

Ariba Suppliers Network

Standard vs. Enterprise Account comparison

STRICTLY CONFIDENTIAL - OWNERSHIP OF ITALMATCH



Performance Products & Specialties



Advanced Water Solutions



Flame Retardants



Lubricant Performance Additives



Personal Care, Fabric Softeners & Plastic Additives



Oil & Gas Solutions

Ariba Suppliers Network

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Italmatch and its Suppliers

Ariba - Standard Account

Ariba - Enterprise Account

Q&A

Get started with SAP Business Network

Standard account

With a free standard account for SAP Business Network, you can begin to truly grow your supply business with access to features that allow you to receive and respond to leads, show off your brand to millions of buyers on the network, and streamline your business processes, such as receiving and sending POs and invoices.

- ✓ Comprehensive company profile
- ✓ Lead generation
- ✓ Ability to respond to RFPs through the SAP Business Network Discovery solution
- ✓ Self-service catalog management
- ✓ Ability to send and receive unlimited POs and invoices
- ✓ Get access to the mobile app and the web

Enterprise account

Take your business to the next level with an enterprise account that allows you to receive extended support and truly automate your business by integrating your ERP and SAP Business Network solutions with customers to create efficiency and collaboration in end-to-end transaction processing.

- ✓ Receive extended priority support
- ✓ Fully integrate your ERP
- ✓ Get dedicated support on publishing catalogs
- ✓ Improve supply chain collaboration
- ✓ Get full access to activity reporting, KPIs, and benchmarking

The **standard account** is entirely free, regardless of the number of documents exchanged, and does not require change management, new IT equipment, or additional resources.

ITALMATCH suggests a STANDARD account for its valued Suppliers

What is SAP Business Network, standard account?

With your standard account and company profile, you can find new customers and collaborate with existing ones that are also on SAP Business Network – at no cost.



Showcase your company and transact with your customers

Companies collaborate with their suppliers on SAP Business Network to do business in a more simple, efficient, and cost-effective way.

With a free standard account, you'll be able to set up a comprehensive company profile, receive leads from the SAP Business Network Discovery solution, and exchange an unlimited number of documents with your customers.

- Participate in sourcing events
- Share your company profile, certifications, and catalogs with buyers
- Receive orders and send back invoices and more
- Monitor the live status of documents and payments

Capabilities of the standard account

A free standard account enables you to participate in sourcing events, collaborate on contracts, and transact an unlimited number of documents.

Searchable company profile

Increase your chances of getting seen by new customers with a comprehensive company profile. With this profile that's searchable and viewable by the thousands of buyers on SAP Business Network, you can increase the visibility of your organization and show what makes your brand special.

✓ **Demonstrate your corporate social responsibility activities**

Get noticed by buyers looking to purchase from suppliers with certain specialties by uploading your certificates to your profile. Include certifications from a variety of specialty categories, including environmental, social enterprise, diversity, quality, energy, and other.

✓ **Display your commitment to sustainability**

Import sustainability ratings from EcoVadis Inc. or another provider directly to your profile to proactively and credibly illustrate the sustainability of your organization to potential customers. Be seen by buyers who can filter their search results to only show suppliers with a sustainability rating uploaded to their profile.

✓ **Comply with customer requirements**

Simplify and streamline the sharing of your organization's human rights information with the standardized questionnaire that you can complete and attach directly to your profile – buyers that need to comply with legal requirements request this information from all of their suppliers. Complete the questionnaire as a supplier once and share with as many buyers on SAP Business Network as needed.

✓ **Get discovered**

Connect your company profile with your SAP Business Network Discovery account. Increase your chances of getting more leads that are also specific to your business by completing your company profile.

Lead generation

The SAP Business Network Discovery solution is a business matchmaking service that sends you leads when your offerings match what companies on the network are actively looking to buy.

- ✓ **Receive high-quality leads**
SAP Business Network Discovery opens the door to a lucrative global community of buyers from the world's leading companies, including many from the Global 2000.
- ✓ **Get matched automatically**
With a company profile on SAP Business Network, you're notified whenever our algorithm finds a buyer who is looking for the products or services you offer.
- ✓ **Employ effective marketing tools**
It's simple to create a compelling online presence, manage your profile and company keywords, request buyer endorsements, monitor lead activity, and more.
- ✓ **Rely on your dashboard**
Track new business opportunities with a handy, flexible online dashboard that shows you all sales leads, profile views, relationship activity, and more.
- ✓ **Proactively search for leads**
You can find leads among SAP Business Network Discovery postings by specifying project amount, product category, service category, and ship-to or service locations.
- ✓ **Collaborate efficiently**
Intuitive functionalities help you submit questions to buyers, interact with them through web meetings, and receive messages.

