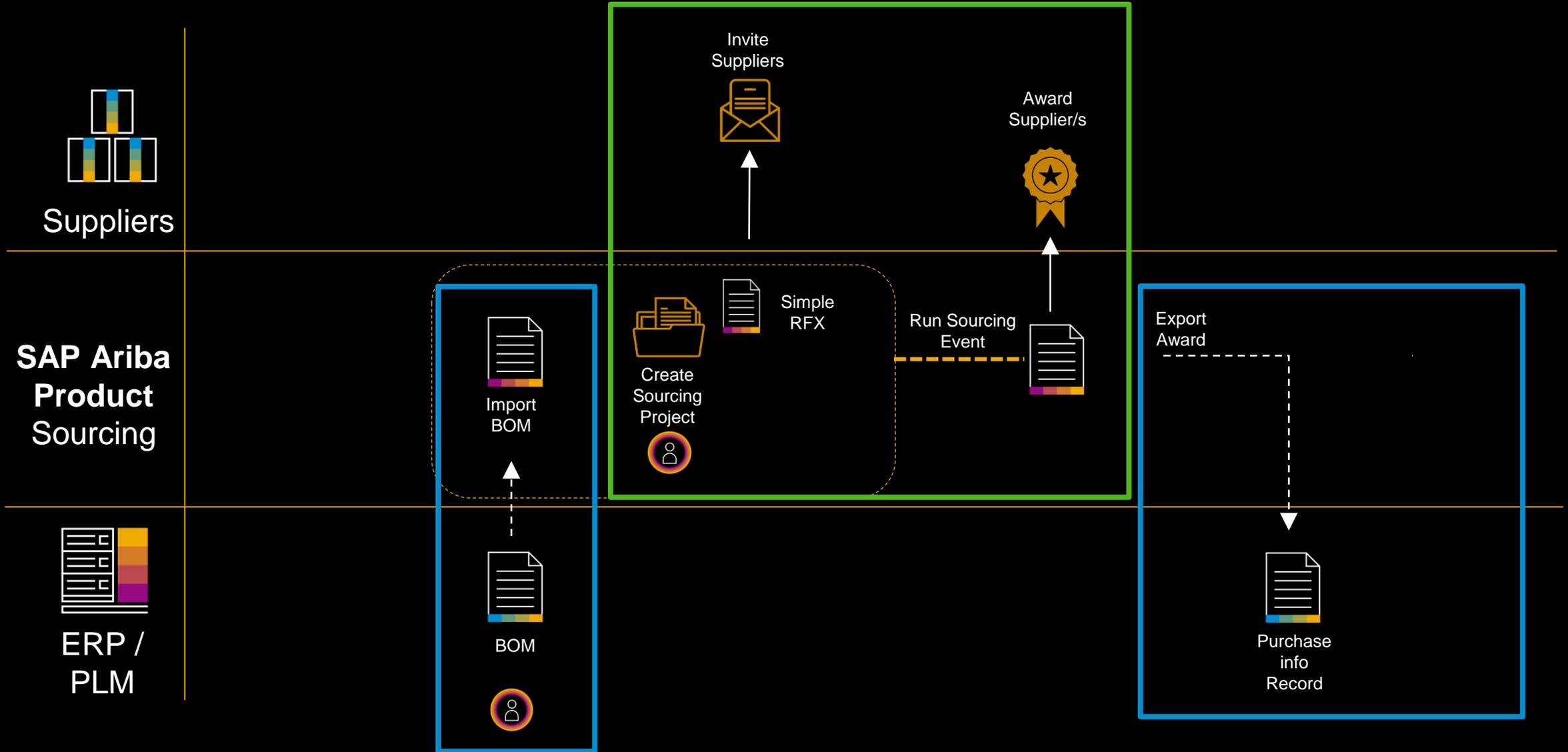# SAP Ariba Direct Material Sourcing (Product Sourcing)

Demo Script Scenario :

