

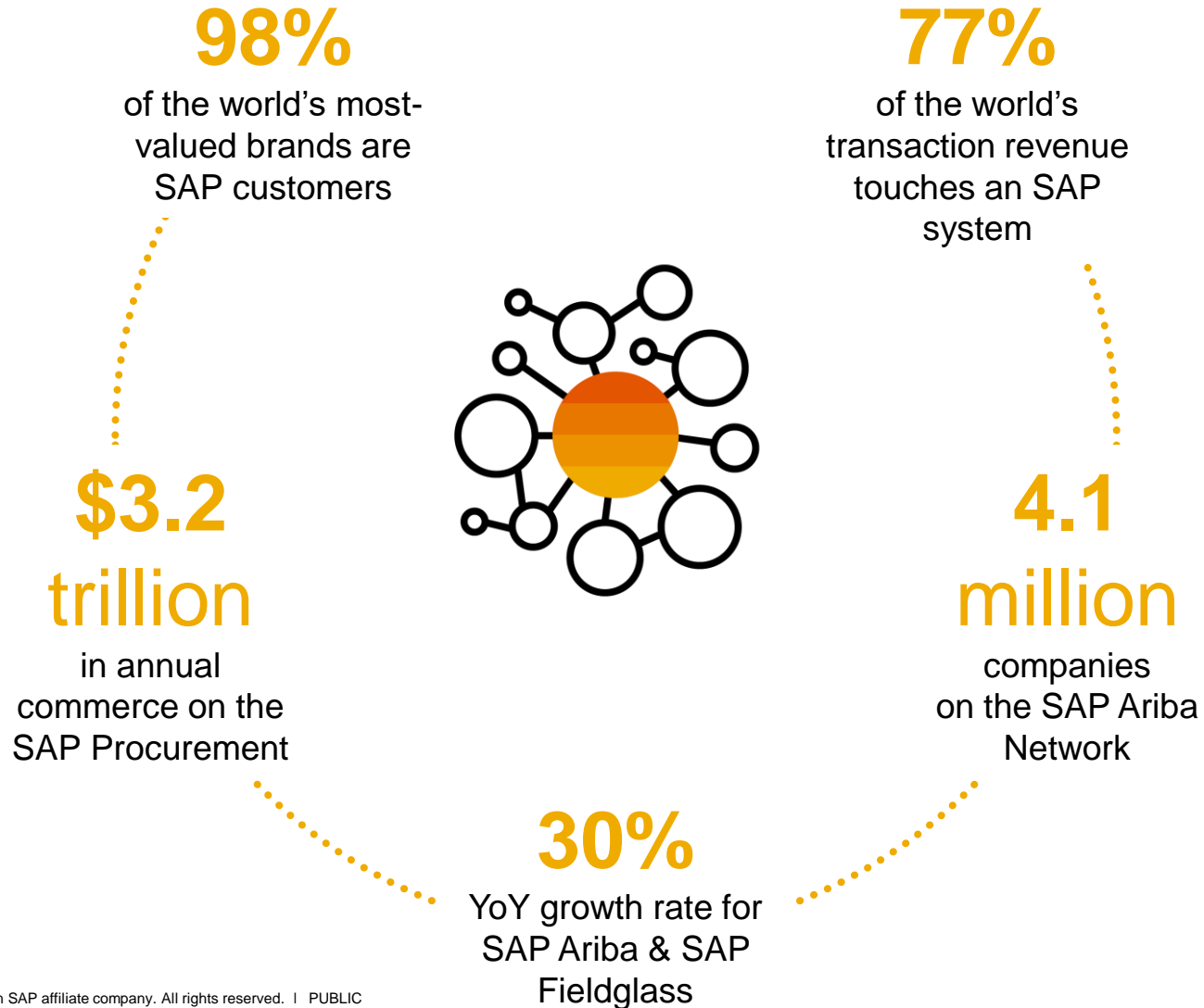


SAP Ariba 

SAP Procurement Partner App Extensions

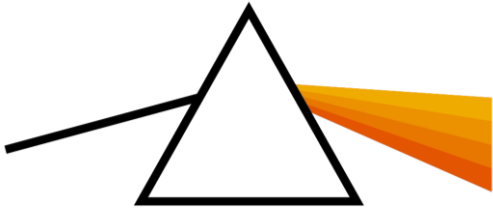
THE BEST RUN 

SAP Procurement: world's largest business network



SAP is recognized by Gartner as a **market leader** for **procure-to-pay suites in 2019** for SAP Procurement

