

SAP Ariba 

Grundfos - SAP Ariba – Seller Integration Process Overview

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CONFIDENTIAL

Agenda

What is seller integration?

- What is the difference between PO flip (manual work in the portal) and integration?

Seller Integration - Participating roles

- Who are the key players that have a mandatory role in the integration project ?

Seller Integration Process

- How does it work ?

Success factors and must haves

- The path to success

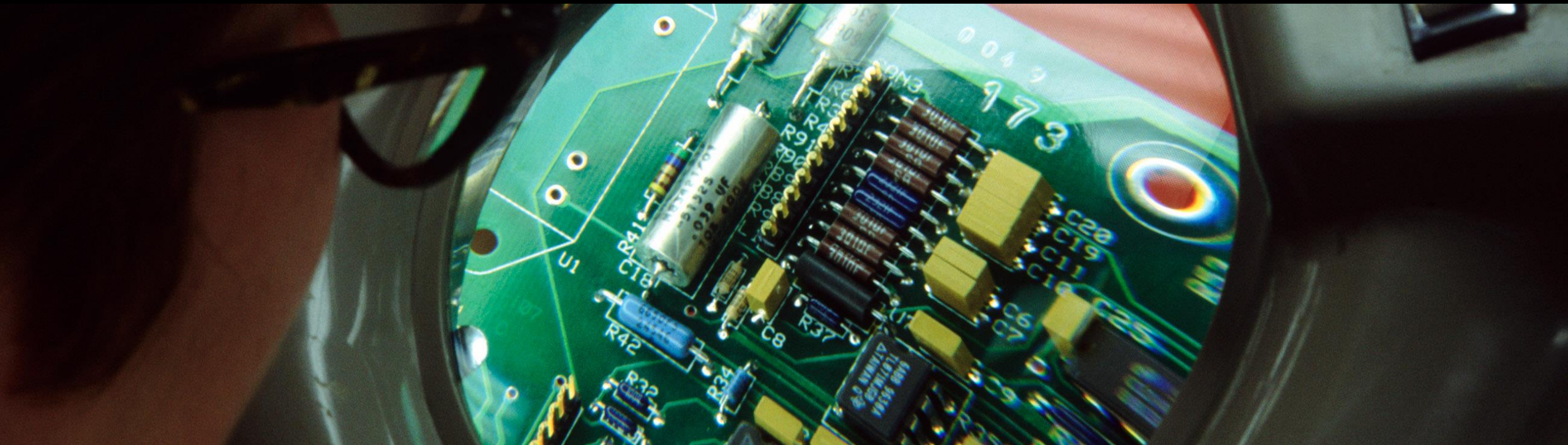
As at this point we have a limited view on the scope of the project, so the **target for today's** meeting is :

- ✓ Gain knowledge on what is seller integration and what the needed processes and resources are
- ✓ Open the door for the next steps



What is seller integration and Why ?

What is the difference between PO flip (manual work) and integration?





What is seller integration ?

What is it?

- **Connecting a seller's ERP to the Ariba Network :**
 - ✓ via an electronic method (cXML)
 - ✓ to transact PO, OC, ASNs, Inv, etc
 - ✓ via a touchless process.

How is it different from the manual work in the portal?

- **Manual work** in the Ariba Network portal = the supplier has an allocated resource that :
 - ✓ open the Ariba Network account,
 - ✓ check online the documents received from the buyer
 - ✓ use the interfaces to create the documents requested.
- An **integrated supplier** receives the documents local in his own system
 - ✓ and it is there that he will create the requested documents.

