SAP Ariba

Guided Sourcing Capability for SAP Ariba Sourcing
Overview, Details & Road Map

SAP Procurement Product Success Group & SAP Procurement Adoption Team
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THE BEST RUN **SAP**

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Agenda

1. Introduction

2. Innovation Themes

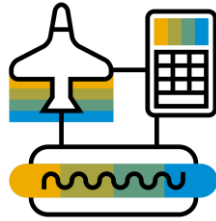3. Key Features & Road Map

1. Introduction

eSourcing

Would you like to…
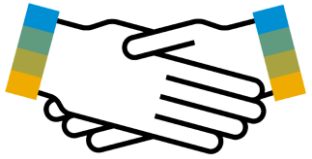
Collaborate with suppliers

Address categories of **direct and indirect spend**

Ensure **compliance** with category strategy
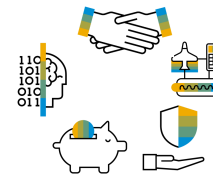
Negotiate better **savings**

Provide **intelligent** guidance to your users

?

eSourcing with Guided sourcing

Intuitive. Intelligent. Comprehensive.

Discovery of new supply base │ **Faster** time to market │ **Guided and intuitive** solution to drive adoption

Guided Sourcing | Essentials

What is it?

- The guided sourcing capability is our new Sourcing UX and continuously will be fuelled with innovation
- It's not only a new skin, but a full revamp and redesign following the most current usability guidelines and principles

Why?

- We receive recurrent feedback that we have very good functionality, but UI and navigation are dated
- We listen to the feedback from our customers and guided sourcing is the answer to their usability concerns

Why now?

- After putting effort in some other areas, especially architecture and integration with SAP backends, it has been the time to make a total upgrade to the UX layer end of 2020.
- Why now enable it? Guided sourcing is now at a mature stage enabling a full strategic sourcing process.

What's the licensing model?

- It's part of the existing Sourcing license

When was it made available?

- In November 2020, and we continue releasing new features over time

2. Innovation Themes

Guided Sourcing | How do we innovate
Our Innovation Themes

User experience and core sourcing

- Maximize user adoption
- Improve operational efficiency

Autonomous procurement

- Provide intelligent support to end users
- Automate non-value-add tasks

Direct spend

- Increase coverage of spend in the solution
- Harmonize processes and tools for all types of spend

Analytics and decision support

- Drive achievement of the best possible outcome
- Gain insights and identify areas of improvement
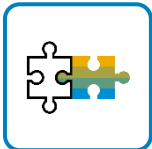
Best of suite

- Deliver consistent and robust end-to-end process across the Intelligent Enterprise
- Provide open platform to ecosystem of partners

3. Key Features & Road Map

Strategic Sourcing | The Business Process – high level

| Sourcing Initiatives – Project Management | RFx | Analysis / Evaluation | Auction | Awarding |

In the following slides, we want to highlight how Guided Sourcing supports the process

Guided Sourcing | Full Project Management

Guided Sourcing | Full Project Management

In App
Document Preview*

*Note: At this point in time, in app preview of documents is valid for PDF and MS Word

Guided Sourcing | RFx creation

Sourcing Initiatives – Project Management → RFx → Analysis / Evaluation → Auction → Awarding

