

SAP Ariba 

SAP Ariba Cloud Integration Gateway Solution for Suppliers

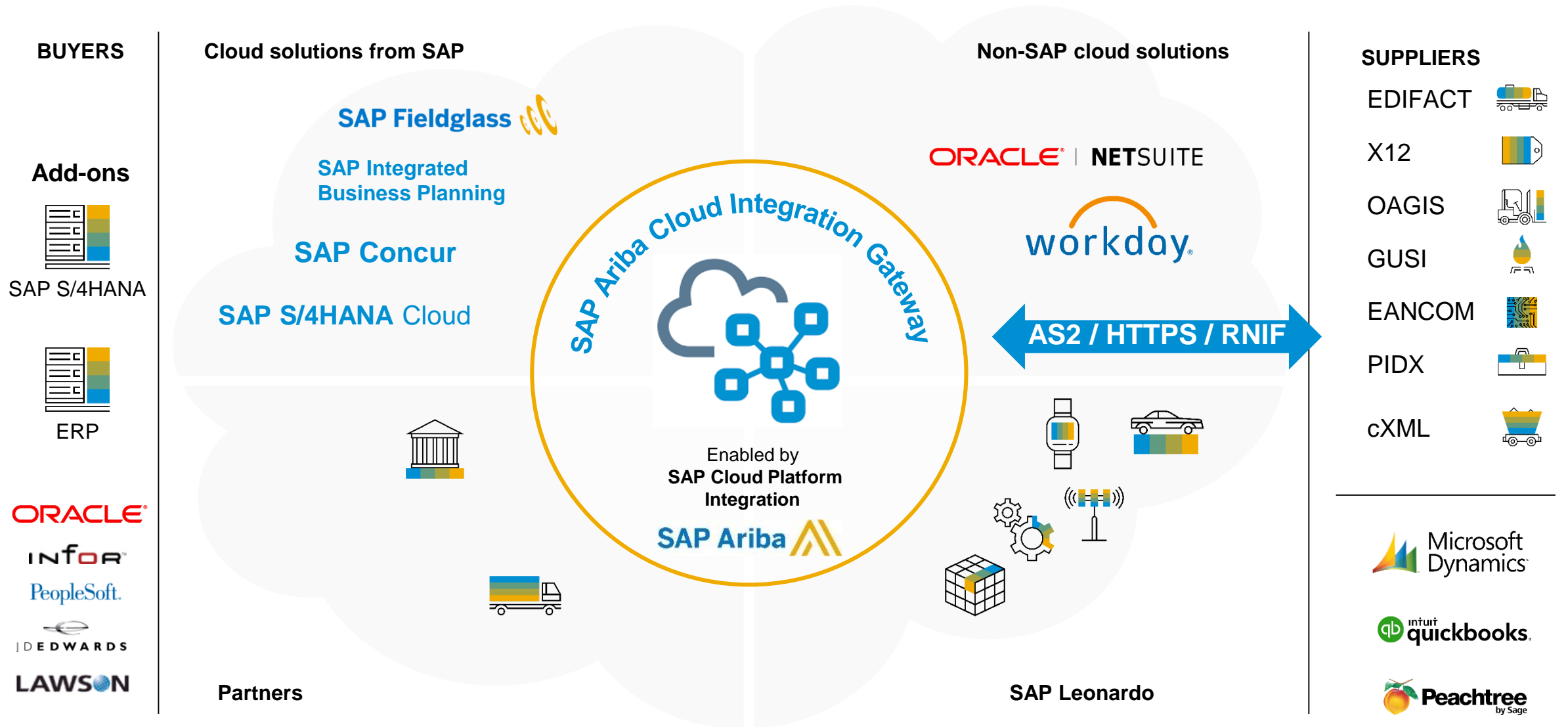
SAP – Mani Sreedharala, Sachin Deshmukh

PUBLIC

THE BEST RUN



Cloud integration strategy



Why do we need something like CI&G?

Buyers

Our strength in supporting **any Buyer requirement** makes it **difficult on suppliers**

- Every Buyer ends up creating a slightly different **“Shape”** on the network
 - Thousands of extrinsics have been created, all requiring custom mapping
 - All mapping must be done on the Supplier side

Suppliers

This forces suppliers to integrate **over and over** again

- 500 integrations per quarter across suppliers
- With an average of **37 to 50+ days** per relationships
- Translating into **thousands of days in cumulative duration** for some of our most frequent suppliers

Integration Value and Benefits



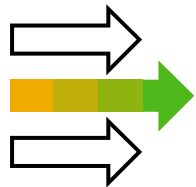
Reduces Procure-to Pay cycle time

- Faster processing of documents, real-time system-to-system
 - 75% order processing productivity gains via Integration
 - Minimize delays in securing payment



