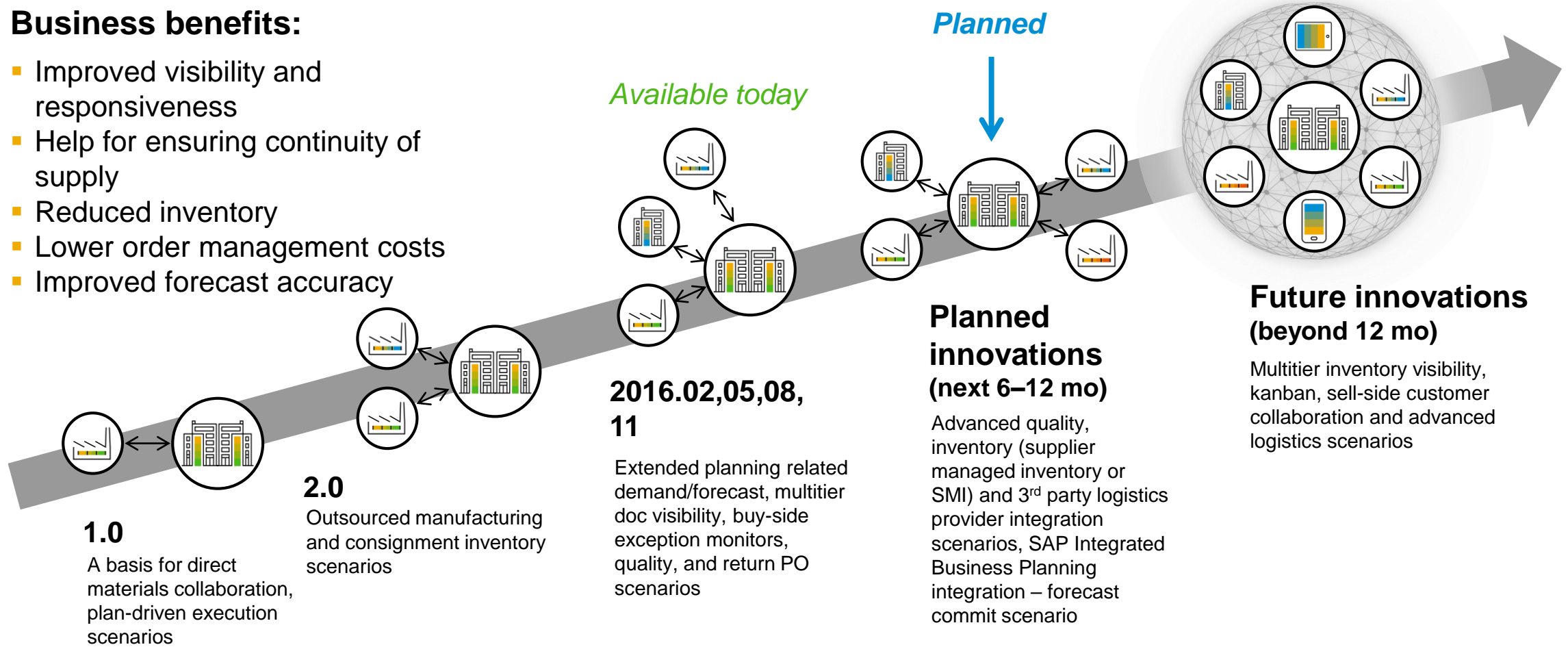
SAP Ariba Supply Chain Collaboration journey

Future plans: Subject to change

Value levers at each stage

Business benefits:

- Improved visibility and responsiveness
- Help for ensuring continuity of supply
- Reduced inventory
- Lower order management costs
- Improved forecast accuracy



Supply Chain Collaboration Dashboard for Proactive Exception Management

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Buyer

- Forecast/Demand
- Order/Subcontract PO
- Change Order
- Goods Receipt Notice

Exception Dashboard

- Forecasts Exceptions
- Order Exceptions
- Cumulative Demand and Supply Views

Trading Partner

- Forecast Commit
- PO Confirmation
- Change Order Confirmation
- Advance Ship Notice

Capabilities

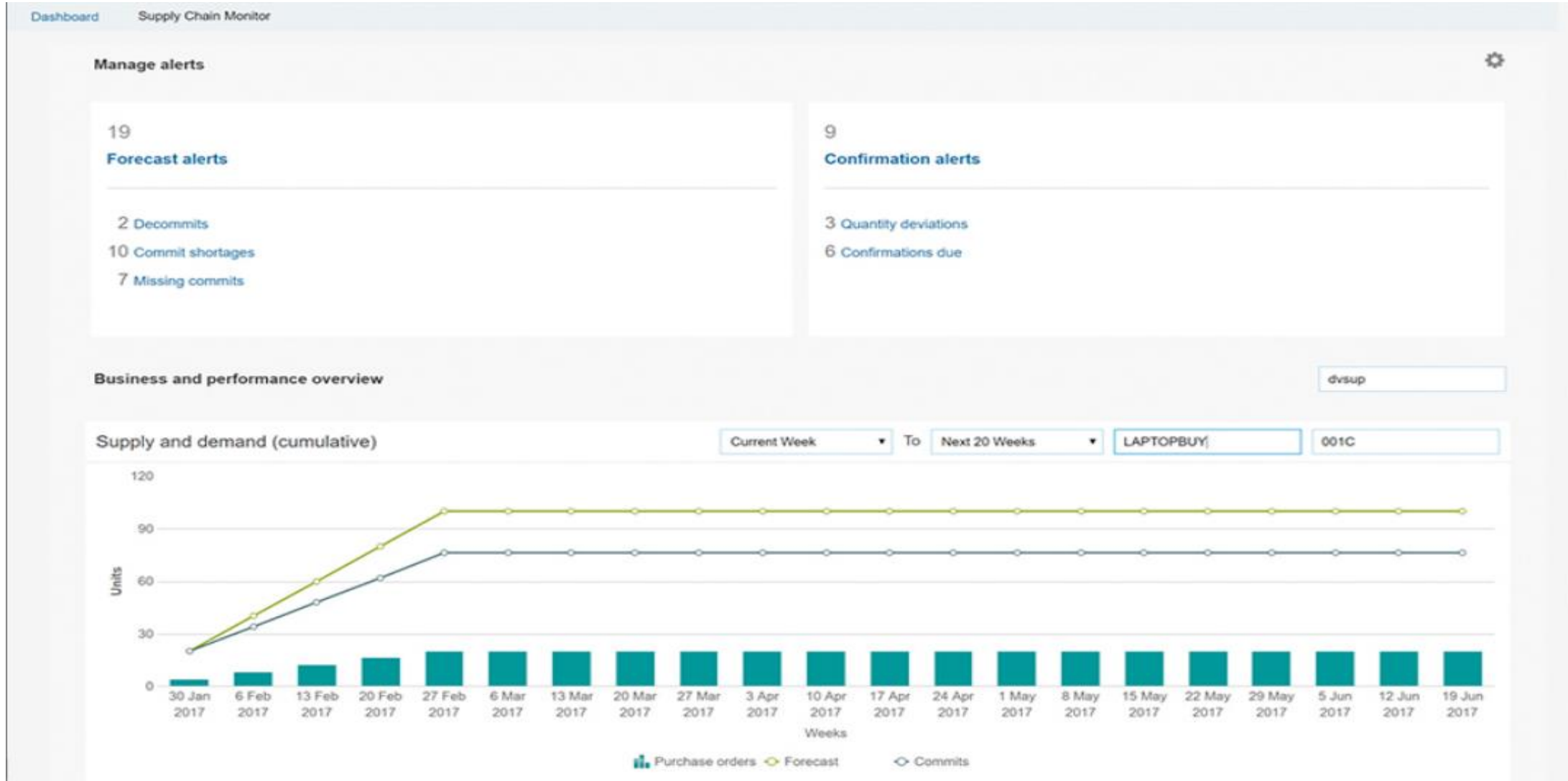
- Proactive exception alerts flagging potential issues
- Configurable inter-company business rules
- Aggregation of key supplier and supply chain intelligence