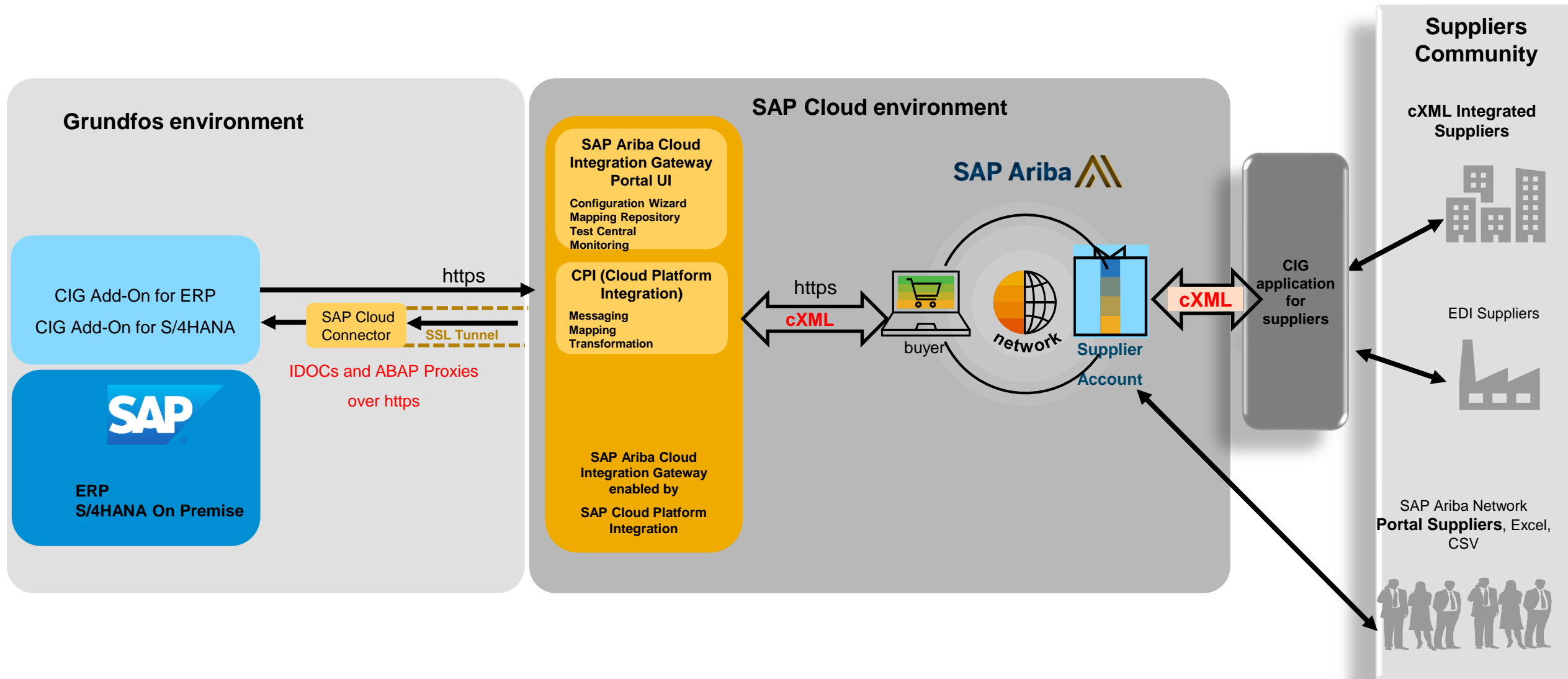
Who Integrates?

- Sellers with:
 - ✓ High Annual Doc Volume : Ariba recommends integration for sellers with > 500 docs/year per relationship
 - ✓ cXML capabilities / An eCommerce or IT team / internal policies that mandate the integration / strategic suppliers

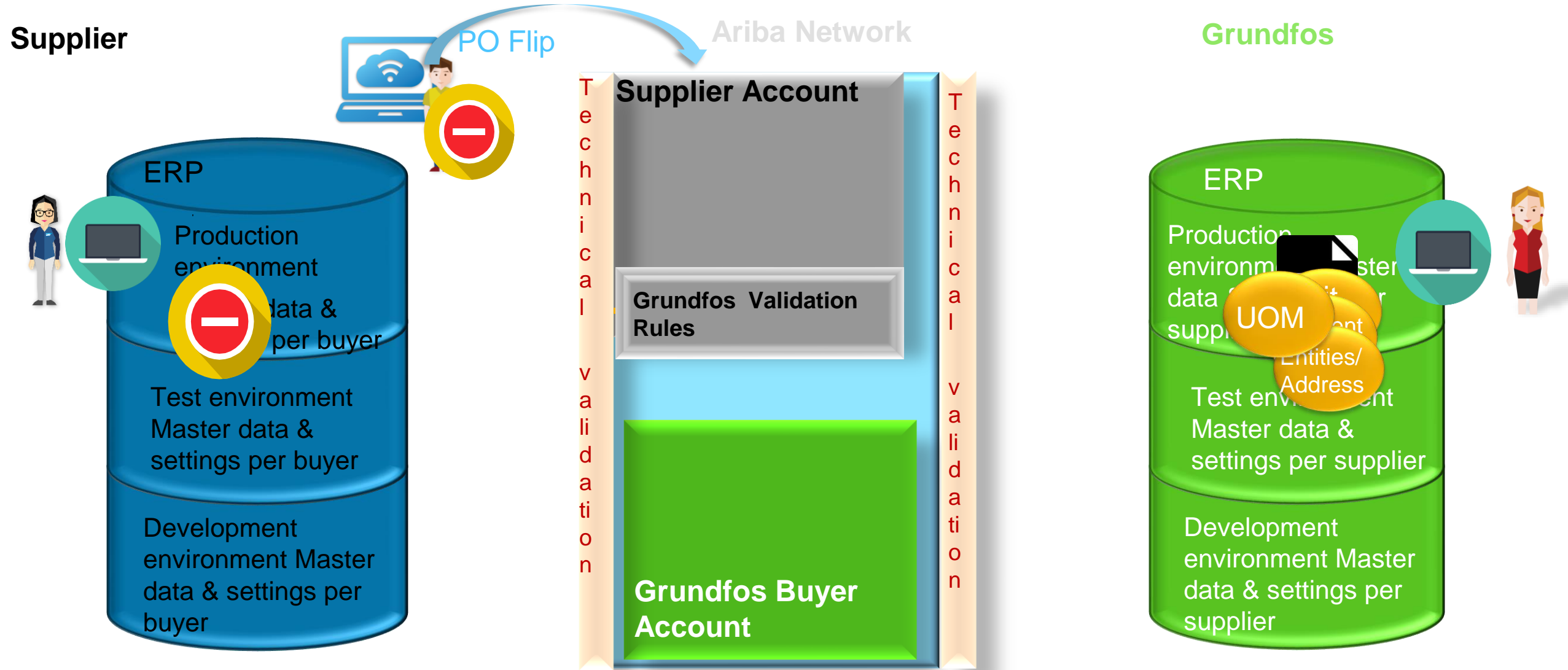
Is it important and are you needed ?