Business Process : New Product Introduction

Scenario : Getting Estimate Cost for a material on Bid/Concept /Proposal BOM (Bill of Material) using Simple RFX

THE BEST RUN SAP

Scenario flow : Getting Estimate Cost for a material on BOM (Bill of Material)

Offline
Online

Suppliers

Invite Suppliers

Award Supplier/s

**SAP Ariba Product** Sourcing

Import BOM

Create Sourcing Project

Simple RFX

Run Sourcing Event

Export Award

ERP / PLM

BOM

Purchase info Record

# User Personas

**Tom Aikman**

Engineer

Login

**Lisa Smith**

Sourcing Manager
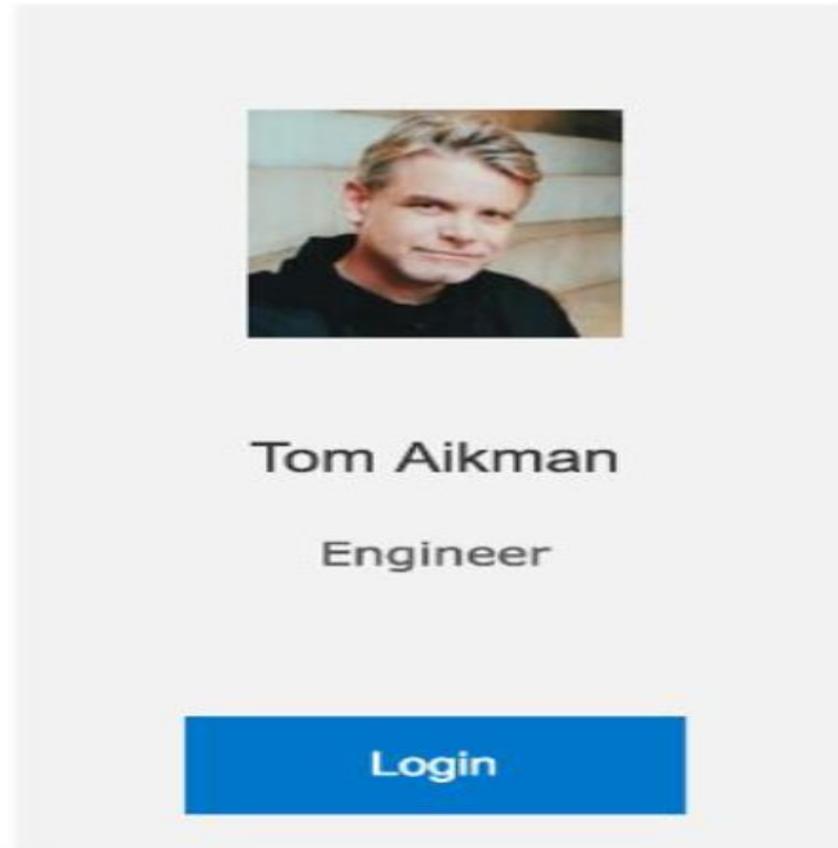
Login

**Diana Santos**

Supplier 1

Login

**Bjoern Nilsson**

Supplier 2

Login

# Step 1: Tom Aikman Logs in to SAP PLM /ERP

# Step 2: Checks the New Engineering BOM for Assembly in SAP PLM/ERP , BOM is pushed automatically to Ariba product sourcing through integration

Material BOM   Edit   Goto   Extras   Settings   Environment   System   Help

## Display Multilevel BOM

**Material** DICE-FG-0100
**Plant/Usage/Alt.** 1010 / 3 / 01
**Description** SAPCopter X - Consumer Kit Silver
**Base Qty (PC )** 1,000
**Reqd Qty (PC )** 1

