ProMinent Group
Supplier Summit

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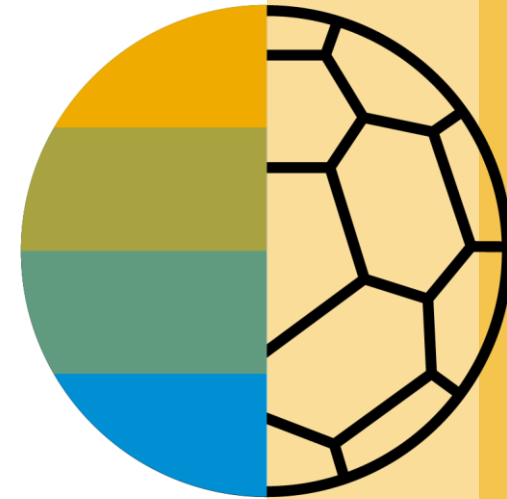
Today's Objectives

 Speaker Introductions

 ProMinent Initiative

 Describe Impact & Benefits

 Demonstrate Next Steps

 Q & A (as follow up & Website)

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Vorstellung der Redner

ProMinent®

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ProMinent Group

Tobias Weiler

Procurement Systems & Analytics

ProMinent Group

ProMinent Group
Digitazation of Procurement processes @ ProMinent

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ProMinent®

Why we as ProMinent are implementing SAP Ariba

Securing our competitiveness

Increasing our efficiency – value add vs. non-value add

Meeting our customer requirements

Standardization

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What's actually changing? What we will keep …

Orders are placed/transferred via the Ariba network.

- Order confirmations must be reported back via Ariba. Please continue to send invoices via email.

- For many materials, the most current documents will be automatically sent along with the order

Introduction of Advanced Shipping Notification (ASN)- You inform us about the shipment of the goods and send us e.g. also (3.1)-certificates via this channel. That enables us to do a much better production planning and will reduce inefficient check backs on both sides.

In the future, our requesters will order indirect material directly from catalogs. Catalog suppliers will have more reach and orders will be placed faster.

Tenders will in future be made exclusively via Ariba

The supplier evaluation and classification (e.g. Preferred) is done via Ariba, as well as the administration of essential master data

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What should you as a supplier do next?

After this summit, you should create and configure an Ariba account and then tell us your new Ariba Network ID (ANID).

You already have an account (ANID)? Then please send us the ANID to DE-ariba@prominent.com and we will contact you via the Ariba system to establish a business relationship (TRR).

If you would like to load a catalog in our Ariba system in the future, please contact the responsible buyer who is already taking care of you today. Our Catalog Enablement Team will then contact you.

Visit the Sourcing area on our homepage* http://www.prominent.com

There you will be comprehensively informed about the introduction of Ariba at ProMinent and you will also find an extensive FAQ as well as various documents to download.

* Dieser Bereich wird Ihnen ab ca. Ende November zur Verfügung stehen.

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Is this change necessary?

A large number of our suppliers already successfully conduct business with other customers via the Ariba network, whether through catalogs or Commerce Automation.

ProMinent will successively transmit all orders via the Ariba in the future. A global rollout ensures that we will carry out our processes in a uniform manner worldwide.

This means that we would like to take you, as a ProMinent supplier, with us on this journey. Accordingly, participation in Ariba is obligatory for all our suppliers in the future and is a component of our qualification process to become a Preferred Partner.

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When will the changeover take place?

We start with the so-called Commerce Automation (AB's, ASN).

Planned go-live: 12/15 2020

In parallel, we are implementing Guided Buying, a an online marketplace for our requesters. This is used to place orders with suppliers from catalogs or specific order forms. In addition, so-called small price requests/tactical buying (RFQ) will be performed.

