

Ariba Network Supplier Invoice Submission Change

ERS Removal

February 7, 2019



If you're a Cargill supplier in North America that's transacted with Cargill using ERS, this deck is for you.

Transacting with Cargill through the Ariba Network

The Ariba Network (AN) is a cloud-based B2B marketplace where Cargill's suppliers can transact within a single, networked e-commerce platform. Starting in 2017, Cargill is deploying the Ariba Network to manage purchasing transactions including (1) Purchase Orders; (2) Order Confirmations; and (3) Invoices.

Upon AN go-live Cargill will remove the ERS flag from your company record. This deck outlines the requirements you need to follow to assure on time payments from Cargill.

The information contained in this presentation defines general guidelines and expectations for Cargill NA spend and procurement events. Instructions from your Cargill contact or PO may differ from what is outlined in this presentation or on Supplier Central and supersede these general guidelines.

What being live in Ariba means to you as a Cargill supplier

Improved Supplier Collaboration

The enhanced network framework establishes means for **regular communication and collaboration** between suppliers and Cargill Buyers, resulting in significant benefits to all parties

Lower Costs

Reduction in operating cost for both Cargill and the Suppliers. Average reduction of 60% due to managing paper invoices and postage costs



Improved Visibility

Suppliers will have **Real time visibility** into transaction and payment status

Scalability

Opportunity to interact with Cargill business **across** different countries / regions

Improved System Performance

Enhanced speeds, additional reporting, high volume transactions no longer a pain point

Support

24/7 Ariba support for all Cargill Suppliers

What every supplier must do to be paid on time



Set up and maintain data in your system(s) and Cargill's



Receive and confirm PO's



Submit invoices to match Cargill's PO or instructions



Apply payments from Cargill timely and accurately



Read and understand the content on Cargill's Supplier Central website



Ask questions through the correct channels

What being live on Ariba Network means to you as a supplier

Ariba Network suppliers are expected to do the following for all Cargill NA SAP TC2 orders upon AN go live:

- Purchase Orders will be **solely** sent via Ariba Network
- Purchase Order **confirmations** will occur in Ariba
- Purchase Orders must be **flipped into an invoice in AN**, or else payment will not occur

Note: Currently Cargill transactions in SAP TC2 are transacted through AN with suppliers that are live on the network. For all business conducted with Cargill locations outside of AN, please continue business as usual.

What the removal of the ERS flag means to you

Purchase Orders generated after your AN go-live date

SAP TC2 Purchase Orders generated on or after a supplier's AN go-live date must be confirmed or have SES documents done in AN **and flipped into an invoice in AN.**