| Level no. | Item | Ob_ | Component number | Object description | Ovfl | Comp. Qty (CUn) | Un | Ict | E> |
|-----------|------|-----|------------------|--------------------|------|-----------------|----|-----|----|
| .1 | 0010 | | DICE-DP-0100 | Carbon Frame 20mm Tube X Configuration | | 1 | PC | L | |
| .1 | 0020 | | DICE-DP-0200 | CF20 Assembly Kit | | 1 | PC | L | |
| .1 | 0030 | | DICE-SA-0300 | Flight Control Unit | | 1 | PC | L | |
| ..2 | 0010 | | DICE-DP-0301 | Flight Control Board | | 1 | PC | L | |
| ..2 | 0020 | | DICE-DP-0302 | GPS module | | 1 | PC | L | |
| ..2 | 0030 | | DICE-DP-0303 | Current and Voltage Sensor | | 1 | PC | L | |
| ..2 | 0040 | | DICE-DP-0304 | Telemetry Transmitter | | 1 | PC | L | |
| ..2 | 0050 | | DICE-DP-0305 | Radio Receiver | | 1 | PC | L | |
| ..2 | 0060 | | DICE-DP-0306 | Airspeed Sensor | | 1 | PC | L | |
| ..2 | 0070 | | DICE-DP-0307 | FC Cable Kit | | 1 | PC | L | |
| .1 | 0040 | | DICE-SA-0400 | Video Package | | 1 | PC | L | |
| ..2 | 0010 | | DICE-DP-0401 | Flight Cam | | 1 | PC | L | |
| ..2 | 0020 | | DICE-DP-0402 | Video Transmitter 5.8GhZ 200mW | | 1 | PC | L | |
| ..2 | 0030 | | DICE-DP-0403 | Video Receiver 5.8GhZ 40CH | | 1 | PC | L | |
| ..2 | 0040 | | DICE-DP-0404 | Antenna | | 2 | PC | L | |
| ..2 | 0050 | | DICE-DP-0405 | SD Card Class 10 64GB | | 1 | PC | L | |
| ..2 | 0060 | | DICE-DP-0406 | Camera Stabilization | | 1 | PC | L | |
| ..2 | 0070 | | DICE-DP-0407 | Video Cable Kit | | 1 | PC | L | |
| .1 | 0050 | | DICE-DP-0500 | 15" Carbon Propeller | | 4 | PC | L | |
| .1 | 0060 | | DICE-DP-0600 | 3508 700KV Motor | | 4 | PC | L | |

# Step 3: Lisa Gets Notified that a New BOM has been published to Ariba



Lisa Smith

Sourcing Manager

Login

# Step 6: Lisa Logs into Ariba Product Sourcing

http://Cumulonimbus-t.procurement.ariba.com/

# Step 6: Lisa selects & views the BOM

| | BOM number | ▽ | Alternate BOM num... |
|---|---|---|---|
| ☐ | BOM number | | Alternate BOM num... |
| ☑ | 1500010 | | 300 |
| ☐ | View BOM details | | |

< | **Item XBOX_SHORT_001**
1500010

| Item ID | Alternate BOM number | Usage | Total cost | Contract MFR | Version number | Change number |
|---|---|---|---|---|---|---|
| XM30000-001 | 300 | 1 | 0.0 | UNASSIGNED ▽ | 1500010_300 | --- |

No tags to view

| View BOM details | BOM buy view | Total cost trend |
|---|---|---|

👁

| | Level | Costing level | ▽ | Item ID | ▽ | Item name | ▽ | Item description | ▽ | Part type | ▽ | Material group | ▽ | Owner | ▽ | Qua |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| ☐ | ⌄ 1 | N | | XM30000-001 | | Item XBOX_SHORT_... | | MAT13_ITEM_ALT_T... | | | | Awaiting Master Data | | | | 1 |
| ☐ | ⌄ 2 | N | | XM30000-002 | | Item XBOX_SHORT_... | | MAT13_ITEM_ALT_T... | | | | Awaiting Master Data | | | | 5 |
| ☐ | ⌄ 2 | N | | XM30000-0017 | | Item XBOX_SHORT_... | | MAT13_ITEM_ALT_T... | | | | Awaiting Master Data | | | | 5 |