Increased transaction accuracy

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



Efficient management of business transactions

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

Standard integrations **CIG - 213**

133 = SAP ERP and SAP S/4HANA

80 = Other Formats – Network Sell side

Category	Master	Product Sourcing	Supplier Management	Sourcing – Retail	Transaction	Contracts
SAP Ariba Applications	Sourcing	Sourcing and Contracts Purchasing organization Purchasing groups Company code Payment Terms Plants Incoterms Material Master Material Master/Plant Material Groups	Product Sourcing Purchase Info Record Manufacturer Part Number Bill of Material*	Supplier Management SLP outbound (pass-through) SLP inbound (pass-through)	Sourcing – Retail Article Master Characteristics Profile (Class) Merchandise Category Display Set Article/Site Generic Article Variant	Transaction 6 Sourcing RFQ to Quote request Quote Message Sourcing Award to PO Sourcing Award to Outline Agreement Contracts Contract Workspace to Outline Agreement Scheduling Agreement
	Procurement	Buying and Invoicing Account categories Assets Asset Class Company codes Cost centers Cost center languages ERP commodity codes General ledger Internal orders Plant	Payment terms Purchase groups Tax codes WBS elements User data User group mapping Remittance locations Supplier data Supplier location Contracts	Company code internal order mapping Company code WBS element mapping Purchasing org Account category Plant to purchase Currency conversion Fund manager Purchasing org General ledger	Transaction Buying and Invoicing Material PO Service PO	Asset Shell Receipt status Invoice status
Supply Chain Ariba Network	Buy side	Commerce Automation Standard Material PO Service PO Change PO Cancel PO Order Enquiry request Order Confirmation Inbound Ship Notice Outbound ASN Outbound Payment Remittance Inbound Remittance Advice Remittance Cancellation Inbound Receipt Outbound Receipt Service Entry Sheet Carbon Copy (CC) SES Service Entry Status update Cancel Service Entry Sheet Invoice (incl. Credit Memo) Invoice status Carbon copy (CC) invoice Quote request Quote message Payment batch file Batch Managed PO	Discounting Inbound Payment proposal Outbound Payment proposal	Supply Chain Collaboration Subcontract PO Multi-Tier Subcontract PO Consignment PO Component consumption Transfer movement (Product Activity) Order Confirmation Approval	Forecast and SMI Scheduling Agreement Forecast Demand (Product Activity) Inventory Levels (Product Activity) Product Replenishment Replenishment Order for SMI	Quality Management Quality Notification Quality Inspection Request Quality Inspection Result Quality Inspection Decision Quality Certificate
			EDIFACT D96A ORDERS ORDCHG ORDRSP INVOIC DESADV CONTRL RECADV INVRPT REMADV DELFOR DELJIT APERAK IFTMIN IFTSTA			
			GS1 EANCOM 97 ORDERS ORDCHG DESADV INVOIC REMADV			
			GS1 GUSI MultiShipmentOrder DespatchAdvice ReplenishmentProposal ReplenishmentRequest ProductForecast GoodsRequirement ReceiptAdvice ConsumptionReport InventoryActivityorInventoryStatus			
	80	X12 v4010 810 820 204 214 824 (In & Out) 830 (Forecast) 830 (Commit) 832 842 (In & Out) 846 (In & Out) 850 855 856 860 861 862 864 866 866 (MO/PO) 997 (In & Out)	EDIFACT D01B ORDERS ORDCHG DESADV INVOIC	GS1 EANCOM 2002 ORDERS ORDRSP ORDCHG INVOIC DESADV REMADV	OAGiS v9.2 ProcessPurchaseOrder (PO) AcknowledgePurchaseOrder NotifyShipment ProcessReceiveDelivery NotifyPlanningSchedule NotifyInventoryConsumption NotifyProductionOrder NotifyInventoryBalance ConfirmBOD	
					PiDX v1.61 OrderRequest OrderChange OrderResponse Invoice InvoiceResponse Receipt ReceiptAcknowledgement Exception InvoiceResponseSESR AdvancedShipNotice	

State of the Union SAP Ariba Cloud Integration Gateway: Suppliers

STANDARD INTEGRATION



80

Supported Business processes across 5 Industries

SUPPLIER GAs



800+

Since Q1 2017 Live TP across 8 data formats.
50% reduction in integration time.

CURRENT DEPLOYMENT



300+

Globally in testing across various formats:
cXML, X12, EDIFACT, EANCOM, PIDX,
OAGIS and GUSI