Catalog management

How your business shows up online has never been more critical. With SAP, you can ensure that buyers can search your catalogs easily while relying on up-to-date information.

✓ **Receive accurate purchase orders**

Updating catalog information is easy and you control the details your customers see. Count on receiving correct purchase orders that you can fulfill quickly.

✓ **Comply with customer requirements**

Validation processes and simple templates help you create catalogs that are compliant with customer requirements. You can also use your customers' templates.

✓ **Improve the buying experience to boost sales**

Accurate and current catalog content makes buying more enjoyable while accelerating your sales and order-to-cash cycles – all at a lower cost.

✓ **Use PunchOut catalogs to enhance brand recognition**

The PunchOut feature bridges your e-commerce domain with the SAP interface, letting customers browse and buy from a customized, shopping cart—enabled website.

Order management

Receiving digital purchase orders enables quick confirmations or changes and simple issuance of invoices and ship notices.

✓ **Streamline for greater efficiency**

Streamlining order management on SAP Business Network can strengthen your relationships with customers while simplifying collaboration on end-to-end processes.

✓ **Accelerate responsiveness**

Your customers can receive immediate, real-time notifications automatically when their orders have been placed, revised, or shipped.

✓ **Enhance cash flow**

Optimizing order management and quickly fulfilling orders can get you paid faster and reduce days sales outstanding to shorten your order-to-cash cycle.

✓ **Improve process visibility**

Both you and your customers have access to interactive dashboards on SAP Business Network that provide up-to-date visibility into order status and details.

E-invoicing

With electronic invoicing, you can say goodbye to postal delays or lost invoices and hello to improved invoice visibility, greater processing flexibility, and on-time payment.

✓ **Reduce errors**

Automatic network validation processes will check for errors or missing fields and flag them for attention to reduce overall errors up to 60%.

✓ **Accelerate processing**

You can shorten your invoice processing time by converting a variety of document formats into e-invoices and rapidly delivering them to your customers.

✓ **Improve productivity**

Your self-service portal provides insight into invoice and payment status so you can spend less time calling your customers and more time growing your business.

✓ **Get paid on time**

Faster, more accurate invoicing means quicker payment. With digitalized and automated processing, you can reduce order-to-pay cycle time by up to 75%.

✓ **Eliminate paper use**

By moving paper-based invoicing processes online, you can reduce energy usage, waste, and carbon footprint by as much as three times.

Early payment opportunities

With the flexible financing options offered by Taulia, now part of SAP, you can leverage your footprint and history on SAP Business Network to unlock working capital efficiently and transparently to meet your cash flow needs.

- ✓ **Access affordable receivables financing**

Based on your history and status as a supplier on SAP Business Network, you can access affordable receivables financing to unlock more liquidity.

- ✓ **Attain diverse financing opportunities**

Diverse financing options, such as accepting early payments from customers, can present more ways to remain liquid and maintain financial health.

- ✓ **Improve cash flow management**

On SAP Business Network, you have visibility over when you're going to get paid and for what to help ensure you're getting paid quickly and accurately.

What is SAP Business Network, enterprise account?

SAP Business Network, enterprise account provides leading suppliers on SAP Business Network with advanced capabilities and support to become more efficient, improve the customer experience, and accelerate growth.



Enterprise account advantages

In addition to the standard account capabilities, an enterprise account equips you to further automate workflows, reduce errors, and gain operational visibility. Upgrade your account to:

- Automate your transactions with full system integration
- Run reports and access KPIs and benchmarks
- Receive extended support and dedicated enablement help for catalogs and integration

Grow your sales opportunities

Showcase your profile and certificates, publish catalogs, and get matched with prospective buyers while strengthening your position with existing customers.

Enjoy enhanced visibility

Track the real-time status of your documents and gain business insights with analytics, KPIs, and community benchmarks.

Experience next-level efficiency

Streamline the lifecycle of your supply chain, automate your operations, and improve your cash flow.

Improved visibility and compliance

- Create and run reports
- Enable long-term invoice archiving
- Access KPIs and community benchmarks

More automation and growth potential

- Connect your back-end systems directly to your customers to exchange documents automatically and automate your order-to-cash cycle
- Enhance your public profile
- Respond to leads at no cost

Extended support

- Get dedicated help for creating and uploading catalogs
- Access advanced web assistance by chat or phone
- Receive guidance from onboarding experts as part of your customer program

Enterprise account fee schedule

Using an enterprise account may incur fees depending on the volume and value of transacted documents. The total fee consists of two elements – a subscription fee and a transaction fee. See the information sheet for more details.

You may incur subscription and transaction fees, depending on the number and value of exchanged documents. The general schedules apply to most regions.

[SAP Business Network - Enterprise Account Fee Model](#)



Thank you



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