| ↳ | BOM quote | Material quote | **Export to Excel** |
|---|---|---|---|

# Step 7: Now she selects one of the material and click Material Quote

View BOM details  BOM buy view  Total cost trend

| | Level | Costing level | | Item ID | | Item name | | Item description | | Part type |
|---|---|---|---|---|---|---|---|---|---|---|
| ☐ | ⌄ 1 | N | | XM30000-001 | | Item XBOX_SHORT_... | | MAT13_ITEM_ALT_T... | | |
| ☑ | ⟩ 2 | N | | XM30000-002 | | Item XBOX_SHORT_... | | MAT13_ITEM_ALT_T... | | |
| ☐ | ⟩ 2 | N | | XM30000-0017 | | Item XBOX_SHORT_... | | MAT13_ITEM_ALT_T... | | |

↳  BOM quote    Material quote    Export to Excel

# Step 8: Now she selects Material Quote using Simple RFX

# Step 9: she starts entering the details on the Simple RFX

Create Quote Request

Title * | Simple RFX for XBOX_MAT13

Template * | Simple Event ▼ | Go

## Material Items

Create event to enter data

↳ | Remove | Add New Material | Add Term | Excel Import

## Suppliers

↳ | Remove | Invite

# Step 9: continued

## Create Quote Request

Exit | Publish

Title * [Simple RFX for XBOX_MAT13]   Template * [Simple Event ▼]

Due date ◯ Duration : End time explicitly specified

◉ Fixed Time [July 3, 2020 📅]

☐ Send reminders to suppliers

## Material Items

| | Name | Description | Supplier | Material Code | Plant | Price | | Incoterms | Lead Time | Line Number | Manufacturer Name |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ☐ 1 | Item XBOX_SHO | MAT13_ITEM_AL… | | XM30000-002 | PLACEHOLDER_… | | USD | | | * 0 | |

Remove | Add New Material | Add Term | Excel Import | Validate

Previous  Showing page 1 / 1  Next

## Suppliers

| ☐ | Organization Name | ID | Contact Name | Response Team |
|---|---|---|---|---|
| | | | | |

Remove | Invite

# Step 9: continued..She Add two suppliers – Lansoft and digistorage and publishes the RFX

## Material Items

| | Name | Description | Supplier | Material Code | Plant | Price | | Incoterms | Lead Time | Line Number | Manufacturer Name |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ☐ 1 | Item XBOX_SHO | MAT13_ITEM_AL... | 2 Suppliers | XM30000-002 | PLACEHOLDER_... | | USD | | | * 0 | |

Remove | Add New Material | Add Term | Excel Import | Validate

Previous Showing page 1 / 1 Next

## Suppliers

| | Organization Name | ID | Contact Name | Response Team |
|---|---|---|---|---|
| ☐ | Lansoft Technologies ▾ | ACM_134467325 | Lansoft technologies | Yes |
| ☐ | Digistorage ▾ | ACM_134467807 | Digistorage Supplier | Yes |

Remove | Invite

# Step 10: Simple RFX is published

SAP Ariba ⩘

**Test Site**

📄 Doc2487222032 - Simple RFX for XBOX_MAT13

🕐 Time remaining
6 days 15:37:30

| Overview | Content | Suppliers | Team | Report | Messages | Log | Award | | Actions ▼ |

## All Content

Display: Responses ⌄

| Name ↑ | Initial Price | Historic Price | Reserve Price |
|---|---|---|---|
| MAT13_ITEM_ALT_TEXT_00- | | | |
| Incoterms: | | | |
| Lead Time: | | | |
| Line Number: | 0 | | |
| Manufacturer Name: | | | |
| Manufacturer Part Id: | | | |
| Material Code: | | | |
| Plant: | | | |
| Supplier Part Id: | | | |
| Material Code: | XM30000-002 | | |
| Plant: | PLACEHOLDER_PLANT UNASSIGNED | | |