Benefits

- Obtain real-time status information
- Measure trading partner performance
- Prevent potential supply chain disruptions

Supply Chain Collaboration Dashboard for Proactive Exception Management

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration



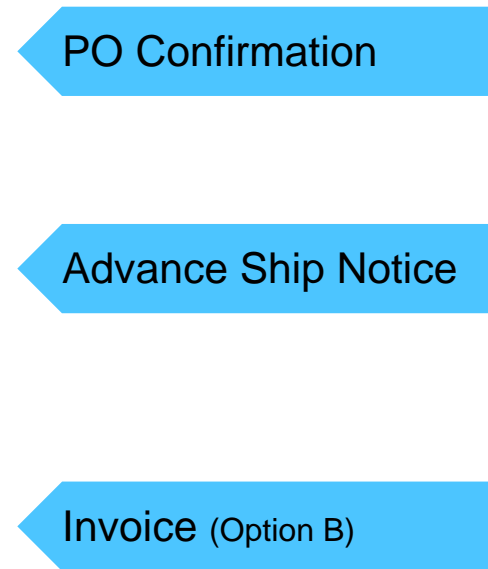
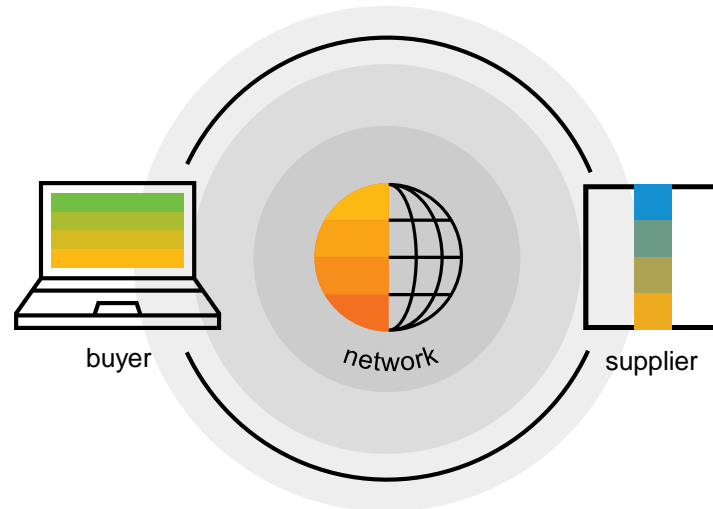
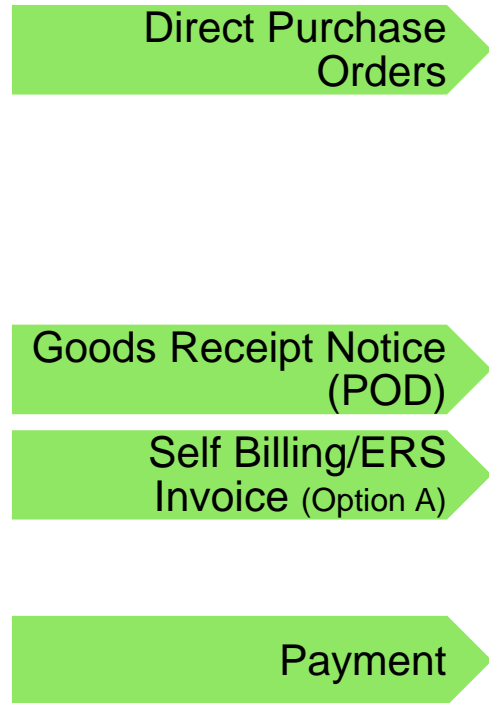
Direct Purchase Order Collaboration Process

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Buyer

Supplier / Contract Manufacturer

Capabilities



- Ability to communicate granular demand by multiple dates and quantities
- Facilitates efficient order fulfilment process to meet repetitive manufacturing requirements
- Hundreds of fields supporting direct materials

Benefits

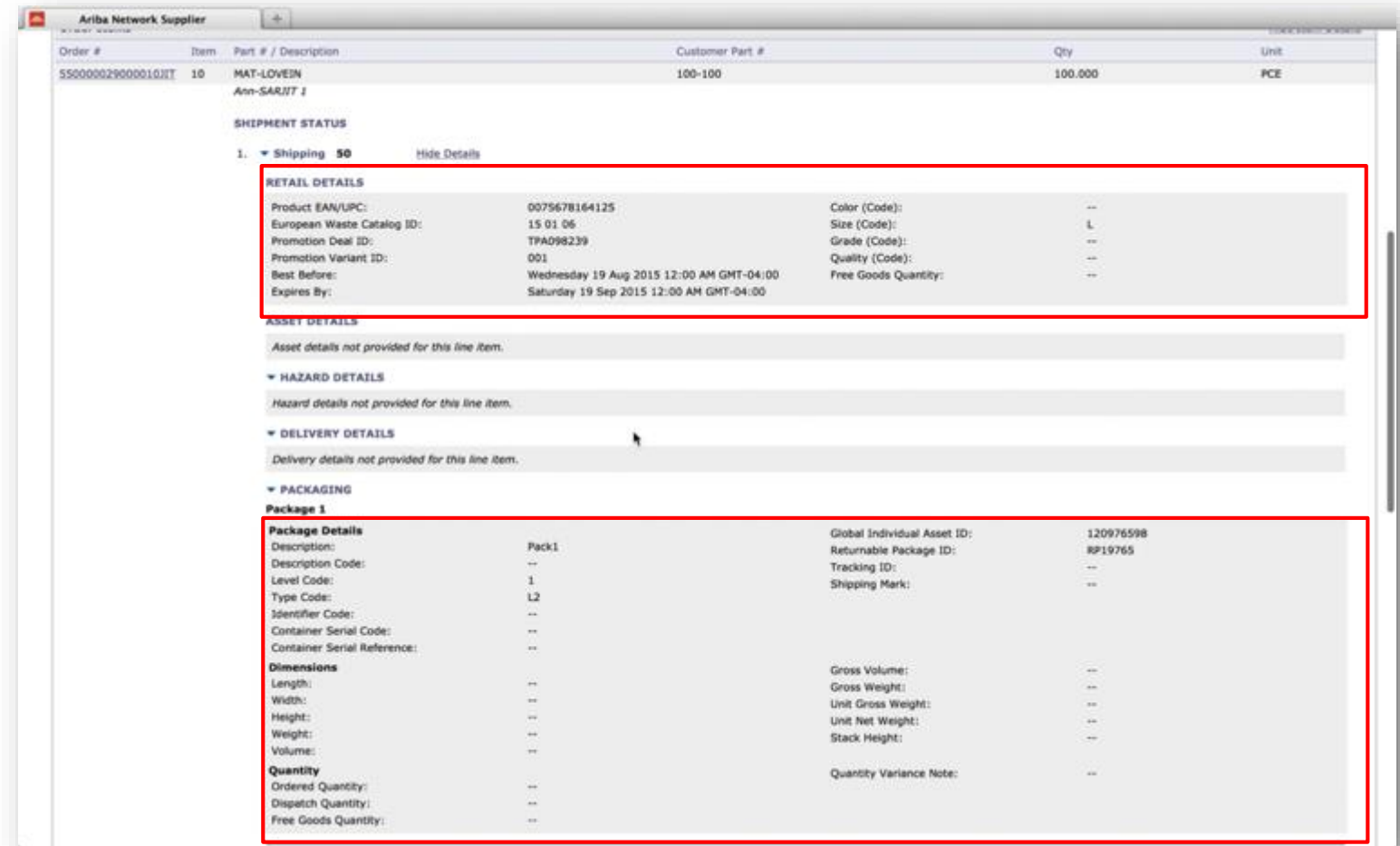
- Obtain real-time status information
- Improve visibility into availability of supply
- Provide suppliers with greater transparency for into longer term and near-term demands of their customers