- Large suppliers will only accept to use Ariba Network in an integration project.
 - ✓ These suppliers have the largest document volume.
 - ✓ Their implementation is paramount to the Return Of Investment (ROI) of your project.
- The buyer must agree with the supplier on the complete detailed business scope, review document specifications, coordinate all integrations, support end to end testing with each supplier for all documents in scope

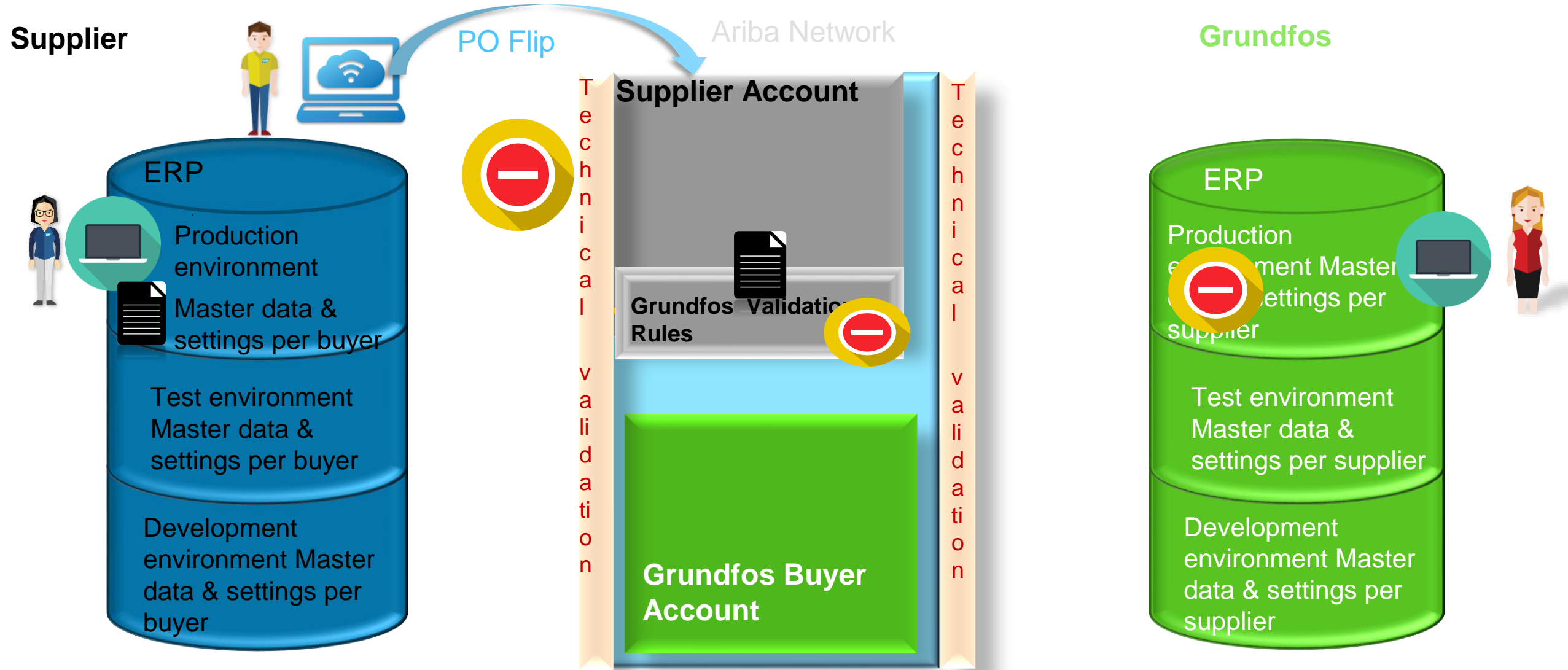
CIG Connectivity– Direct with Cloud Connector (agreed approach)



Po-flip and Integration - Differences Po



Po-flip and Integration - Differences ASN / Invoice



Supplier integration is Not a Technical project.

Business requirements are critical for the success of the project !

Agree with your supplier about the **Business Needs** of your collaboration :



1. Scope of the project

- PO Collaboration, Return, Subcontracting, QA
- Documents (Po, Oc, ASN, etc)
- Material codes
- Locations (Grundfos Plants and supplier locations)

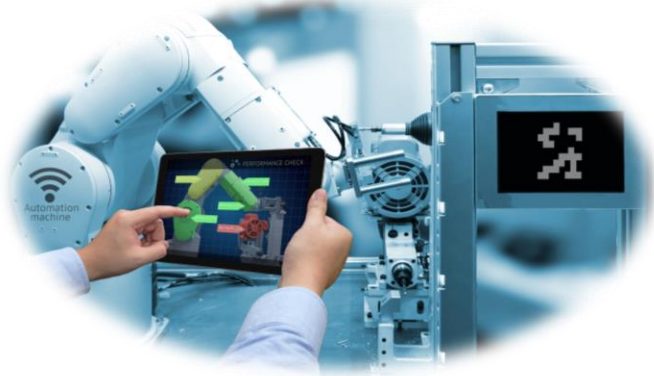
We strongly recommend to continue using the attached file to review/agree/monitor the scope with each supplier