Intuitive event creation

Supplier and content recommendation

Guided Sourcing | RFx monitoring
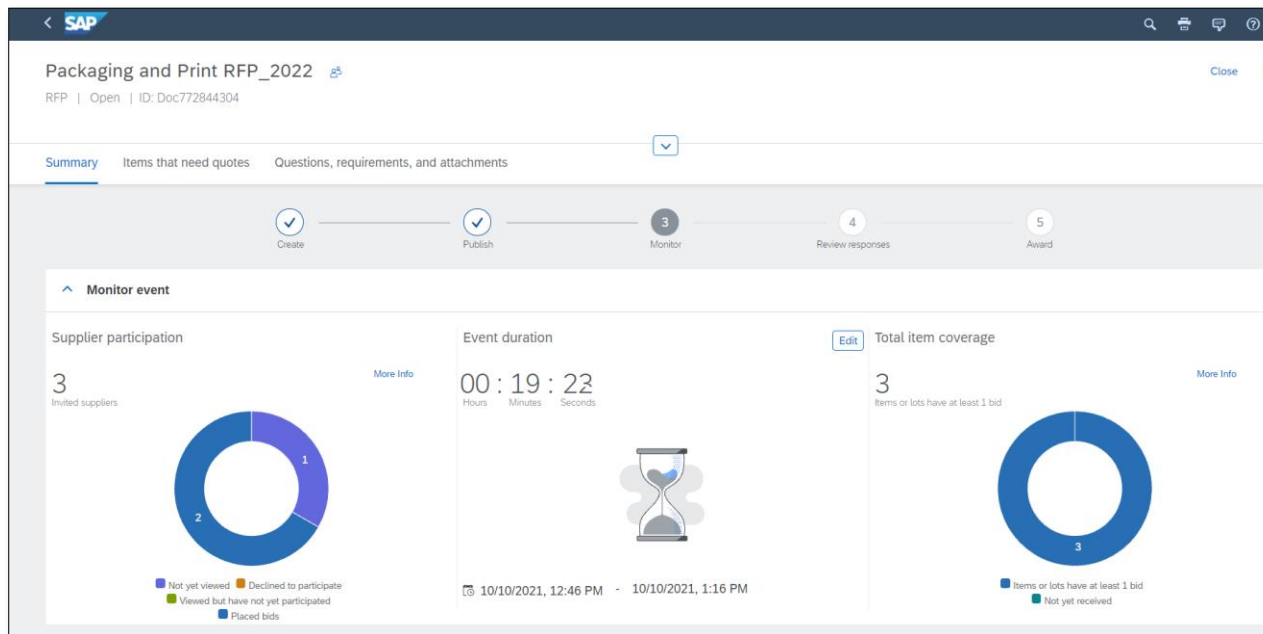
Intuitive event monitoring
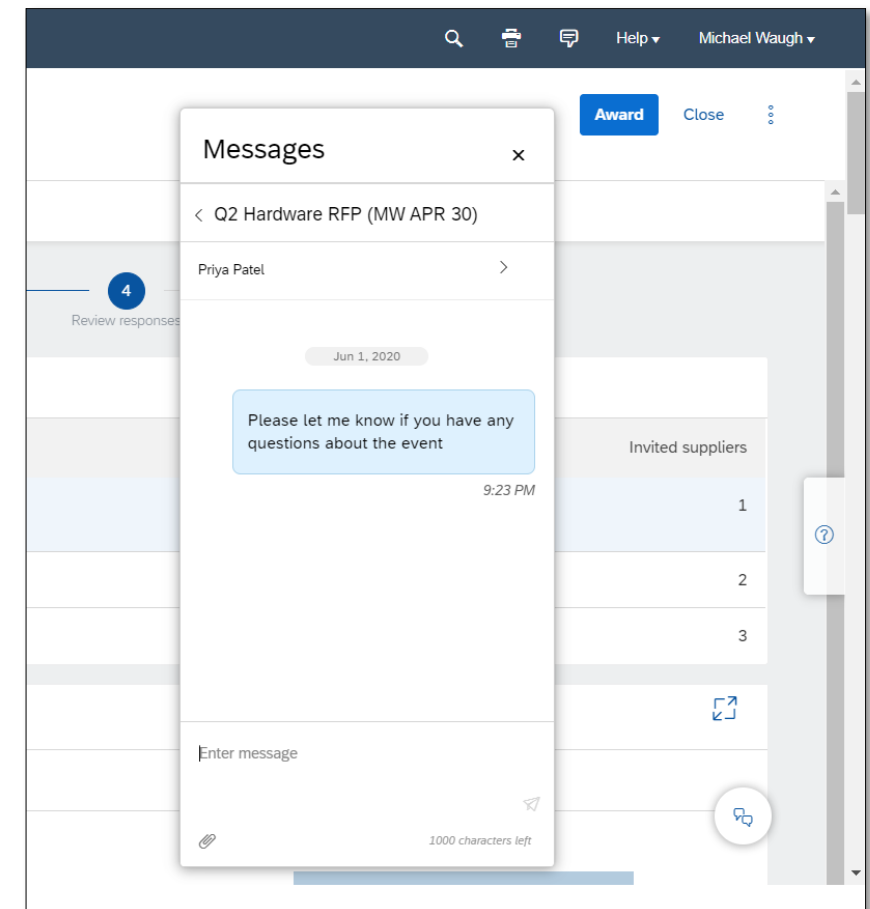
Intuitive messaging

