

SAP Ariba 

SAP Ariba Light Account

What it means for managed suppliers?

© 2017 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See <http://global.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.

What is it?

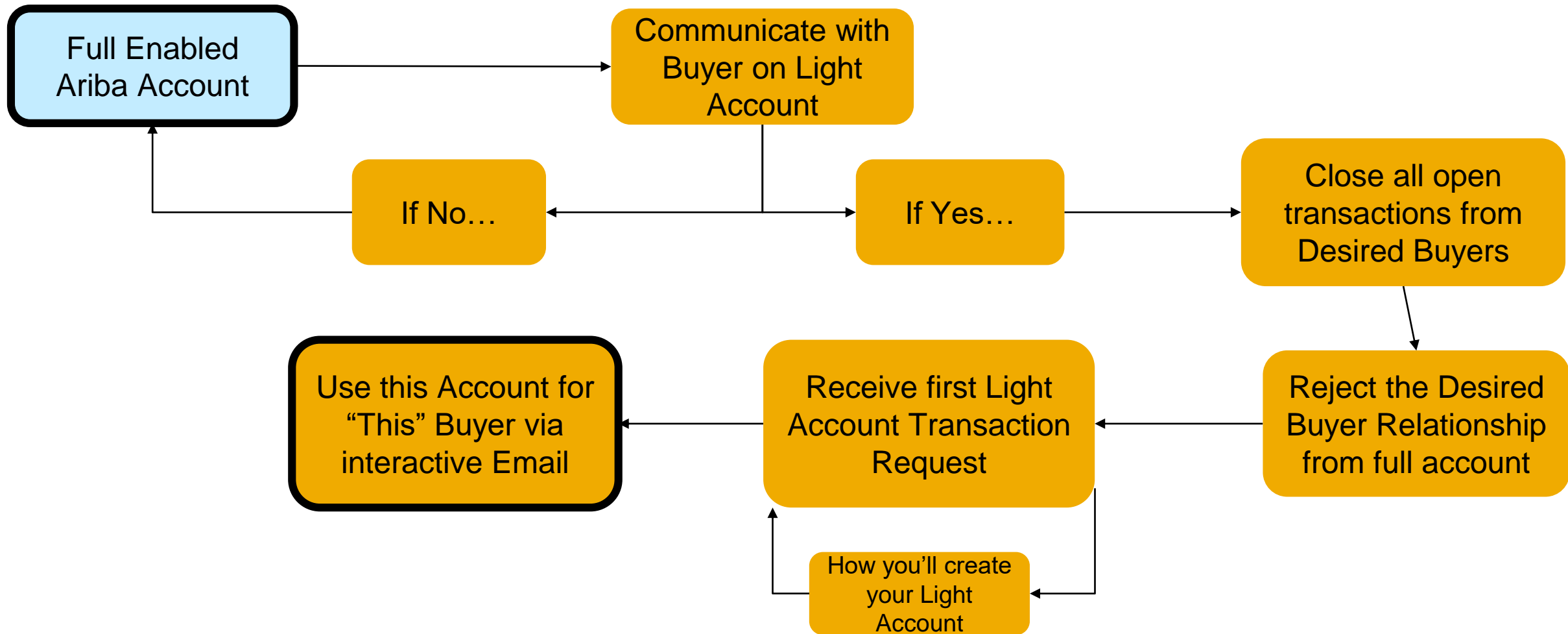
- **A Simplified version for buyers to suppliers to collaborate**
 - **No Supplier Fulfilment Fee but Limited AN account features**
 - Un-limited exchange of basic fulfilment documents via EMAIL
 - Orders, Non-PO invoices, Invoices, Credit Notes, confirmations, invoice status notices
 - Leverage interactive Emails, there is not Supplier Inbox/ Outbox
 - Supplier can choose to upgrade to full account and will then be subject to Ariba Fees
- **You can still register for full access to Ariba Discovery and Sourcing and contracts**
 - This is a separate account registration
- **Buyers typically will drive who on their supplier list will sent a Light Account**
 - Not All Buyers are currently using Light account

Light Account vs. Full Account (macro view)

Ariba Options & Services	Ariba Full Enablement	Ariba Light Account	Importance to Managed Supplier
Phone/Chat Support	Yes	No	High
Seller Account Management	Yes	No	High
Ariba Subscription and Transaction Fees	Yes	No	Varies By Supplier
Reporting	Yes	No	Med / High
Integration	Yes	No	Varies By Supplier
Multi-Org or Hierarchy of accounts	Yes	No	High
Transactions over email	No	Yes	Low
1:1 Ratio of a Buyer : to an Ariba Account	No	Yes	Varies By Supplier