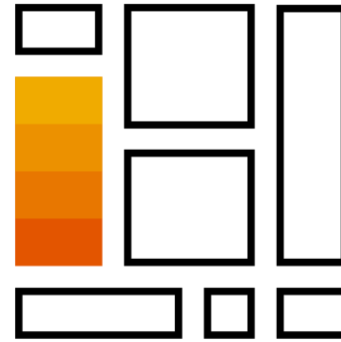
Enabling the intelligent enterprise



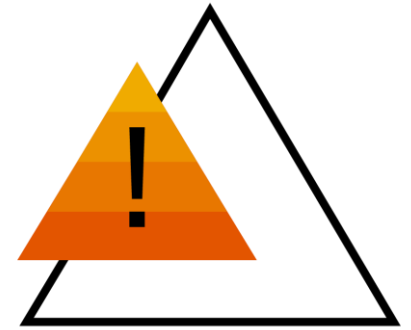
Innovation has propelled us into the age of the “intelligent enterprise”



Intelligent technologies are transforming how businesses work



Industries and lines of business (LoBs) are constantly evolving into smaller vertical sub-sectors and niche processes



While no enterprise software can cover every customer requirement, partners find opportunities for further innovation in these white spaces

Partnership: **Process Overview**

The following slides go through the step-by-step process of becoming an SAP Ariba & SAP Fieldglass ISV partner:

1. Apply to SAP PartnerEdge
2. Purchase a TD&D Tenant
3. Build your integration
4. Pass through the ARC
5. Create your listing

Partners sell their extensions through the SAP App Center



Digital marketplace to connect SAP partners and customers



Partners can reach 425,000 SAP customers worldwide



Customers can discover, try, buy, and manage their application—all in one place

Partner opportunity: Go-to-Market

The partner application ecosystem resides on the [SAP App Center](#). Here, our customers and our suppliers can look for new integrations that add value to their business. The purpose of a relationship with SAP Ariba & SAP Fieldglass is to commercialize an integration on this platform.

Filters

Browse By Category

☐ Analytics and Intelligent Technologies

☐ ERP and Finance

☐ SAP Certified

☐ Network and Spend Management

☐ Digital Supply Chain

Developed By

☐ Partner

Industries

☐ Utilities


☐ Aerospace and Defense

☐ Automotive

☐ High Tech

Showing 19 Applications

Sort By: Relevance



THOMSON REUTERS

ONESOURCE


ONESOURCE Determination for SAP Ariba

Revolutionizes indirect tax determination for multinational companies with real-time tax calculations for each transaction

Revolutionizes indirect tax determination for multinational companies by offering real-time tax calculations for each transaction [Learn More](#)

View Profile

Compare




Vertex Indirect Tax for Procurement with SAP Ariba

Calculate sale and use taxes accurately during procurement processes, automatically

Provides accurate and automatic tax calculation during the requisition and invoice reconciliation procurement processes. [Learn More](#)

View Profile

Compare



myInvoiceScan

Simple invoice capture

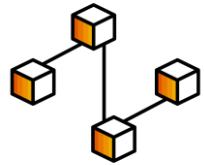
An easy to use enterprise wide application to allow the capture of ad-hoc and one-off invoices from suppliers that are not represented in your procurement system, and the delivery of those invoices to your "source to pay" process, ie into SAP Ariba, SAP VIM, [SAP S/4HANA](#)

View Profile

A wide-angle aerial photograph of a city skyline at sunset. The sky is filled with soft, orange and pink clouds. In the foreground, a complex, multi-level highway interchange is visible, with cars moving along the roads. The city skyline in the background features several prominent skyscrapers, including a tall, pointed tower. The overall scene is a blend of urban infrastructure and natural beauty.

Apply to SAP PartnerEdge

Applying to SAP PartnerEdge is the first step on the journey to partnering with SAP Ariba



Apply

You can apply to the [SAP PartnerEdge Build program here.](#)

- The application process is lightweight and quick to complete.
- The program fee for SAP PartnerEdge is a prorated €2.000/year.
- SAP PartnerEdge contracts formalize the relationship between SAP Ariba & SAP Fieldglass and the partner.