Guided Sourcing | RFx Multi-Round Bidding

Guided Sourcing | Bid Analysis
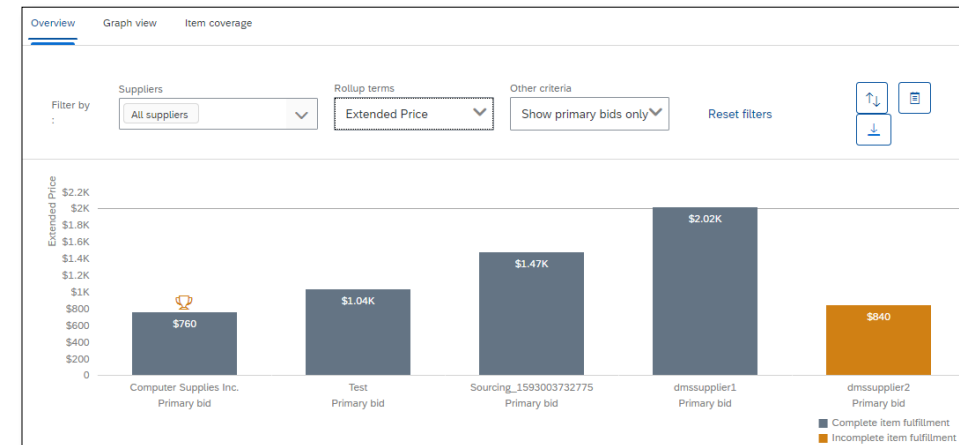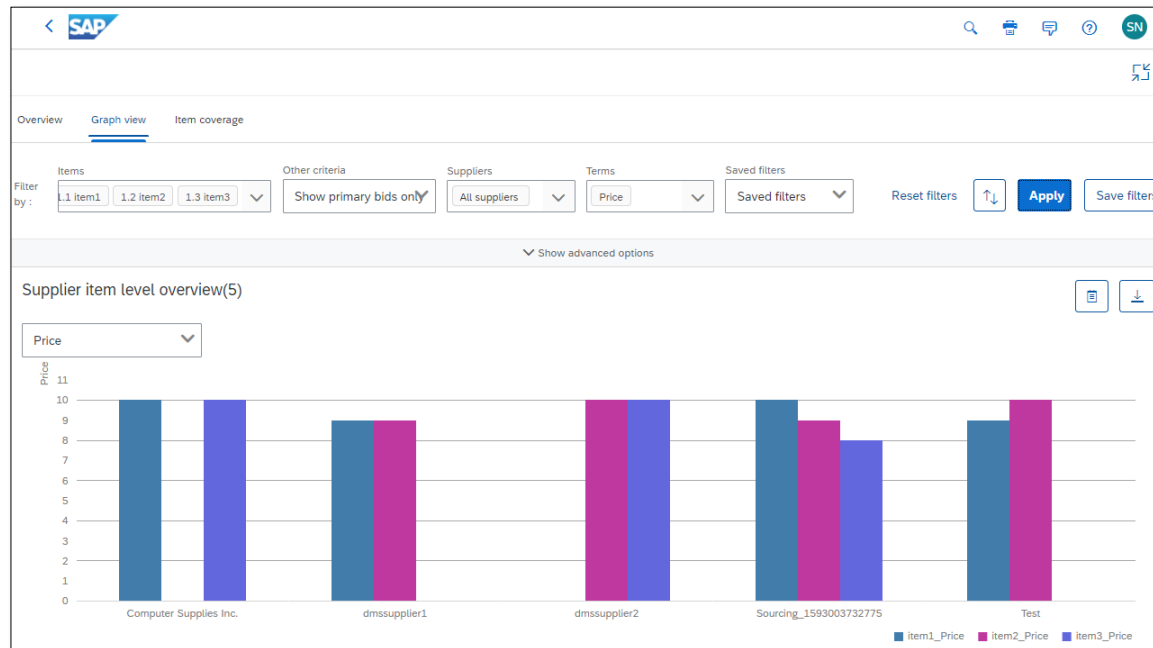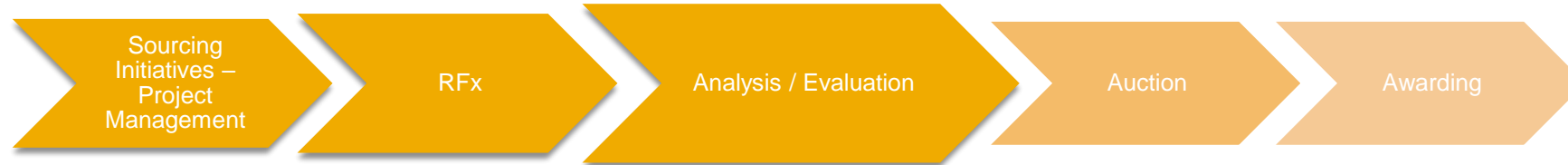
Optimization scenarios & Analysis for single round events

Guided Sourcing | Grading and Scoring – Scorecard Example

Sourcing Initiatives – Project Management → RFx → Analysis / Evaluation → Auction → Awarding

Grading and Scoring

Guided Sourcing | Current Auction Capabilities

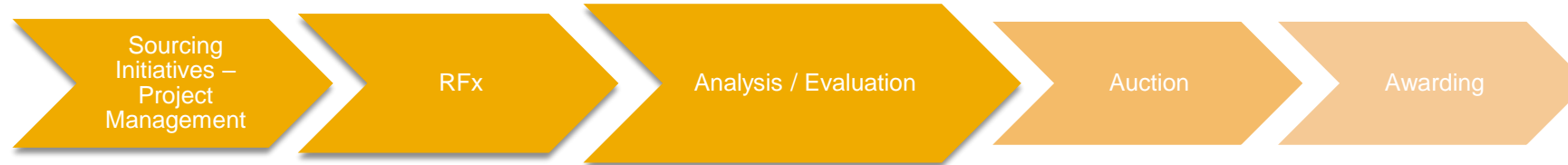Sourcing Initiatives – Project Management → RFx → Analysis / Evaluation → Auction → Awarding

Auction types available now:

- **English Reverse Auction**
- **Dutch Auction**
- **Japanese Auction**
- **Total Cost Auction**
- **Traffic Light Bidding**
- **Basket & Lot Auctions**

Guided Sourcing | Current Auction Capabilities
English Reverse Auction Example

Sourcing Initiatives – Project Management → RFx → Analysis / Evaluation → Auction → Awarding
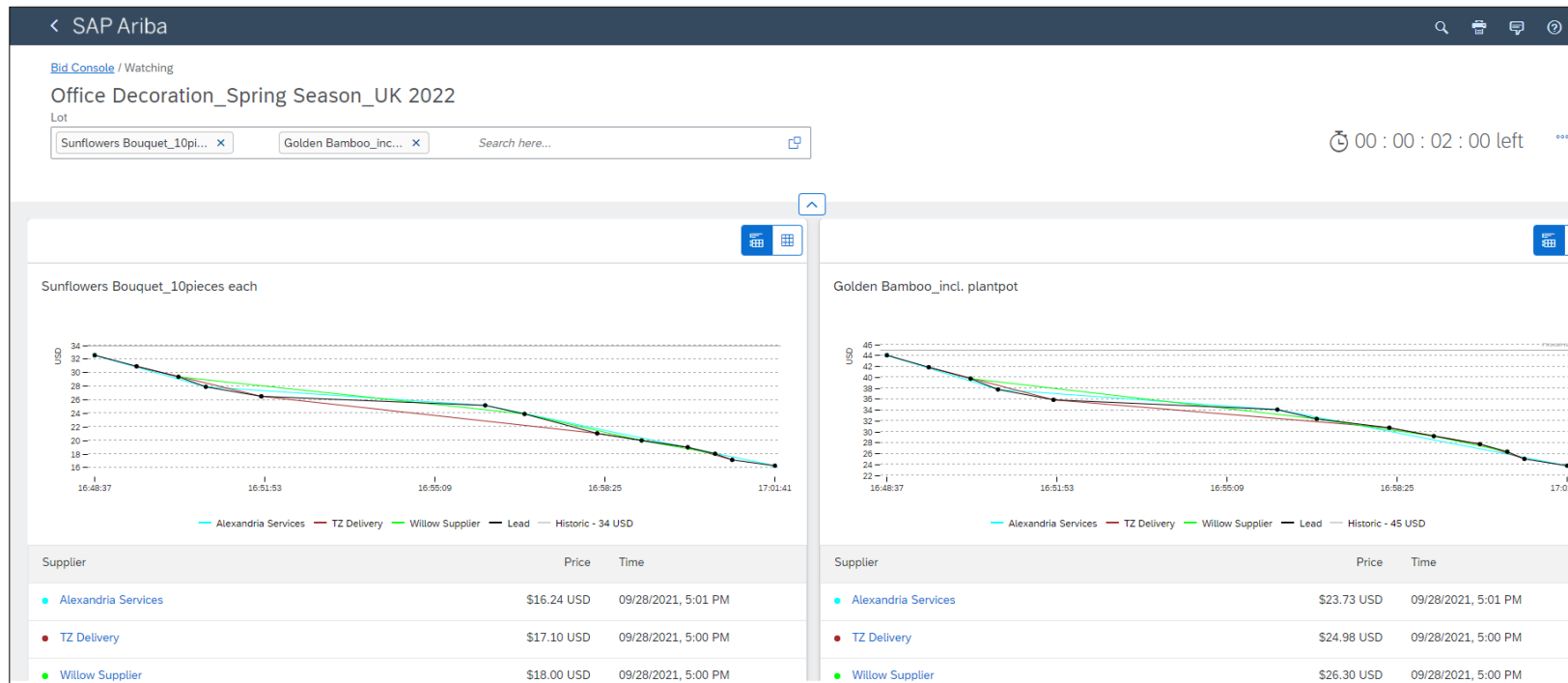
English Reverse Auction – Example for monitoring incoming bids
Dutch Auctions is also available since 2111