Planned Go-Live: 03/31/2011

By means of the Strategic Sourcing Suite you will receive requests for quotations and make offers in the future within the Ariba system. The supplier evaluation and master data management will also be processed via it.
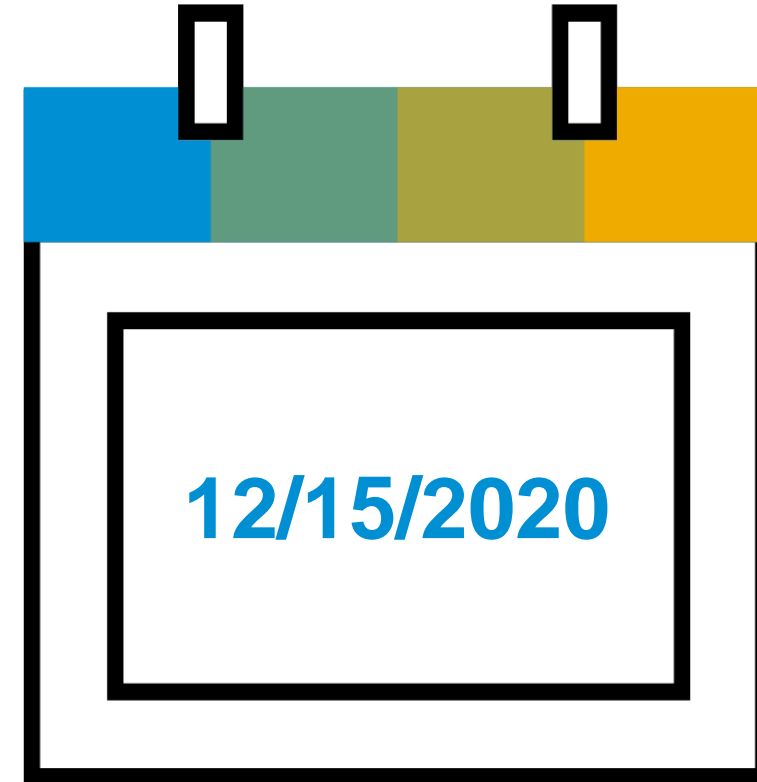
Planned Go-Live: 07.01.2021

Schedule and expectations

10/10/2020: Start of onboarding for suppliers

11025/2020: Accepting the request to establish
a business relationship

11/06/2020: Participation in supplier training (Summits)

12/15/2020: Go-live Commerce Automation

3/31/2021: Go-live Catalog Suppliers

Questions about the Ariba Network account can be sent to the following e-mail address:
DE-ariba@prominent.com

12/15/2020

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Why a Business Network?

Buyer Participants

- Global Enterprises
- Midmarket Companies
- Individual Buyers

Ariba Network
Open. Smart. Simple.

Confirm & Fulfill

Bill & Collect

Market & Sell

Source & Contract

Request & Buy

Reconcile & Pay

Supplier Participants

- Direct Materials
- Indirect Materials
- Services

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Why Ariba Network?

World's largest trading community of over $1 trillion

- Help active Global 2000 buyers find your products and services
- Get expertise, experience, and advice

Single point for business collaboration

- Manage leads, proposals, contracts, orders, invoices, and payments
- Collaborate with multiple customers

Works with how you do business

- Access a wide range of transaction options
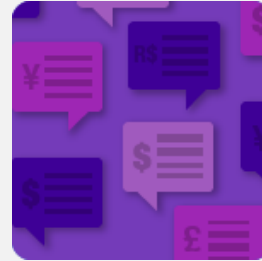- Use many browsers, formats, languages, and currencies

SAP Ariba Supplier Solutions

Ariba Network for Suppliers

| Leads | Proposals | Contracts | Orders and Invoices | Payments |

Find buyers ready to buy

Accelerate the sales cycle

Improve customer retention

Predict and apply cash

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SAP Ariba helps you…

Save Time

- Create and send invoices in seconds

- No need to confirm the orders via email/phone

- No need to spend time for follows up for payment

- Operate in real time

- Access your documents quickly

64% reduction in manual intervention

Lower costs

- Reduce paper usage

- Eliminate postage costs

- Reduce costs associated with resources used to generate/ rework the invoices

60% average reduction in operating costs

Stay organized

- Handle multiple customer relationships under one account

- Enjoy the simple way to store PO'S and invoices

- Get a better visibility into customers' spend

- Use 'Search Filters' to find your document/s

- Have the visibility into when you'll get paid and what for

80% efficiency and transform business operations

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SAP Ariba helps you…

Increase your revenue

- Publish your catalogs in front of thousand of potential buyers
- Become searchable as a supplier on Ariba Discovery
- Establish new customer relationships via Ariba Discovery

