



SAP Ariba 

# Ariba Network Seller Integration options

PUBLIC

 Run Simple

# Agenda

- ❖ What is integration?
- ❖ What are the added values?
- ❖ High Level Overview of Integration Project
- ❖ Technical options to integrate
- ❖ Seller integration methodology

# What is integration?

## What is it?

Connecting a seller's ERP to the Ariba Network via an electronic method (cXML / EDI) to transact POs, OCs, ASNs, Invoices and other documents with Buyers via a touchless process.

## How is it different than POFlip?

POFlip is a manual invoicing option in the Ariba user interface where suppliers log in to their Ariba account, select a PO, and manually flip it into an invoice. **Integration removes the need for a seller to login to the Ariba Network portal to transact.**

## Who integrates?

Sellers with:

- High Annual Doc Volume: **~300+** docs/year per relationship
- Technically sophisticated sellers with integration capabilities
- An eCommerce or IT team

## Why is it important?

**Large suppliers only accept to use Ariba via an automated connection. These suppliers have the highest document volume and will heavily contribute to the success of a Buyer's enablement program business case.**

# Integration Value and Benefits

Integration means that more activities happen behind the scenes, there is less chance for errors, transactions occur faster, and fewer people are required for tactical processes.

## 1. 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

## 2. Increased transaction accuracy

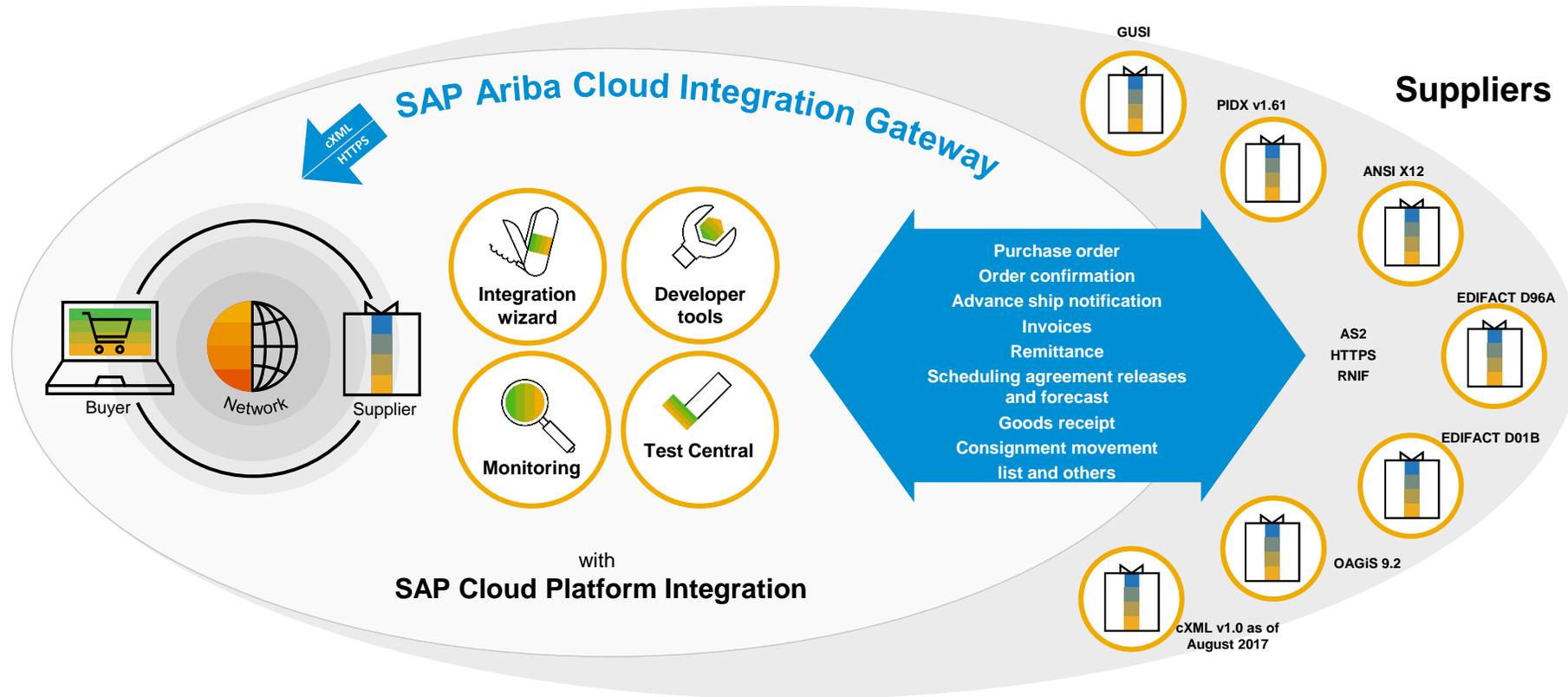
- No human entry errors results in reduction of disputes
- Increased accuracy by 45-60%