Guided Sourcing | Current Auction Capabilities
Japanese Reverse Auction Example

See how suppliers are dropping out
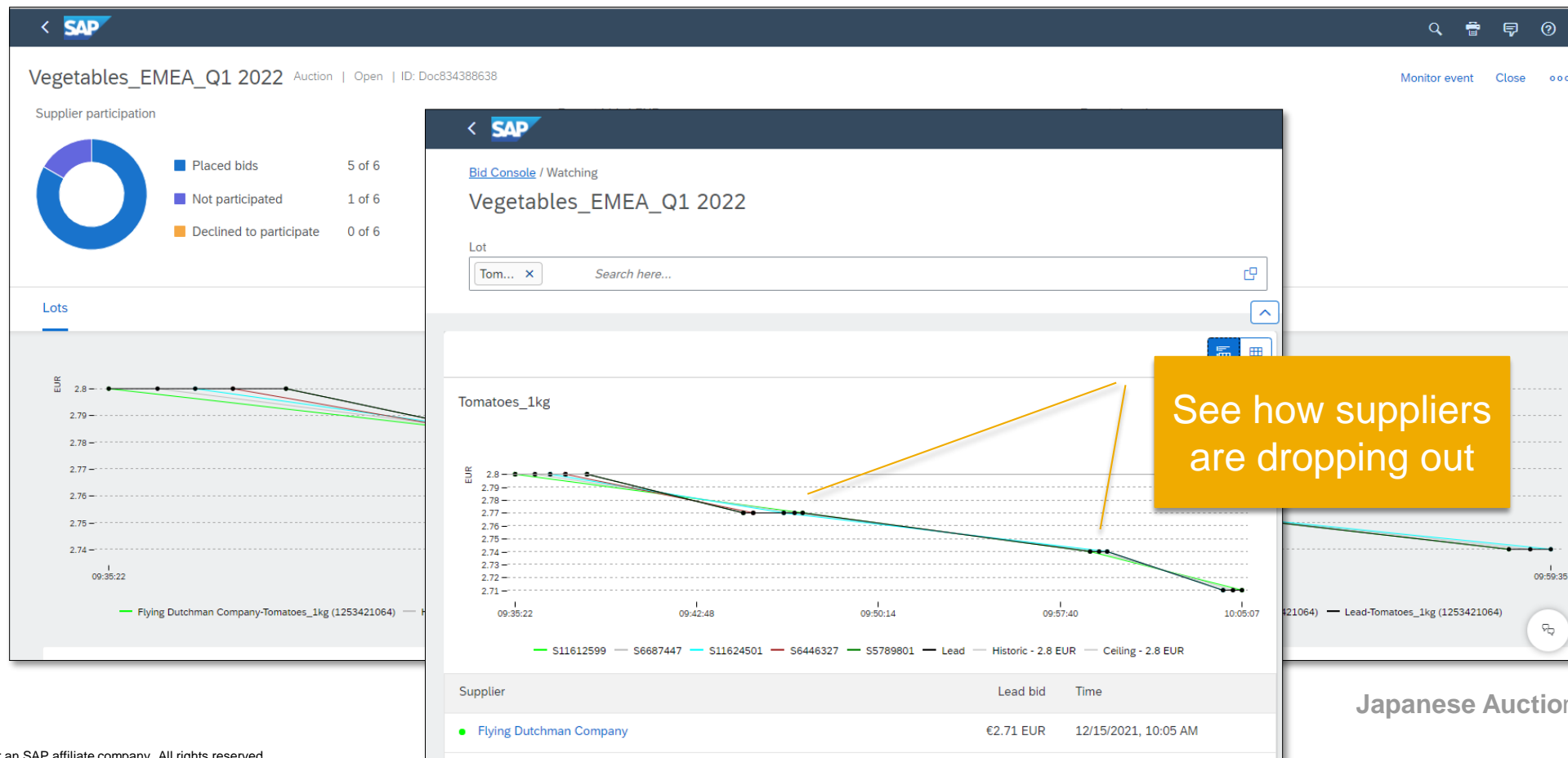
Guided Sourcing | Current Auction Capabilities
Traffic Light bidding Example

Sourcing Initiatives – Project Management → RFx → Analysis / Evaluation → Auction → Awarding