# Step 11: Diana (Lansoft Supplier) logs and responds to RFP



https://service.ariba.com/Sourcing.aw/
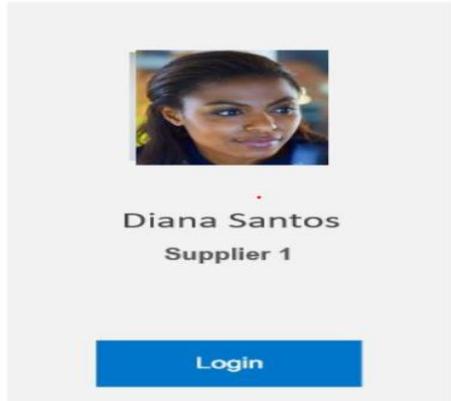
Diana Santos
Supplier 1

Login

---

**SAP** Ariba Proposals and Questionaire ▾    Standard Account    Upgrade    TEST MODE

CUMULONIMBUS - TEST

There are no matched postings.

Welcome to Spend Management

## Events

| Title | ID | End Time ↓ | Event Type |
|---|---|---|---|
| ▶    Status: Completed  (185) | | | |
| ▼    Status: Open  (14) | | | |
| Test | Doc2422264509 | 11/16/2020 11:15 AM | RFP |
| Fénymásolópapír beszerzés | Doc2354818906 | 10/25/2020 10:20 PM | RFP |
| Aukció fénymásolópapír beszerzésre | Doc2354818909 | 10/23/2020 10:13 PM | Auction |
| RFP for Legal Services 2020 (2) | Doc2462517087 | 7/10/2020 3:08 PM | RFP |
| Simple RFX for XBOX_MAT13 | Doc2487222032 | 7/3/2020 12:30 PM | RFP |
| Teszt aukció védőital beszerzés | Doc2336411726 | 6/30/2020 6:00 PM | Auction |
| RFP for Keyboards | Doc2483359305 | 6/30/2020 12:20 AM | RFP |
| RFP for Keyboards | Doc2486539574 | 6/28/2020 1:11 PM | RFP |

# Step 12: Now she reviews and accepts the pre-requisites

Event Details    📄 Doc2487222032 - Simple RFX for XBOX_MAT13

🕐 Time remaining
6 days 15:08:40

Event Messages

Download Tutorials

Response Team

▼ Checklist

   1. Review Event Details

   2. Review and Accept Prerequisites

   3. Select Lots

   4. Submit Response

Review and respond to the prerequisites. Prerequisite questions must be answered before you can view event content or participate in the event. Some prerequisites may require the owner of the event to review and accept your responses before you can continue with the event. If you decline the terms of the prerequisites, you cannot view the event content or participate in this event.

| Download Content | **Review Prerequisites** | Decline to Respond | Print Event Information |

## All Content

| Name ↑ | Price |
|---|---|
| 1   **Item XBOX_SHORT_002**     Less... ⊟ | |
|     MAT13_ITEM_ALT_TEXT_00- | |
| Lead Time: | |
| Line Number: | 0 |
| Manufacturer Name: | |
| Manufacturer Part Id: | |
| Supplier Part Id: | |

## Event Overview and Timing Rules

# Step 12: continued

**Prerequisites**        Doc2487222032 - Simple RFX for XBOX_MAT13

▼ Checklist

| Prerequisites must be completed prior to participation in the event. |
| --- |

1. Review Event Details

2. Review and Accept Prerequisites

3. Select Lots

4. Submit Response

In consideration of the opportunity to participate in on-line events ('On-Line Events') held and conducted by the company sponsoring this On-Line Event ('Sponsor') on the web site (this 'Site') company ('Participant' or 'You') agrees to the following terms and conditions ('Bidder Agreement'):

**1. Bids.** If You are invited to participate in the On-Line Event, Sponsor reserves the right to amend, modify or withdraw this On-Line Event. Sponsor reserves the right to accept or reject all or p not create a contract or any expectation by Participant of a future business relationship. Rather, by submitting a bid, you are making a firm offer which Sponsor may accept to form a contract, s for any costs incurred by Participant in the preparation, presentation, or any other aspect of Participant's bid.