2. Day to day operational procedures

- Cadence
- Required content
- Who needs to do what in a usual day
- and if something is not working as expected

We recommend starting this step Before the Seller Integration Ko call

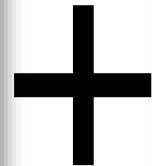


Based on the **business needs**, we and the supplier will know what is needed from **technical** point of view:

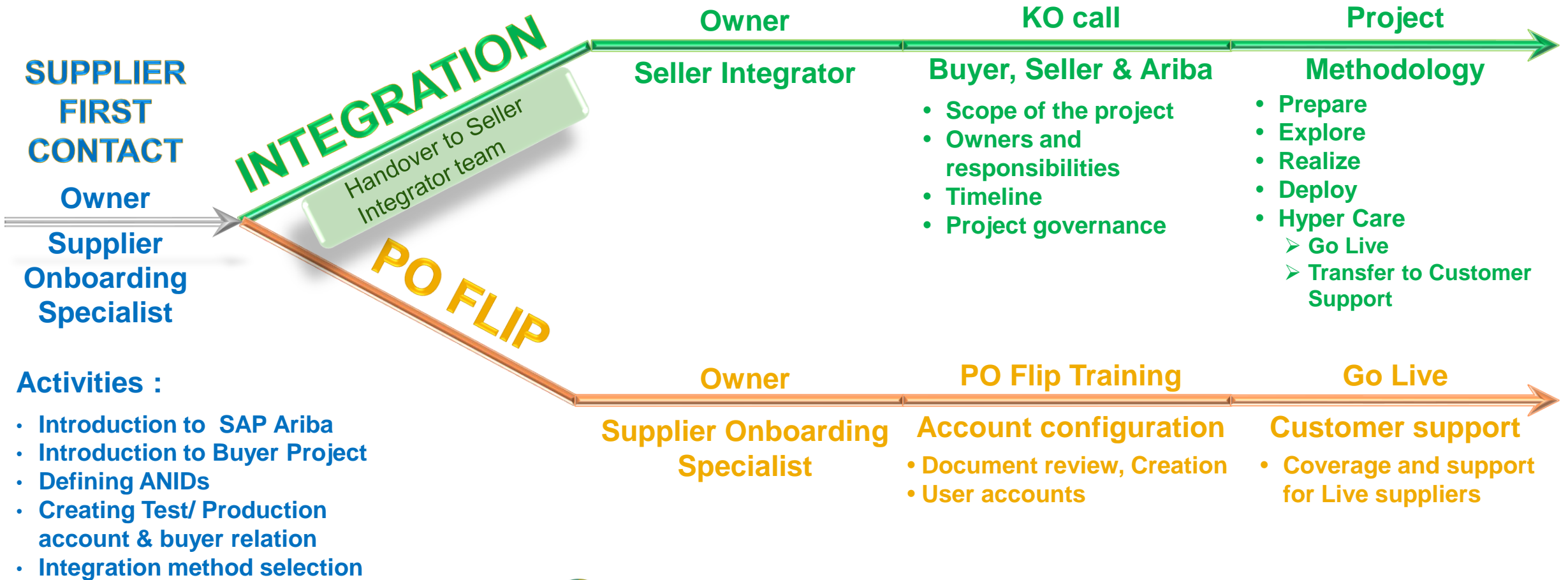
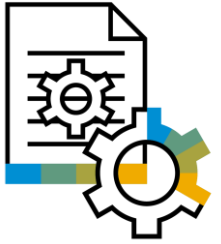
1. Mappings on supplier side

- Supplier will know where and how in his system to import / export the documents in scope
- Supplier will know to review / update, in his system, the master data for materials and location

2. Ariba Network will work with the supplier on **the connectivity and the technical details** about the file formats



Supplier enablement: Po flip and Integration



Please note that hybrid projects are also possible, supplier may chose to integrate all or just a part of the documents in scope of a buyer project.

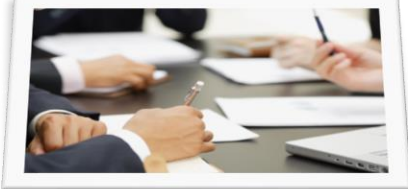
Seller Integration - Participating Roles

Who are the key players that have a mandatory role in the integration project?



Grundfos roles – dedicated to the seller integration process

(the same contact may wear multiple hats on BUYER side)



Seller Integration Functional Lead (SI FL)

- Main contact for project coordination
- Provide commitment to project timeline
- Participate in status meetings and drives regular supplier calls
- Escalation / unblocking point of contact
- Create and approve Identified Supplier communications and education content
- Participate in requirements gathering and design workshops
- Support Internal Grundfos training sessions needed for the seller integration project
- Reinforce Solution compliance with Identified Integrated Supplier and internal Grundfos department stakeholders as part of change management program.
- Conduct enablement related cutover activities

- Together with the Grundfos SI FL organizes the regular calls with the suppliers
- Review and confirm test plan per supplier
- Attend supplier calls as needed
- Generate test documents
- Download & validate applicable test transactions; load & process through ERP
- Assist in other testing activities, coordinate go-live

Testing Contact

- Provide technical details for integration to back-end systems
- Perform data mapping
- Assist in troubleshooting document failure
- Attend supplier calls as needed
- Support of cXML identified supplier testing