VOLUME



14.4+

Million transactions processed since CIG GA
on buy and sell-side

SUPPORTED DATA FORMATS



80

cXML, X12, EDIFACT, EANCOM, PIDX,
OAGIS and GUSI

SELF_SERVICE VALUE



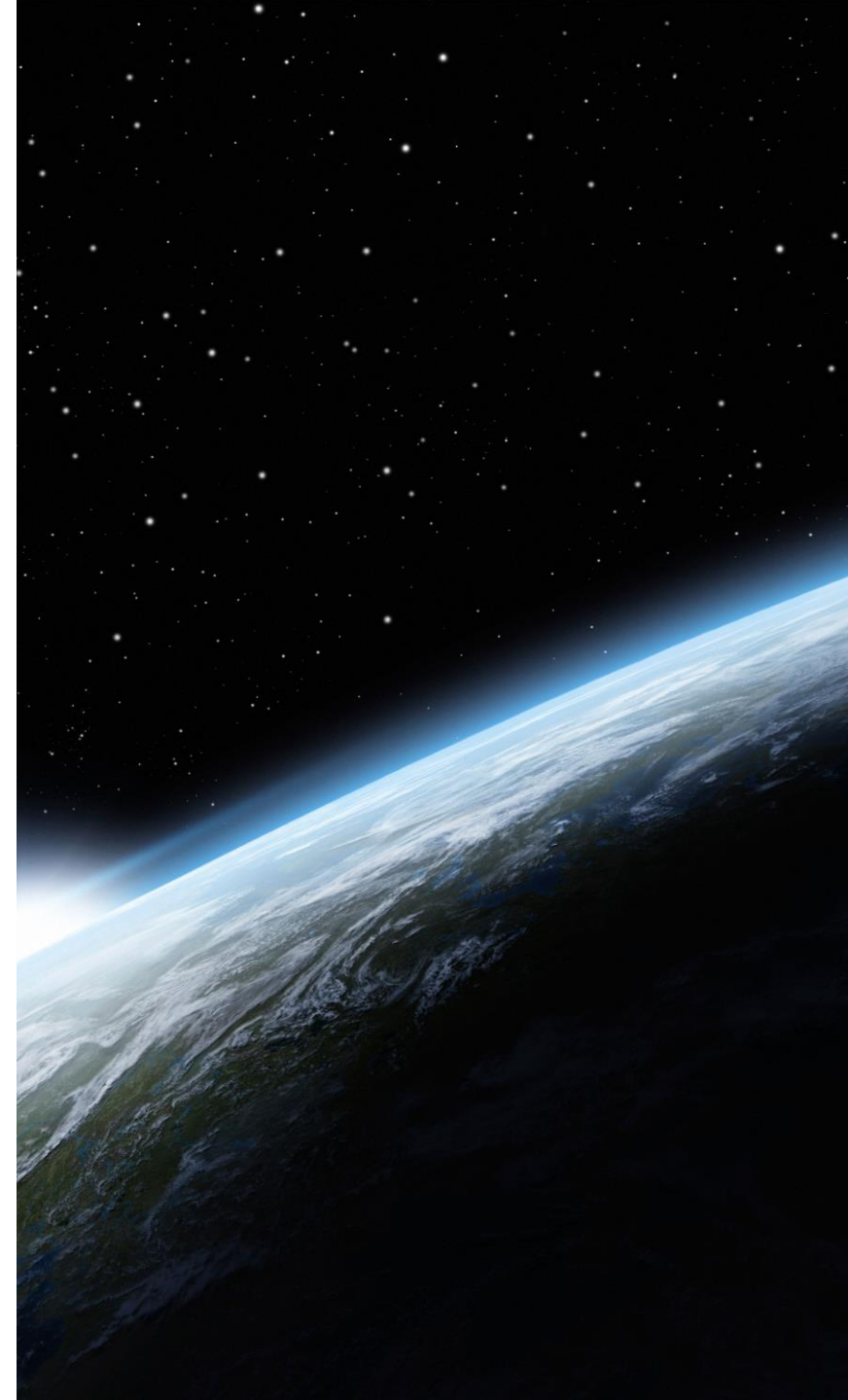
50%



Reduction in integration time

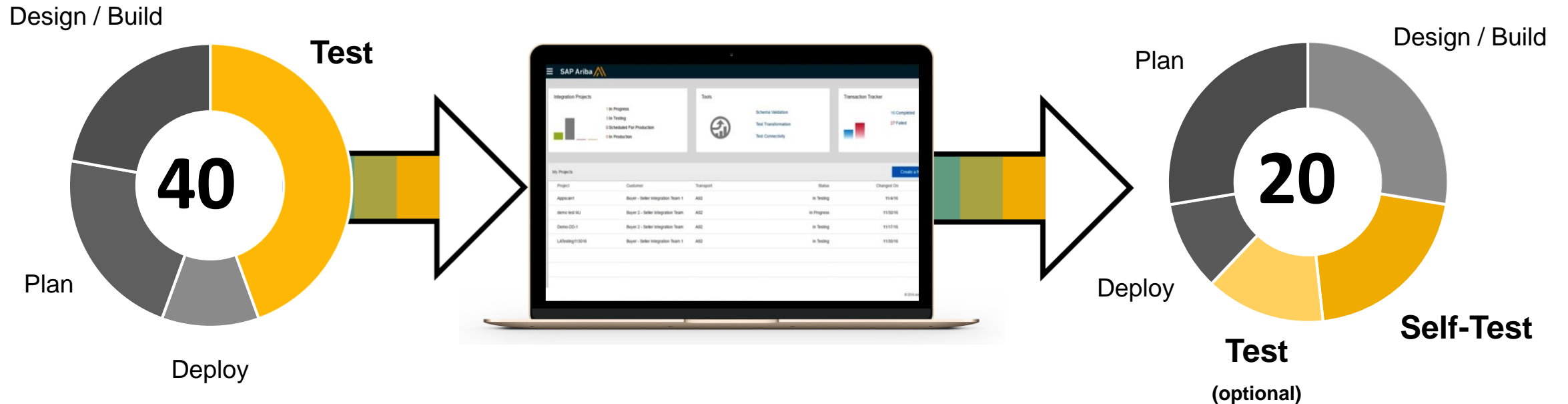
Key Functionality

- **Support for multiple standards** and document types
- **Connect once** to Ariba Network to integrate with many customers using single mapping
- **Simplification** using CIG integration wizard
- **Monitoring** using CIG Transaction Tracker and integrated acks.
- **Shared** connection
- **VAN Interconnection** with known 3rd party VAN providers
- **Troubleshooting tools** (Document Validator / Connectivity Tool)
- **Self-Test Scenarios** using Test Central