Area	Light Account	Upgraded "full-use" account required	Potential Value to Managed Supplier
	Access to AN documents only from Email trigger documents		
Sell	<ul style="list-style-type: none"> • SLPI SIM Profile setup • Ariba Sourcing and Ariba Discovery[†] Quote Automation* • P2P Quote (Collaboration) requests 	<ul style="list-style-type: none"> • Guided Buying RFQ 	Medium
Fulfill – PO	<ul style="list-style-type: none"> • Order, PO-Flip for Order Confirmation and ASN 	<ul style="list-style-type: none"> • Inbox access (à unlimited Online Access) • Catalogs + PunchOut 	Medium
Invoice	<ul style="list-style-type: none"> • PO-Flip for SES and PO e-Invoices 	<ul style="list-style-type: none"> • Outbox access (unlimited Online Access) 	High
	<ul style="list-style-type: none"> • Non-PO Invoice and Credit Notes 	<ul style="list-style-type: none"> • CSV based Invoice upload 	
	<ul style="list-style-type: none"> • P2P Contract-Invoicing** and -SES** 	<ul style="list-style-type: none"> • P2P Contract (Punch-In) Invoicing 	
Invoice Status	<ul style="list-style-type: none"> • Invoice status notifications 	<ul style="list-style-type: none"> • Banks provided track and trace and 3 way matching on AN only with AribaPay 	Medium
	<ul style="list-style-type: none"> • Payment Proposal 		
	<ul style="list-style-type: none"> • Remittance Details 		
Ariba Support	<ul style="list-style-type: none"> • Help Center 	<ul style="list-style-type: none"> • Help Center, phone, chat, and web form 	High
AN Relationships	<ul style="list-style-type: none"> • Unlimited AN relationships 	<ul style="list-style-type: none"> • All relations are full-use relations 	High
	<ul style="list-style-type: none"> • Account hierarchy 		
Legal Archive	<ul style="list-style-type: none"> • Invoice notification with cXML and PDF invoice, to be used for local archiving 	<ul style="list-style-type: none"> • Zip Invoice (for mass download) • Long-Term Document Invoice Archiving (regional restrictions apply) 	Varies by Supplier
Integration	<ul style="list-style-type: none"> • None 	<ul style="list-style-type: none"> • cXML, EDI, fax, CSV 	Varies by Supplier
AN Payment	NA	<ul style="list-style-type: none"> • AribaPay ACH 	Varies by Supplier
Reporting	<ul style="list-style-type: none"> • None 	<ul style="list-style-type: none"> • Reporting 	High
Supply Chain Collaboration	<ul style="list-style-type: none"> • Selected fields*** in standard documents 	<ul style="list-style-type: none"> • Supply Chain Collaboration specific documents like Consignment collaboration, Forecast collaboration, or Manufacturing planning 	Varies by Supplier
Fees	<ul style="list-style-type: none"> • FREE for AN Fulfillment document exchange 	<ul style="list-style-type: none"> • AN Fees apply, see details. 	Varies by Supplier
Mobile App	<ul style="list-style-type: none"> • Included (no limits at this time) 		Varies by Supplier

Process if currently a Fully Enabled Ariba Supplier

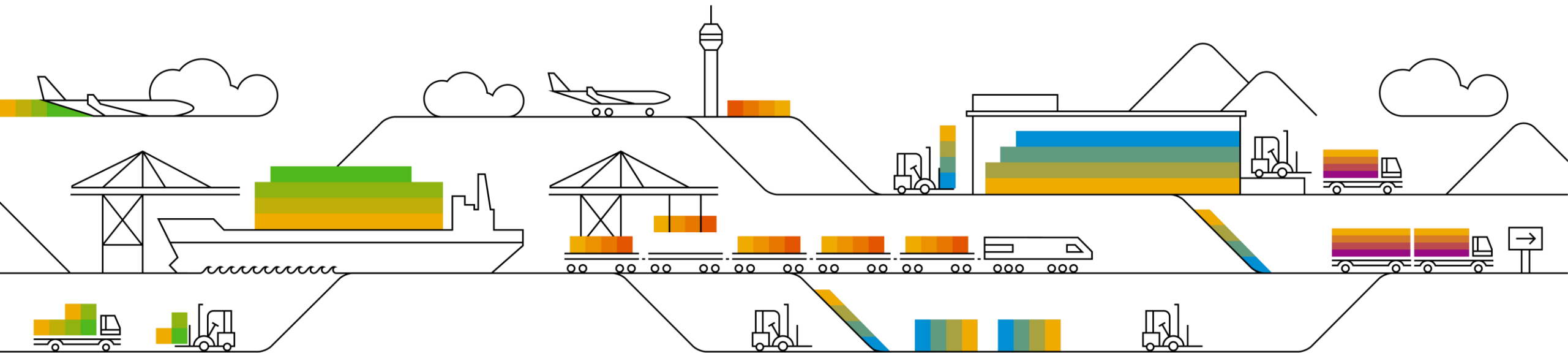


In Summary

- Free, Yes there are no Ariba Fees associated with Light Account
- Light Account is a buyer driven model and they must agree to transact via LA first before supplier could switch
- Ariba Support and Supplier Account Management are not available with LA
- The Reporting section is not included in LA
 - You will have a history of the past 25 transactions
- The account Multi-Org hierarchy you currently have cannot be associated with LA relationships
 - You will have a different login for each buyer relationship on LA
- A buyer relationship going from Full Account must be rejected first before going to Light Account
- Integration & Catalog are not part of the Light Account

For more information check it out at: <http://www.ariba.com/innovations/light-enablement>

Appendix



What do you get & what do you need to do

What you'll need to do

1. Communicate to the buyer your desire to transact via Light Account
 - Need to make sure the buyer supports Light Account enablement
2. Ensure that all open PO's/invoices are closed or inactive
3. Disable your existing buyer relationship in your current Ariba Seller Account
4. Receive the buyer Light Account request – initiated by buyer
 - This will create your new Ariba Light Account for **this** Buyer
5. Transact via interactive email