



**COTY SAP ARIBA SOURCING & CONTRACTS
SUPPLIER SUMMIT**



COTY

AGENDA



SPEAKER INTRODUCTION

COTY INITIATIVE OVERVIEW

SAP ARIBA SOURCING & CONTRACTS

NEXT STEPS

HELP / ASSISTANCE





SPEAKER INTRODUCTION



C O T Y



SPEAKER INTRODUCTION

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COTY INITIATIVE OVERVIEW



COTY



COTY

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GO LIVE



Manual time intensive
paper-based processes

Your
Partnership



Streamlined interactions that
increase efficiencies in start-
to-finish sourcing events and
contracting suppliers.

COTY CURRENT STATE CHALLENGES



1

COTY upstream and downstream processes are not effectively **connected** creating gaps in *value realization*



2

Subsequentially inconsistent contract and price compliance result in savings leakage and minimum spend visibility

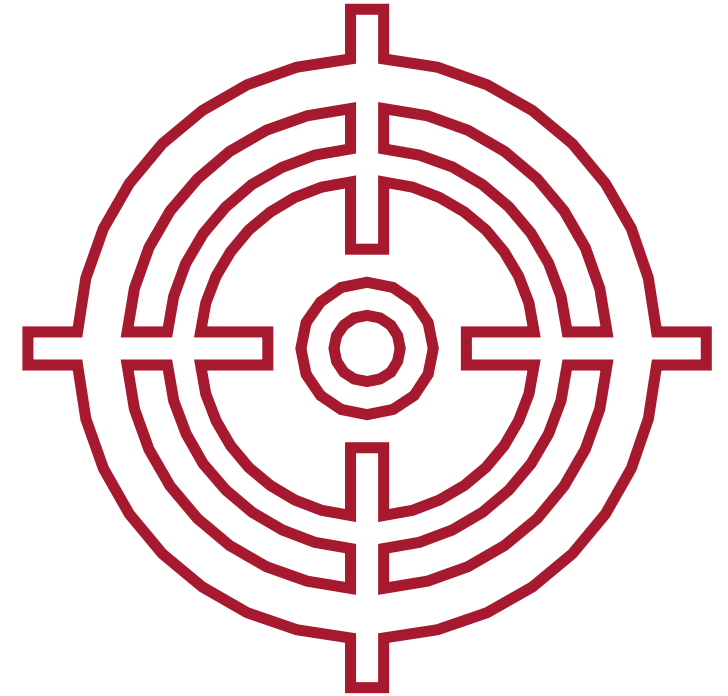


3

COTY current state utilization of upstream Ariba Sourcing & Contracts modules is immature with Sourcing Events & Contracting conducted via emails

PROJECT VISION

- Leverage **Standardized Processes & Procedures** Maximize Performance, Value & Growth
- COTY Procurement alignment to **governance and standard ways of working**
- Improved **automation, compliance, standards & controls**
- Single **source of the truth** and **facilitated business continuity**
- Reduced **manual administration effort, increased productivity**



COTY



SAP Ariba SOURCING & CONTRACTS



COTY



SAP ARIBA SOURCING & CONTRACTS

COTY SAP ARIBA UPSTREAM MODULES – CREATING VALUE

Sourcing

- ✓ Initiate Sourcing Request Process in Ariba
- ✓ Customized Sourcing Templates to reflect COTY processes & best practices
- ✓ Category Strategies and Standard Strategic Sourcing Processes enabled
- ✓ Event Management
- ✓ Create & Collaborate w. Team Members
- ✓ Engage with Suppliers within system
- ✓ Consensus Grading Capabilities
- ✓ Supplier Award & Contracting functionality

SAP ARIBA SOURCING & CONTRACTS

COTY SAP ARIBA UPSTREAM MODULES – CREATING VALUE

Contracts

- ✓ Contract management process centrally held to drive compliance of Contracting Policy & Contracting Lifecycle Policy
- ✓ Conditioned selection of legal templates to be used for Contracting Process
- ✓ COTY Clause Library enabled
- ✓ Collaborate with team members, legal and finance in one platform
- ✓ Negotiate with vendors within tool
- ✓ DoA Automated Workflow
- ✓ Electronic feature enabled via Adobe eSign
- ✓ Central Storage Repository for all COTY Contracts

SAP ARIBA SOURCING & CONTRACTS

Scope & Use

- ❑ Utilization of the Ariba Sourcing and Contracts procurement solutions are a priority for COTY.
- ❑ This will be the single preferred method of engaging with suppliers over the next **18 months, with prioritization (3-6months) being on Contracts.**
- ❑ All COTY Categories, Direct Raw & Packaging Materials, Indirect Goods and Services, will be in scope for this transition.