Receive faster payment

- Help your invoice reach the correct contact in the approval flow
- Feel confident all order information is complete and accurate
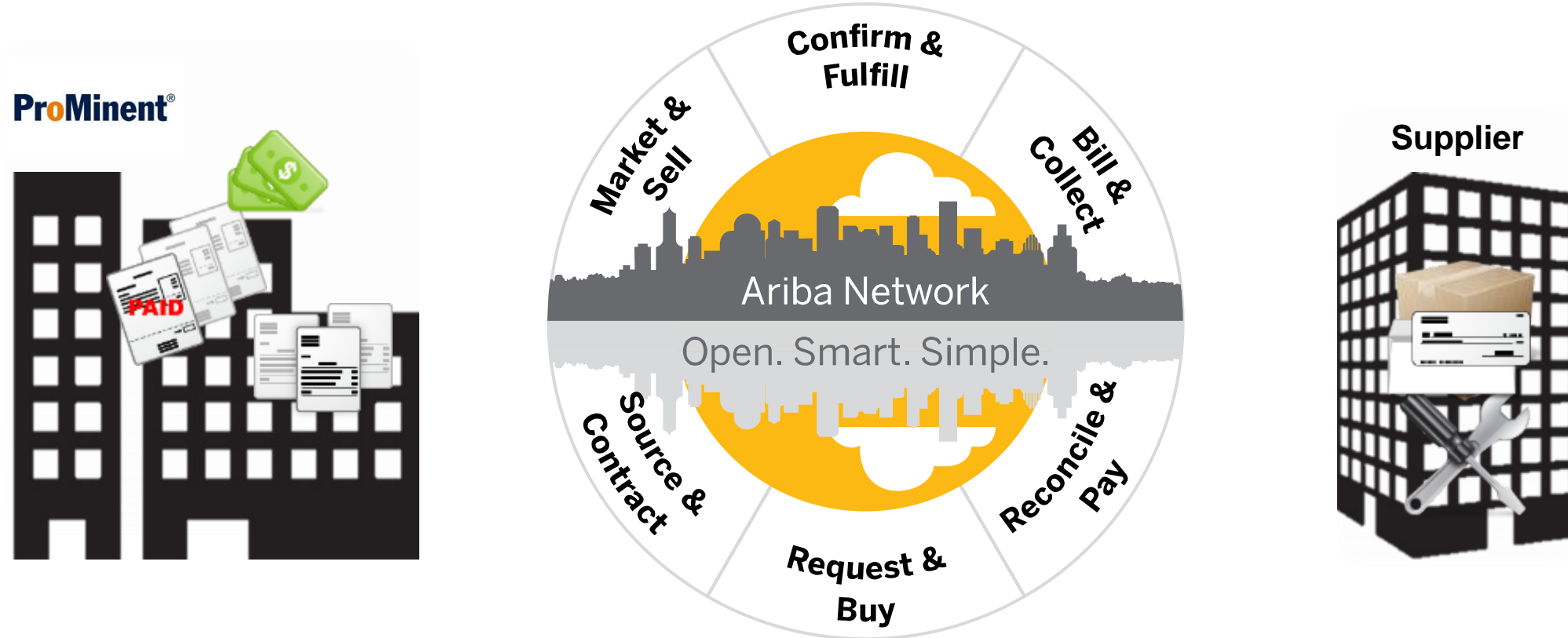- Prevent errors through system checks

Satisfy your customer

- Support your customer's strategic business plan
- Become a preferred supplier
- Simplify the communication process

30% growth in existing accounts
35% growth in new business

62% decrease in late payments
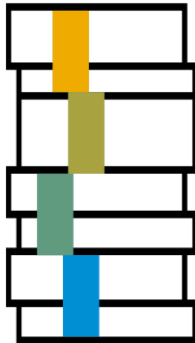
15% increase in customer retention

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Standard Procure-to-Pay Cycle

ProMinent®

Confirm & Fulfill

Market & Sell

Bill & Collect

Ariba Network
Open. Smart. Simple.

Source & Contract

Reconcile & Pay

Request & Buy

Supplier

Catalogs on Ariba Network

Catalog Benefits

Improve purchase order accuracy

Accelerate responsiveness to customers

Encourage compliance to procurement processes

Enhance cash flow

Provides a simple, consumer-like buying experience for users

Catalog Options

CIF (file based catalog)

PunchOut Levels 1 & 2 (users shop at your store and return items to their Ariba shopping cart, based on requirements)

*If your customer determines they would like to enable catalogs with you, a Catalog Enablement Expert from Ariba will reach out to you with further details/instructions

