

[Click here to view the video recording of the live session](#)

The session starts at 07m30s



# Ariba Sourcing & Contracts Supplier training

January 21<sup>st</sup>, 2021





# AGENDA

- Speaker introduction
- Coty/Wella initiative overview
- Ariba Sourcing & Contracts
- Next steps
- Help / assistance

# SPEAKER INTRODUCTION

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# Coty / Wella Initiative overview



# COTY



COTY GO LIVE: July 20<sup>th</sup>, 2020

WELLA GO LIVE: January 4<sup>th</sup>, 2021





# Challenges to overcome



1

Upstream and downstream processes are **not connected** creating gaps in *value realization*



2

Inconsistent contract and price compliance result in savings leakage and minimum spend visibility

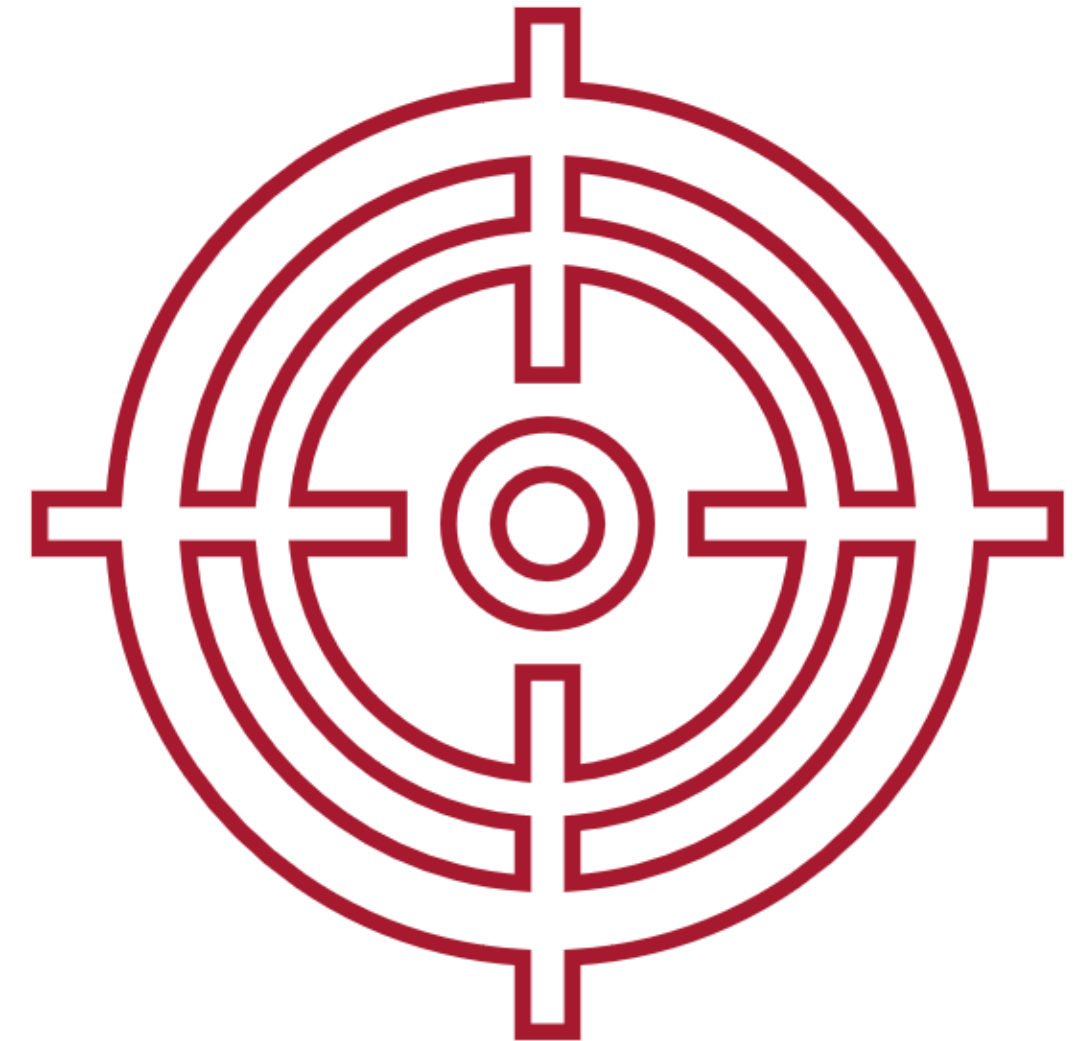


3

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
- WELLA Procurement alignment between **governance and standard ways of working**
- Improved **automation, compliance, standards & controls** (*approval flows, eSignature, ...*)
- Single **source of the truth** and **facilitated business continuity**
- Reduced **manual administration effort, increased productivity**





# Ariba

## Sourcing & Contracts





# Ariba Sourcing & Contracts

## SAP ARIBA UPSTREAM MODULES – *CREATING VALUE*

### Sourcing

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



# Ariba Sourcing & Contracts

## SAP ARIBA UPSTREAM MODULES – *CREATING VALUE*

### Contracts

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



# Ariba Sourcing & Contracts

## Scope & Use

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



# Adoption journey

COTY  
GO-LIVE  
July 20

WELLA  
GO-LIVE  
Jan 21

★ 21 JULY 2020 – 31 DEC 2020 ★ 01 JAN 2021 – 31 DEC 2021

## CONTRACTS MODULE

COTY BUYERS TRAINING

ALL COTY CONTRACTS CREATED VIA ARIBA

WELLA BUYERS  
TRAINING

ALL WELLA CONTRACTS CREATED IN ARIBA

*Suppliers may receive requests or notifications to review and sign Contracts via SAP ARIBA & ADOBE eSIGN*

## SOURCING MODULE

WELLA BUYERS  
TRAINING

SOME WELLA SOURCING  
EVENTS IN ARIBA

MAJORITY OF WELLA  
SOURCING EVENTS IN ARIBA

COTY BUYERS TRAINING

SELECTED COTY SOURCING EVENTS  
VIA ARIBA

MAJORITY COTY SOURCING EVENTS VIA ARIBA

*Suppliers may receive requests to participate on Sourcing Events (Rfx) via SAP ARIBA*