SAP ARIBA SOURCING & CONTRACTS ADOPTION JOURNEY





NEXT STEPS



COTY



NEXT STEPS

What's Changing for me as a COTY supplier?

SAP Ariba Network **Registered** COTY Suppliers

- Increasingly COTY Sourcing Events will be conducted in the SAP Ariba Sourcing module from solicitation to award
- All COTY Contract activities will be conducted in the SAP Ariba Contracts module from negotiation to execution, inclusive of eSignature via Adobe eSign where regionally viable
- SAP Ariba Network Registered COTY Suppliers must use the Sourcing & Contracts modules to bid and contract with COTY

Non-Registered SAP Ariba COTY Suppliers

- Increasingly COTY Sourcing Events will be conducted in the SAP Ariba Sourcing module from solicitation to award
- All COTY Contract activities will be conducted in the SAP Ariba Contracts module from negotiation to execution, inclusive of eSignature via Adobe eSign where regionally viable
- In order to conduct business with COTY, all suppliers must register for a **free standard account** **NO COSTS IMPLICATIONS**

NEXT STEPS

What's in it for me as a COTY supplier?

Benefits of Engaging with COTY via SAP Ariba

To continue engaging with COTY as a **supplier** of goods and/or services for *Sourcing Events and for Contracting*, **registration** on the Ariba Network (AN) will be required. Becoming part of the AN will provide our suppliers with a variety of benefits including:

- ✓ *Increased processing efficiencies*
- ✓ *Standardized and streamlined processes*
- ✓ *Viewing and participating in potential bidding opportunities in the market and having the ability to trade globally*

SUPPLIER SELF-REGISTRATION

Ariba Commerce Cloud Access: <http://cotyinc.supplier.ariba.com>

This Quick Reference Guide to complete your Ariba Commerce Cloud/ ARIBA NETWORK registration with Coty, Inc. As a supplier or supplier broker, you must register on the Ariba Commerce Cloud to participate in any Ariba Sourcing events with Coty.

Step 1 – Navigate to <http://cotyinc.supplier.ariba.com>

Step 2 – Click New to Ariba? “ Register now”

SAP Ariba Proposals Powered by Ariba Sourcing

Feedback Help

Supplier Login

User Name

Password

Login

Forgot Username or Password

New to Ariba? Register Now

need help? See Quick Start

Join us at SAP Ariba Live Madrid!

Join us 13-15 June in Madrid, Spain. Register before 1 May for 299EUR early-bird pricing. Plus, buy two tickets and get one free!

Learn More

SUPPLIER SELF-REGISTRATION

Ariba Commerce Cloud Access: <http://cotyinc.supplier.ariba.com>

Step 3 – Determine if you have an Ariba login. If you are unsure, you can contact ariba support, and they will tell you.

Step 4a – If you already have an Ariba account, then click the “Login” button.

Step 4b – If you don’t have an Ariba account, then fill in your company information and click **continue**. Upon approval, you will be able to access your Coty profile, and any events Coty has invited you to.

Ariba Sourcing Help

Enter Your Ariba Commerce Cloud Information **COTY**

To do business with COTY, Inc. on Ariba, you need an Ariba Commerce Cloud account. [What is the Ariba Commerce Cloud?](#)

4a If you already have an Ariba Commerce Cloud, Ariba Discovery or Ariba Network account, click here to log in:

4b Enter basic company information * Indicates a required field

Company Name*

Country*

Address*

City*

State*

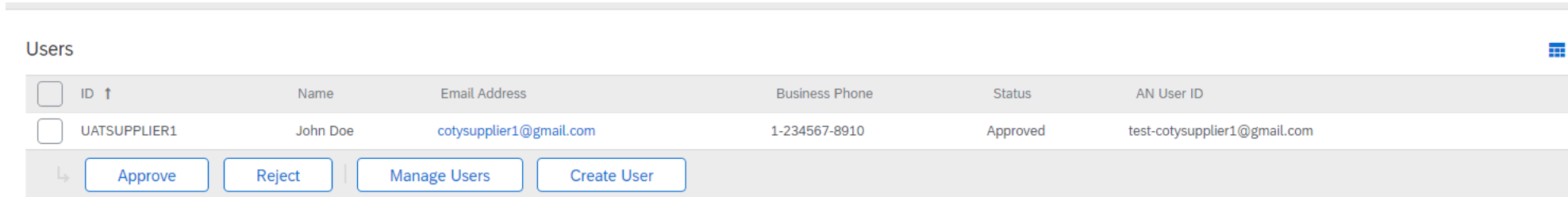
Zip*

If your company has more than one office, enter the main office address. You can enter more addresses such as your shipping address, billing address or other addresses later in your company profile.

