

Benefits

Supplier enablement service

- Scale and optimize supplier enablement by outsourcing to experienced SAP Ariba team
- Accelerate the establishment of ready-to-transact supplier relationships (for portal and integrated suppliers)
- Rapidly enable large numbers of suppliers via SAP Ariba resources and 24-hour global support
- Achieve value faster with suppliers already using Ariba Network

Supplier enablement automation

- Use automated tools to quickly load full vendor master file and segment into waves
- Easily assign supplier enablement tasks and create supplier accounts
- Gain clear visibility into supplier progress and know when a supplier is ready to transact
- Systematically capture and address supplier questions
- Effectively monitor and manage supplier progress through enablement status report

Supplier light enablement

- Maximize adoption rates with small and low-volume suppliers through elimination of fees
- Eradicate the need for change management via email- and Web browser-based approach
- Cover most document types with no limits on transactions
- Let suppliers choose when they want to upgrade, removing barriers to adoption

Success in today's fast-moving global economy depends increasingly on supplier optimization. How can you achieve it? By saying goodbye to paper-based document exchange and establishing real-time electronic collaboration with your entire supply base—so you can dramatically compress the procure-to-pay cycle, comply with contracts and regulations, and achieve working capital breakthroughs that reduce supplier risk.

But few organizations can effectively target and onboard thousands of suppliers. The SAP® Ariba® supplier enablement service can help by providing the expertise and resources you need to enable any supplier, anywhere in the world. We can match your vendors to existing suppliers on Ariba Network—the premier business commerce network for 2.5 million global trading partners, with a service level agreement (SLA) of 99%+ uptime and 24x7 global supplier support in 21 languages—and onboard new suppliers. Or we can deliver everything you need to manage the process on your own.

Flexibility and options for optimized onboarding

We provide multiple options to move your suppliers to an electronic process, helping you quickly target and enroll new suppliers to meet your collaborative commerce objectives. You can:

- 1) Outsource enablement by working with the supplier enablement service team
- 2) Use our supplier enablement automation tools to manage the process yourself
- 3) Employ a mixture of automated tools and supplier enablement service team support

Supplier enablement service

Partnering with the supplier enablement service team gives you access to a wide range of value-added capabilities that result in effective trading partner collaboration. Our proven, scalable methodology supports fast and efficient enablement for an unlimited number of suppliers regardless of size, location, or technical requirements.

- **Customized enablement strategy:** Leverage SAP Ariba expertise to design and develop the most effective enablement strategy for your suppliers based on profile, purchase order (PO) and invoice volume, and spend. Our approach includes cleansing, duplicate detection (de-duping), and segmentation of your vendor master data to effectively target and onboard suppliers in tiered waves that align with your priorities and objectives. We also highlight your existing suppliers that are already on Ariba Network.
- **Implementation support, system testing, and project management:** We can help you create the processes, infrastructure, and materials necessary to enable, test, and support suppliers in meeting your business commerce requirements. We also implement project management and quality assurance procedures critical to insure success.
- **Comprehensive business process and geographic coverage:** Our scalable, end-to-end solution drives supplier adoption across a broad set of business processes, including catalog management, PO delivery/confirmation, electronic invoicing, payment remittance, dynamic discounting, and payables/receivables financing. Our capabilities address global suppliers with multiple language, currency, culture, and technology needs.
- **Supplier education:** We offer extensive materials for supplier training and support, including user guides, FAQs, technical documentation, and free online seminars that explain the basics of using Ariba Network. We can also deliver your account-specific information to suppliers via an Ariba Network-embedded supplier information portal, which you then update and maintain as needed.
- **Supplier tracking, follow-up, and support:** Standard reports make it easy to track the enablement progress of suppliers throughout the process, and the help desk provides 24x7 application-related customer support and issue resolution.

Supplier enablement automation

You can also take advantage of various automated enablement tools to manage supplier onboarding. For example, automated task management tools provide tracking, reminders, and exception handling so you can easily monitor supplier progress. And the Ariba Network portal makes it simple for your suppliers to manage their own profiles and select their preferred collaboration methods, such as the PO-Flip feature, e-mail, fax, or integration via cXML and EDI.

About SAP® Ariba® Solutions

SAP® Ariba® solutions support the marketplace for modern business, creating frictionless exchanges between millions of buyers and suppliers across the entire source-to-pay process. Our market-leading solutions enable companies to simplify collaboration with their trading partners, make smarter business decisions, and extend their collaborative business processes with an open technology platform. More than 2.5 million companies use SAP Ariba solutions to connect and collaborate around nearly US\$1 trillion in commerce on an annual basis. To learn more about SAP Ariba solutions and the transformation they are driving, visit www.ariba.com.

Supplier light enablement

You can use the light account capability to exchange most types of documents through Ariba Network with small or low-volume suppliers. This light enablement¹ approach gives your suppliers a no-cost way to fulfill orders and submit invoices using e-mail and a Web browser, and gives you the advantage of reaching out to them at the best time and with the right message to maximize their participation.

You initiate the light enablement process by sending the supplier an order, invoice, or other basic fulfillment document through interactive email, which includes a link the supplier can click to respond. This takes the supplier to a landing page that prompts them to answer a few simple questions and sign up for a free light account. The supplier can then create selected types of order confirmations and electronic invoices or receive invoice status updates from you, sent as e-mail notifications from Ariba Network. Suppliers also have the option to register for a full account on Ariba Network if they want to benefit from additional services, such as electronic integration, catalog creation, exchanges of advanced types of documents, and higher levels of support.

Choosing the right approach

The best method of supplier enablement depends on how you transact with your suppliers; a mixed approach usually works best. To achieve the best ROI, choose:

- **Supplier enablement service**—Ideal for enabling large-volume suppliers and those using more advanced (e.g., machine-to-machine) transaction methods
- **Supplier enablement automation**—Ideal for catalog-based suppliers transacting via the portal or upload
- **Supplier light enablement**—For most small and medium-sized suppliers who transact fewer documents or are not ready to change practices

	Supplier Enablement Service	Supplier Enablement Automation	Supplier Light Enablement
Is this a strategic supplier?	YES	YES	NO
Do you transact more than 75 documents with this supplier per year?	YES	YES	NO
Is this a price-sensitive supplier that doesn't see value in automating transactions?	NO	NO	YES
Do you need catalogs for this supplier?	YES	YES	NO
Is this an integrated supplier?	YES	YES	NO

Learn more

To get additional information about how SAP Ariba supplier enablement can help you meet your collaborative business commerce objectives, contact CommerceAssistance@sap.com.

¹To activate supplier light enablement for your business, contact your account representative.

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