Technical Developer

Key user / planner (mandatory for the direct material projects)

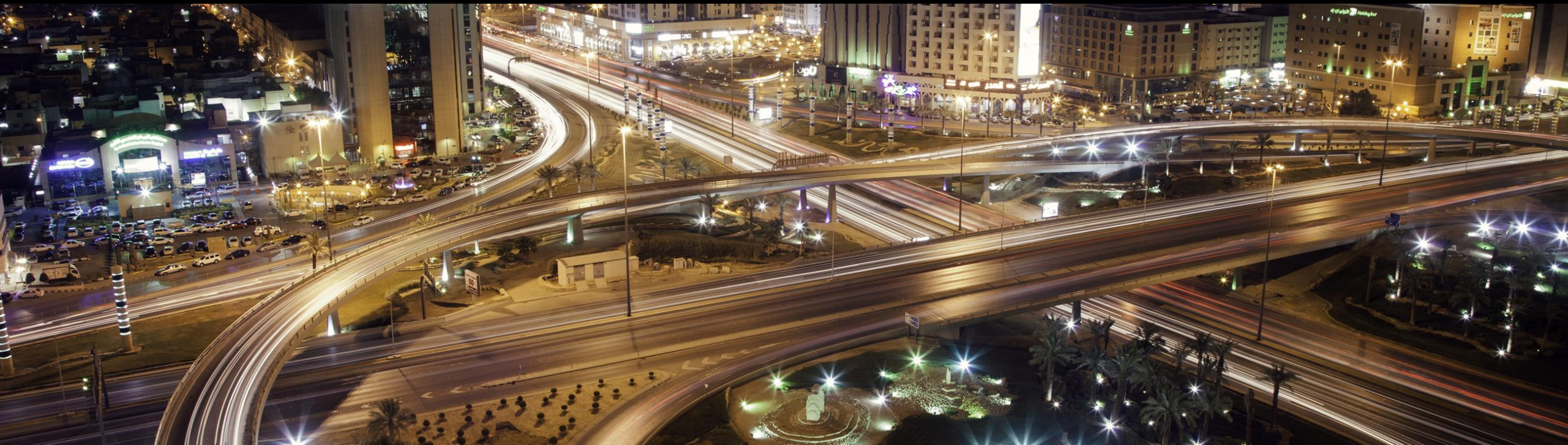
- Has first hand knowledge of the day to day activities with the specific supplier
- Review and confirm with the supplier scope, master data, procedures
- Review and confirm test plan per supplier. Sign off end to end testing.
- Attends supplier calls as needed. Runs hyper care calls

Supplier Integration Project Roles

	Project Role	Description
SAP ARIBA	Seller Integrator	<ul style="list-style-type: none"> Provides technical consultancy to the suppliers related to Ariba Network standard specifications and technical connections Assists / trains the supplier in Troubleshooting failed/rejected documents Monitor timely completion of project milestones Escalate issues to appropriate resources
	Customer Support	<ul style="list-style-type: none"> Support Post-production issues
SUPPLIER	Project Lead	<ul style="list-style-type: none"> Main contact for project coordination Provide commitment to project timeline Understand buyer's transaction validation rules Participate in status meetings
	Technical (Developer)	<ul style="list-style-type: none"> Provide technical details for integration to back-end systems Perform data mapping Assist in troubleshooting document failures
	Testing Contact	<ul style="list-style-type: none"> Review and confirm test plan Download & validate applicable test transactions; load & process tough ERP Assist in other testing activities, coordinate go-live
	Key user / business contact	<ul style="list-style-type: none"> Has first hand knowledge of the day to day activities with the specific buyer Review and confirm with the buyer scope, master data, procedures Review and confirm test plan per buyer and buyer location. Sign off end to end testing Attend regular calls as needed. Runs/ participates in hyper care calls