## 3. Efficient management of business transactions

- reduced cost for resources to POFlip at high volumes
- Reduced Invoice inquiry by exchanging real-time Invoice status via Ariba Network

## 4. Improve customer retention

# SAP Ariba Cloud Integration Gateway Overview



# Integration Methods

Ariba Integration method	Recommended volume and infrastructure	AN Transaction Types Supported	Communication Protocol / Connection Type	Subscription level **SMP fees as Appendix	Comments
cXML Via Integration Gateway	> 500 (PO or INV)/year • existing integration capability	All (Ariba supported)	HTTPS	Silver and above	<ul style="list-style-type: none"> <li>Ariba Standard</li> <li>Must adhere to Ariba cXML guides</li> <li>Attachments are supported</li> <li>Supported for Mexican tax invoice</li> </ul>
EDI - ANSI X.12 Via Integration Gateway	> 500 (PO or INV)/year • existing EDI infrastructure	214 (Transportation Carrier Message / In & Out) 810 (Invoice) 820 (Remittance Advice) 824 (Application Advice / In & Out) 830 (Forecast) 830 (Commit) 846 (Inventory Inquiry / Advice) 846 Inventory Inquiry / Advice (MO/PO) 850 (Purchase Order) 855 (Order Confirmation) 856 (Ship Notice) 860 (Purchase Order Change) 861 (Receiving Advice / Acceptance Certificate) 862 (Shipping Schedule) 866 (Production Sequence) 997 (Functional Acknowledgement)	AS2 or VAN	Silver and above	<ul style="list-style-type: none"> <li>Industry Standard</li> <li>Must adhere to the relevant Ariba EDI guide</li> <li>Attachments are supported</li> <li>214, 824, 830, 846, 861, 862 &amp; 866, only supported with SCC buyer</li> <li>Not supported for Mexican invoice</li> <li>Upon request VAN also supported as connection</li> </ul>
CSV (Customer Specific Template)	>300 (INV)/year • lack of infrastructure for cXML/EDI	* Order Confirmation * Advanced Ship Notice * Invoice	Manual upload via AN	Silver and above	<ul style="list-style-type: none"> <li>Only if buyer enabled this functionality. Supplier must check with supplier manager if this is available for the project</li> <li>CSV Format/template specific to a Buyer and cannot be used generically for another Buyer</li> <li>Attachments can be uploaded against each invoice via a UI when loading the CSV</li> <li>Not supported for Mexican invoice</li> </ul>

**\*\* Cf Appendix 1 for details on Subscription packages**

# Integration Methods (cont'd)

Ariba Integration method	Recommended volume and infrastructure	AN Transaction Types Supported	Communication Protocol / Connection Type	Subscription level **SMP fees as Appendix	Comments
SAP Business One adapter	No upper or lower recommended volume	* Sales Order * Shipment notice * Invoice * Summary Invoice	HTTPS	Silver and above	<ul style="list-style-type: none"> <li>Version of the ERP 9.0 or higher</li> <li>Must adhere to Ariba cXML guides</li> <li>Attachments are supported</li> <li>Supported for Mexican einvoice (requires customization)</li> </ul>
SAP SD ADDON ERP Adapter	No upper or lower recommended volume	* Sales Order (goods indirect supply only) * Order Confirmation * ASN * Invoice	HTTPS Direct (SD ADDON) Mediated (PI)  Cf Appendix 4 for Direct and Mediated Architecture details	Silver and above	<ul style="list-style-type: none"> <li>To have access to SD ADDON on SAP Marketplace, SAP maintenance must be paid to SAP (not to third party provider)</li> <li>No More development on SAP SD ADDON ERP focus is on S4/Hana</li> <li>Order Confirmation planned out of the box end of Sept 2016</li> <li>Advance ship notice technically supported, supplier needs to do the mapping themselves. No other transaction supported</li> <li>Supported ERP releases: ERP 6.0 ; ERP 6.0 EhP2; ERP 6.0; EhP3; ERP 6.0 EhP4; ERP 6.0 EhP5; ERP 6.0 EhP6; ERP 6.0 EhP7</li> <li>Must adhere to Ariba cXML guides</li> <li>Attachment is supported</li> <li>SD ADDON is free of charge (cf appendix 2 and 3 – ADD ON Direct, Mediated connectivity Required tasks by the seller)</li> <li>Supported for Mexican einvoice (requires customization)</li> <li>Client documentation SAP Marketplace: <a href="http://help.sap.com/bni">http://help.sap.com/bni</a>. For PI check P277 seller section only.</li> </ul>