Manage Complex Requirements with Purchase Order Extensions

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

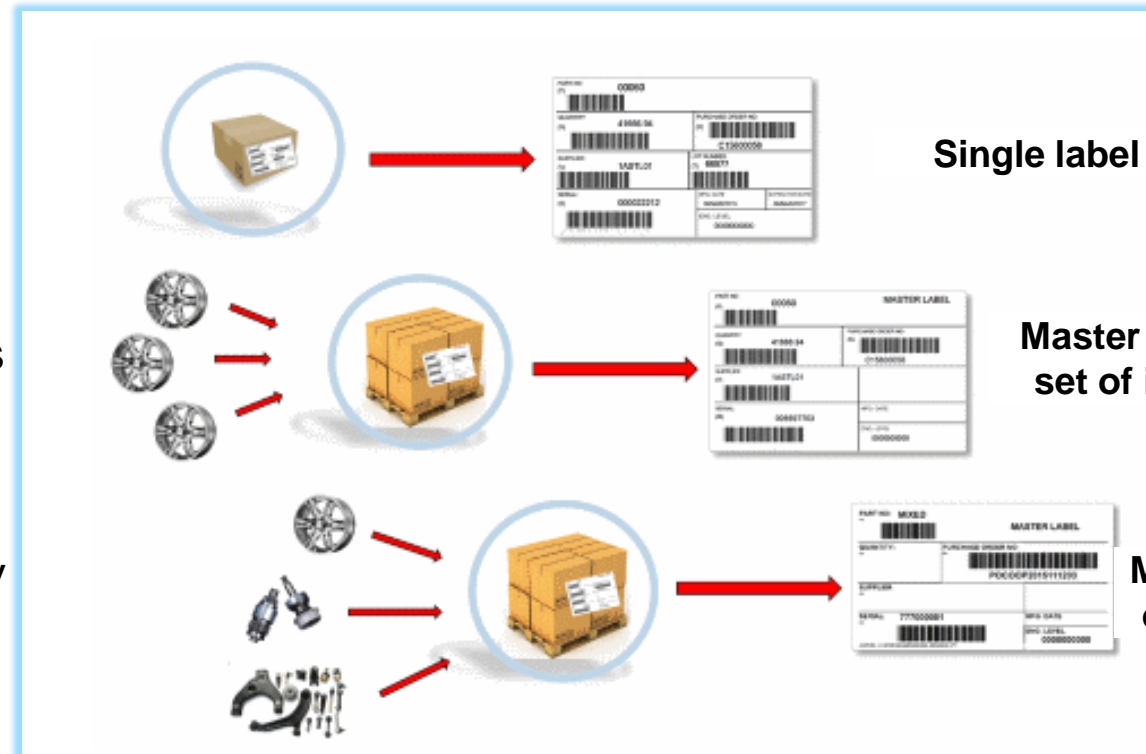
Industry Specific Extensions

- 100 new direct material fields that support direct material processing
- Additional product characteristics such as promotional deal ID, size quality, grade, color, etc.
- 38 fields for product packaging such as container serial code, shipping mark, length, weight, etc.
- Suppliers can view and edit these fields when processing purchase orders, ship notices and invoices



Print Barcode Labels Directly from Ship Notices

- Seller can create barcode labels to speed up their shipping processes and increase accuracy
- Buyers can implement the layout on suppliers' behalf to reduce error rates and handling costs
- Industry-specific scenarios are available to meet your specific supply chain needs



Single label per item

Master label grouping a set of items in a pallet

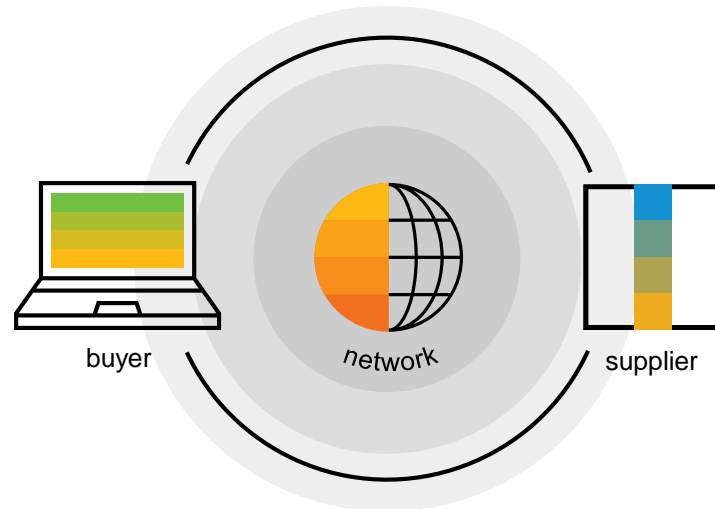
Mixed label grouping a set of mixed items in a pallet

Return Purchase Order Collaboration Process

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Buyer

- Return Purchase Order
- Return Ship Notice
- Goods Return Posting



Supplier / Contract Manufacturer

Capabilities

- Ability to handles based on Return PO's

Benefits

- Facilitates efficient order return process with Direct Material suppliers

SAP Ariba Supply Chain Collaboration

Multi-Tier Order Collaboration

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Value to the customer/supplier

Current business challenge

Lack of end-to-end visibility and collaboration in a multi-tier environment

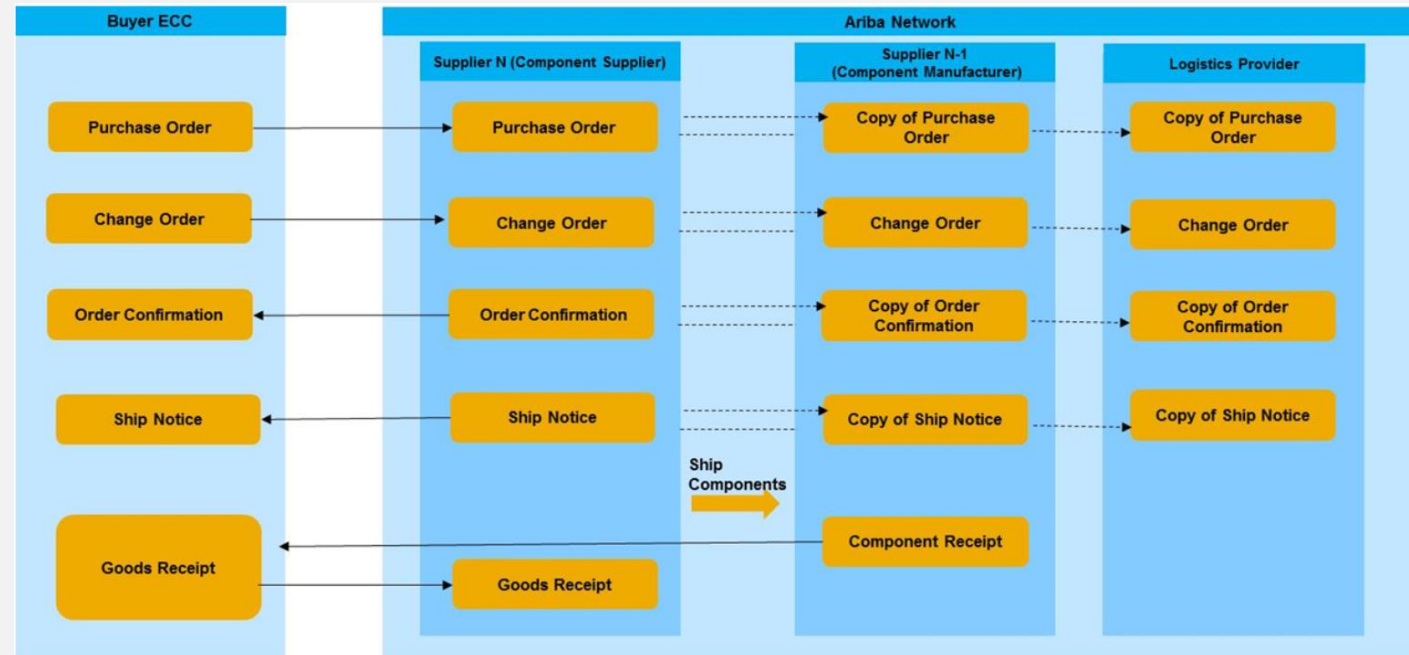
Business benefits

- Ariba Network will allow the ability for Tier managed Suppliers to receive the copy of the PO and the ASN
- Ariba Network will allow the Tiered Supplier to post Goods receipt on receipt of an ASN
- Ariba Network will provide special UI to manage the Multi-Tier Documents