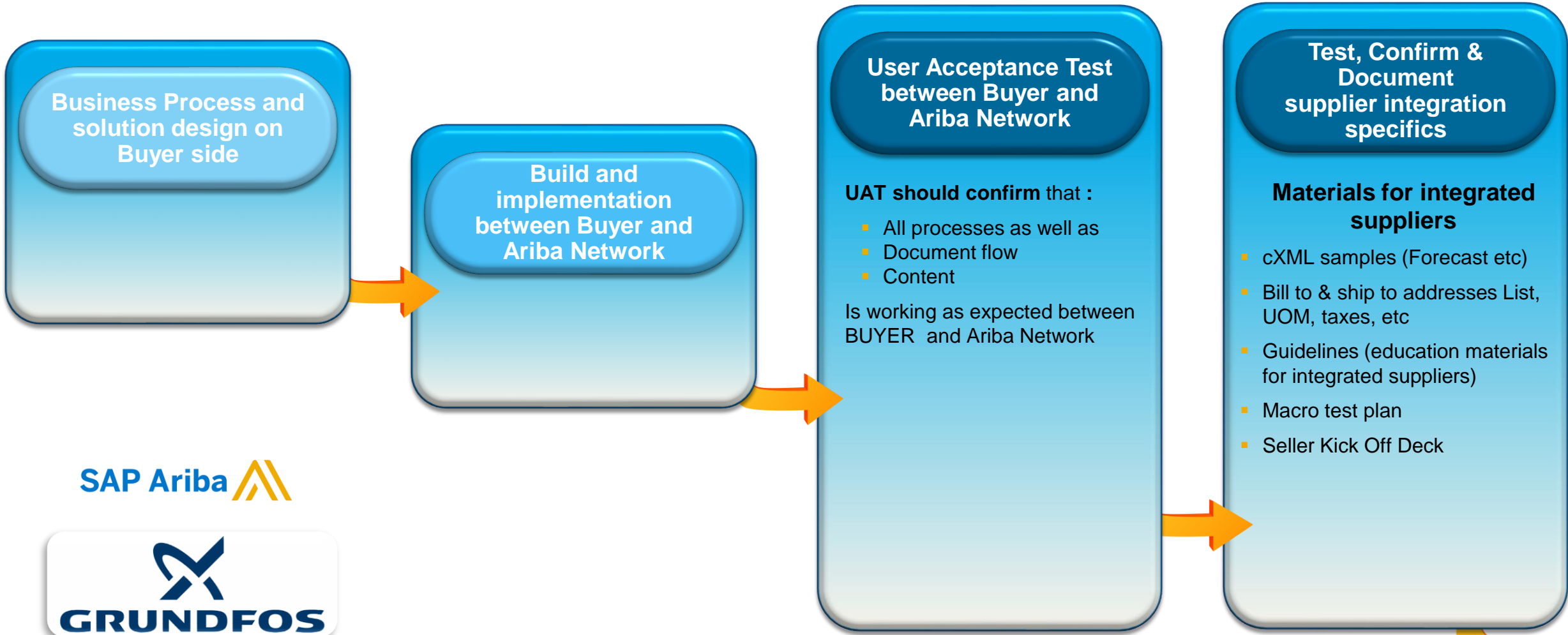
Seller Integration process

How does it work?