**\*\* Cf Appendix 1 for details on Subscription packages**

# Integration Methods (cont'd)

Ariba Integration method	Recommended volume and infrastructure	AN Transaction Types Supported	Communication Protocol / Connection Type	Subscription level **SMP fees as Appendix	Comments
EDI - EDIFACT (version D96A) Via Integration Gateway	> 500 (PO or INV)/year • existing EDI infrastructure	*ORDERS (Purchase Order) *ORDCHG (Change Order) * ORDRSP (Order Confirmation) * INVOIC (Invoice) * DESADV (Ship Notice) * CONTRL (Status Update / In & Out) *REMADV (Remittance advice) *RECADV (Receiving Advice message) *INVRPT (Inventory report) *APERAK (Application error and acknowledgement message / In & Out) *IFTMIN (Instruction message) *IFTSTA (International multimodal status report message) * DELFOR(Scheduling Agreement Release/Delivery Schedule) * DELJIT(Scheduling Agreement Release/Delivery Schedule - JIT)	AS2 or VAN	Silver and above	<ul style="list-style-type: none"> <li>• Industry Standard</li> <li>• Must adhere to the relevant Ariba EDI guide</li> <li>• Attachments are supported</li> <li>• Not supported for Mexican invoice</li> <li>• Upon request VAN also supported as connection</li> </ul>
EDI – D01B Via Integration Gateway	> 500 (INV)/year • existing EDI infrastructure	* INVOIC (Invoice Detail)	AS2 or VAN	Silver and above	<ul style="list-style-type: none"> <li>• Industry Standard</li> <li>• Must adhere to the relevant Ariba EDI guide</li> <li>• Attachment are supported</li> <li>• Not supported for Mexican invoice</li> <li>• Upon request VAN also supported as connection</li> </ul>

# Integration Methods (cont'd)

Ariba Integration method	Recommended volume and infrastructure	AN Transaction Types Supported	Communication Protocol / Connection Type	Subscription level **SMP fees as Appendix	Comments
GS1 EDIFACT EANCOM 97 Via Integration Gateway		<ul style="list-style-type: none"> <li>• INVOIC (Invoice)</li> </ul>	AS2 or VAN	Silver and above	
GS1 EANCOM 2002 Via Integration Gateway		<ul style="list-style-type: none"> <li>• ORDERS</li> <li>• ORDRSP</li> <li>• ORDCHG</li> <li>• INVOIC</li> <li>• DESADV</li> <li>• REMADV</li> </ul>	AS2 or VAN	Silver and above	
OAGIS / v9.2 Via Integration Gateway		<ul style="list-style-type: none"> <li>* ProcessPurchaseOrder</li> <li>* AcknowledgePurchaseOrder</li> <li>* NotifyShipment</li> <li>* ConfirmBOD</li> <li>* ProcessReceiveDelivery (inbound)</li> <li>* NotifyInventoryConsumption</li> <li>* NotifyProductionOrder</li> <li>• NotifyInventoryBalance</li> <li>• ConfirmBOD</li> </ul>	AS2 / HTTPS / RNIF	Silver and above	
PIDX v1.61 Via Integration Gateway		<ul style="list-style-type: none"> <li>• OrderCreate / Order Change</li> <li>• Order Response</li> <li>• Invoice</li> <li>• Invoice Response</li> <li>• GoodsReceipt</li> <li>• Receipt</li> <li>• ReceiptAcknowledgement</li> <li>• Exception</li> <li>• InvoiceResponseSESR</li> </ul>	RNIF	Silver and above	