Industries/Coverage

- All industries

Solution



Key features

- provide a new role to allow Suppliers to View Multi-Tier documents
- A new Tab is introduced to display Multi-Tier PO 's which are created based on the Copy document.
- No Invoice, ASN, Order Confirmations shall be possible on the copy PO
- Enable post Component Receipt based on the PO and ASN (incl. multi selection) reference
- OC or ASN posted from the Tier (n-1) supplier will be displayed against the Copy PO for the Tier n supplier as related document
- Create Reversal of Component Receipt from Receipt list page (cancellation of receipt document)

Schedule Agreement Release Collaboration

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Buyer

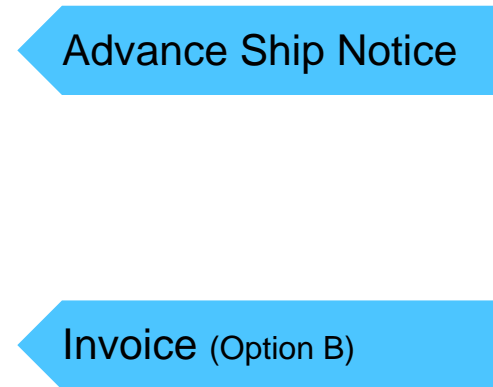
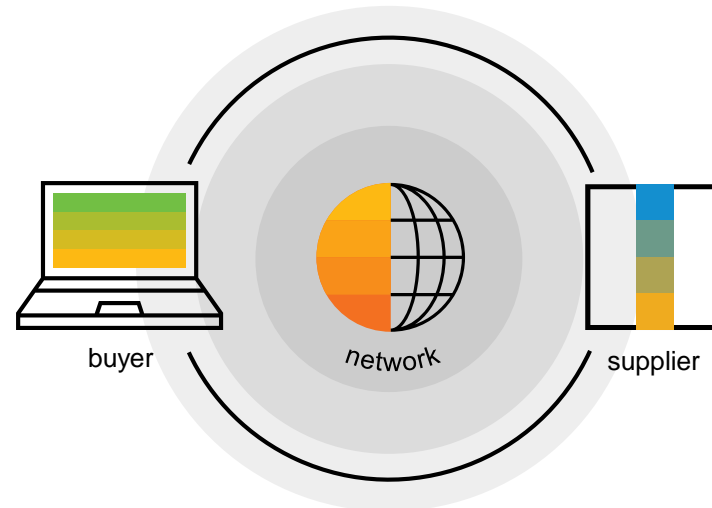
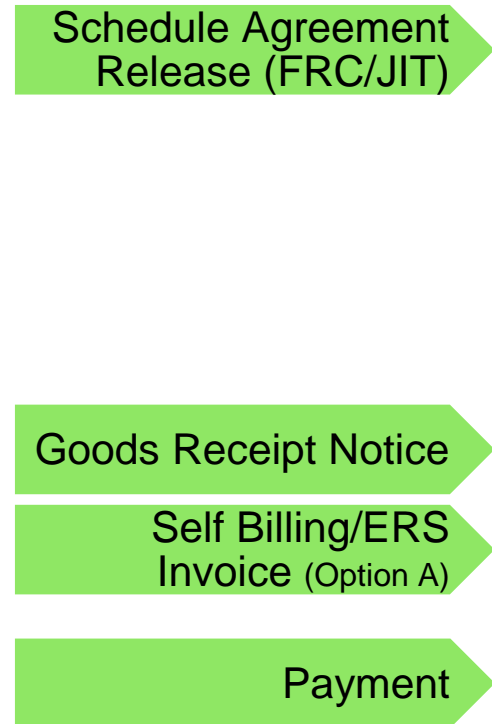
Supplier / Contract Manufacturer

Capabilities

- Extends rolling delivery schedules to suppliers
- Indicates the degree to which the lines of schedule are binding

Benefits

- Improved visibility into availability of supply
- Greater transparency for suppliers into longer term and near-term demands of their customers
- Flexible invoicing options, including self-billing and supplier-generated invoicing



Communicate On-Going Demand with Scheduling Agreement Releases

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Create rolling delivery schedules to indicate the degree to which the lines of schedule are binding:

- Firm zone (go-ahead for production). This is firm and fully binding
- Trade-off zone (go-ahead for procurement of input materials). If you cancel, the vendor is only entitled to charge for material costs
- Planning Zone (forecast)

The screenshot displays the SAP Scheduling Agreement Release History interface. It includes the following sections:

- Release Information:** Release Type: JIT, Customer: sapnw03b, Scheduling Agreement ID: 5500000290.
- Releases Table:**

Version	Previous Shipping Notice #	Previous Received Qty (Unit)	Cumulative Received Qty (Unit)	Submitted On
3			0 (PCE)	20 Aug 2014 6:10 AM EDT
2			0 (PCE)	20 Aug 2014 6:10 AM EDT
1			0 (PCE)	20 Aug 2014 6:10 AM EDT
- LINE ITEM Table:**

Line #	Part # / Description	Qty (Unit)	Cumulative Received Qty (Unit)	Cumulative Shipped Qty (Unit)
10	MAT-LOVEIN Ann-SARJIT 1	100.000 (PCE)	0.000 (PCE)	100 (PCE)
- RELEASE INFORMATION:**
 - End of Firm Zone: 30 Aug 2014 6:10 AM EDT
 - End of Tradeoff Zone: 19 Sep 2014 6:10 AM EDT
- SCHEDULE LINES Table:**

Next Shipment	Delivery Date	Quantity (Unit)	Cumulative Scheduled Qty (Unit)	Commitment Level
	25 Aug 2014 2:30 PM EDT	100.000 (PCE)	100.00 (PCE)	Firm
	1 Sep 2014 2:30 PM EDT	100.000 (PCE)	200.00 (PCE)	Tradeoff
	8 Sep 2014 2:30 PM EDT	100.000 (PCE)	300.00 (PCE)	Tradeoff
	15 Sep 2014 2:30 PM EDT	100.000 (PCE)	400.00 (PCE)	Tradeoff
	29 Sep 2014 2:30 PM EDT	200.000 (PCE)	600.00 (PCE)	Forecast

SAP Ariba Supply Chain Collaboration

Contract Manufacturing Collaboration Process

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Buyer

Subcontract Purchase Order

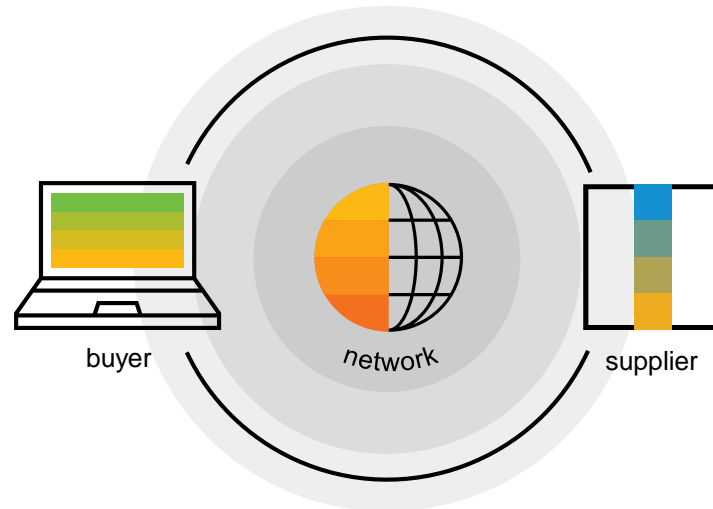
Component Ship Notice

Component Inventory Status

Goods Receipt Notice

Self Billing/ERS Invoice (Option A)