Project life cycle for integrated sellers

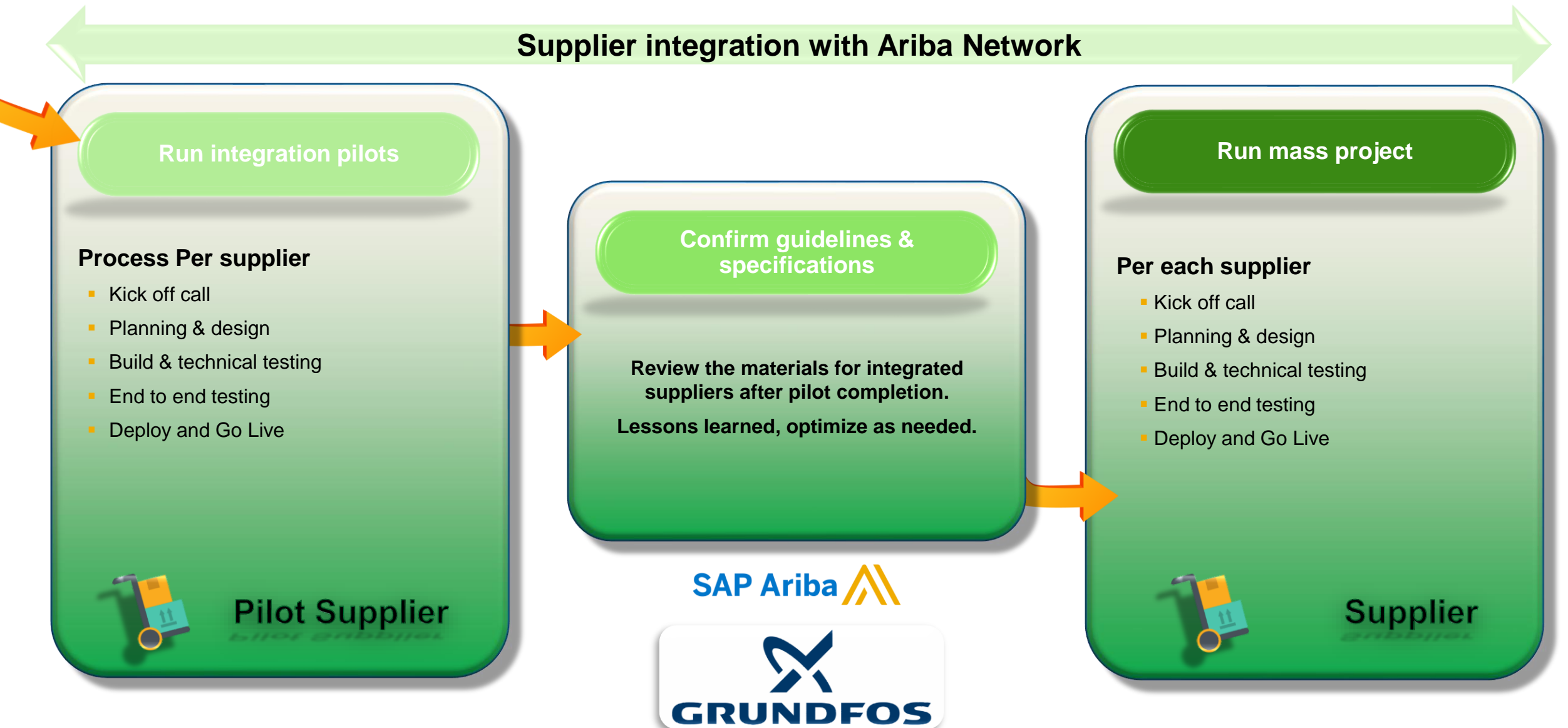
Buyer integration with Ariba Network



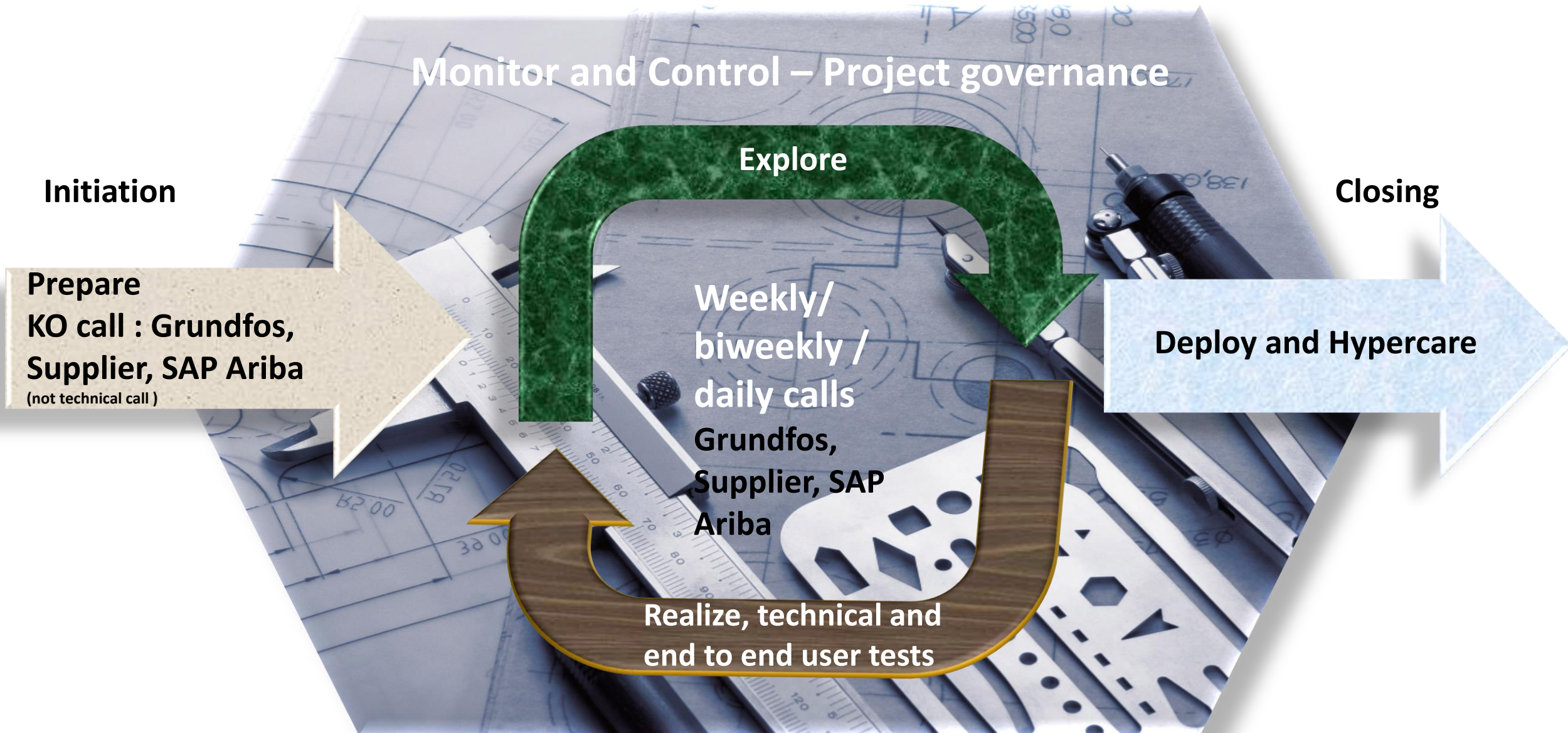
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Project life cycle for integrated sellers



Seller Integration Methodology – Process per supplier



Success factors and must haves

The path to success



Success factors and lessons learned

- Buyer and supplier agreement on the detailed scope of the project **before the integration ko call.**
 - **Grundfos resources being trained on the internal needed activities/ procedures**
 - Buyer allocated **resources** participating in all needed calls.
-
- **Change management** discussions / activities to be completed and agreed between Grundfos and supplier **before** the seller integration ko call
-
- **Grundfos Master data aligned in test and in production.**
 - Key/end users from **buyer and supplier** involved in **end to end testing** and driving **hyper care calls.**
-
- **Complete test scenarios** and **dedicated resources** to support all integrated projects



Harmonize your processes and your systems

At Technical level

- Analyze your technical capabilities and constrains : **technical aspects need to reflect your commercial requirements**
- **Document** your gaps or specific limitations and technical requirements.
- Make sure your **test environment** allows **testing conditions similar to the production environment**

At Operational level

- Analyze your current processes, optimize them and document them. It is **critical to have a clear scope of the project.**
- Make sure to have new procedures in place for all possible scenarios (including error handling, exception situations, etc)
- Review **your master data** and make sure it is **updated**



What are the Criteria that impact the effort / timeline of the Supplier and Grundfos during the the seller integration project ?