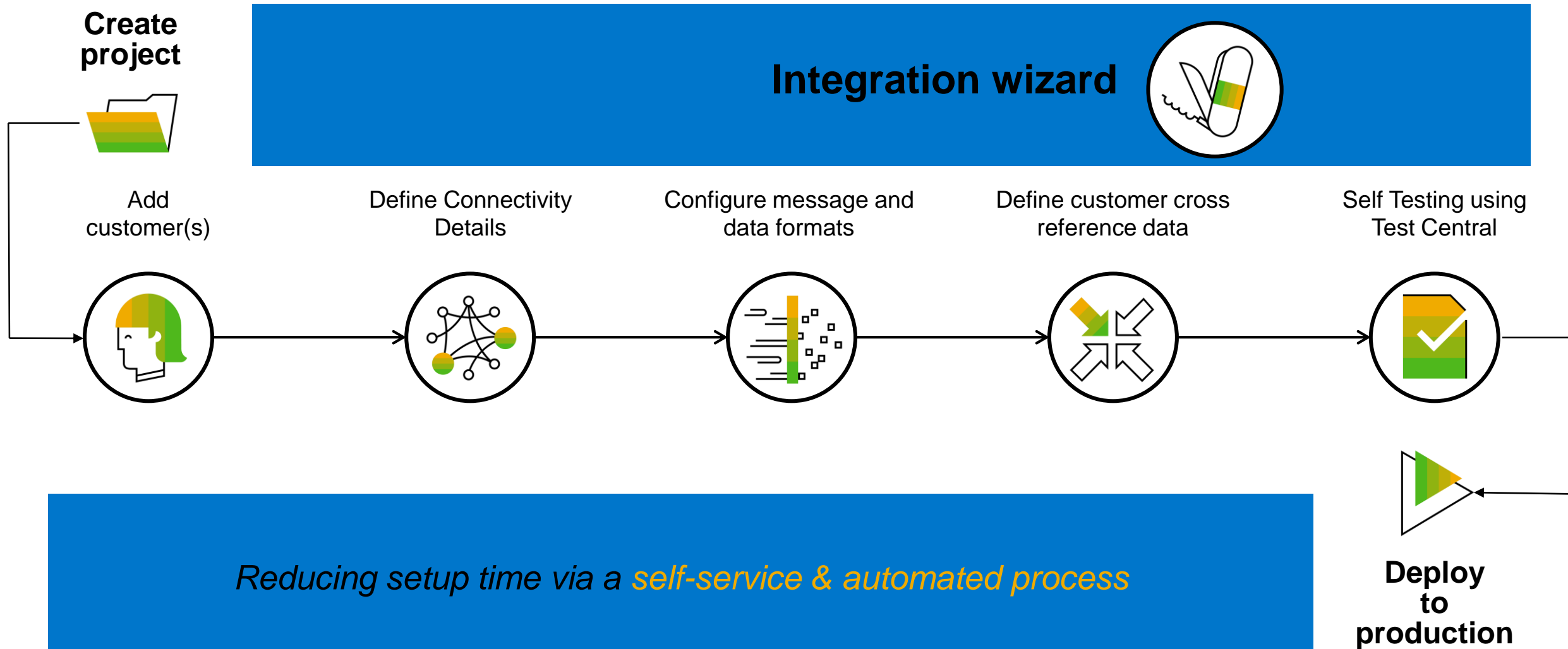


Decreasing Overall Project Duration

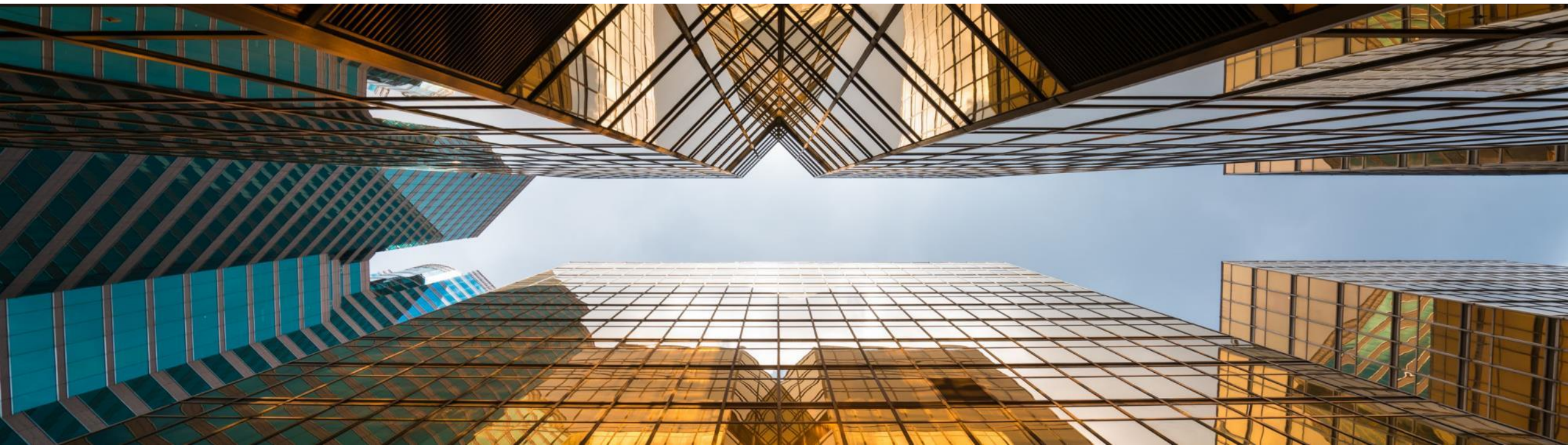
Reducing setup time through a **self-service & automated setup process**