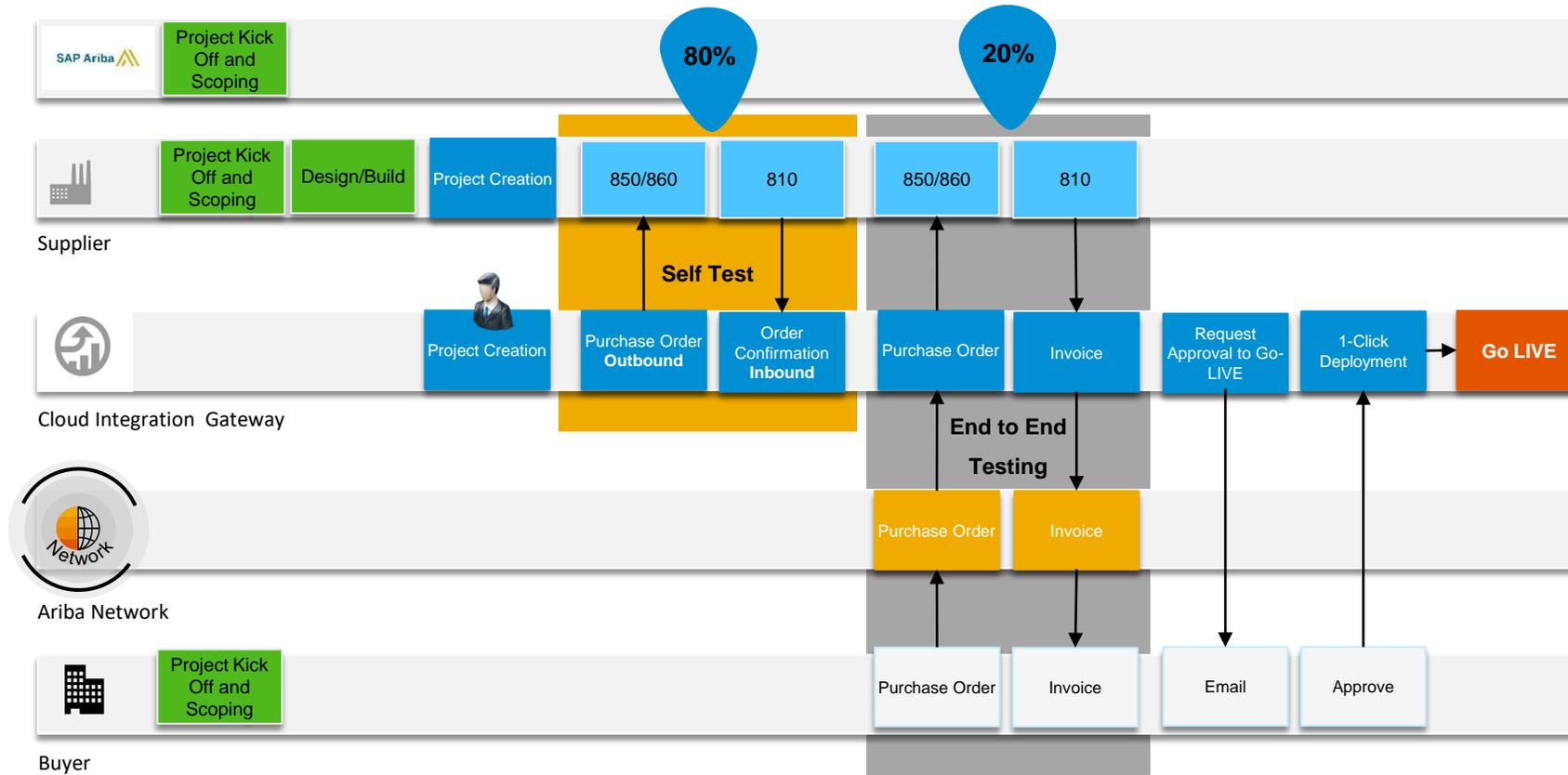
**\*\* Cf Appendix 1 for details on Subscription packages**

# Integration Methods (cont'd)

Ariba Integration method	Recommended volume and infrastructure	AN Transaction Types Supported	Communication Protocol / Connection Type	Subscription level **SMP fees as Appendix	Comments
GS1 GUSI Via Integration Gateway		<ul style="list-style-type: none"> <li>• MultiShipmentOrder</li> <li>• DespatchAdvice</li> <li>• ReplenishmentProposal</li> <li>• ReplenishmentRequest</li> <li>• ProductForecast</li> <li>• GoodsRequirement</li> <li>• ReceiptAdvice</li> <li>• ConsumptionReport</li> <li>• InventoryActivityorInventoryStatus</li> </ul>	AS2 / HTTPS	Silver and above	

**\*\* Cf Appendix 1 for details on Subscription packages**

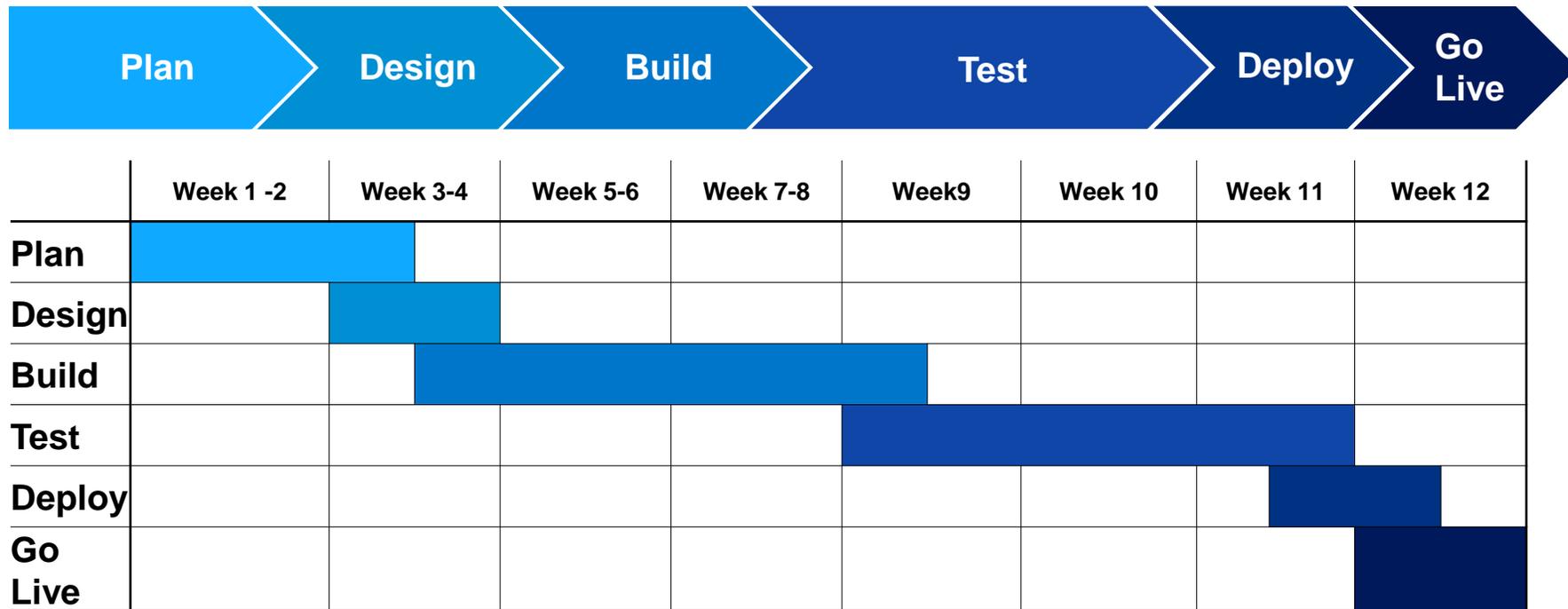
# High Level Overview of Integration Project