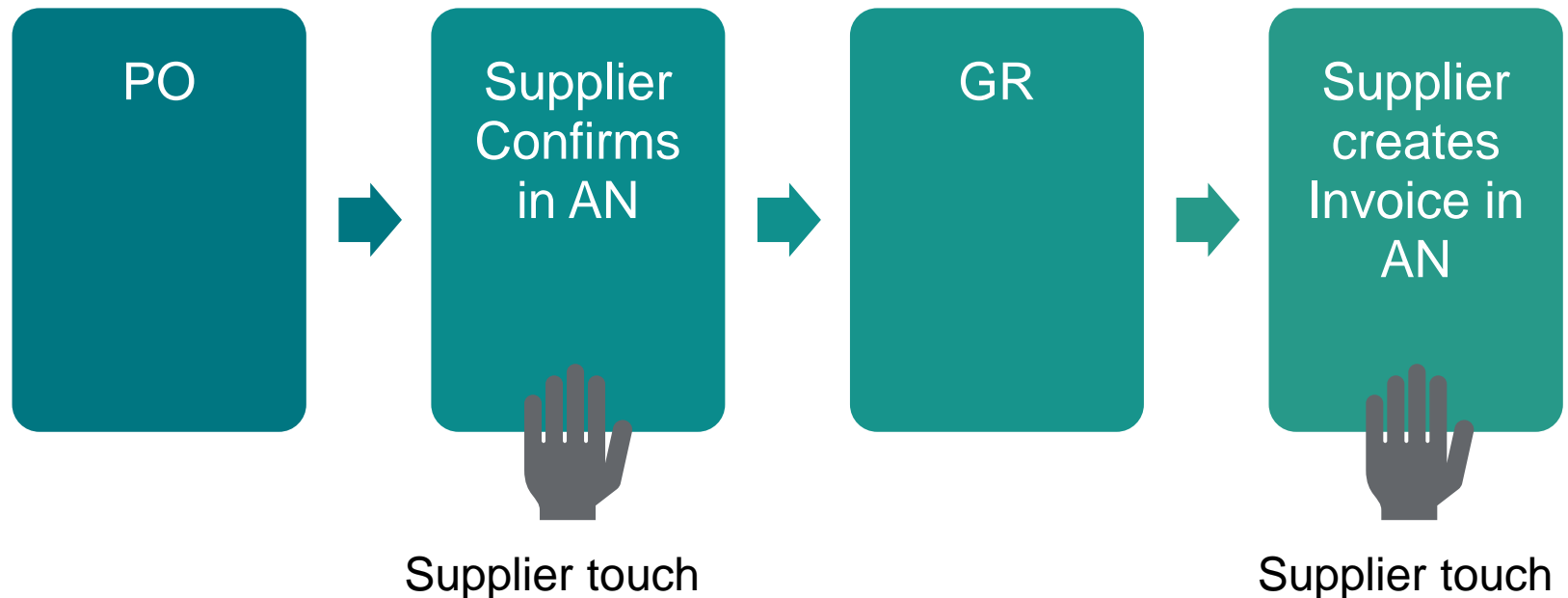
Purchase Orders generated prior to your AN go-live date

SAP TC2 **Purchase Orders made prior to your company's go live date** with Cargill in AN are not impacted by this change in most cases. Cargill will communicate to suppliers that have PO's that we re-create or cutover into AN after your go live date.

SAP TC2 **Purchase Orders transacted in AN with a generation date before a supplier's AN go live date** are not impacted. These orders should continue to be confirmed or have SES documents done in AN. The ERS flag will still be assigned to this order so the invoice will be automatically generated by the system.

