ARIBA INTEGRATION FOR VESTAS SUPPLIERS

Digital Procurement
One portal for supplier collaboration

2022
INTRODUCTION TO ARIBA INTEGRATION

What is integration?

WHAT IS IT?
Connecting your ERP to the Ariba Network via an electronic method (cXML, EDI, CSV) to transact PO, Invoices, OC, ASNs etc. via a **touchless** process.

HOW IS IT DIFFERENT FROM STANDARD PROCESS?
In standard process Vestas’ suppliers are required to log in to their Ariba account via web portal and send Order Confirmations and Invoices by typing manually the details in the portal.

WHO INTEGRATES?
Suppliers with:
- High Annual Doc Volume: Ariba recommends integration for sellers with > 500 docs/year per relationship
- cXML/EDI capabilities
- An eCommerce or IT team

Ariba Integration for Vestas Suppliers
INTEGRATION VALUE AND BENEFITS

Why should you integrate?

Integration means that more activities happen behind the scenes, there is less chance for errors, transactions occur faster, and fewer people are required for tactical processes.

1. 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

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

3. 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
MASTER DATA ALIGNMENT AND VERSIONING

Pre-requisites for Integration *Only applicable for orders with material numbers

ALIGNMENT OF MASTER DATA

Master Data between Vestas and Supplier should be aligned prior the integration go-live. Including:

• Payment Terms & Incoterms & Currency
• Prices
• Unit of measure
• Min. order quantity
• Planned Delivery Time
• Conversion (in Vestas we order 6m Supplier return with 1 roll) → 6 to 1 ratio

MATERIAL VERSIONING

Full document BOM will not be available on Ariba PO documents (xml file). Only material version is visible if document number equals Vestas’ material number.
### METHODS FOR INTEGRATION

Ariba supports multiple integration types

<table>
<thead>
<tr>
<th>Ariba Integration method</th>
<th>Recommended volume and infrastructure</th>
<th>AN Transaction Types Supported</th>
<th>Communication Protocol / Connection Type</th>
<th>Comments</th>
</tr>
</thead>
</table>
| SAP ERP Via Cloud Integration Gateway (CIG) | > 500 (PO or INV)/year • existing integration capability | 204 (Motor Carrier Load Tender)  
214 (Transportation Carrier Message / In & Out)  
810 (Invoice)  
820 (Remittance Advice)  
824 (Application Advice / In & Out)  
830 (Forecast)  
830 (Commit)  
832 (Price / Sales Catalog)  
842 (In & Out)  
846 (Inventory Inquiry / Advice)  
846 Inventory Inquiry / Advice (MO/PO)  
850 (Purchase Order)  
855 (Order Confirmation)  
856 (Ship Notice)  
860 (Purchase Order Change)  
861 (Receiving Advice / Acceptance Certificate)  
862 (Shipping Schedule)  
864 (Test message, text message)  
866 (Production Sequence)  
997 (Functional Acknowledgement) | HTTPS | • Industry Standard  
• Must adhere to the relevant Ariba EDI guide  
• Attachments are supported  
• 214, 824, 830, 846, 861, 862 & 866, only supported with SCC buyer  
• Upon request VAN also supported as connection |
| EDI - ANSI X.12 Via Cloud Integration Gateway (CIG) | > 500 (PO or INV)/year • existing EDI infrastructure |                                                                 | AS2 or VAN |
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<tbody>
<tr>
<td>SAP ERP Via Cloud Integration Gateway (CIG)</td>
<td>No upper or lower recommended volume</td>
<td>* Sales Order (goods indirect supply only)  * Order Confirmation  * Outbound Delivery (Advance Ship Notice)  * Invoice</td>
<td>Manual upload via AN</td>
<td><strong>Supported systems</strong> - Only SAP EHP4 for SAP ERP 6.0 onwards is supported: <a href="https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US">LINK</a>  <strong>Minimum Transport Layer Security version required:</strong> TLS 1.2  <strong>Must adhere to Ariba cXML guides</strong>  <strong>Attachment is supported</strong>  <strong>Client documentation:</strong> <a href="https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US">https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US</a>  <strong>Configuration link:</strong> <a href="https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US">LINK</a>  <strong>Download link:</strong> <a href="https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US">LINK</a>  <strong>SAP Best Practices:</strong> <a href="https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US">LINK</a>  <strong>Demo:</strong> <a href="https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US">LINK</a>  <strong>Only if buyer enabled this functionality. Supplier must check with supplier manager if this is available for the project</strong>  <strong>CSV Format/template specific to a Buyer and cannot be used generically for another Buyer</strong>  <strong>Attachments can be uploaded against each invoice via a UI when loading the CSV</strong>  <strong>Not supported for Mexican invoice</strong></td>
</tr>
<tr>
<td>CSV (Customer Specific Template)</td>
<td>&gt; 300 (INV)/year  • lack of infrastructure for cXML/EDI</td>
<td>* Order Confirmation  * Advanced Ship Notice  * Invoice</td>
<td></td>
<td></td>
</tr>
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</table>

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Ariba supports multiple integration types. 

- **SAP ERP Via Cloud Integration Gateway (CIG):** No upper or lower recommended volume. 
- **CSV (Customer Specific Template):** > 300 (INV)/year. 