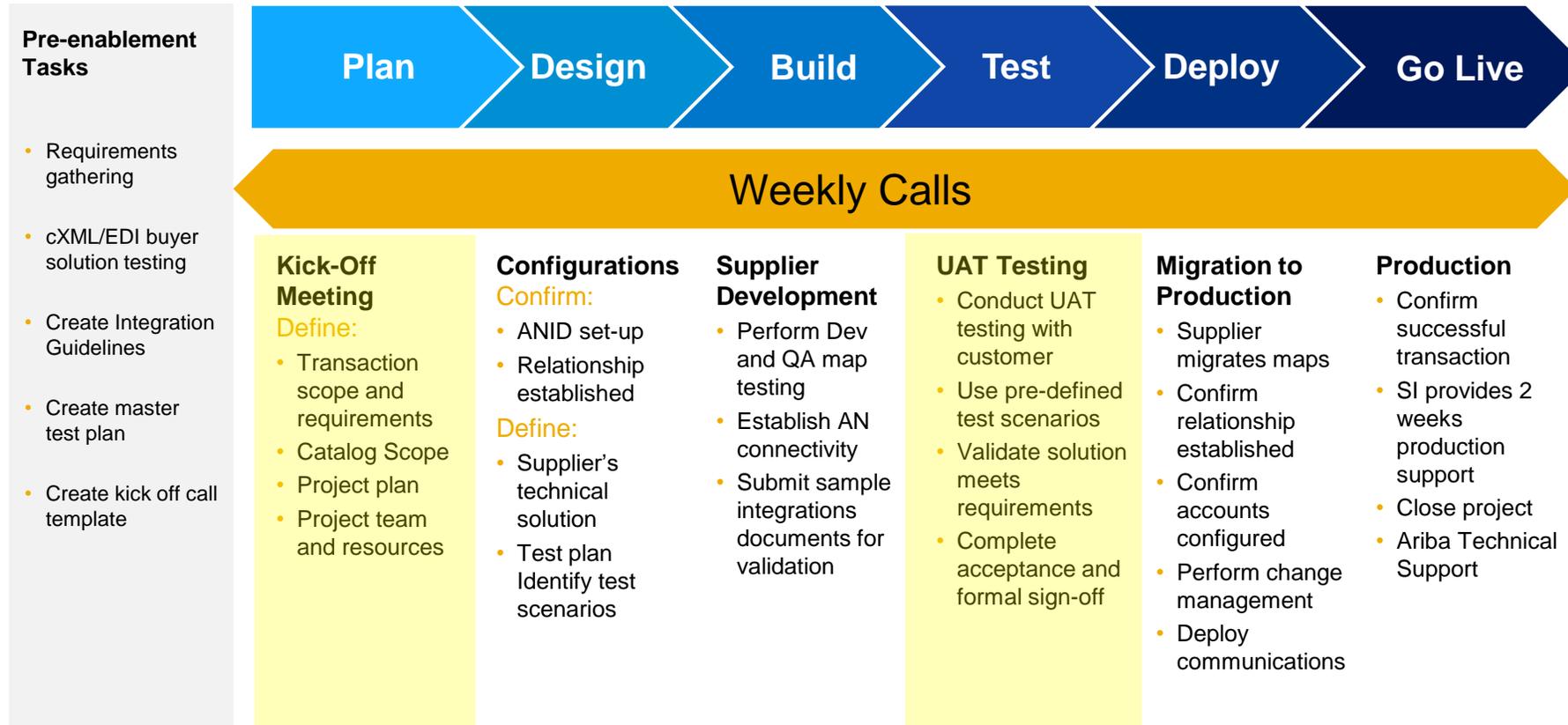
# Supplier Integration Project Planning for One Supplier