Payment



Supplier / Contract Manufacturer

PO Confirmation

Component Receipt Notice

Manufacturing Visibility **

Component Consumption Notice

Advance Ship Notice

Invoice (Option B)

Capabilities

- Informs CM about product ordered and components to be used
- Enables buyer and CM to share component consumption data

Benefits

- Allows buyer to leverage purchasing power while maintaining visibility and control into contract manufacturing process
- Improves visibility into availability of supply, inventory and production status
- Drives greater efficiencies between multiple supply chain parties

** B2B only, UI/Upload Planned in upcoming releases

Provide Manufacturing Partners with Components and Gain Visibility into Component Consumption

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Enables contract manufacturing processes utilizing components shipped by buyer

- Enables contract manufacturing partners to drill down into component lines from an assembly PO
- Allows buyers to ship components to contract manufacturers and gain visibility into usage
- Enables contract manufacturers to report receipt and consumption of components with relevant batch information, ensuring greater predictability of supply

Creation Date: 10 May 2016

Additional Fields
Comments:

Attachments
The total size of all attachments cannot exceed 10MB
Choose File No file chosen Add Attachment

Order Items [Hide Item Details](#)

Order ID	Item	Customer Part # / Description	Customer Batch #	Part #	Batch #
4500001119	10	RM1_PHONE_A RM1_PHONE_A			

Consumption is complete.

Components Consumed

Line	Customer Part # / Description	Customer Batch #	Part #	Batch #	Quantity	Unit
1	RM1_BOARD_A RM1 Board			B122121	100	EA
2	RM1_CASE_A RM1 Case			B122121	100	EA
3	RM1_CPU_A RM1 CPU			B122121	100	EA

Add Component Copy Order Quantities Clear All Quantities

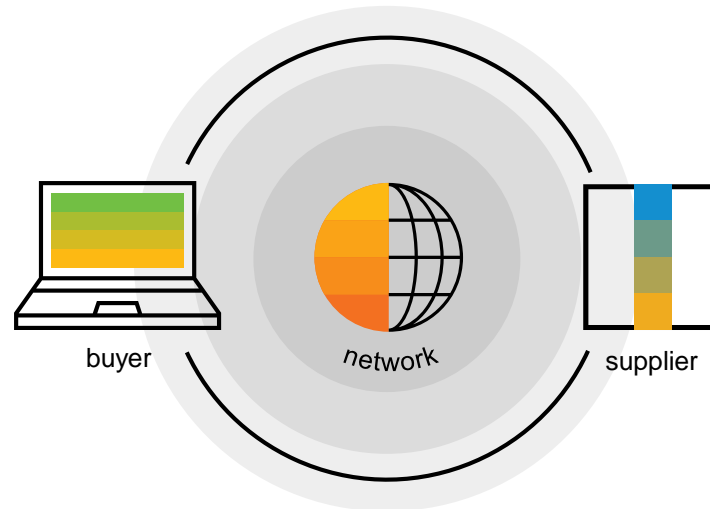
SAP Ariba Supply Chain Collaboration

Consignment Collaboration Process

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Buyer

- Consignment Purchase Order
- Component Stock Receipt Notice (POD)
- Consumption: Consignment Transfer
- Self Billing/ERS Invoice (Option A)
- Payment



Supplier / Contract Manufacturer

- PO Confirmation
- Advance Ship Notice
- Invoice (Option B)

Capabilities

- Provides suppliers with visibility to movements related to consigned inventory

Benefits

- Improves buyer cash flow and inventory turns by deferring transfer and payment of goods until they are consumed
- Minimizes risk of material stock-outs
- Reduces replenishment lead times

Consignment Movement Visibility

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Replenish and receive consignment inventory and transfer it to your stock as needed

- Obtain and share visibility into material movements with suppliers
- Signal change of ownership of inventory and settle payment to suppliers

Orders and Releases Component Inventory **Consignment Movements** Time & Expense Sheets Early Payments and Auctions More...

Orders and Releases

Orders and Releases **Items to Confirm** Items to Ship

▶ Search Filters

Items to Confirm		Total: 5						
Order Number	Item	Category	Part # / Description	Customer	Requested Qty	Unconfirmed Qty	Need By	Schedule Line
<input type="checkbox"/>	dmw-po-150	2	AX4518 BULLNOSE SHELVES 4 PK	ACME	1 (PK)	1 (PK)	1 May 2015	View Schedule Actions
<input checked="" type="checkbox"/>	4500002740	1	Consignment SII99825 Door Hinge	ACME	200 (PK)	200 (PK)	4 May 2015	View Schedule Actions

[Confirm Requested Quantities](#) [Confirm Entire Orders](#)

Consignment Movements

▶ Search Filters

Consignment Movements		Total: 1						
Customer	Part #/Description	Customer	Location	Movement Date	Movement Qty (Unit)	Amount	Settlement	Invoice #
<input checked="" type="checkbox"/>	I199825 Door hinge	ACME		30 Apr 2015	50 (EA)	\$2,000.00 USD	5100001350	

[Create Invoice](#)

Forecast Collaboration

Purchase Order and Schedule Agreement

Contract Mfg & Consigned Inventory

Forecast Collaboration

Quality Collaboration

Buyer

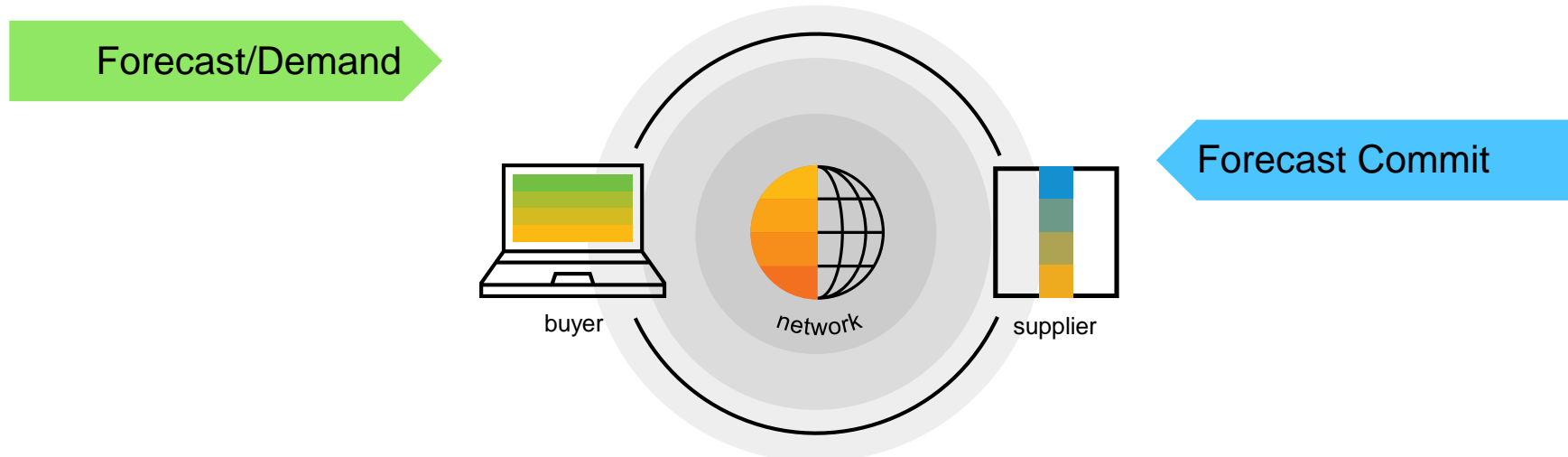
Supplier / Contract Manufacturer

Capabilities

- Collaboration on forecasting processes
- Configurable inter-company business rules

Benefits

- Aligns supply and demand planning over multiple time horizons
- Enables buyers and suppliers to identify potential shortages or overages and address them
- Ensures buyers and suppliers are aligned on material requirements over time, including frozen periods



SAP Ariba Supply Chain Collaboration

Forecast Visibility for Suppliers

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Provides time series view of forecast for suppliers.