**AN Transaction Types Supported:** 

- Sales Order (goods indirect supply only) 
- Order Confirmation 
- Outbound Delivery (Advance Ship Notice) 
- Invoice 

**Communication Protocol / Connection Type:** Manual upload via AN. 

**Comments:** 

- Supported systems - Only SAP EHP4 for SAP ERP 6.0 onwards is supported: [LINK](https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US) 
- Minimum Transport Layer Security version required: TLS 1.2 
- Must adhere to Ariba cXML guides 
- Attachment is supported 
- Client documentation: [https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US](https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US) 
- Configuration link: [LINK](https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US) 
- Download link: [LINK](https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US) 
- SAP Best Practices: [LINK](https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US) 
- Demo: [LINK](https://help.sap.com/viewer/987c0707a02b4c09a890be8e8bde893e/2011/en-US) 
- Only if buyer enabled this functionality. Supplier must check with supplier manager if this is available for the project 
- CSV Format/template specific to a Buyer and cannot be used generically for another Buyer 
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- Not supported for Mexican invoice
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<th>Subscription level **SMP fees as Appendix</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>EDI - EDIFACT (version D96A) Via Cloud Integration Gateway (CIG)</td>
<td>&gt; 500 (PO or INV)/year  • existing EDI infrastructure</td>
<td>*ORDERS (Purchase Order)  *ORDCHG (Change Order)  * ORDRSP (Order Confirmation)  * INVOIC (Invoice)  * DESADV (Ship Notice)  * CONTRL (Status Update / In &amp; Out)  *REMADV (Remittance advice)  *RECADV (Receiving Advice message)  *INVRPT (Inventory report)  *APERAK (Application error and acknowledgement message / In &amp; Out)  *IFTMIN (Instruction message)  *IFTSTA (International multimodal status report message)  * DELFOR(Scheduling Agreement Release/Delivery Schedule)  * DELJIT(Scheduling Agreement Release/Delivery Schedule - JIT)</td>
<td>AS2 or VAN</td>
<td>Silver and above</td>
<td>• Industry Standard  • Must adhere to the relevant Ariba EDI guide  • Attachments are supported  • Not supported for Mexican einvoice  • Upon request VAN also supported as connection</td>
</tr>
</tbody>
</table>
### DOCUMENTS IN SCOPE

#### Possible document types for integration

<table>
<thead>
<tr>
<th>Purchase Order (PO)</th>
<th>Order Confirmation</th>
<th>Shipping Notice</th>
<th>Invoice</th>
<th>Credit Memo</th>
<th>Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>• New Purchaser Orders</td>
<td>• Accept as-is</td>
<td>• Multiple POs per shipment</td>
<td>• Full Invoice</td>
<td>• Line level Credit Memo Qty Adjustment</td>
<td>• Forecast</td>
</tr>
<tr>
<td>• Order Changes</td>
<td>• Accept with change in delivery date</td>
<td>• Ship notice for partial delivery</td>
<td>• Partial Invoice</td>
<td>• Credit Memo for Returned Items</td>
<td>• Forecast Commitment</td>
</tr>
<tr>
<td>• Return PO</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Service Entry Sheet (Service Suppliers only)</td>
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</tr>
<tr>
<td>• Catalog POs (possible for indirect suppliers only. Pre-requisite catalog creation has been approved by Vestas Purchaser)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*NOTE! It’s not possible to split quantities in OC for multiple dates for the same PO line. In case of quantity split contact to Vestas Buyer required so PO will be adjusted prior confirming the order.*

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All documents will be shared via Ariba but it’s Supplier decision which documents will be integrated or if some of the documents will be handled manually in the Ariba portal.
**SUPPLIER INTEGRATION PROJECT KEY TASKS**

Integration project requires dedicated resources from supplier side

### Plan
- Kick-Off Meeting
- Define:
  - Transaction scope and requirements
  - Catalog scope
  - Project Plan
  - Project team and resources
- Confirm:
  - ANID setup
  - Relationship established

### Design
- Configurations
- Define:
  - Supplier’s technical solution
  - Test plan - Identify test scenarios
- Confirm:
  - ANID setup
  - Relationship established

### Build
- Supplier Development
- Define:
  - Supplier’s technical solution
  - Test plan - Identify test scenarios
- Perform Dev and QA map testing
- Establish AN connectivity
- Submit sample integrations documents for validation
- Supplier Development
- Perform Dev and QA map testing
- Establish AN connectivity
- Submit sample integrations documents for validation

### Test
- UAT Testing
- Conduct UAT testing with customer
- Use pre-defined test scenarios
- Validate solution meets requirements
- Complete acceptance and formal sign-off

### Deploy
- Migration to Production
  - Supplier migrates maps
  - Confirm relationship established
  - Confirm accounts configured
  - Perform change management
  - Deploy communications
  - SI provides 2 weeks production support
  - Close project
  - Ariba Technical Support

### Go Live
- Production
  - Confirm successful transaction

### Weekly Calls
- Main contact for project coordination
- Provide commitment to project timeline
- Understand buyer’s transaction validation rules
- Participate in status meetings
- Provide technical details for integration to back-end systems
- Perform data mapping
- Assist in troubleshooting document failure
- Review and confirm test plan
- Download & validate applicable test transactions; load & process through ERP
- Assist in other testing activities, coordinate go-live

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*Classification: Confidential*
Support for Integration

Please contact ariba.ssc@vestas.com in case any questions or if you wish to start integration project with Vestas.