## Six phase integration project methodology

- Business processes and milestone dates to be determined at kick-off meeting
- Focus on requirements in up-front design and build phase
- Timeline based on transactions in scope



# Supplier Integration Project Planning Key Tasks

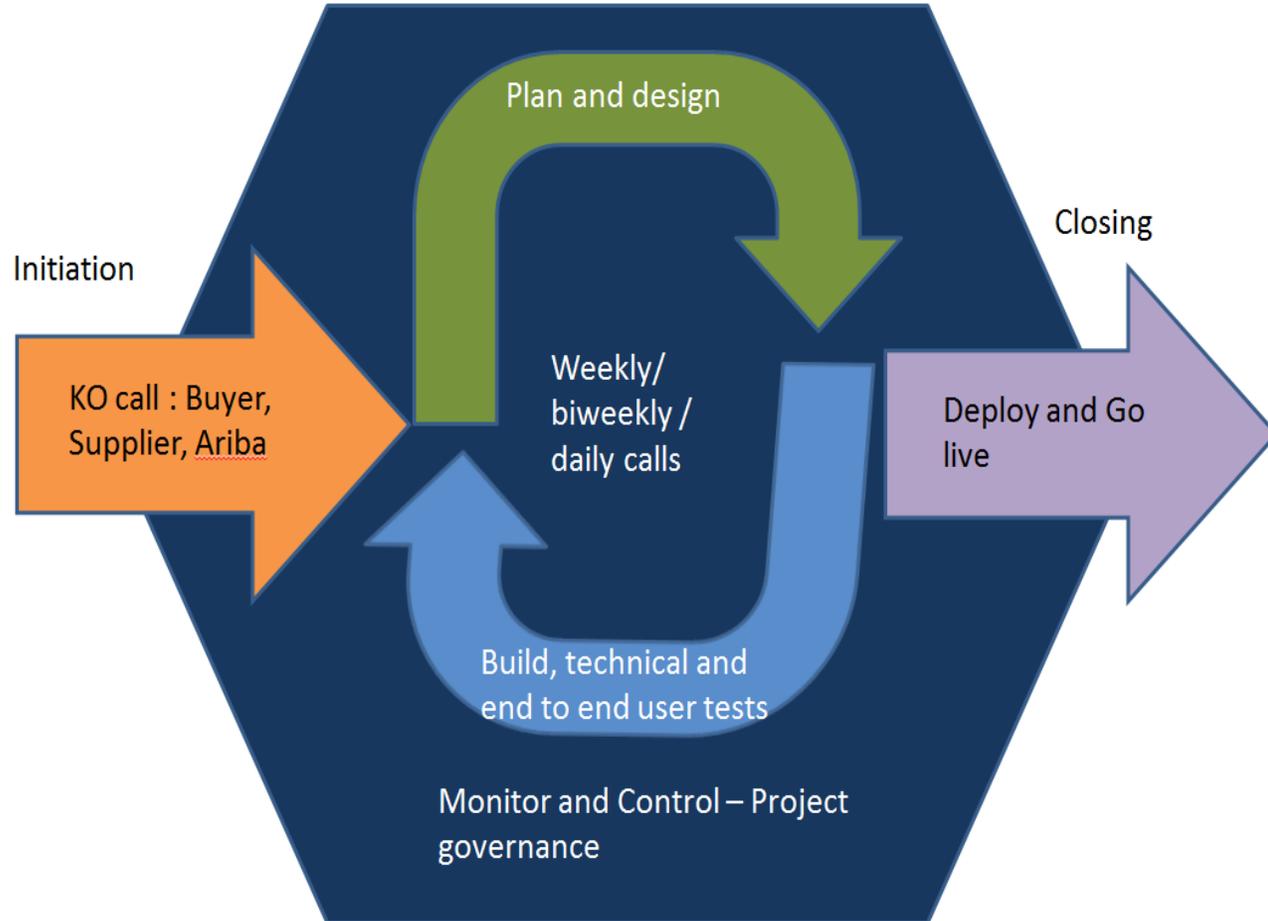


# Buyer Role: Estimated Level of Effort for One Supplier Integration

	Plan	Design	Build	Test	Deploy	Go Live	Total Estimated Time
	Week 1 - 2	Week 2	Week 2 - 4	Week 5 - 7	Week 7 - 8	Week 8	
Project Lead	2 hrs		1 - 2 hrs	2 hrs	½ - 1 hr	½ - 1 hr	6 - 8 hrs
Technical Contact	2 hrs	½ - 1 hr	½ - 1 hr	3 hrs	½ hr		6 - 7 hrs
Testing Contact	1 hr	½ - 1 hr		4 hrs			6 - 7 hrs