Supplier view

Traffic light bidding

Guided Sourcing | Awarding
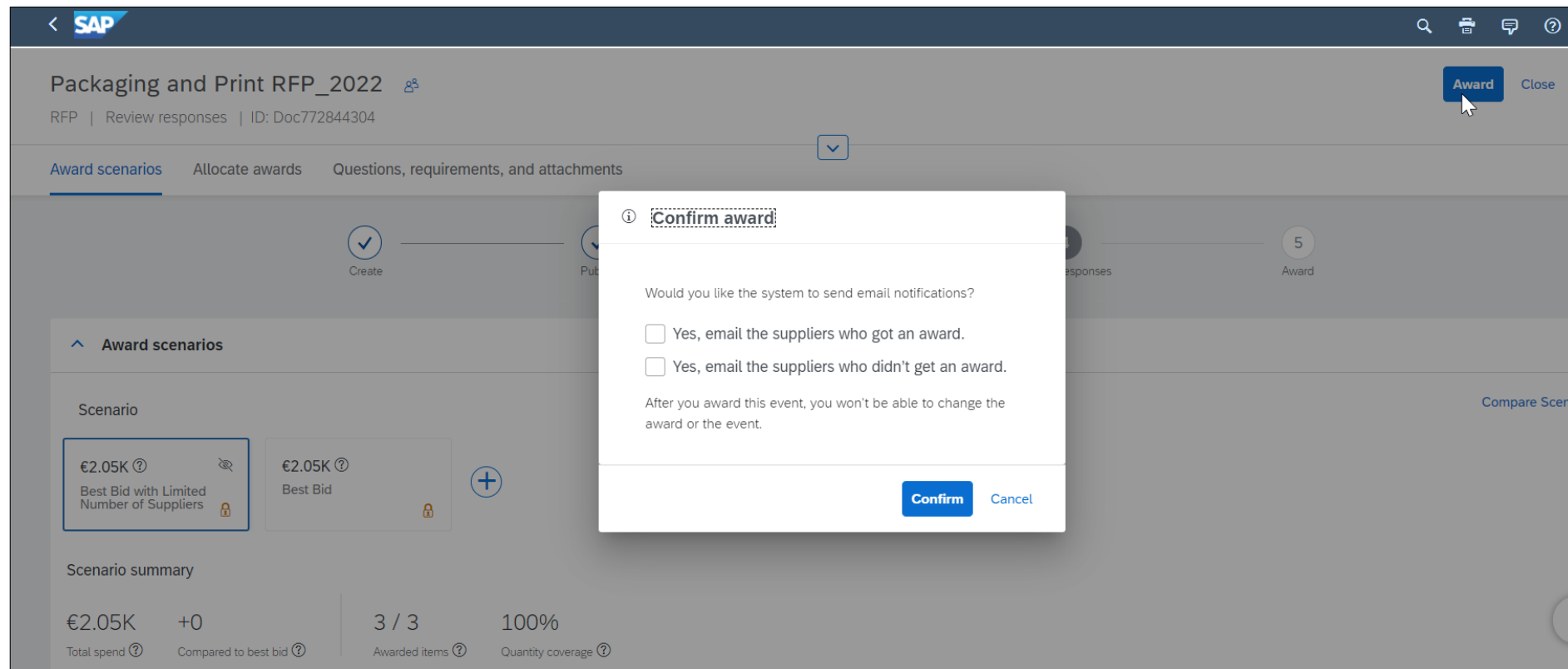
One-click awarding
Incl. external system integration to allow follow-on documents after awarding (PIR, PO, Scheduling agreement etc)

But what about….?
Is this covered already?

Available features

User experience and core sourcing

- Full Projects
- RFI/RFP/Auction (English & Dutch reverse auction, Japanese auction)
- Multi-round bidding
- Lots
- Surrogate bidding
- Alternative and email bidding
- Publish and award approvals
- Collaboration/messaging functionality
- Event-level reporting
- Scoring & Grading
- Prerequisite questions (with and without owner review)
- Bulk terms edit support
- Support for services hierarchies
- Conditional content
- Envelope bidding
- Sealed bidding
- Traffic Light bidding
- Basekt Lot event & auctions
- Total Cost RFPs & Auctions
- Translation for event content
- Show hidden feed items on guided sourcing dashboard
- Event content update using Simplified Excel Import
- import event content from standard SAP Ariba Excel documents
- Enhanced approval functionality to publish and award tasks

Autonomous procurement

- Intelligent event creation
- Intelligent supplier recommendation
- Intelligent content recommendation

Direct spend

- Material master integration
- Category attribute hierarchy
- Support for pricing conditions
- Cost breakdown analysis
- Support for 700 suppliers
- Create material quote requests from the direct material sourcing dashboard
- Category Attribute Hierarchy Content automation based on Event header fields
- Ability to import material volume data into product sourcing (collect material pricing by volume scale, time periods, and plant)

Analytics and decision support

- Out-of-box optimization scenarios
- Bid History and Bid Comparison report
- Advanced bid analysis
- Award scenario comparison

Best of suite

- Integration with Contracts and SLP
- In-application tool guidance (provided by SAP Enable Now)
- Customer-configured content in SAP Enable Now
- ECC Integration
- S/4HANA integration**
- External system integration to allow follow-on documents after awarding (PIR, PO, Scheduling Agreement etc.)
- *custom fields support within the 4BL and 4QN integration
- Ability to specify an external system while creating material quote requests from the direct material sourcing dashboard

*As of Q4 2021, guided sourcing is not available in the Russian data center

**Available integration scenarios are SAP S/4HANA + SAP Ariba Sourcing and SAP Central Procurement + SAP Ariba Sourcing.

Guided Sourcing | Available features
Recap

Sourcing Initiatives – Project Management

RFx

Analysis / Evaluation

Auction

Awarding

…and there is more to come

The vision

Road map – What's coming next
Deployment – How to deploy and adopt

Road map
Phased approach summary

Q2

User experience & core sourcing
- **Multi-stage events**
- Message board in Full Projects
- Custom notifications
- **Mass translation of event content**
- **Manual award scenarios via xls export/import**
- **Sourcing Support Desk and Event Day Management**

Autonomous procurement
- Smart Excel import for RFI and auctions

Best of Suite
- Automatically invite preferred suppliers
Sourcing request support for the 4BL and 4QN integration scenarios

Analytics and decision support
- Enhancements to the bid comparison report

Direct Spend
- Recurring Quotes for materials – event creation automation
- Enhanced UI for the CAH
- Create BOM quote requests from the direct material

Q3

User experience & core Sourcing
- **Bid transformation in auctions**
- **English & Dutch forward auctions**
- Audit log in guided sourcing
- Usability enhancements in guided sourcing tables
- Custom offline response sheet
- Email bidding in multi-round events
- **Ad hoc requests**

Autonomous procurement

Best of Suite
- **View expiring contracts in the For You dashboard**

Analytics and decision Support
- Additional downloadable reports
- Price trend analysis in multi-round and multi-stage events
- Custom optimization scenarios

Direct Spend
- Category field (ERP merchandise) to autofill event content

Q4

User experience & core sourcing
- RFQ for more than 24 months
- …

Autonomous procurement
- **Award Scenario Recommendations**
- …

Best of Suite
- …

Analytics and decision Support
- …

Direct Spend
…

We are almost at parity with Core Sourcing. Roadmap is currently being designed.

