

# SBN – P2P/SC Day Ariba Journey

Oslo, May 2022

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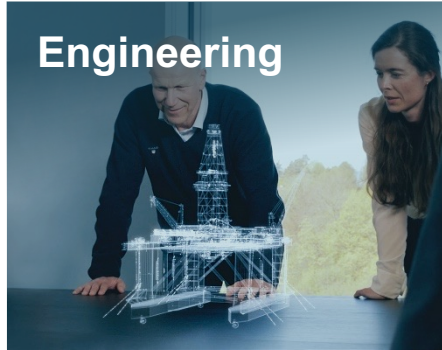


# Agenda

- General Introduction to Aker Solutions
- Our Ariba Journey
  - Ariba Network for Direct POs
  - Ariba Supplier Lifecycle and Performance (SLP)
  - Ariba Sourcing
- Future Plans
- Q&A

## Introduction to Aker Solutions

# A Stronger Supplier Company With an Optimized Portfolio



## Global Presence

**15,000+**  
EMPLOYEES

**20+**  
COUNTRIES

**50+**  
LOCATIONS



# Our Strategic Direction 2021-2025

## Oil and Gas

Build on our position in **oil and gas** and grow our low-carbon offering

## Renewables

Leverage our core capabilities to grow in selected **renewables** markets

## Engineering Consultancy

Establish an **engineering consulting** service offering to support the energy transition

## Data-Driven Services

Explore and develop new **data-driven services** with our partners, built on top of our domain competence

**People and competences** to drive the transformation

**Sustainability and Safety** at the core of our strategy and operations

**Digitalization** the key enabler to deliver across our strategic focus areas

- Manufacturing Sites
- Service Bases
- Fabrication Facility

# Global Manufacturing and Services Sites



# 02.

## Our Ariba Journey

# Introduction

## Ariba Network and SLP

### Overview

- ❑ Implement a solution which automate and track the communication gap between Aker Solutions and suppliers. This includes transfer of POs, documentation, Supplier Requests and other forms and functions which are done manually as of today.
- ❑ The preferred solution will be applicable for all sites using SAP for purchase orders.

### As Is



### To Be



## Ariba Sourcing

### As is:

- RFQ via email or FTP server
- Common to receive incomplete bids in varying formats

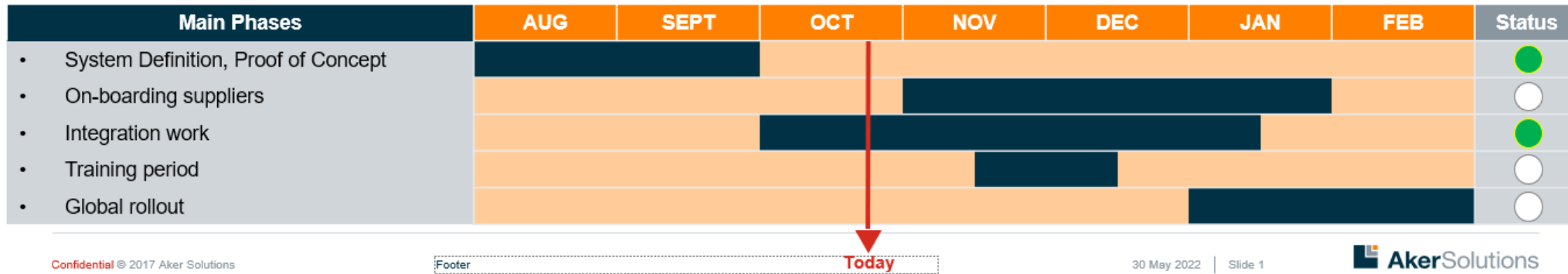
### To be:

- Secure system
- Control what is required to be submitted and standardise pricing input