[Home](#) › [SAP Partners](#) › [Overview](#)

SAP PartnerEdge – Build

Apply Now

Login to SAP PartnerEdge

Purchasing a Tenant

Purchasing a TD&D tenant lets you build & support your integration



Tenant Acquisition

You initiate the purchasing process for tenant acquisition [here](#).

- The realms for SAP Ariba & SAP Fieldglass cost €12.500/year and €10.000/year, respectively.
- This tenant allows you to build out your extension, demo it to customers, and support them once they purchase your solution.
- When you order a tenant, follow these steps:
 - Go to “[Manage My Services](#).”
 - Select “Add Service,” and select the SAP Ariba or SAP Fieldglass TD&D tenant.
 - If you don’t have the required agreement in place, follow the prompts to sign the appropriate agreement and then return to “Manage My Services.”
 - Define the service and invoicing details, and then select “Order.”
 - [Look to this resource](#) if you want a step-by-step walkthrough of the ordering process.

Integration Buildout

Once you've bought a tenant, you can begin building out your integration:

- This part of the process is driven by your assigned Technical Evangelist, pictured on the right.
- They will help answer your API related questions, and can provide technical support as you build out the integration between your platform and our own.



Jeff Gebo:

SAP Fieldglass Technical Evangelist

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Support Processes & Signoff



Support

These are the support processes that you'll need as you build & go live with your integration.

- The [Partner Extension Issue Reporting Guide](#) will walk you through getting support as you access your realm, build out your integration, and prepare for your go-live for SAP Ariba integrations.
- It's important to note that each partner must complete Appendix A of this guide and return it to their Business Evangelist. This lets us know whom we should contact within your org in the event of a support-related issue. ***Support's signoff is a necessary step prior to go-live.***

Enabling Marketing & Sales

Your listing is the externally-facing landing page where customers will discover your integration



How to Evangelize Your Integration

These are the resources that you should give us so that we can best get the word out regarding your integration:

- This is the [Partner Value Summary for SAP Ariba](#) integrations, and this is the [Partner Value Summary for SAP Fieldglass](#) integrations. We use this document to internally facilitate press releases & other marketing content. Additionally, we use this to other teams on your integration.
- This is the [Sales Enablement One Pager](#). We use this one pager to help educate our field about your integration in a consolidated document. This help our sales organization know which integrations do what, and allows them to help best leverage each partner's integration when and where appropriate for our customers' use cases.

Application Readiness Check

When you think the integration is complete, we'll initiate the Application Readiness Check:

- The Application Readiness Check, or ARC, [can be found & initiated here](#).
- When you're ready to submit, we'll set up a call with the Technical Evangelists.
 - They'll review the functionality of the integration, and greenlight it if everything's working stably and appropriately.
 - At this point, the ARC will be waived through, and we can begin work on the App Center listing.



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Building a Listing

Your listing is the externally-facing landing page where customers will discover your integration



Build Your Listing

You can find out how to [build out your SAP App Center listing here](#).

- You can begin to build out your integration once you've passed the ARC and signed the App Center agreement.
- This listing is what the SAP Ariba & SAP Fieldglass customers will see and where they'll familiarize themselves with your integration.
- It's important to have clear, concise, and accurate information so that customers will understand what you have to offer at a first glance.

Summary: Primary Program Requirements & Costs

SAP PartnerEdge Program



Contractual & administrative framework for the partnership



Direct access to SAP's premier partner channel program



€2.000/year

Test, Demo, and Development Tenant



Grants you ownership of any IP developed within the tenant.



Enables the dev, demo, and support of integrations.



€12.500/year for SAP Ariba or
€10.000/year for SAP Fieldglass.