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Ariba Network Fee Schedule Basics
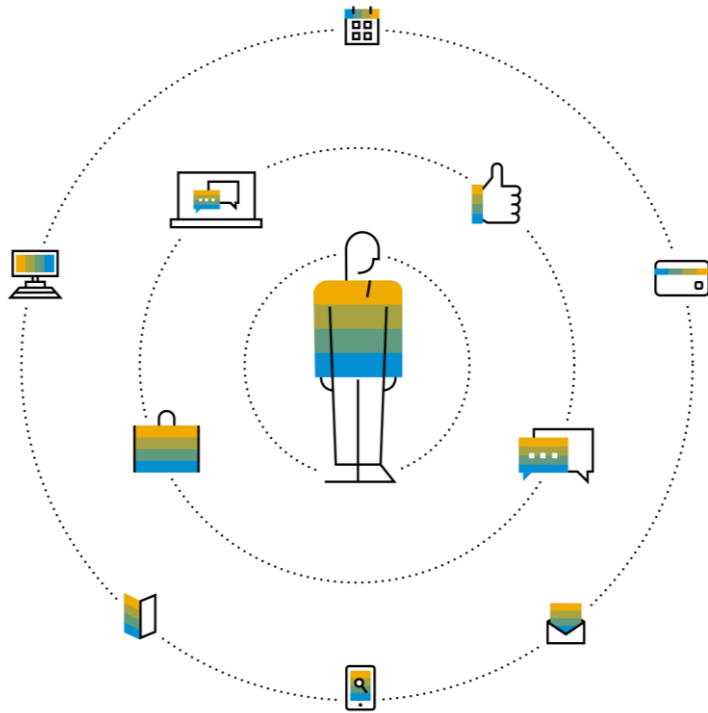
FREE for all suppliers to join and begin transacting

Suppliers only start being charged once reaching the Fee Threshold of €44,600 and 5 Documents

Chargeable documents are considered Purchase Orders, Invoices, Service Entry Sheets, and Service Entry Sheet Responses

Chargeable suppliers transacting less than 185,000 EUR in annual financial volume will be assigned to the Bronze level irrespective of annual document count

Supplier Fees

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Fee Threshold

$50,000 and 5 Documents

Suppliers who do not cross the Fee Threshold will not be charged fees

Once the Fee Threshold is reached, below model applies

Transaction Fees

Billed every quarter

0.155% of transaction volume

Capped at $20,000/year (per relationship)

+
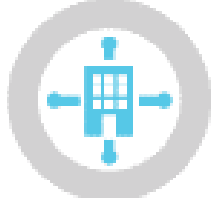
Subscription Fees

Billed once a year

Annual Document Count Across All Customer Relationships	Subscription	Annual Fees
5 to 24 documents	*Bronze	$50
25 to 99 documents	Silver	$750
100 to 499 documents	Gold	$2,250
500 and more documents	Platinum	$5,500

*Chargeable suppliers transacting less than $250,000 in annual financial volume will be assigned to the Bronze level irrespective of annual document count

Ariba Network Supplier Subscription Offerings

Standard
- ✓ FREE Collaboration
- ✓ Onboarding Assistance
- ✓ Custom Routing and Reporting
- ✓ Electronic Catalogs
- ✓ Ariba Discovery
- ✓ Customer Support

+

Bronze
- ✓ Advanced Reporting
- ✓ Achievement Badges
- ✓ cXML/Catalog e-Learning Courses
- ✓ 1 Ariba Discovery Lead Response

+

Silver
- ✓ Integration Express Consultation
- ✓ Unlimited cXML and EDI Usage
- ✓ Technical Support
- ✓ 2 Ariba Discovery Lead Responses

+

Gold
- ✓ Data Cleansing and Enrichment
- ✓ Basic Integration Tools
- ✓ E-commerce Consultation Services
- ✓ Unlimited Ariba Discovery Lead Responses

+

Platinum
- ✓ Dedicated Support Channel
- ✓ Advanced Integration Tools
- ✓ Pass to SAP Ariba LIVE

Ariba Discovery

Receive qualified leads
A quick 5 minute registration will activate qualified leads sent right to your inbox

Save time
Get in front of buyers when they are actively looking for new suppliers

Sell effectively
Take advantage of the Ariba Network community to get in front of buyers you're not already working with

Win new business
Tap into $5 billion of new opportunities posted annually

Increase interactivity
Communicate with buyers and prospects in real time

Configure Your Account

Go Live on Ariba Network

Projected Date to Start Transacting- 12/15/2020

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