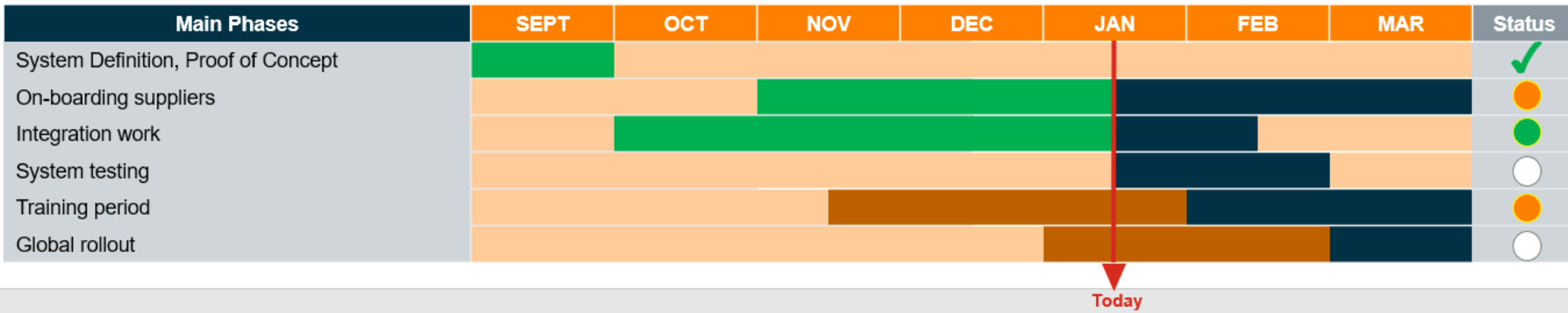
# Timeline

- RFQ Phase
  - We started our initial search in Q4 2016
  - Session's/workshop with Ariba and other's all through 2017 (Q1,Q2 and Q3)
- Ariba Network
  - Contract award – October 2017
  - First supplier activated week 13, 2018
  - 25 weeks from contract award
  - Per Today 1156 suppliers enabled for transacting
- Ariba SLP
  - Contract award – October 2017
  - First qualified supplier week 20, 2018
  - 32 weeks from contract award
  - Per Today 2147 Qualified suppliers, 3571 Registered suppliers
- Ariba Sourcing
  - Contract award 20.05.2019
  - Go-Live September 2019

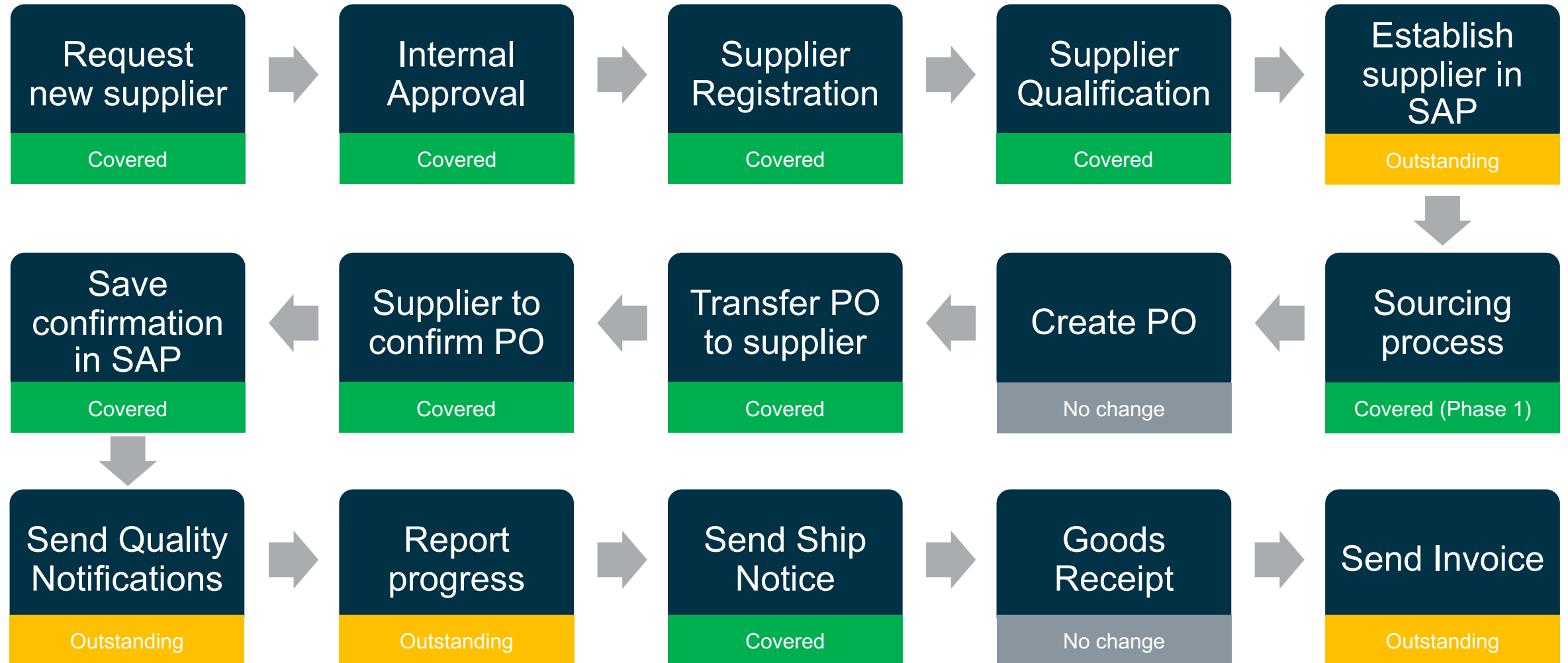
## ■ Timeline 3 weeks after contract award