Product and Service Categories* -or-

IF YOU ALREADY HAVE AN ACCOUNT WITH ANOTHER BUYING ORGANIZATION THEN COTY WILL CREATE YOU AS A USER

a.) Create Supplier User Account.



ID ↑	Name	Email Address	Business Phone	Status	AN User ID	
<input type="checkbox"/>	UATSUPPLIER1	John Doe	cotysupplier1@gmail.com	1-234567-8910	Approved	test-cotysupplier1@gmail.com

Approve Reject Manage Users Create User

b.) Once User Account has been created, the supplier will receive an invitation email. Suppliers will have to click on the "Click Here" section and it will route them to the Ariba Log In Page. Supplier can log in using their existing AN credentials

Welcome, John Doe.

COTY, Inc. - TEST has registered you as a user on their Ariba Spend Management site. Before you can access COTY, Inc. - TEST's events, you must register on the Ariba Commerce Cloud.

[Click Here](#) to register on the Ariba Commerce Cloud and access your account.

If you are unable to launch a browser using this link, copy the link and paste it into the address bar of any of the supported Web browsers to form a single-line URL.

https://s1.ariba.com/Sourcing/Main?realm=cotyinc-T&passwordadapter=SourcingSupplierUser&awssso_tkn=24EuNskMUN5f21859aaa2615a0

WHAT SUPPLIERS OF MULTIPLE BUYING ORGANIZATIONS WILL VIEW ON THEIR ARIBA NETWORK

3. After Logging in, the supplier should see all other Buying Organizations they have access to.

The screenshot displays the SAP Ariba interface. At the top, a dark blue navigation bar contains the SAP logo, a dropdown menu for 'Ariba Proposals and Questionnaires', and the text 'Standard Account' with an 'Upgrade' button and a 'TEST MODE' indicator. On the right side of the bar are icons for settings, help, and a user profile labeled 'JD'. Below the navigation bar, two buying organizations are listed: 'COTY - DEV - TEST' and 'COTY, INC. - TEST'. Two red boxes with arrows point to these organizations, labeled 'Buyer Organization 1' and 'Buyer Organization 2' respectively. The main content area is divided into two columns. The left column shows the 'Coty - Dev - TEST Requested Profile' with a message: 'All required customer requested fields have been completed.' and a link 'View customer requested fields >'. The right column features a welcome message: 'Welcome to the Ariba Spend Management site. This site assists in identifying world class suppliers who are market leaders in quality, service, and cost. Ariba, Inc. administers this site in an effort to ensure market integrity.' followed by the COTY logo and an 'Events' section with a calendar icon and a dropdown arrow.



HELP & ASSISTANCE



C O T Y



HELP & ASSISTANCE

- Suppliers can attend on-going training provided by SAP ARIBA after they have registered on the ARIBA Network.
- Suppliers can register on the SAP Ariba Success Sessions portal: <https://gateway.on24.com/wcc/gateway/elitesaparibacustsupport/1391535> for all their training needs, including How to participate in Sourcing Events (RFI/RFP), How to respond to e-Auctions, How to secure support via the Help Center, etc.
- Access to SAP Ariba's help center for technical issues directly from your ARIBA Network account

HELP & ASSISTANCE

If you should have any future questions, please reach out to:

SAP ARIBA TRAININGS

<https://gateway.on24.com/wcc/gateway/elitesaparibacustsupport/1391535>

COTY Sourcing Events

Rahul_Sharma@cotyinc.com

COTY Contracts

Suppliers_Ariba_Sourcing_Contracts@cotyinc.com

COTY ARIBA PROJECT

Suppliers_Ariba_Sourcing_Contracts@cotyinc.com

HELP & ASSISTANCE: ACCESSING THE ARIBA HELP CENTER...