# Next Steps





# Next Steps

*What's Changing for me as a WELLA supplier?*

## Ariba Network **Registered** WELLA Suppliers

- Increasingly WELLA Sourcing Events will be conducted in the SAP Ariba Sourcing module from solicitation to award
- All WELLA 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 WELLA Suppliers must use the Sourcing & Contracts modules to bid and contract with WELLA

## Ariba Network **Non-Registered** WELLA Suppliers

- Increasingly WELLA Sourcing Events will be conducted in the SAP Ariba Sourcing module from solicitation to award
- All WELLA 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 WELLA, all suppliers must register for a **free standard account NO COSTS IMPLICATIONS**



# Next Steps

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

The screenshot shows the SAP Ariba Supplier Login page. The header bar includes the SAP logo, 'Ariba Proposals and Questionnaires' with a dropdown arrow, and a help icon (question mark in a circle) highlighted with a red box. A red arrow points from the text 'Should you need help to register, you can Contact Ariba support team here.' to the help icon.

The main content area features the SAP Ariba logo, the title 'Supplier Login', and a login form with fields for 'User Name' and 'Password', a blue 'Login' button, and a link for 'Forgot Username or Password'. Below the login form, a red box highlights the text 'New to Ariba? Register Now', with a red arrow pointing from the text 'Click here to register' to it.

On the right side, there is a section titled 'A supplier story: Breathe4Me CPR' featuring a video thumbnail for 'SAP Purpose Network Live' with speakers Chaya Stevenson and Gretchen Eischen. A 'Learn More' button is located below the video. Below this section are three blue dots.


The footer contains the text 'Supported browsers and plugins', the SAP logo, copyright information '© 2019 SAP SE or an SAP affiliate company. All rights reserved.', and links for 'SAP Ariba Privacy Statement', 'Security Disclosure', and 'Terms of Use'.

# Next Steps

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

Then, fill in your company information and click **Register**. Upon approval, you will be able to access your Coty profile, and any events Coty has invited you to.