## ■ Timeline 3 months after contract award



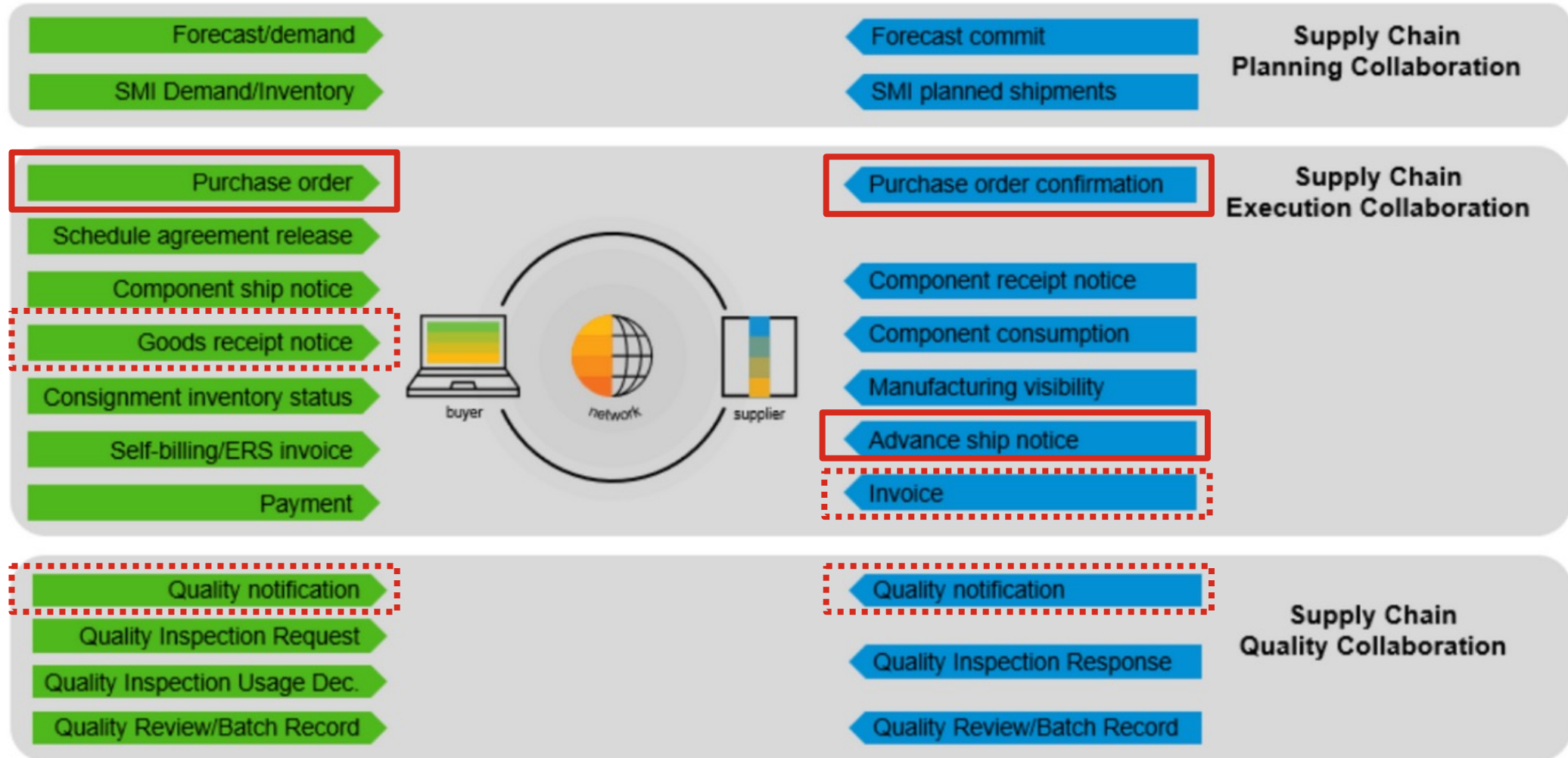
# Process and Functionality Overview



# 2.1

## Ariba Network (Supply Chain Collaboration)

# Ariba Network – Functionality in Use



# Main Benefits

- PO and attachments are automatically sent out to supplier upon the release strategy (PO approval) being fulfilled
  - Transparency in PO/OC submission's between us and our supplier base
- Order Confirmation's are updated automatically in ERP, when supplier confirms in Ariba.
- ASN's (Advanced ship notice's) generates the inbound delivery in ERP
- Quarterly Updates (Applicable to all modules)

# Issues and Challenges

- Attachment size limitations
- Invoicing
  - Deployed pilot in Norway however hit an issue where invoice document was translated based on issuing country which caused issues e.g. Invoices from Norway translated to Norwegian then received by our invoice centre in India
- Quality Notifications
  - Unable to set up, was difficult to align our process in SAP which has been customised to fit set up in AN
- Multiple Networks
  - On Buyer side Network and SLP/Sourcing are different sites

# Demo screenshot

Orders

Fulfillment

Invoices

Payments

Catalogs

Supplier Enablement

Administration

Reports

Messages

Orders and Releases

Search Filters

Orders and Releases

View Failed Orders to Private Supplier

| Type  | Order Number | Ver | Multi-Tier | Copies | Supplier                  | Ship To Address              | Ordering Address        | Amount | Date        | Routing Status | Order Status |
|-------|--------------|-----|------------|--------|---------------------------|------------------------------|-------------------------|--------|-------------|----------------|--------------|