Flexible UI supports

- Search Filtering
- Configurable Views
- Flexible Time Bucket Views
- Shows related Firm Orders
- CSV Download and Upload

The screenshot shows the SAP Ariba Collaborative Supply Chain interface. The top navigation bar includes 'HOME', 'INBOX', 'OUTBOX', 'PLANNING' (highlighted with a red box), 'CATALOGS', and 'REPORTS'. Below the navigation bar, there are tabs for 'Forecast' and 'Sales Report'. The main content area is titled 'Forecast' and contains a 'Search Filters' section with input fields for 'Customer' (filled with 'CM Buyer'), 'Customer Planner Code', 'Customer Part #', 'Supplier Part #', and 'Customer Location'. To the right of the search filters, there are options for 'Display Forecast By' (radio buttons for Day, Week, Month, Year, with 'Week' selected) and a 'From' date field (filled with '05/10/2016'). Below the search filters, there is a section titled 'CM Buyer Forecast' which contains a table with columns for 'Customer Part #', 'Supplier Part #', 'Customer Location', 'Lead Time', 'Unit', 'Last Modified', 'Actions', and a time series view for '9 May 2016' and '16 May 2016'. The time series view has columns for 'Forecast', 'Change', 'Committed', and 'Ordered'. Below the table, there are 'Download CSV' and 'Upload CSV' buttons. At the bottom, there is a legend for 'Lead Time' (blue square), 'Shortage' (grey square), and 'Surplus' (green square).

Customer Part #	Supplier Part #	Customer Location	Lead Time	Unit	Last Modified	Actions	9 May 2016				16 May 2016		
							Forecast	Change	Committed	Ordered	Forecast	Change	Committed
LAPTOP-100	SUP-LAPTOP-100	001C	7	EA	17 Apr 2016 11:23:04 AM		100	100					
RM1_PHONE_A	VEND_RM1_PHONE_A	0001	10	EA	15 Apr 2016 9:20:37 PM		170000	170000		150000	191000	191000	

SAP Ariba Supply Chain Collaboration

Forecast Commit by Suppliers

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Ariba Collabor
Forecast Commit ✕

Customer: CM Buyer

Customer Part #: RM1_PHONE_A

Supplier Part #: VEND_RM1_PHONE_A

Description: RM1 Phone

Lead Time: 10

Last Committed: 10 May 2016 5:50:48 PM

Inventory: EA

Comments:

Commit Horizon: 365 days.

Customer Planner: PERSON 1 (001)

Phone:

Email:

Customer Location: eCATT Plant

Ship To Location: hauptstrasse 124 Bayreuth

Forecast Select Month

Date	Forecast	Change	Availability	Committed	Upside	Previous Commit	Difference	Ordered
22 May 2016				<input type="text"/>	<input type="text"/>			
23 May 2016	232000	232000		<input type="text" value="200000"/>	<input type="text"/>		-232000	
24 May 2016				<input type="text"/>	<input type="text"/>			
25 May 2016				<input type="text"/>	<input type="text"/>			
26 May 2016				<input type="text"/>	<input type="text"/>			
27 May 2016				<input type="text"/>	<input type="text"/>			
28 May 2016				<input type="text"/>	<input type="text"/>			

« Page 4 »

SAP Ariba Supply Chain Collaboration

Forecast Visibility for Buyers

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

Value to the customer/supplier

Solution

Current business challenge

Ariba Network currently does not provide the visibility of this data to the Buyers.

Business benefits

- Prevent Buyer loosing the consolidated visibility of the true forecast that was shared to the Suppliers
- ERP system does not necessarily hold the forecast that was sent to the Suppliers, this will be covered by CSC view
- Buyers and Suppliers to view the same Data to collaborate and share the data.

Industries/Coverage

- All industries

The screenshot displays the SAP Ariba Forecast application interface. At the top, there is a 'Forecast' header. Below it, a 'Search Filters' section includes input fields for 'Supplier:' (containing 'csc-sup'), 'Planner Code:', 'Part #:', 'Supplier Part #:', and 'Location:'. To the right, there are radio buttons for 'Display Forecast By:' (Day, Week, Month, Year) and a 'From:' date field set to '05/25/2016'. 'Search' and 'Reset' buttons are located at the bottom right of the filter section.

Below the filters is a table titled 'csc-buy Forecast'. The table has columns for 'Part #', 'Supplier Part #', 'Location', 'Lead Time', 'Unit', 'Actions', and a grid for dates: '23 May 2016', '30 May 2016', and '6 Jun 2016'. Each date column is further divided into 'Forecast' and 'Ordered' sub-columns.

Part #	Supplier Part #	Location	Lead Time	Unit	Actions	23 May 2016		30 May 2016		6 Jun 2016	
						Forecast	Ordered	Forecast	Ordered	Forecast	Ordered
BPN-906	300-00-02	TKPRSTA	7	EA		100	30	50		60	
BPN-910	300-00-11	TKPRSTA	7	EA						700	
BPN-907	300-00-77	TKPRSTA	14	EA						700	
BPN-908	300-00-88	TKPRSTA	7	EA						700	
BPN-909	300-00-99	TKPRSTA	60	EA						700	
buy-bulb	sup-bulb	001C	7	EA		100					
buy-bulb-0	sup-bulb-0	001C	7	EA		100					
buy-bulb-1	sup-bulb-1	001C	7	EA		100					
buy-bulb-2	sup-bulb-2	001C	7	EA		100					
buy-bulb-3	sup-bulb-3	001C	7	EA		100					
buy-bulb-4	sup-bulb-4	001C	7	EA		100					

Key features

- Extend the Forecast Application to be displayed to the Buyer.
- Provide new role to allow SCM Buyer App to view Forecast Data
- A new List view to display the forecast Exceptions based on Forecast Commit horizon
- download and view the data per supplier.
- Adjust the Purchase Order data to show based on Material or Material/Plant
- Main screen supports personalization and Download of the data to Buyers

Quality Notification Collaboration

- Purchase Order and Schedule Agreement
- Contract Mfg & Consigned Inventory
- Forecast Collaboration
- Quality Collaboration

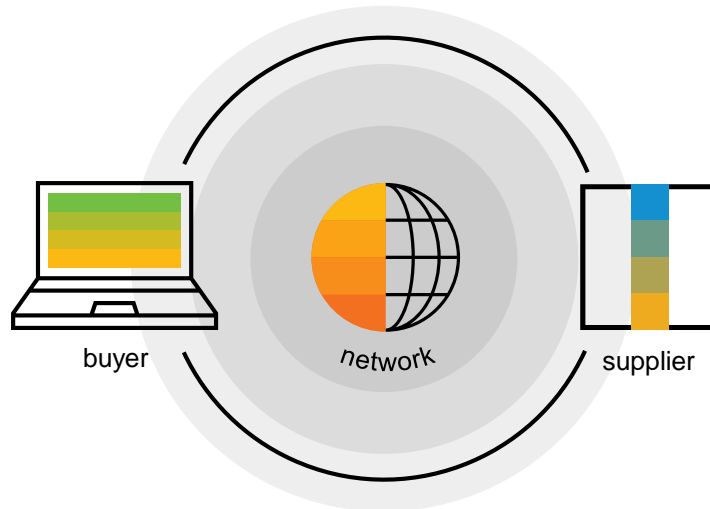
Buyer

Direct Purchase Orders

Goods Receipt Notice (POD)