Integration Project Creation



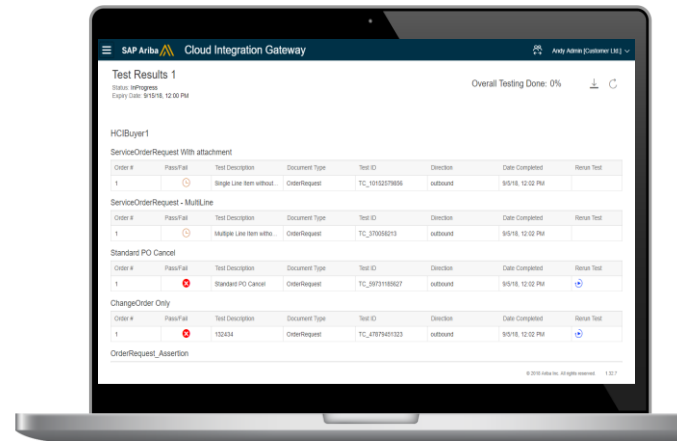
Test Central





Test Central

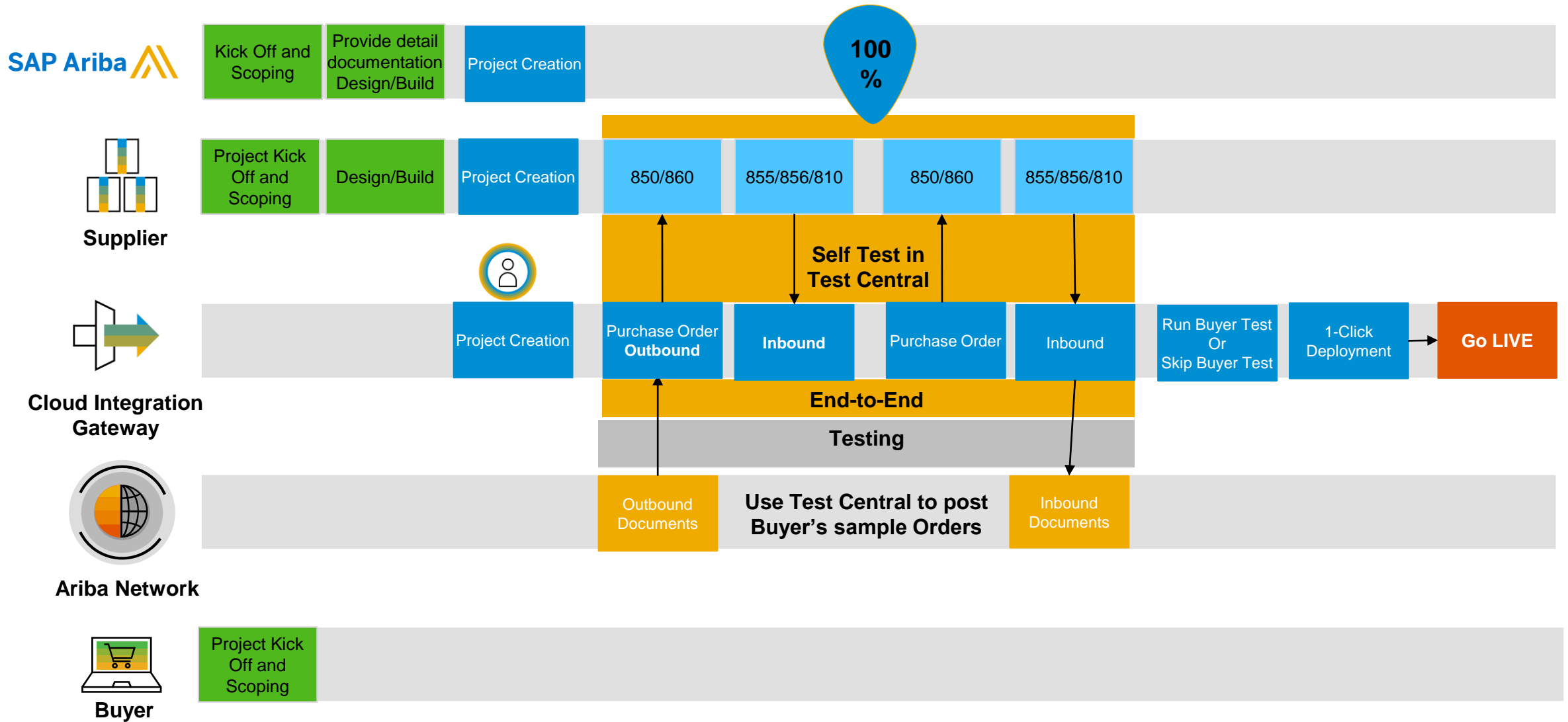
Test Central allows suppliers to test and validate connectivity, schema and content without engaging a Buyer. By leveraging test central, suppliers can significantly reduce project duration by completing the testing at a rapid pace with the help of out-of-the-box test cases that are already available.