| Order | 4501728475   | 8   |            |        | Aker Solutions ASA - TEST | Multiple - See PO Line Items | Imenco AS Aksdal Norway |        | 25 May 2022 | Sent           | Changed      |
| Order | 4501728475   | 7   |            |        | Aker Solutions ASA - TEST | Multiple - See PO Line Items | Imenco AS Aksdal Norway |        | 25 May 2022 | Acknowledged   | Obsoleted    |
| Order | 4501728475   | 6   |            |        | Aker Solutions ASA - TEST | Multiple - See PO Line Items | Imenco AS Aksdal Norway |        | 25 May 2022 | Acknowledged   | Obsoleted    |

Purchase Order: 4501728475

Order DetailOrder History

From:  
Aker Solutions AS  
PO Box 2040  
1366 N-5409 STORD  
  
Norway  
Email: [invoice.no@cognizantog.com](mailto:invoice.no@cognizantog.com)

To:  
Aker Solutions ASA - TEST  
Oksenøyveien 8,  
1366 Lysaker  
  
Norway  
Phone:  
Fax:  
Email: [NoReplyAribaCS@ariba.com](mailto:NoReplyAribaCS@ariba.com)

Purchase Order  
(+ Changed)  
4501728475  
Amount: 2,400.00 NOK  
Version: 8 ([Previous Versions](#))  
  
Track Order

Payment Terms ⓘ  
0.000% 60

Contact Information  
Supplier Address  
Imenco AS  
Kophaug 3

Sales  
John Doe  
Phone: + () mobile no.

Supplier Reference:

SHIPPING AND TAX INFORMATION

☐ Enter shipping and tax information at the line item level.

Est. Shipping Date: 14 Sep 2017

Est. Shipping Cost:

Est. Delivery Date: 22 Sep 2017

Est. Tax Cost:

Comments: Sorry for the delay

Line Items

| Line # | Part # | Customer Part # | Revision Level | Qty (Unit) | Need By     | Unit Price  | Subtotal     |
|--------|--------|-----------------|----------------|------------|-------------|-------------|--------------|
| 10     |        | PROC-IM-PU-7000 |                | 10.0 (EA)  | 15 Sep 2017 | \$50.00 USD | \$500.00 USD |