Stay tuned.

This reflects the state of planning as of Q1 2022. Road map is subject to change without notice.

*SAP Ariba Sourcing to SAP S/4HANA or SAP S/4HANA Cloud in the Central Procurement with SAP Ariba Sourcing (4QN) Sourcing with SAP Ariba Sourcing (4BL)

Guided Sourcing
Multi-Stage Projects/Events

→ From RFp to Auction

Benefits

- Enable the staged sourcing process: from rfi to auction

- Improve operational efficiency

Guided Sourcing
Auto invite preferred suppliers*

Benefits

- Leverage the benefits of SAP Ariba Supplier Lifecycle Management / Strategic Sourcing Suite
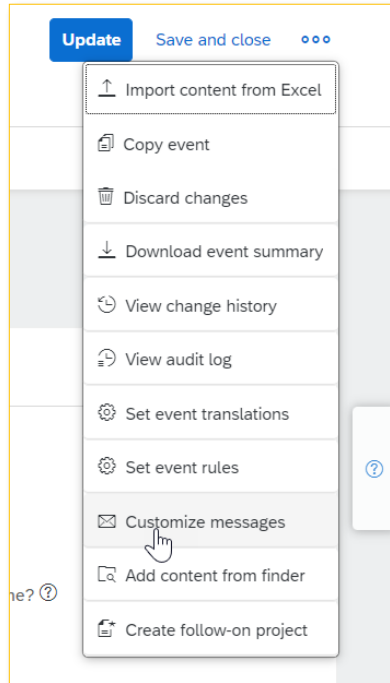
- Expedite the tender creation process

*for customers who also have SAP Ariba Supplier Lifecycle Management licensed and implemented the preferred supplier setting

Guided Sourcing
Customize email notifications per event

Benefits

- Drive event specific notifications

- Enable event dedicated communication

- Be more dedicated and individual vs generic system notifications

Guided Sourcing
Manual awarding scenario with Excel Export/Import

Benefits

- Create your own awarding scenarios using Excel

- Combine your work experience in Excel with Guided Sourcing

- Drive user acceptance and adoption

Next steps
Available resources for you

Get started today

▪ **Enable the guided sourcing capability in your realm** and familiarize yourselves with the solution

▪ If you require additional support, get in touch with your CSP

▪ Don't want to hop from guide to guide, get everything you need in one book:

the buyer playbook for guided sourcing

Other resources on guided sourcing

▪ Product documentation

– Guided sourcing – new user experience for sourcing events

– Managing events with guided sourcing

– Setting up guided sourcing

– Guided sourcing – Customer FAQ

1 **Enable** Guided Sourcing

First, you must activate Guided Sourcing in your Sourcing site.

With the Customer Administrator permission:

1. Click *Manage > Administration > Event Manager > Enable Guided Sourcing > Enable*

2. Voilà! The task will automatically run to enable Guided Sourcing and out-of-the-box Guided Sourcing templates. After a few minutes, you will see a *Enablement Successful* next to the Refresh Status button.

Some recommendations from SAP:

o Enable Guided Sourcing first in your Test site to try it out!

o Once the task is run to enable Guided Sourcing, it cannot be disabled; however, access to Guided Sourcing is permission-based. Even if you enable Guided Sourcing in your site, you still control which users can create and access Guided Sourcing via permissions.

o Don't have Customer Administrator permission? You may need to reach out to your system administrator.