*Note: these are estimated hours for a PO/Invoice project with basic test scenarios. Hours will change according to docs in scope, test plan complexities, custom requirements, and supplier maturity/experience.*

# Seller Integration Methodology - RACI Matrix



3.Integrated and catalog supplier (optional)	BUYER	ARIBA	SUPPLIER
CIF Catalog Enablement Process	R	C	R
Punchout catalog enablement	R	C	R
<b>3.1.Integration Activities - EDI / cXML/ CSV</b>			
<b>3.1.1.Planning</b>			
Organise the seller kick-off	C	R	C
Obtain planning commitment	C	R	A
<b>3.1.2.Design</b>			
Design PO seller interface	-/C	-/C	-/R
Design "Enrich buyer PO" with data requested by seller	-/R	-/C	-/C
Design INV Seller Interface	-/C	-/C	-/R
<b>3.1.3.Build</b>			
Develop PO seller interface	I	I	R
Develop "Enrich buyer PO" with data requested by seller	-/R	-/I	-/I
Develop INV seller interface	I	I	R
<b>3.1.4.Test</b>			
Send test PO	R	I	I
Receive test PO and integrate	I	I	R
Analyse result of test PO with seller in case of errors	R/A	C	R/A
Send test INV	I	I	R
Receive test INV and integrate	R	I	I
Analyse result of test INV with seller in case of errors	R/A	C	R/A
Review of test progress every other day till completion	A	R	A
Review of progress every week	A	R	A
<b>3.1.5.Deploy</b>			
Activate seller in buyer ERP	R	I	I
Activate buyer in seller ERP	I	I	R
<b>3.1.6.GoLive</b>			
Follow transition to support	I	R	I
Follow <u>first</u> transaction	A	R	A
<b>3.1.7 VOC survey</b>			
Request VOC survey complete	A	R	I
Fill in VOC survey	I	I	R

# Seller Integration Methodology

## RACI Matrix (Supplier roles)

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### Project Lead

- Main contact for project coordination
  - Provide commitment to project timeline
  - Understand buyer's transaction validation rules
  - Participate in status meetings
- 

### Technical Developer

- Provide technical details for integration to back-end systems
  - Perform data mapping
  - Assist in troubleshooting document failure
- 

### Testing Contact

- Review and confirm test plan
- Download & validate applicable test transactions; load & process through ERP
- Assist in other testing activities, coordinate go-live

# Seller Integration Methodology

## After Go Live Transition To Support

### Post Go-Live Support

- Seller Integrators provide 2 weeks support post Go-Live during Live transactions starting with the first transaction in Production.
- After the two week period - a Service Request should be created for any request via Help Section in the Supplier's account
- Full list of support numbers per country are also listed in the Help Section of each suppliers account