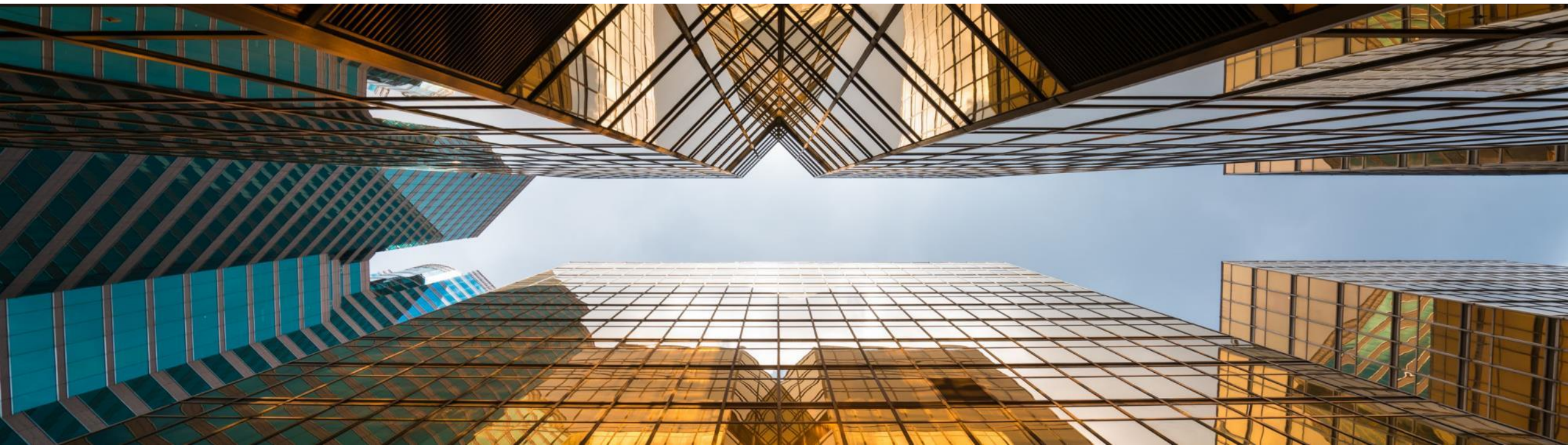
Test Central

- Built in test suite to test new functionality
- Regression testing for end to end integration between systems
- Connectivity testing
- Master Characteristics
- Automated Supplier onboarding tests for faster onboarding

Test Central Overview



Legacy Migration



Migrating Existing Seller to CIG

Applies to any seller, no matter the size of their integration footprint

- Opening CIG to move existing suppliers

CIG allows a seller

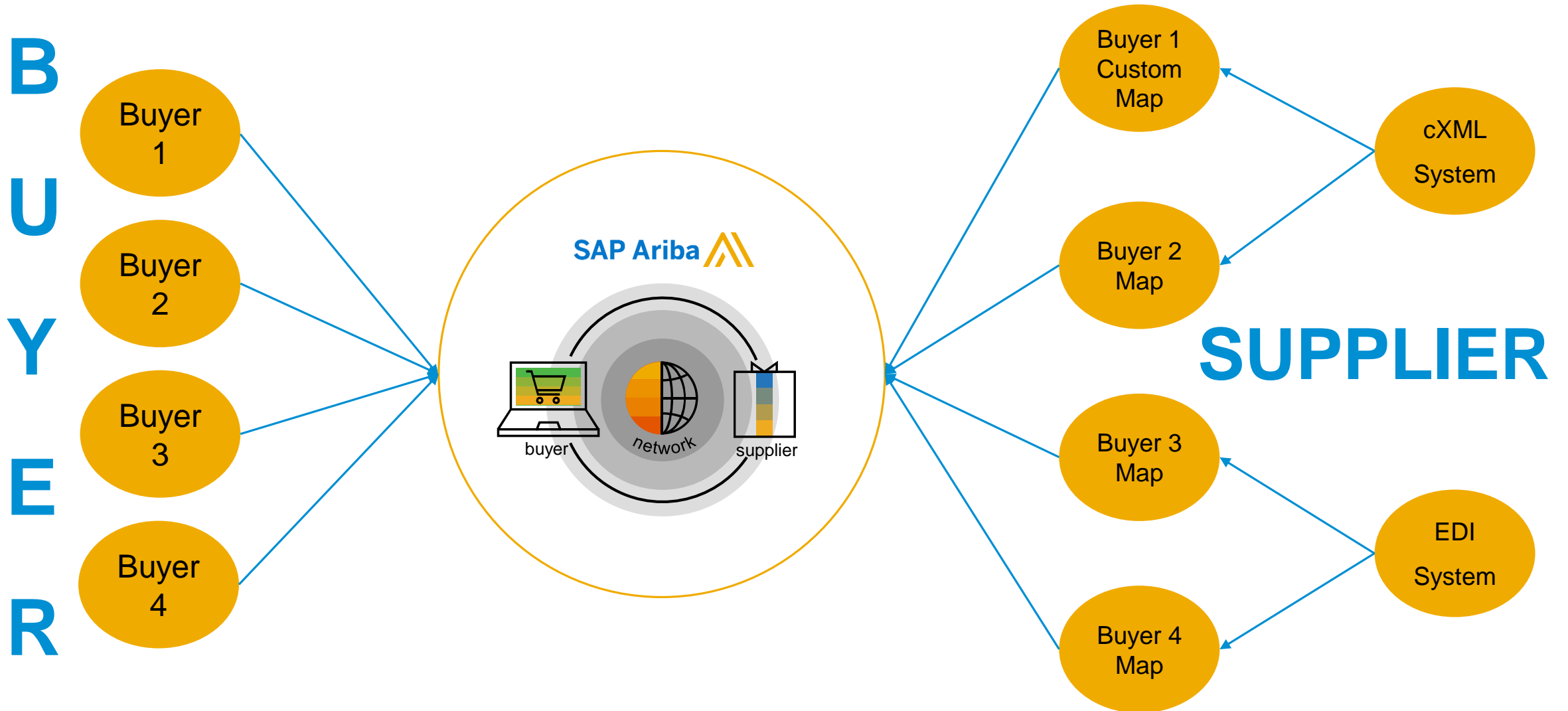
- Configure/Maintain multiple connection points and connection types in one place
- Removes need to custom-build this (repeatedly) on seller's internal systems
- Suppliers keep existing legacy AN mapping and use it in CIG

Planning should be done with care

- Ideally this will align with a net new trading relationship.