SAP App Center



Competitive differentiation from unlisted competitors



Direct listing to enable scalable access to all relevant customers



15% of SAP App Center-led revenue

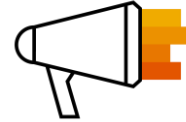
SAP Ariba and SAP Fieldglass App Extension Program

Partners provide customers with solutions to complex business problems, reduce organizational risk, and create a rich and competitive marketplace within the SAP ecosystem



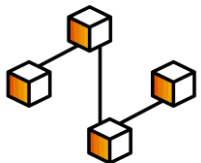
Grow

your business and improve the customer experience by building seamlessly integrated solutions



Reach

over 4,000 SAP Ariba and 425,000 SAP customers, in addition to more than 4 million SAP network suppliers worldwide



Build

app extensions that extend, integrate, and optimize SAP Ariba and SAP Fieldglass

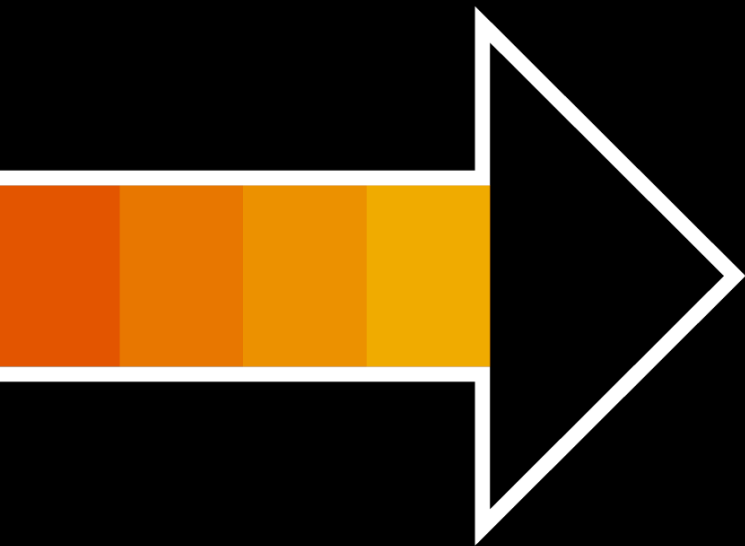


Deliver

targeted, personalized experiences directly to customers

Join the program

The SAP Ariba & SAP Fieldglass App Extension program is designed to help partners **extend the value of their solutions, reach more customers, and scale their business** through a shared investment focused on customer experience and partner success



[Get started with SAP PartnerEdge Build](#)

Thank you.

Contact information:

Name

Title

Address

Phone number

Appendix

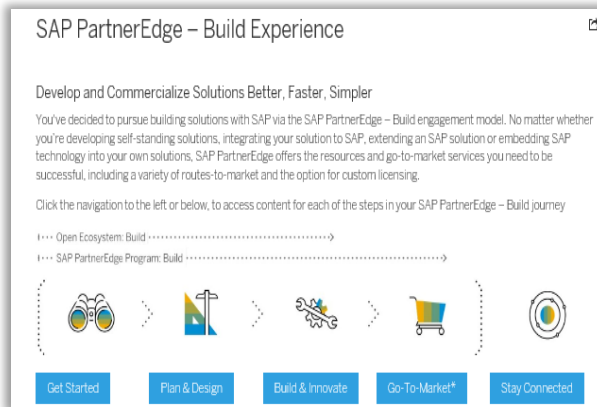
“The partners can offer a digital-purchase experience to SAP customers. That means less time spent on paperwork and **more time dedicated to what really matters**: adding value to their customer relationships.”

Bertram Schulte
SAP Digital Chief Officer

The SAP PartnerEdge: Build Enablement Experience

Through the SAP PartnerEdge Build network, you get access to two key enablement resources:

SAP PartnerEdge – Build provides a one-stop experience for new Build partners entering the SAP PartnerEdge program

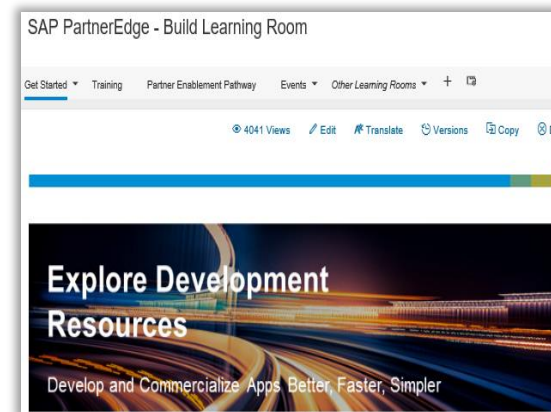


Partner information and resources, speeding your development and go-to-market efforts

