

Ariba® Network Benefits

- Collaborate effectively with customers across all order-to-cash processes
- Access features and functionality that make business commerce as simple as consumer commerce
- Boost your customers' satisfaction by supporting their e-procurement and e-invoicing initiatives
- Gain visibility into customer processes
- Increase revenue opportunities from new and existing customers
- Reduce cost of sales and get paid faster by eliminating manual processes
- Capitalize on tools and resources that help showcase your e-commerce capabilities

Ariba® Network Enterprise Account for Suppliers

FOR SUPPLIERS WHO WANT TO RUN AT THEIR BEST

Ariba® Network enterprise account is uniquely designed to help you succeed, making business commerce as simple as consumer commerce. Enterprise account is what the leading suppliers on Ariba Network choose to use to become more efficient, improve the customer experience, and grow their business. With enterprise account, you can take advantage of advanced features such as electronic transactions, real-time invoice & payments, ERP integration, catalogs, advanced customer collaboration, lead generation and advanced supplier support.

SUBSCRIPTIONS BASED ON USAGE

Enterprise account subscriptions are determined by the number of documents you transact on Ariba Network within a 12-month period and the extent of the automation technologies and support that your business requires. As your use of Ariba Network grows, your subscription level grows with you—providing ever-greater functionality, tools, and services to increase your opportunities for collaboration, automation, and marketing exposure.

Premium

The no-cost Premium subscription level provides the tools you need to manage your key order-to-cash documents in one place—Ariba Network. It includes reporting functionality, document repository and status, account administration features, PunchOut and CIF catalogs, access to payment capabilities, toll-free phone and webform access to SAP Ariba customer support.

Bronze

Build additional collaborative commerce capabilities with functionality and technology resources that help you better support customers. In addition to all Premium benefits, this subscription level offers an opportunity to jumpstart your lead generation efforts with one free response to a buyer RFI/RFQ posting through the SAP Ariba Discovery™ service, which identifies relevant sales opportunities for you. Personalized guidance from our supplier commerce consulting team helps you optimize your account for better collaboration with customers and effective management of multiple relationships. Collaborative commerce training courses give you insights and information to hone your skills and approach. You can also showcase your Ariba Network expertise on your company website and marketing materials by displaying digital achievement badges that denote your specific e-commerce capabilities.

Silver

Expand your business commerce capabilities with integration and access to technical support, enabling you to automate the submission and receipt of order-to-cash documents between your systems, your customers, and Ariba Network. In addition to the benefits provided at the Bronze level—including the chance to boost lead generation—you receive two free sales opportunity responses on SAP Ariba Discovery, unlimited use of EDI and cXML-based integration protocols, and unlimited post-deployment technical support for assistance with technical issues.

Gold

Transform your collaborative commerce capabilities with features and services that consumerize B2B e-commerce and eliminate hurdles to successful customer collaboration. Along with all the resources provided at the Silver subscription level, you receive unlimited free sales opportunity responses through SAP Ariba Discovery. Priority access to the supplier commerce consulting team gives you personalized, expert advice and resources to make the most of your Ariba Network subscription.

Platinum

Make collaborative commerce a competitive advantage with extensive connectivity solutions, support, and validation services that help you provide the fully automated and seamless collaboration your customers expect. A pass to SAP Ariba Live gives you access to in-depth e-commerce insights plus exceptional opportunities to network with key prospects and customers.

UPGRADING YOUR SUBSCRIPTION LEVEL

Subscription level upgrades are available if you would prefer bronze, silver, gold, or platinum features, services, and benefits but do not qualify for these subscriptions through your current document volume. More information is available on the Ariba Network Service Subscriptions page when logged in to your Ariba Network account.

FIND OUT MORE

To learn more about how Ariba Network subscriptions can accelerate your business commerce success, contact programs@sap.com.

About SAP® Ariba® Solutions

With SAP® Ariba® solutions, companies connect to get business done. On Ariba Network, buyers and suppliers from millions of companies and 190 countries discover new opportunities, collaborate on transactions, and grow their relationships. Buyers can manage the entire purchasing process while controlling spending, finding new sources of savings, and building a healthy supply chain. And suppliers can connect with profitable customers and efficiently scale existing relationships – simplifying sales cycles and improving cash control along the way. The result is a dynamic, digital marketplace, where more than US\$2.3 trillion in commerce gets done every year. To learn more about SAP Ariba solutions and the transformation they are driving, visit www.ariba.com.

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Enterprise Account: Subscription Guidelines and Benefits

	Premium	Bronze	Silver	Gold	Platinum
Gain visibility into customer processes					
Collaborate with customers on key order-to-invoice documents ²	Up to 4 documents per year	5 to 24 documents per year	25 to 99 documents per year	100 to 499 documents per year	500+ documents per year
Electronically archive tax invoices (for specific countries) ³	Up to 4 invoices per year	5 to 24 invoices per year	25 to 99 invoices per year	100 to 499 invoices per year	500+ invoices per year
Participate in educational training courses on cXML and catalog e-learning courses		Included	Included	Included	Included
Obtain direct access to supplier enablement experts for onboarding assistance ⁴	Included	Included	Included	Included	Included
Increase revenue opportunities from new and existing customers					
Respond to sales opportunities and collaborate with buyers ready to buy		Unlimited proposals; 1 sales opportunity response per year	Unlimited proposals; 2 sales opportunity response per year	Unlimited proposals and sales opportunity responses	Unlimited proposals and sales opportunity responses
Network with customers and prospects at SAP Ariba Live					1 pass per year
Reduce cost of sales and get paid faster by eliminating manual processes					
Automate the submission and receipt of orders and invoices with use of cXML and/or EDI integration standards			Included	Included	Included
Access technical support content for configuration and integration assistance			Included	Included	Included
Find the right suppliers and get bids for your buying needs	Included	Included	Included	Included	Included
Access valuable payment capabilities⁵					
Provide early-payment discounts on Ariba Network with dynamic discounting	Included	Included	Included	Included	Included
Reduce payment status calls and receive payment securely with payment capability	Included	Included	Included	Included	Included

1. Subscriptions are offered in all countries globally with the exception of Africa, Brazil, and Chile; for information on Ariba Network's regional pricing, see <http://www.ariba.com/suppliers/subscriptions-and-pricing/supplier-membership-program/pricing>.
2. Documents included in this count are purchase orders, invoices, service entry sheets, and service entry sheet responses; you can transact unlimited order confirmations, advance ship notices, goods receipts notices, schedule agreement releases, payment collaboration, and other documents without shifting to a higher subscription level.
3. For electronic archiving of tax invoices, please enable this feature in your Ariba Network account. You can view the list of supported countries during this process.
4. Toll-free access to the Supplier Enablement Help Desk is provided in English to suppliers in North America.
5. Functionality may vary based on region and what your customer has chosen to support.