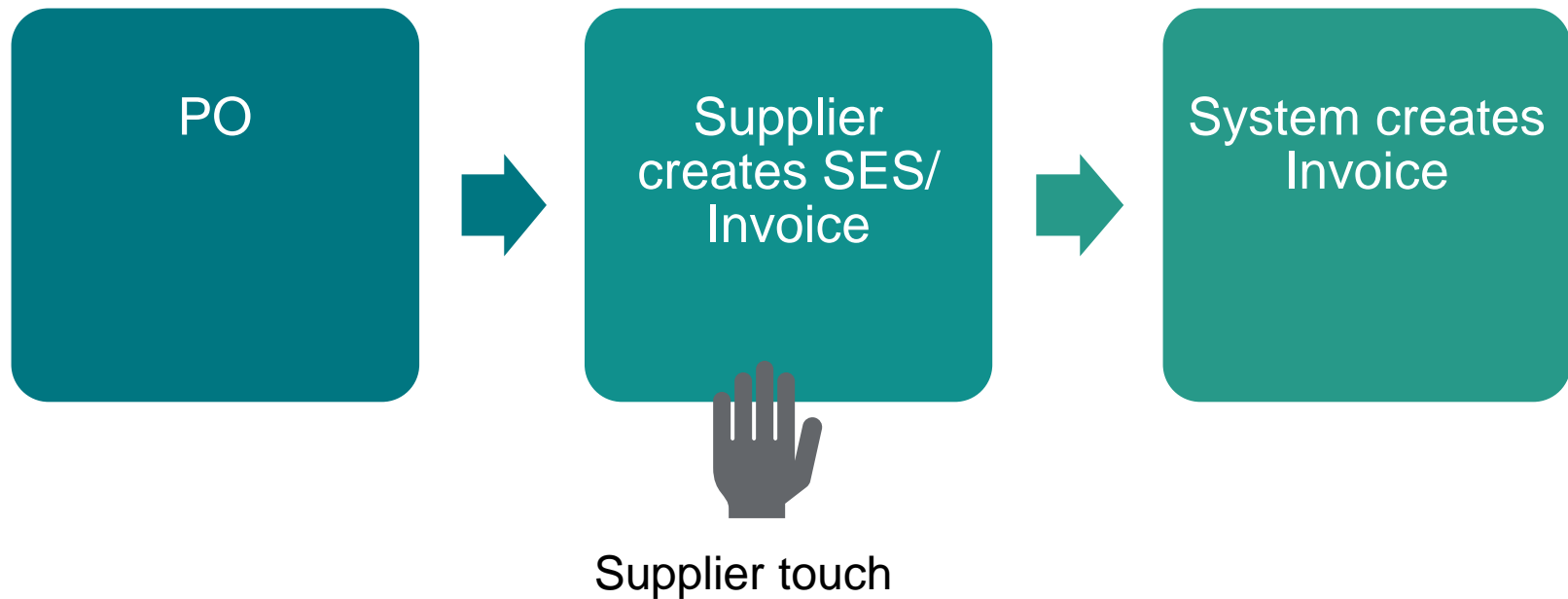
Material Order in AN

SAP TC2 Purchase Orders generated on or after a supplier's go-live date on AN must be confirmed in AN by the supplier and flipped into an invoice in AN.



Service order in AN

SAP TC2 Purchase Orders generated on or after a supplier's AN go-live date must be confirmed or have SES documents done in AN and flipped into an invoice in AN.



Action Steps

- ✓ Make sure that you have your invoice routing notifications set up and an invoice processor identified within your company
- ✓ Make sure you invoice in a timely manner
- ✓ Complete all ERS flagged orders (orders with a creation date prior to the Feb 10 cutover) as you had previously
- ✓ Be vigilant – any changes create opportunity for process breakdowns !

Where to go for help with the Ariba Network

Live Support

To get support via email, chat, or phone, visit the Ariba Support Portal:

<http://supplier.ariba.com>

Ariba Information

Ariba has a robust selection of resources about the application and processes, information on managing your account and transactions, and troubleshooting help.

<https://www.ariba.com/support/supplier-support>

Information on Ariba & Cargill

For Cargill-specific Ariba information, suppliers in North America can visit the Cargill Supplier Information Portal on the [Ariba Network website](#)

Cargill offers Ariba resources on its [Supplier Central](#) website, including:

- [The Announcements](#) section has information on live Ariba trainings as well as links to recorded Ariba trainings
- [The Understanding Ariba](#) section includes guides with answers to common questions and comprehensive step by step guidance on how to transact in Ariba

Frequently asked questions

Q: My PO is missing an item. Who do I go to?

A: Questions relating to a specific Purchase Order (such as pricing, UOM, or order material details) should be directed to the Cargill buyer contact.

Staying Connected Communication Channels



Cargill Contacts for Supplier Questions

Reach out to your buyer

Cargill buyer contact information should be on each PO or email authorizing the purchasing event. Suppliers should direct confirmations, questions, and/or information regarding a specific PO or purchasing event to the Cargill buyer contact for any purchasing event.

Supplier Central

The location to go for suppliers and internal stakeholders for information and process updates. We encourage suppliers to access the webpage on a regular basis so they can stay aware of changes and modify processes accordingly.

Supplier Relations

For inquiries related to past due payment status, to request copies or for questions relating to remittance notices, general inquiries, and to submit updated company information including addresses and contact information. Use the contact links on Supplier Central to contact Cargill's SR team. *Note: AN Suppliers with questions on a payment from Cargill should refer to the transaction's status in AN prior to contacting Cargill's Supplier Relations*