- **Get started** – Access all the information you need to plan and design applications
- **Innovate** – Use the latest resources to quickly develop intelligent market-leading solutions
- **Go to market** – Benefit from commercialization options to take solutions to market
- **Stay connected** – Reach a global community of SAP experts and peers

<https://partneredge.sap.com/en/partnership/development/build.html>

SAP PartnerEdge – Learning Room enables partners to collaborate on topics of interest and keep up with the latest community webinars and events



- The first place partners go to get answers to questions with 80% success
- The first place SAP employees go to guide partners and contribute

- **Onboarding** – Set up users and order licenses
- **Forums/questions platform** – Create groups of ISV developers who share information on a regular basis
- **Best practices** – Share developer experiences
- **Training and events** – Access consolidated developer virtual enablement training and events

https://jam2.sapjam.com/groups/horvpuOFxQKkR4B0LCzd0h/overview_page/ttaQ2Q70c871BqRyZtFiji

Explore the SAP App Center

Expose your solutions to the SAP customer base and close transactions digitally

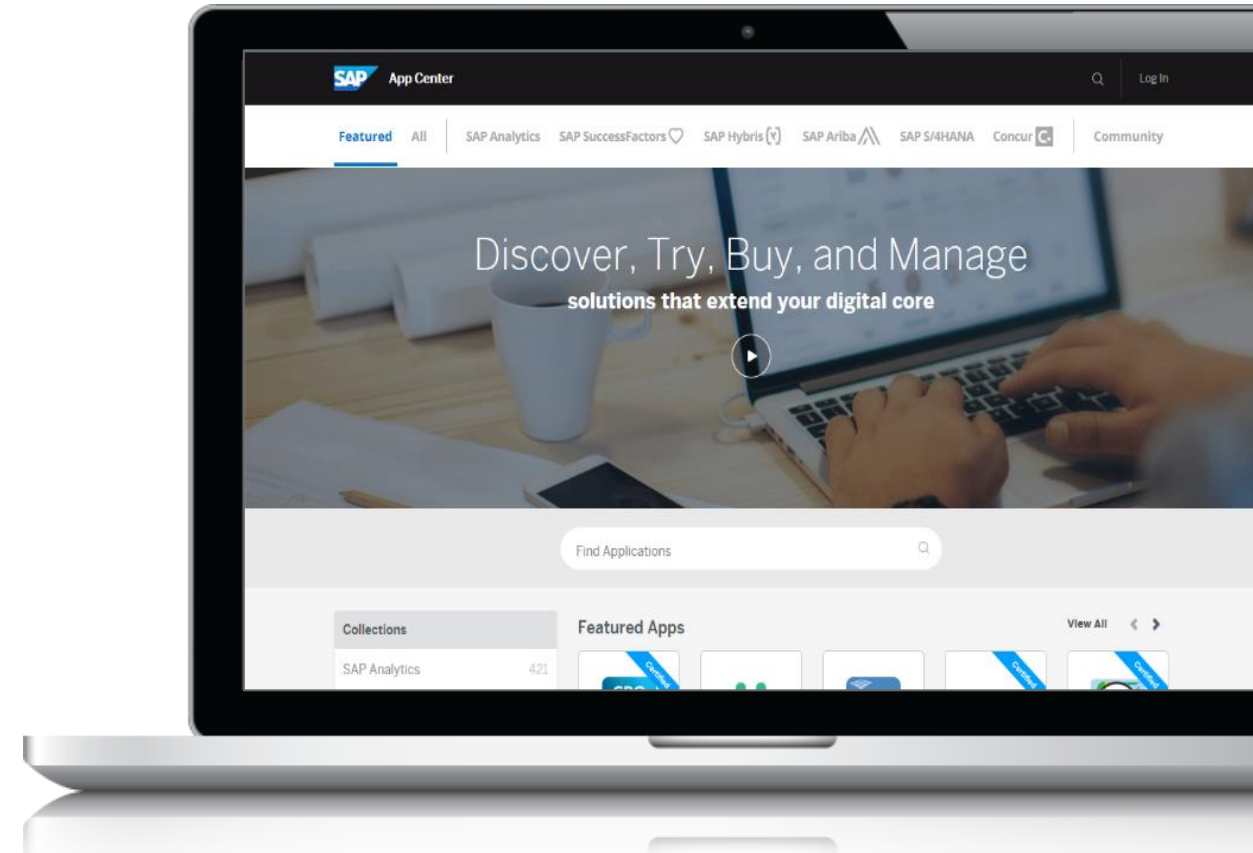
Reach

400,000+
SAP customers

 **1,800+**
solutions

 **1,000+**
partners

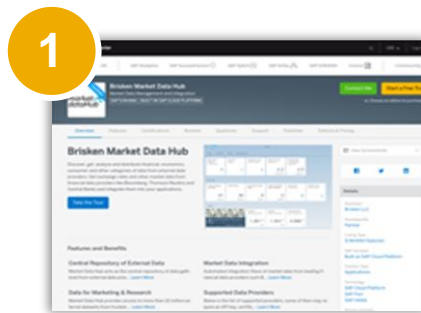
- A place providing a simple way growing your market, where you can start by listing your app for free
- A digital space where SAP customers can discover, try, and buy partner apps
- An enterprise-class procurement environment



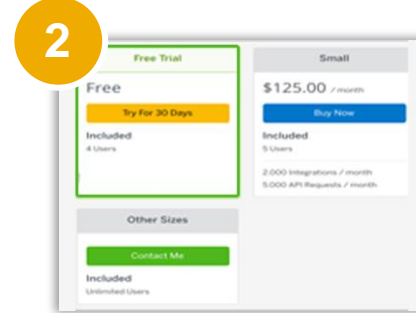
[Watch 2 min. video >](#)

www.sapappcenter.com

SAP App Center Customer Flow



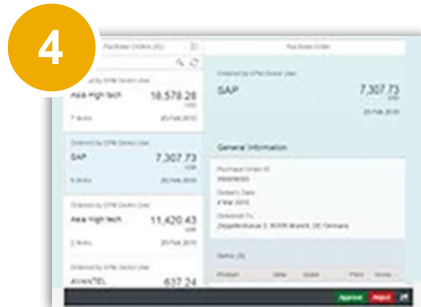
Discover complimentary solutions to solve your business needs



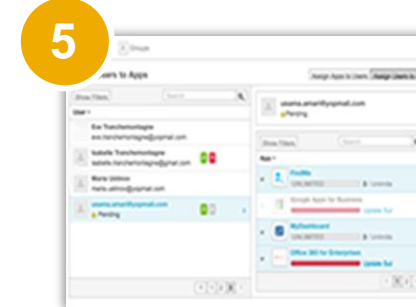
Start a trial, browse pre-packaged editions, or request a custom quote from the partner



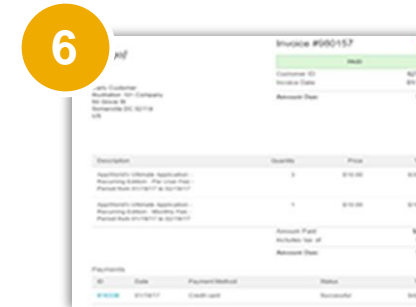
Leverage the simplicity of digital checkout without sacrificing enterprise purchasing workflows