Quality Notification Request

Quality Notification /Deviation Response



Supplier

PO Confirmation

Advance Ship Notice

Quality Notification Response

OR

Quality Notification /Deviation Request

Capabilities

- Joint record and resolution process for quality issues initiated by either trading partner
- Multiple quality notification types supported

Benefits

- Visibility into quality issues to drive quick resolution
- Transparency into rework or returns of non-compliant products
- Supply chain alignment on quality information and compliance

SAP Ariba Supply Chain Collaboration

Quality Collaboration – Supplier View

Ariba Collaborative Supply Chain

HOME INBOX OUTBOX **QUALITY** PLANNING CATALOGS REPORTS

Quality Notifications

Quality Notifications Draft

Search Filters

QN ID	Priority	Status	Supplier action	Subject
4532435456	Urgent	New	Pending	Lorem ipsum adipiscing elit
5454354635	Critical	New	Pending	Ut enim ad m exercitation
4545354534	High	New	Pending	Laboris nisi u
2432856746	Low	New	Pending	Lorem ipsum adipiscing elit
3453218789	Urgent	New	Pending	Ut enim ad m exercitation
5665882456	High	New	Responded	Laboris nisi u consequat
4532435456	High	In progress	Responded	Lorem ipsum adipiscing elit

Ariba Collaborative Supply Chain

Company Settings Stephan Hetzer Help Center >>

Quality Notification: QN_123456 Edit

Detail Defect (2) Partner Info History

Status: New

Customer:	ABC Company	Quality notification number:	F3453556657
Customer location:	Austin TX	Ref. QN number:	A3453GTH125
Part no. and description:	64534546 button	Purchase order no.:	PO545356
Customer part number:	4512	Purchase order line item no.:	POL9533234
Revision level:	A001	Ship notice no.:	SN545435
Quality notification type:	Cosmetic	Ship notice line item no.:	SNL877224
Priority:	High	Subcontracting component:	No
Category:	Cosmetic	Customer batch:	KL45342
Subcategory:	Color doesn't match	Supplier batch:	AH43451
Malfunction start date:	July 28, 2016	Serial number:	YER35922ZXE35345
Malfunction end date:	---	Complaint quantity:	200 pcs
Discovery date:	July 29, 2016	Return quantity:	200 pcs
Required start date:	July 31, 2016	Return date:	July 31, 2016
Due date:	Aug 14, 2016	Return authorization no.:	RA64356567

Communication

Description:
Sed ut perspiciatis unde omnis iste natus error sit

Attachments (2)

- spec_doc.pdf Aug 1, 2016
- details_list.xml Aug 1, 2016

Comments (3)

By supplier, John Doe 2
Monday, 1 Aug 2016, 2:25 PM PST
Reason code: 001 - Material broken

Sed ut perspiciatis unde omnis iste natus error sit voluptatem accusantium doloremque laudantium, totam rem aperiam.

By customer, Mary Ann
Monday, 1 Aug 2016, 5:25 PM PST
Reason code: 001 - Material broken

Sed ut perspiciatis unde omnis iste natus error sit voluptatem accusantium doloremque laudantium, totam rem aperiam.

By supplier, John Doe
Monday, 2 Aug 2016, 1:25 PM PST
Reason code: 001 - Material broken

Required Task (2) Activity Log (0)

Assign task to team members to resolve the issue.

1 | 2

Description
1 Lorem ipsum dolor sit amet, consectetur adipiscing elit.
Task category Task subcategory
DS1224 - Lorem ipsum dolor sit amet

SAP Ariba Supply Chain Collaboration Mobile App for Buyers and Planners



Capabilities

- Real-time status on orders, shipments, supplier commits
- Full item details and visibility into total confirmed quantity, shipped quantity, and shipping status
- Future functionality will support forecast, quality, inventory processes and more

Benefits

- Real time monitoring capability reduces supply chain disruptions
- Improved supply chain visibility
- Identification of potential supply and demand mismatches early, even while on the go

SAP Ariba Supply Chain Collaboration Mobile App for Buyers and Planners

7:15 PM

My Suppliers

Total value \$50K

5

Purchase orders IN LAST 31 DAYS

Total value \$20K

9

Unconfirmed items IN LAST 28 DAYS

3:44 PM

Orders

45000017	Star Corporation	\$15,600.00 USD	Partially Shipped	Created 2/8/17
45000016	Star Corporation	\$15,600.00 USD	New	Created 2/8/17
45000015	Star Corporation	\$15,600.00 USD	Partially Confirmed	Created 2/8/17
45000013	Star Corporation	\$15,600.00 USD	New	Created 2/8/17
45000013	Star Corporation	\$15,600.00 USD	New	Created 2/8/17

3:37 PM

Order Details

45000017
Star Corporation

\$15,600.00 USD

PARTIALLY SHIPPED | FEB 08, 2017, 5:07 PM

Items (6)

No. Items

- Controller
 - Part no.: AX-4500-1
 - Ship date: 2/13/17
 - Delivery date: 2/23/17
 - Quantity: 100 PK
 - Subtotal: \$3,120.00
 - Confirmation status: Partially Confirmed
- Transformer
 - Part no.: AX-4500-2
 - Ship date: 2/14/17
 - Delivery date: 2/24/17
 - Quantity: 50 PK
 - Subtotal: \$2,775.00

3:37 PM

Item Details

Controller
45000017 · Star Corporation

SHIP BY 2/13/17	NEED BY 2/23/17	QUANTITY 100 PK
--------------------	--------------------	--------------------

Info Contacts Timeline **Tracking**

In transit

SHIP DATE 2/8/17 DELIVERY DATE 2/22/17

SHIPMENT QUANTITY 75 PK	TRACKING NO. 984552316
-----------------------------------	----------------------------------

SHIP FROM 567 Somestreet Arkansas City, AR 71630 USA	SHIP TO 123 Anystreet Sunnyvale, CA 94089 USA
---	--

Summary of Key Innovations

Improving Collaboration in the Direct Material Supply Chain

Collaboration	Benefits
Purchase Order <ul style="list-style-type: none">• Delivery Schedule Support• Direct Material/Retail Extensions• Return PO Support• Multi-Tier Order and Shipment Visibility• Ship Notice/Confirmation Due Lists	<ul style="list-style-type: none">• Streamline PO's by adding multiple delivery schedules per line item• Supports critical extensions like Packaging Information, Batch, Retail Industry Specific content.• Supports Return Purchase orders process along with capabilities for Return Ship Notice and Credit Memo• Supports Visibility to intermediate tiers of inbound orders and shipments for Drop ship scenarios.• Ability to communicate Order Priorities and Inventory buffer status• Transparent views of outstanding orders or shipments due , Ease of use with mass processing capabilities
Scheduling Agreement Release <ul style="list-style-type: none">• Forecast & JIT Releases	<ul style="list-style-type: none">• Suppliers gains transparency into longer term demands of their customers to plan accordingly and respond to short term firm demands.• Provides efficient way of communicating plan driven demand in repetitive mass manufacturing environments compared to Discrete PO's.
Contract Manufacturing	<ul style="list-style-type: none">• End to End Visibility of Subcontracting process such as physical component movement and component consumption along with Batch recording capability for finished products and components.
Consignment	<ul style="list-style-type: none">• End-to-end support of consignment procurement through settlement process.• Consignment Inventory Movement visibility allows suppliers to trigger replenishments and invoicing as needed.
Forecast Collaboration	<ul style="list-style-type: none">• Early visibility of net demand• Forecast commit process, Including Buyer Views• Helps Suppliers Plan capacity in advance and Buyers to ensure continuity of supply.
Quality Collaboration	<ul style="list-style-type: none">• Closed loop Quality Collaboration Process between trading partners• Helps in enforcing compliance and regulations
Supply Chain Exception Monitor/SCM Mobile	<ul style="list-style-type: none">• Dedicated views for buyers and planners to monitor supply chain exceptions• Reduces supply chain disruptions

SAP Ariba Supply Chain Collaboration

Product road map overview – key themes and capabilities – 2017

FUTURE PLANS: Subject to change

Q1 – Recent Innovations*

- Supply chain mobile app for buyers
- Supply chain collaboration dashboards
- Quality collaboration

2017
Planned**

Q2

- Supplier-managed inventory (SMI) collaboration
- Dashboard usability improvements
- Order Confirmation approval
- Reporting

Q3

Usability

- Supply chain intelligence (e.g., perfect order KPI)
- Quality collaboration enhancements
- SMI Enhancements
- Forecast collaboration enhancements

Q4

Usability

- Additional supply chain intelligence
- Items to confirm enhancements
- Download for Inventory

Supplier Managed Inventory Collaboration: Coming Soon!