**2. Price Quotes.** Except to the extent Sponsor allows a non-binding bid, all Bids which Participant submits through the On-Line Events are legally valid quotations without qualification, except

**3. Procedures and Rules.** Participant further agrees to be bound by the procedures and rules established by the Site and Sponsor.

**4. Confidentiality.** Participant shall keep all user names and passwords, the On-Line Event content, other confidential materials provided by the Site and/or Sponsor, and all bids provided by confidence and shall not disclose the foregoing to any third party.

**5. Bids through Site only.** Participant agrees to submit bids only through the on-line bidding mechanism supplied by the Site and not to submit bids via any other mechanism including, but no unless specifically requested by Sponsor.

**6. Ethical Conduct.** All parties will prohibit unethical behavior and are expected to notify the Site Owner by contacting the appropriate project team if they witness practices that are counter-p Event. If Participant experiences any difficulties during a live On-Line Event, Participant must notify Site Owner immediately.

**7. Survival.** The terms and conditions of this Bidder Agreement shall survive completion of the On-Line Event.

* * * *
BA v1.1 19Aug05

🔘 I accept the terms of this agreement.

# Step 13: Now she submits the price and lead time

Company Settings ▾    Lansoft technologies ▾    Help Center ≫

Go back to Cumulonimbus - TEST Dashboard                    Desktop File Sync

Console          RFP  Doc2487222032 - Simple RFX for XBOX_MAT13          Time remaining
                                                                        6 days 15:05:42

Event Messages
Response History
Response Team

▼ Checklist

    1. Review Event Details

    2. Review and Accept Prerequisites

    3. Select Lots

4. Submit Response

## Material Items

| | Name | Description | Supplier Part Id | Material Code | Price | Lead Time | Line Number | Manufacturer Name | Manufacturer Part Id ... |
|---|---|---|---|---|---|---|---|---|---|
| 1 | Item XBOX_SHORT_... | MAT13_ITEM_ALT_T... | | XM30000-002 | * 100  USD | 10 | 0 | | |

| Submit Entire Response | Update Totals | Save | Compose Message | Excel Import |

# Step 14: Similarly Bjoern also submits his response

Bjoern Nilsson

Supplier 2

Login

## Ariba Sourcing

Company Settings ▾    Digistorage Supplier ▾    Help Center ››

< Go back to Cumulonimbus - TEST Dashboard

Desktop File Sync

Console

📄 Doc2487222032 - Simple RFX for XBOX_MAT13

Time remaining
6 days 15:02:36

Event Messages
Response History
Response Team

You have submitted a response for this event.  Thank you for participating.

▼ Checklist

Revise Response

1. Review Event Details

Material Items

2. Review and Accept
   Prerequisites

| | Name | Description | Supplier Part Id | Material Code | Price | Lead Time | Line Number | Manufacturer Name | Manufacturer Part Id ... |
|---|---|---|---|---|---|---|---|---|---|
| 1 | Item XBOX_SHORT_... | MAT13_ITEM_ALT_T... | | XM30000-002 | $101.5 | 15 | 0 | | |

3. Select Lots

4. Submit Response

⤷  Compose Message

# Step 15: Lisa now opens the RFX to check the quotes from suppliers

**SAP Ariba** 

**Test Site**

PS

Cumulonimbus - TEST

HOME   **SOURCING**   PRODUCT SOURCING   MORE... ⌄

Recent ⌄   Manage ⌄   Create ⌄

| Sourcing Project ⌄ | Search using Title, ID, or any other term | ⌄ | 🔍 |

## Common Actions ⌄

Create
Sourcing Project
Knowledge Project
Analytical Report
Supplier Performance Management Project
More ⌄