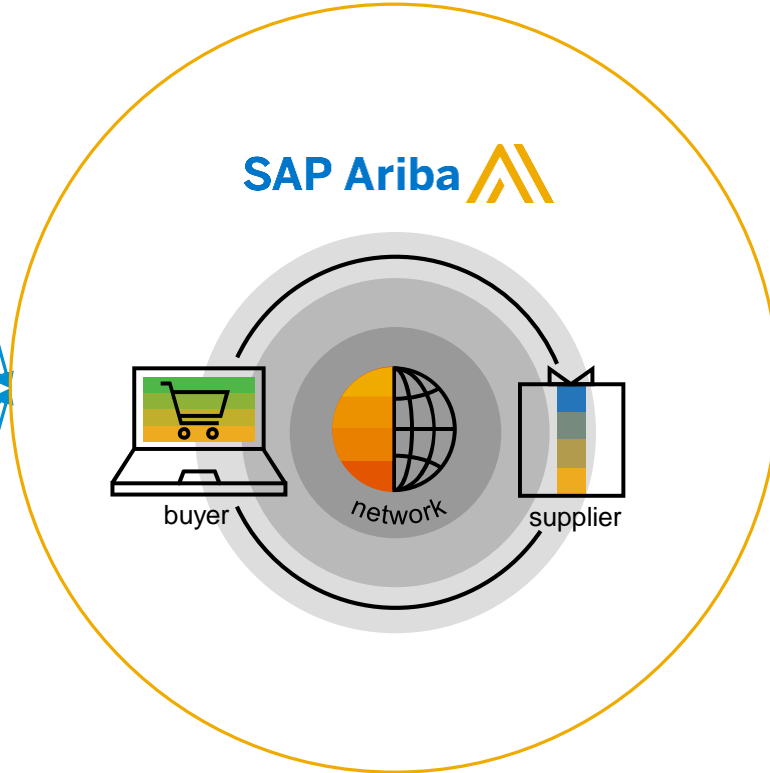
- Step by Step will be provided to migrate to CIG

Existing Seller - TODAY

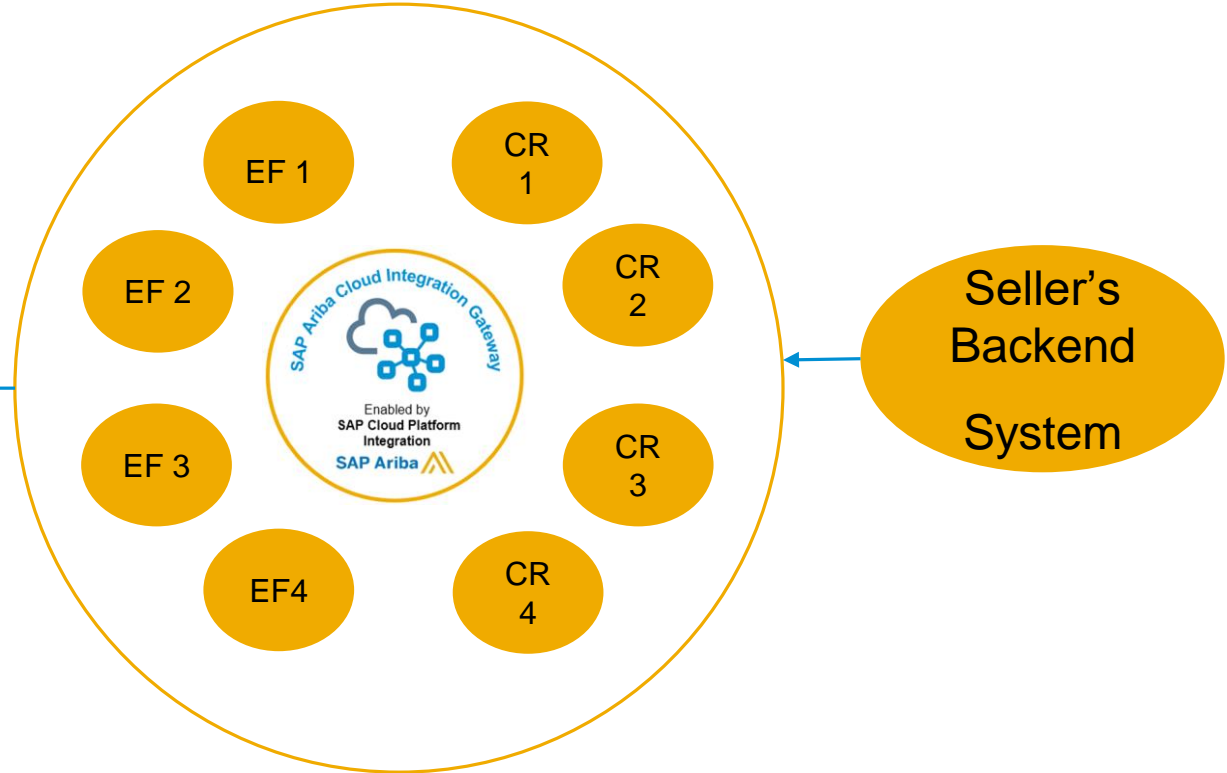


Existing Seller - TOMORROW

B
U
Y
E
R



SUPPLIER



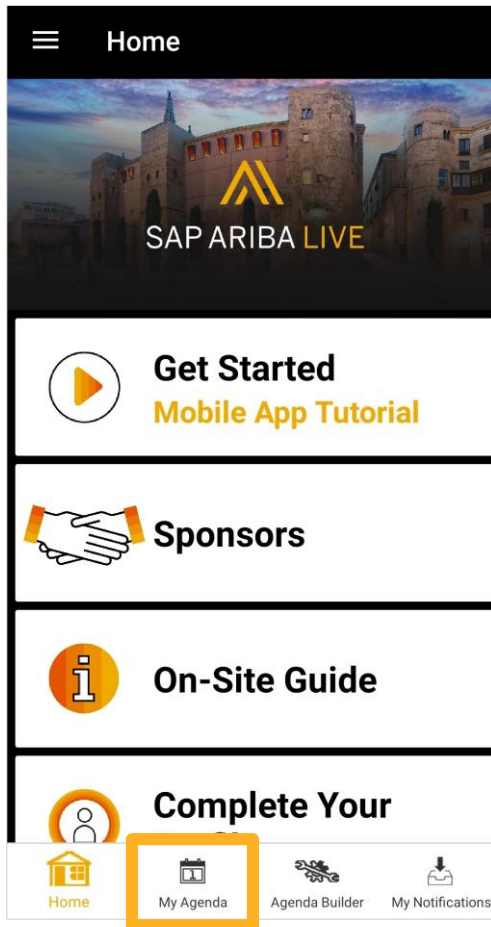
*EF = Extension Framework

*CR = Cross Reference (or Project)