View complete documentation to enable Guided Sourcing

Intelligent Spend Management Value Accelerator

39
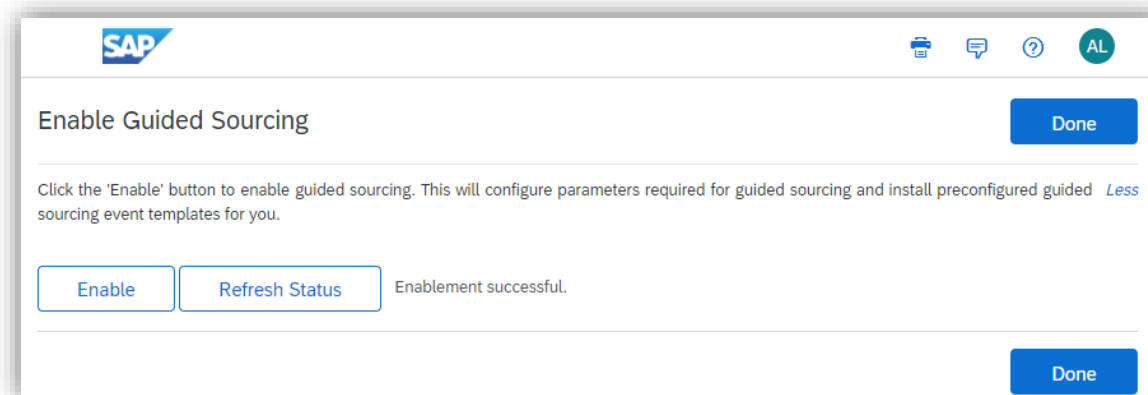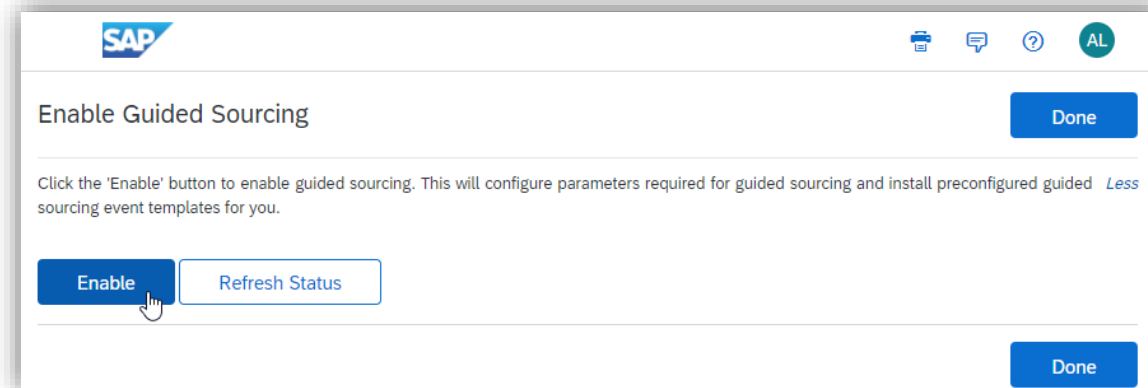
2 Assign User Groups

Only members of the *Category Buyer* group will have the option to create Guided Sourcing events. To create, edit, or publish Guided Sourcing events, a user must also be a member of a group with the underlying Sourcing permissions such as the Sourcing Analyst group.

With the Customer Administrator or Customer User admin permission:

1. Click *Manage > Administration > User Manager > Groups*.*

2. Search for the group *Category Buyer*.

3. In the entry for Category Buyer, click *Actions > Edit*.

4. On the edit page, click *Users > Add/Remove*.

5. Search for and select the users to add to the *Category Buyer* group.

6. Click *Done > Save*.

*If you are a full suite SAP Ariba customer with Buying or Buying & Invoicing, the path is *Manage > Core Administration > User Manager > Groups*.

View complete documentation to configure users for Guided Sourcing

Intelligent Spend Management Value Accelerator

4. Wrap up
SAP for you & Q&A

SAP for You:

We have something planned for you

Guided Sourcing Global User Group

Quarterly Meetings/Roundtable

- Release review | Release preview
- Influence Requests checkup
- Strategy Update(s)
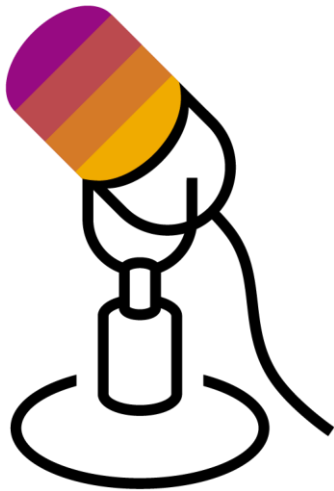- Knowledge and experience exchange with SAP Product Management

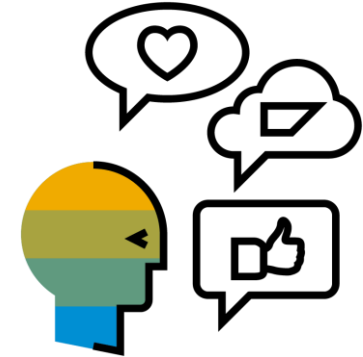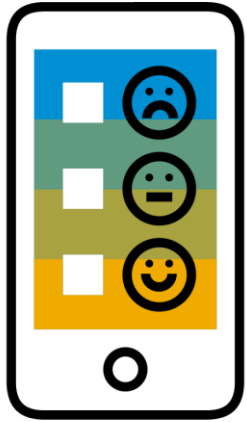Opens for registration:
June 13th 2022

Kick off: September 2022

Questions and Answers

Event Survey

Please scan the QR with your smartphone and kindly let us know your feedback:

Thank you.

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SAP Ariba ⋀

Thank you.

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