Manage
Sourcing Library
Templates
Receive
More ⌄

## Recently Viewed ⌄

Simple RFX for XBOX_MAT13

## My Documents ⌄

| Title | Date ↓ | Status |
|---|---|---|
| 📄 Simple RFX for XBOX_MAT13 | 6/26/2020 | Open |
| 👤 Personal Workspace | 6/26/2020 | Draft |

View All ⌄

## Notifications ⌄

| From | Subject | Received |
|---|---|---|
| Digistorage Supplier | Response (ID=ID1374895716) in event Simple RFX for... | 6/26/2020 9:27 PM |
| Lansoft technologies | Response (ID=ID1374895714) in event Simple RFX for... | 6/26/2020 9:24 PM |

More...

## Event Status (Last 12 months) ⌄

| | RFI | RFP | Auction | Survey | Forward Auction |
|---|---|---|---|---|---|
| Draft | 41 | 313 | 72 | 52 | 4 |
| Preview | 0 | 7 | 1 | 0 | 0 |
| Open | 2 | 23 | 8 | 2 | 0 |
| Pending Selection | 31 | 202 | 105 | 0 | 7 |
| Completed | 14 | 205 | 40 | 17 | 1 |

## To Do ⌄

| Date ↓ | Status | Title |
|---|---|---|

No items

# Step 15: continued.

RFP Doc2487222032 - Simple RFX for XBOX_MAT13

| Overview | **Content** | Suppliers | Team | Report | Messages | Log | Award | | **Actions ▼** |

## All Content

Display: Responses ⌄

| Name ↑ | | Initial | | Historic | Reserve | Digistorage | Lansoft Technologies | |
|---|---|---|---|---|---|---|---|---|
| | | Price | | Price | Price | Price | Price | |
| ▼ Totals ⌄ | | | | | | | | |
| 1 Item XBOX_SHORT_002 ⌄ ↗ Less... − | | | | | | $101.50 USD (2) | $100.00 USD (1) 🎉 | |
| MAT13_ITEM_ALT_TEXT_00- | | | | | | | | |
| Incoterms: | | | | | | | | |
| Lead Time: | | | | | | 15 | 10 | |
| Line Number: | | 0 | | | | 0 | 0 | |
| Manufacturer Name: | | | | | | | | |
| Manufacturer Part Id: | | | | | | | | |
| Material Code: | | | | | | | | |

**Step 16: Once the RFX moves to pending selection , Lisa then selects the best price and click " Accept Pricing" , this the generates the PIR in ERP ( Not shown in the demo). The demo stops before accept pricing is clicked. Next steps are offline**

Doc2487222032 - Simple RFX for XBOX_MAT13                                    Pending Selection

| Overview | Content | Suppliers | Team | Report | Messages | Log | Award | | Actions ▾ |

All Content                          Display: [ Responses ∨ ]  [ Select Pricing for ∨ ]  [ Accept Pricing ]  [ Import Accept Pricing Excel File ]  ⊞ ⌄

| Name ↑ | Initial | Historic | Reserve | Digistorage | Lansoft Technologies |
|---|---|---|---|---|---|
| | Price | Price | Price | Price | Price |
| ▼ **Totals** ∨ | | | | | |
| 1 **Item XBOX_SHORT_002** ∨ ⬚ Less... − | | | | ☑ $101.50 USD (2) | ☑ $100.00 USD (1) |
| MAT13_ITEM_ALT_TEXT_00- | | | | | |
| Incoterms: | | | | | |
| Lead Time: | | | | 15 | 10 |
| Line Number: | 0 | | | 0 | 0 |