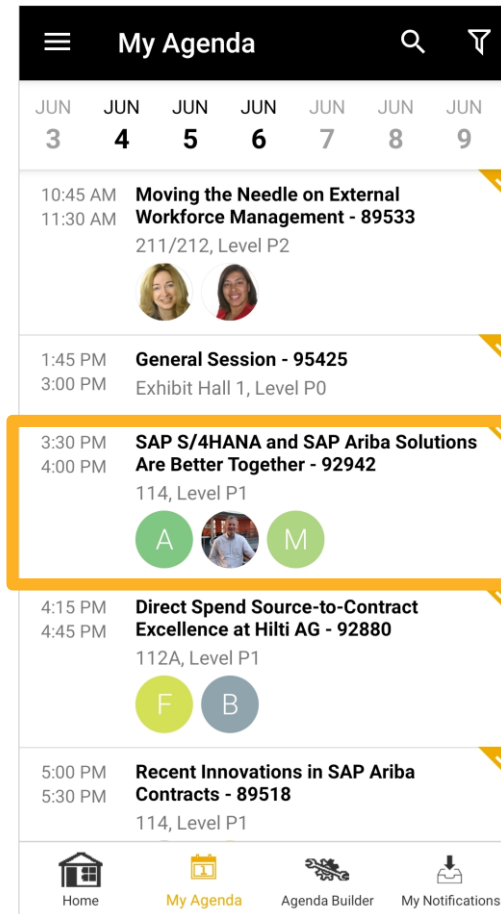
Questions?

Please complete the session survey

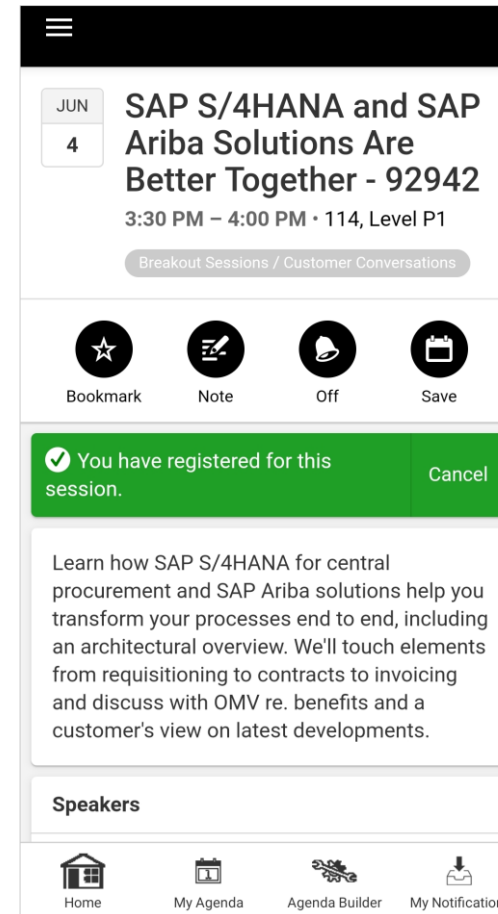
Open My Agenda



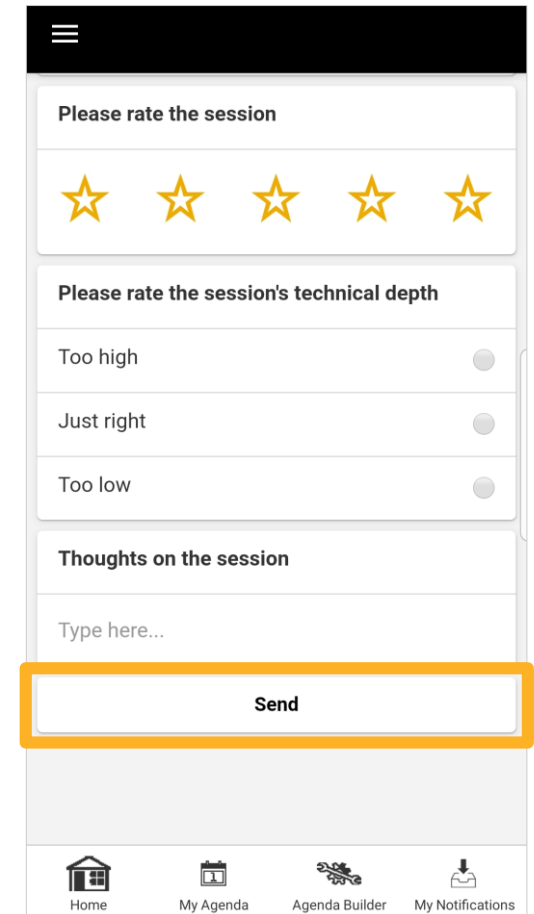
Locate Session



Scroll Down to Survey



Rate Session



Follow us



www.sap.com/contactsap

© 2019 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 platforms, 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 www.sap.com/copyright for additional trademark information and notices.