The screenshot shows the Ariba Sourcing interface for a user named 'Coty - Dev - Test'. The top navigation bar includes 'SAP Ariba Proposals and Questionnaires', 'Standard Account', 'Upgrade', and 'TEST MODE'. A 'Help' button is circled in red in the top right corner. Below the navigation bar, there are sections for 'Coty - Dev - Test Requested Profile', 'Public Profile Completeness' (35%), and 'Events'. The 'Events' section contains a table with columns: Title, ID, End Time, Event Type, and Participated. A search bar and 'Support' link are also circled in red on the right side of the page.

Title	ID	End Time	Event Type	Participated
▼ Status: Completed (16)				
Test RFP X	Doc2525580679	22/7/2020 13:07	RFP	Yes
USA_COTYINC_IT_ProjectMobile_72020	Doc2513981355	13/7/2020 20:45	RFP	Yes
RFP Round 1	Doc2511373985	13/7/2020 19:47	RFP	No
RFP Round 2 - Test Rahul	Doc2501164684	3/7/2020 17:37	RFP	Yes
Mailroom and Courier Services Round 1	Doc2500754650	3/7/2020 13:52	RFP	Yes
RFP Round 2	Doc2500129384	3/7/2020 09:51	RFP	Yes
RFP Round 1	Doc2500085910	3/7/2020 01:05	RFP	Yes

...ON YOUR ARIBA NETWORK ACCOUNT AFTER YOU HAVE REGISTERED

HELP & ASSISTANCE: LEARNING CENTRE & HOW TO TUTORIALS

The screenshot shows the SAP Ariba Help Center interface. At the top, there is a dark blue header with the SAP Ariba logo and 'Help Center' text on the left, a search bar with 'Search...' and a magnifying glass icon in the center, and a 'Logout' button on the right. Below the header, there are navigation links for 'Home', 'Learning' (which is highlighted with a blue underline), and 'Support'. The main content area is divided into two columns, both enclosed in red rectangular boxes. The left column is titled 'Product Documentation' and contains a list of links with right-pointing triangles: 'What's new for Ariba Network', 'Getting started', 'Managing your user account', 'Participating in sourcing events', 'Working with projects and documents', 'Completing tasks', 'Enabling Desktop File Sync', 'Administration and Configuration', and 'Cloud integration tools and adapters'. The right column is titled 'Tutorials' and contains a list of links with left-pointing dashes: 'Having trouble logging in (2:03)', 'Supplier Basics (4:33)', 'Introduction to the dashboard (11:47)', 'Responding to prerequisite questions (2:20)', 'Participating in events (4:53)', 'Responding to RFIs (2:51)', 'Responding to RFPs (3:46)', 'Participating in auctions (7:13)', 'Alternative bidding (5:00)', and 'Custom Excel bidding (2:25)'. At the bottom of the page, there is the SAP Ariba logo, a copyright notice: 'Only content authored by Ariba Documentation is the official Product Documentation of Ariba.', and a row of links: 'Terms of Use', 'Copyright', 'Trademarks', 'Privacy', and 'Impressum'. Below these links is the text '© 1996-2020 Ariba, Inc. All Rights Reserved'.

...ON YOUR ARIBA NETWORK ACCOUNT AFTER YOU HAVE REGISTERED

FAQ

Q: What is standard account capability on Ariba Network?

A: Ariba Network, standard account capability is a new, fast, free way to automate business with any buying organisation. Support for most transaction types helps maximize efficiency and meet buyer compliance requirements.

Q: How can I access this new capability?

A: With self-registration as per previous slide, you can self register on Ariba Network, when you are invited to SAP Ariba Sourcing solutions and do not have or you can use an existing account ARIBA NETWORK ID (ANID) and will be started at the Ariba Network, standard account capability level.

Q: What if I have already signed up for Ariba Network? Can I switch to standard account?

A: If you are already using Ariba Network with COTY, we recommend that you continue using this account.

Q: Am I required to register on Ariba Network to use standard account?

A: Yes. You will be sent an interactive email from COTY. To respond you must register for a free standard account for the purpose of Sourcing & Contracting. If already registered in ARIBA Network for other Buying Organization, no need to reregister. Sign-in with your current credentials.

Q: Can multiple users have one ARIBA Network Account?

A: Suppliers can have one ARIBA NETWORK ID (ANID) with multiple users using the same ANID. Use Admin feature on your account to set this up or contact the ARIBA Help Center.

Q: Already paying for transactions feed on ARIBA for COTY, would I incur additional costs to sign-up for COTY ARIBA Sourcing or Contracts?

A: No you will not incur additional costs, it means you have the next level account to support transactions related to the ARIBA Buying Module. Use the same account to view Sourcing and Contracts Notifications for Coty.

THANK YOU