Buyer

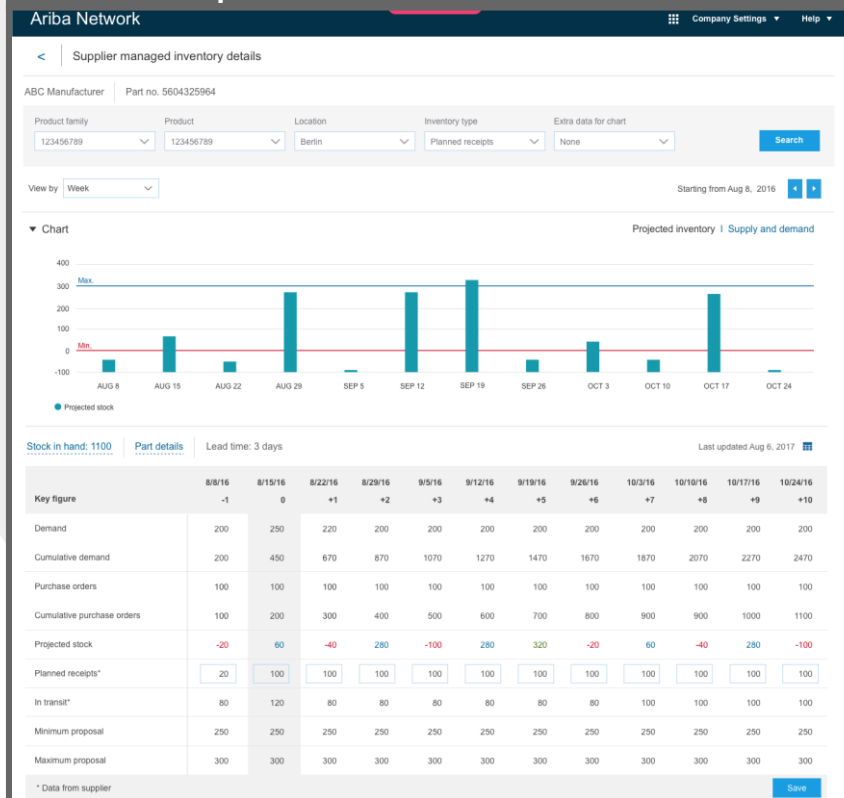
SMI SA

Demand, Inventory and Min/Max Info

Goods Receipt Notice

SMI Monitor

- Demand/Inventory levels
- Mix/Max levels
- Planned shipment calculations
- Exception alerts



Trading Partner

Planned Replenishment Notification

Advance Ship Notice

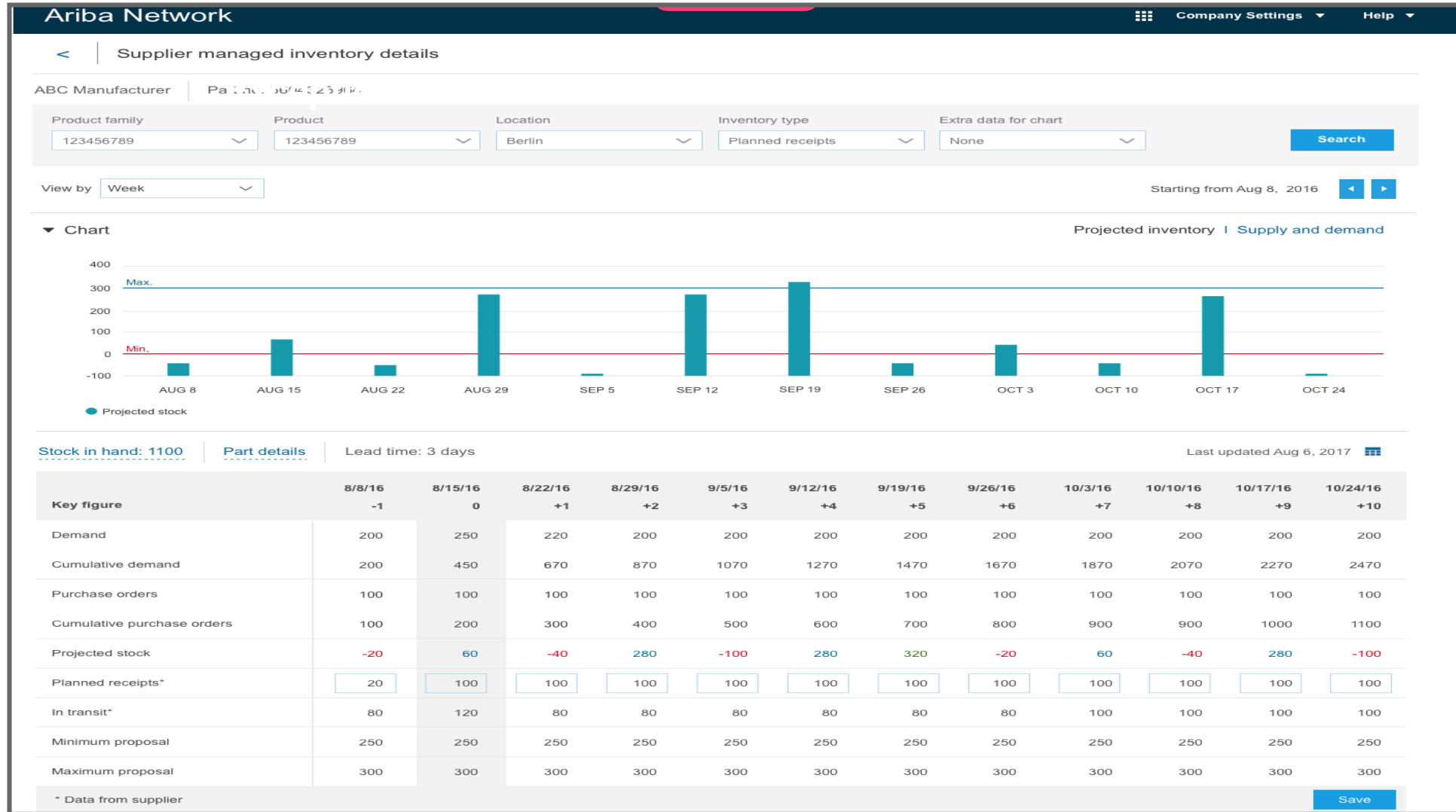
Capabilities

- Collaboration on end-to-end supplier-managed inventory (SMI) process
- Push-based replenishment based on min/max inventory policies
- Dashboards providing min/max alerts and planned shipment calculations

Benefits

- Optimize inventory levels
- Ensure supplier compliance to min/max inventory rules
- Improve order fill rates in demand driven supply chains

Supplier Managed Inventory Collaboration: Coming Soon!



© 2017 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See <http://global.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.