## Register

RegisterCancel


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

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

### Company information


\* Indicates a required field

Company Name:\*

Country/Region:\* United States [USA]  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.

Address:\*

City:\*

State:\* Alabama [US-AL] 

Zip:\*

### User account information


\* Indicates a required field

Name:\*   [SAP Ariba Privacy Statement](#)


Email:\*

#### Ariba Network standard account is Free


Already have an account?  
[Login](#)

**Strengthen relationships**

Collaborate with your customer on the same secure network.

**Connect faster**

Exchange documents electronically and streamline communications.

**Reach more customers worldwide**

Sign up with Ariba Discovery and increase sales leads.

[Learn more](#)

After registration download the SAP Ariba Supplier app from the Apple App Store or Google Play to your



# Next Steps

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

Any help required can  
be found here

How it looks like when you are inside Ariba Network:

SAP

Ariba Contracts

Standard Account

Upgrade

TEST MODE

?

JD

COTY, INC. - TEST

CUSTOMER 2

CUSTOMER 3

Coty - Dev - TEST Requested Profile

All required customer requested fields have been completed.

View customer requested fields >

Public Profile Completeness

35%

Enter a short description to reach 45% >

There are no matched postings.

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.

COTY

Tasks

Search

Name	Status	Due Date	Completion Date	Alert
▼ Project: GER_PB_Wella_Test_112020 (1)				
Negotiate Contract	<div></div>	In Progress		

Here you will find your customers using Ariba Network

Here you will have the list of all Sourcing events and Contracts in which you are involved

# Next Steps

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

## *Benefits of Engaging with WELLA via Ariba*

To continue engaging with WELLA 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*



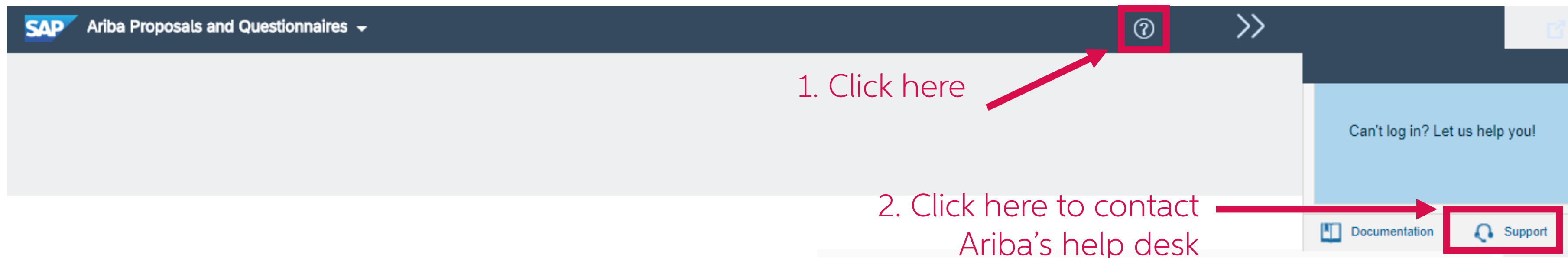
Help & assistance





# Help & assistance

- Suppliers can attend on-going training provided by ARIBA after they have registered on the ARIBA Network.
- Suppliers can register on the SAP Ariba Success Session 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>

## WELLA Contacts

Suppliers Ariba Sourcing Contracts@cotyinc.com  
During Sourcing Events : Rahul Sharma@cotyinc.com

# WELLA SUPPLIER WEBSITE

For any generic question about being a  
supplier of Wella  
(Terms and Conditions, Code of Conduct,  
invoicing rules...)

<https://supplier.coty.com/wella-company>



# 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 organization. Support for most transaction types helps maximize efficiency and meet buyer compliance requirements.

**Q: How can I access this new capability?**

A: When you are are invited to SAP Ariba Sourcing solutions

If you do not have an ARIBA NETWORK ID (ANID), you can self-register on Ariba Network as per previous slide,

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/WELLA, 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 WELLA. 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/WELLA, would I incur additional costs to sign-up for WELLA 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/WELLA.





THANK YOU