# Step 17: Click Done (Offline)

SAP Ariba /\\

Test Site

Accept Pricing Confirmation                    Done    Cancel

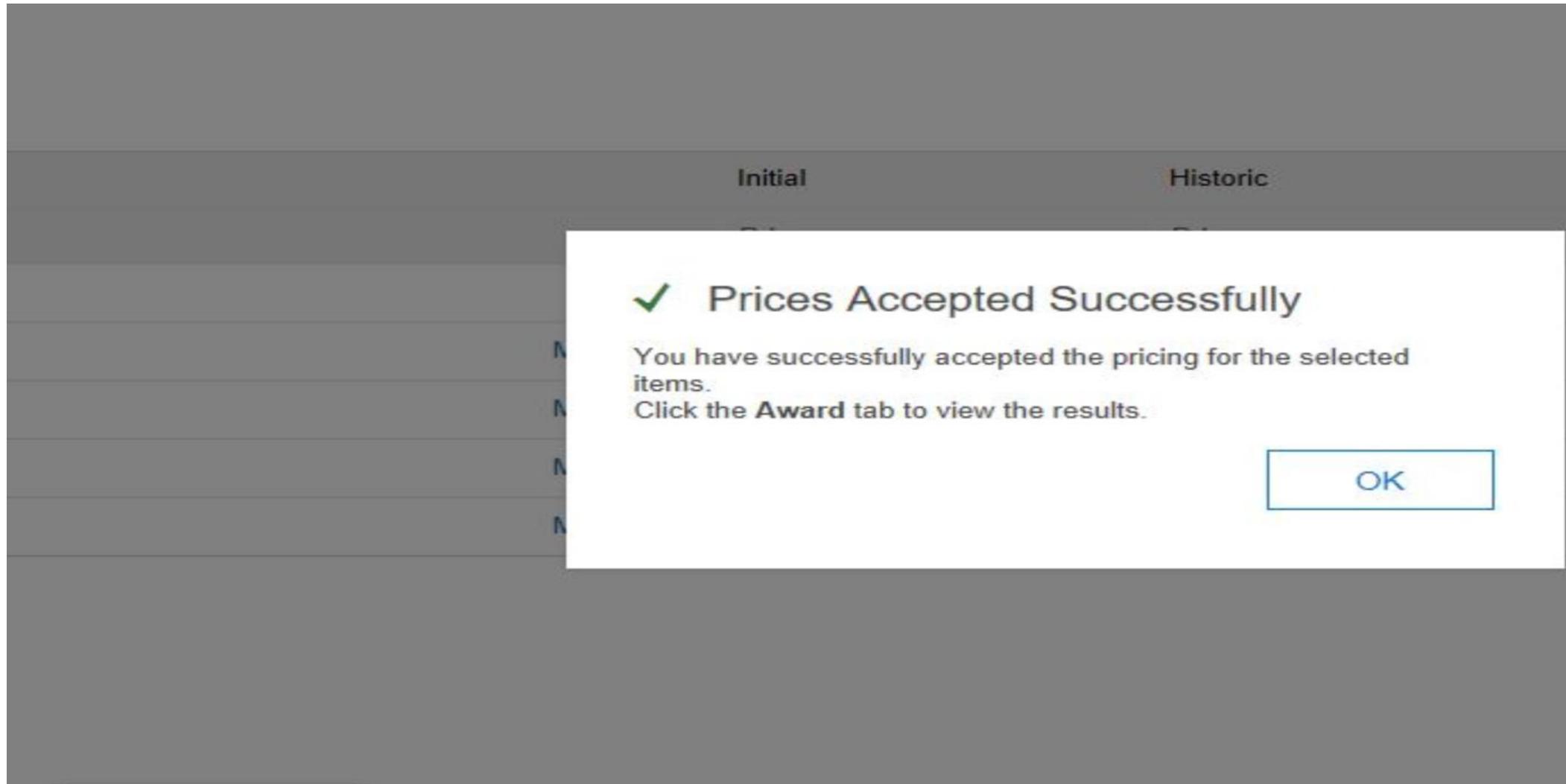You can send email notifications to participants to let them know your decision.

☐    Email accepted pricing participants.

☐    Email pricing not accepted participants.

☐    Send copy of participant emails to team members.

Customize Accepted Pricing Emails

Done    Cancel

# Step 18 : Price acceptance is successful (offline), PIR is sent to ERP.

# Thank you.