Processes in scope

- A supplier may have in scope: PO Colab, Return, Subcontracting, Quality notifications, all processes at the same time/ only one or combinations.
- Working with your suppliers we noticed that when both processes are in scope supplier has completely different teams working with each process
- Sometimes they even have different mappings; or use different back-end systems per each process

Grundfos Plants in scope

- A supplier may work with one or multiple Grundfos plants
- We noticed that in general the supplier has different teams per each Buyer plant in scope
- Please note that testing needs to be done per each plant and each process in scope

Change management

- Change management is CRITICAL to the success of the project
- While moving from pdf/e-mail to Ariba Network you will also clean your master data with the supplier, correct/change/optimize your business processes and day to day operations
- We have noticed that the change management part takes a long time as it is involving multiple resources on both Grundfos and supplier side

The number of the documents the supplier will chose to integrate

- The supplier may have in scope 3 documents but will chose to only integrate 2.
- This will of course impact the number of mappings they need to make and the timeline
- Supplier may have internal/ technical limitations that dictate his choice

Other important factors that impact the effort on the supplier side

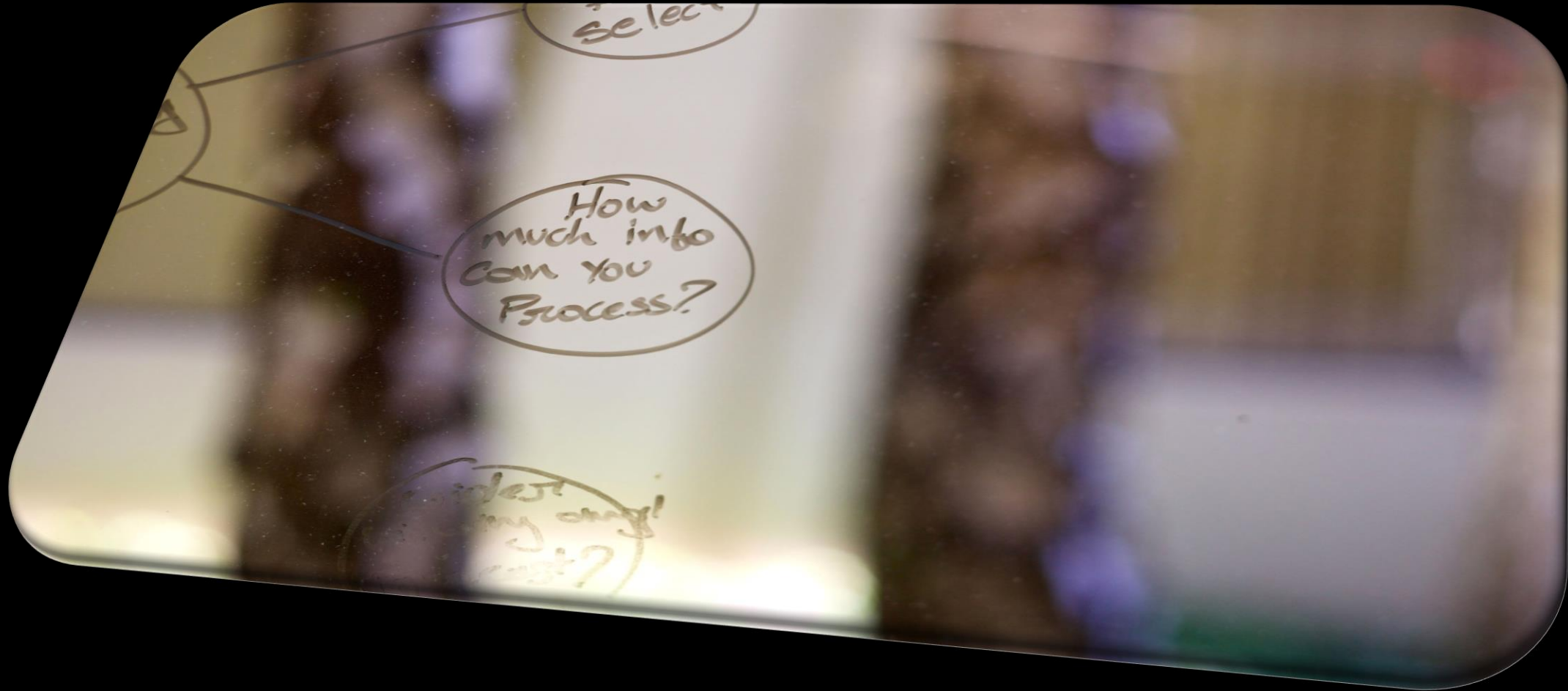
Technical factors :

- Some suppliers will have internal technical resources available
- Some suppliers need to involve one or many service providers (mapping services, connection, back-end consultancy, etc)
- Technical limitations on the supplier side due to their internal systems or IT policies
- Special cases in which the supplier is using multiple back-ends or applications at the same time

Budget and resources :

- Resources allocated on supplier side will be correspondent to the scope of the project. If more processes and Grundfos plants are in scope the more resources will be needed on the supplier side
- Internal integration costs on the supplier side will reflect the complexity of the project in terms of number of mappings needed, number of back-end/applications involved, number of internal / external resources needed.

¿Q&A?



Thank you.