Launch applications using single-sign-on

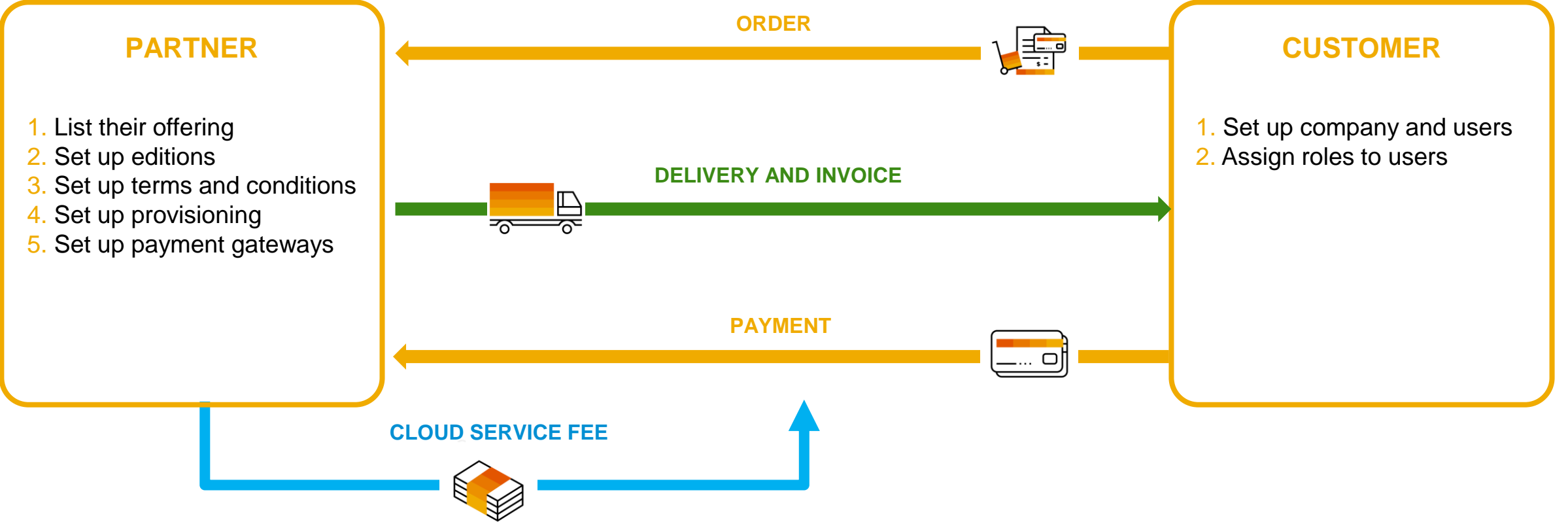


Centrally manage subscriptions and user assignments across all purchases



Pay invoices using enterprise-class payment methods or settle off-platform

How does the SAP App Center work?



Customer is purchasing the product directly from the partner. Transaction is facilitated via the App Center.

Partner is responsible for support and delivery of the subscribed service to the customer.

Partner acts as the merchant of record. App Center generates the invoice on behalf of the partner.

Customer pays the partner directly using options provided by App Center or off-platform settlement.

Three ways to transact via the SAP App Center

1

Self-Checkout

- Customer discovers a product
- Customer clicks on the BUY button and goes through the complete checkout process by themselves

2

Assisted Selling (Partial)

- Customer discovers a product and clicks the CONTACT button
- After negotiating off platform, partner creates a discount code or customer-specific edition/T&C for the customer
- Partner raises a quote and sends it to the customer with the edition/T&C and details completed
- Customer clicks on quote and completes remainder of checkout process

3

Assisted Selling (Full)

- Customer discovers a product and clicks the CONTACT button
- Customer and partner take the negotiations, procurement process, and contract signing offline
- Customer provides the partner an email authorizing the partner to complete the transaction via the App Center on behalf of the customer
- Partner completes the necessary checkout steps on behalf of the customer

- Customer receives a partner-branded invoice or pro forma invoice for the purchase from the SAP App Center
- Customer can pay the invoice via the SAP center or decide to settle the payment off-platform

SAP Ariba APIs

- Create and use an external application to obtain **approval, denial, and comments** on PR and invoices generated in an SAP Ariba Procurement solution (systematically or by presenting the **approval task** to one or more approvers).

Approval
API

- Enable your application to get **custom forms document information** or data for reporting or sending to an external ERP system.

Custom Forms
API

- **Enrich processes and documents** (including PO, invoice, ASN, OC, and receipts in Ariba Network with information external to SAP Ariba).

Flow Extension
API

- Use **third-party tax data providers** to obtain **tax calculations** for PO and invoices in the SAP Ariba Buying, SAP Ariba Buying and Invoicing, and SAP Ariba Invoice Management solutions.

Tax
API

SAP Ariba Discovery
RFX API

Transaction Monitoring
API

Procurement Reporting
API

Supplier Reporting
API

- **Publish** SAP Ariba Discovery events to websites/marketplaces to increase number of bidders.
- **Publish** RFX events from a marketplace on SAP Ariba Discovery.

- **Monitor** supply chain collaboration transactions across Ariba Network with high visibility and traceability.

- **Retrieve** header, line item, and other details for transactions (such as PR, PO, INV, IR).

- Access supplier data on a read-only basis for integration to a third-party tool.
- Example: get a list of all suppliers with registered/qualified/preferred status for a category, region, and BU.

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