# Appendix 1 - Subscription offerings for Ariba Network sellers

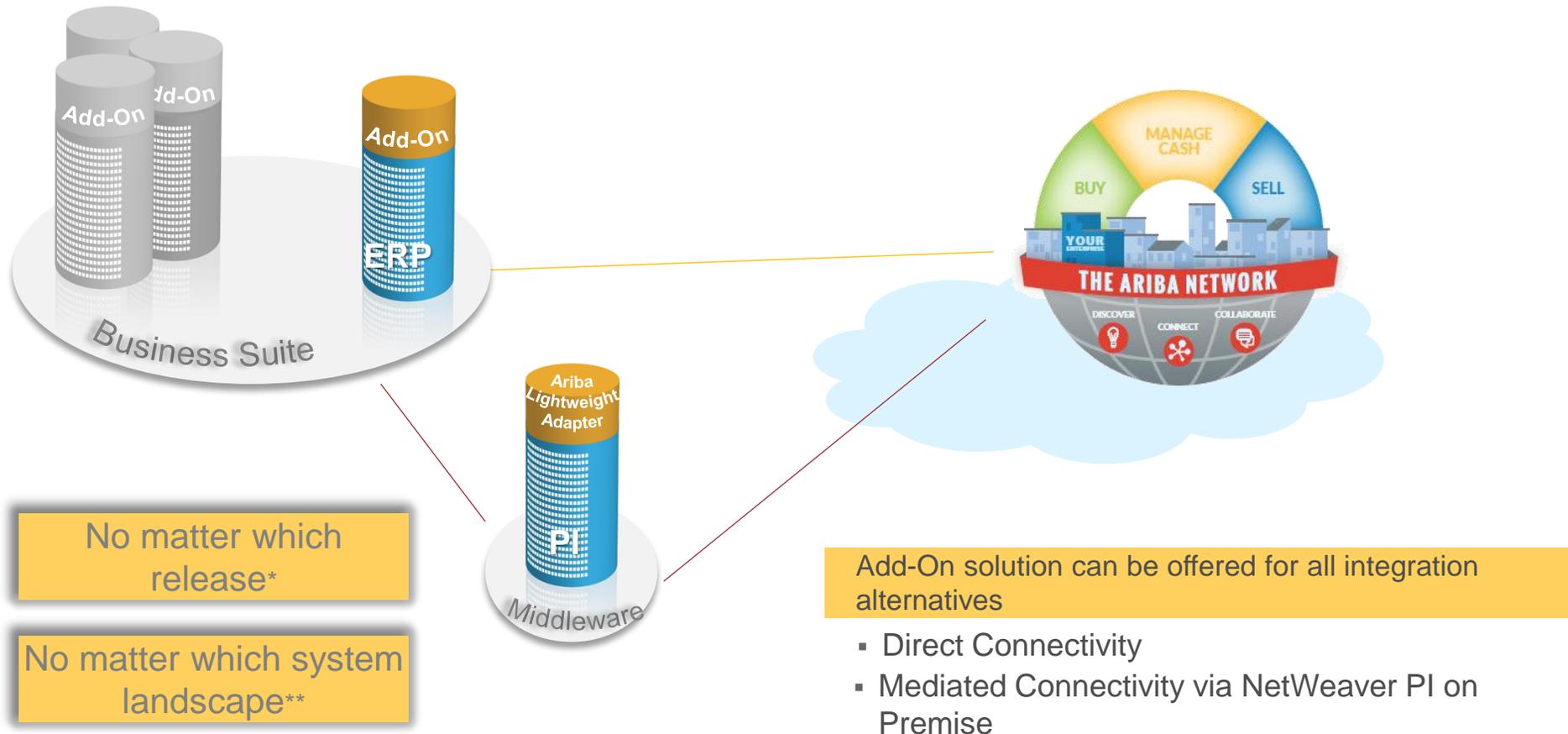
There are two components to the Supplier Membership Program: the Network Transaction Service subscription and the package subscriptions.

Note: Sellers who use cXML or EDI technologies and transact 25+ documents annually automatically receive the €670 Silver or higher level subscription

		Fee Schedule					
Subscription	Level	Entry	Standard*	Bronze	Silver	Gold	Platinum
	Documents per year	Unlimited PO, OC, Invoice	Up to 4*	5 to 24*	25-99*	100-499*	500+*
	Key Benefits	Interactive Email	Interactive Email Plus: <ul style="list-style-type: none"> <li>• Portal use</li> <li>• PO Flip</li> <li>• PO-Invoice reconciliation and status</li> <li>• Catalog use</li> <li>• Customer support</li> </ul>	Standard Plus: <ul style="list-style-type: none"> <li>• Advanced reporting through Portal</li> <li>• Ariba achievement badges</li> <li>• Sales opportunity response</li> </ul>	Bronze Plus: <ul style="list-style-type: none"> <li>• Integration Express consultation</li> <li>• Unlimited cXML and EDI usage</li> <li>• Supplier technical support</li> </ul>	Silver Plus: <ul style="list-style-type: none"> <li>• Unlimited responses to sales opportunities</li> <li>• Basic integration tools</li> <li>• eCommerce consultation services</li> </ul>	Gold Plus: <ul style="list-style-type: none"> <li>• Dedicated support channel</li> <li>• Advanced integration tools</li> <li>• Ariba LIVE pass</li> </ul>
	Subscription Fee	No charge	No charge	45 EUR 35 GBP 50 USD/yr	670 EUR 500 GBP 750 USD/yr	2000 EUR 1500 GBP 2250 USD/yr	4900 EUR 3770 GBP 5500 USD/yr
Transaction	Transaction Fee	No charge	No charge	.155% for Bronze-Platinum levels			

# Appendix 2 – ADD ON Direct versus Mediated connectivity

• SAP Business Suite Add-On for seamless process integration with Ariba Network



# Appendix 3 – ADD ON Direct, Mediated connectivity

## Required tasks by the seller

### SD Add-on Direct Connectivity

SAP Basis (Required)

- Setup & Deployment activities

SAP SD consultant (Required)

- Configuration of the Add-on

SAP ABAP developer (Recommended)

- Customizations on the SAP back-end (extrinsics, taxes ..)

### SD Add-on Mediated Connectivity

SAP Basis (Required)

- Setup & Deployment activities

SAP SD consultant (Required)

- Configuration of the Add-on

SAP ABAP developer (Recommended)

- Customizations on the SAP back-end (extrinsics, taxes ..)

SAP PI consultant (Required)

- Deployment of Lightweight PI adapter

## Why are integrated sellers important to SAP Ariba?

High transaction volume =  
high spend =  
\$\$ high SMP Revenue for Ariba \$\$



# Thank you.