Description: Industrial Pump

Schedule Lines

Current Order Status

Ship Notices

Search Filters

Ship Notices (15)

| Packing Slip ID | Supplier                  | Order #    | Date                   | Completion Status | Receipt Status | Routing Status | Ship Notice Status |
|-----------------|---------------------------|------------|------------------------|-------------------|----------------|----------------|--------------------|
| ASNjkel         | Aker Solutions ASA - TEST | 4501728451 | 11 May 2022 7:00:43 PM |                   |                | Acknowledged   |                    |
| ASN4501705967   | Aker Solutions ASA - TEST | 4501705967 | 8 Feb 2022 6:43:45 PM  |                   |                | Acknowledged   |                    |
| ASN4501712710   | Aker Solutions ASA - TEST | 4501712710 | 8 Feb 2022 3:49:25 PM  |                   |                | Acknowledged   |                    |
| ASN4501712709   | Aker Solutions ASA - TEST | 4501712709 | 7 Feb 2022 8:48:46 PM  |                   |                | Acknowledged   |                    |
| ASN4501712708   | Aker Solutions ASA - TEST | 4501712708 | 7 Feb 2022 8:42:54 PM  |                   |                | Acknowledged   |                    |
| ASN4501712707   | Aker Solutions ASA - TEST | 4501712707 | 7 Feb 2022 8:39:34 PM  |                   |                | Acknowledged   |                    |
| ASN4501712706   | Aker Solutions ASA - TEST | 4501712706 | 7 Feb 2022 7:23:33 PM  |                   |                | Acknowledged   |                    |
|                 | Aker Solutions ASA - TEST |            | 25 Jan 2022 2:47:41    |                   |                |                |                    |

# 2.2

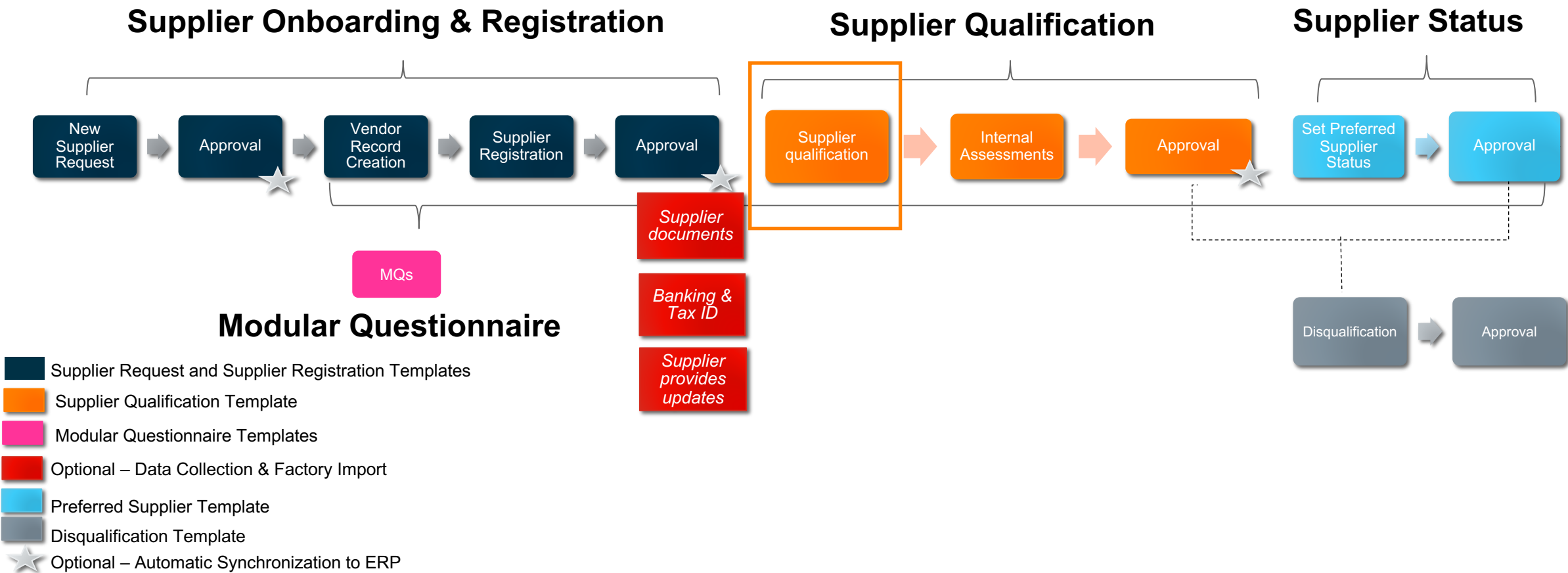
## Ariba SLP

# Supplier Lifecycle & Performance: **Functionality**

- New suppliers will self-register through the portal.
- Supplier registration and qualification data will be collected through online forms.
- Newly registered suppliers will be checked by the Supplier Approval Team.
- The Supplier Approval Team will complete the registration in the portal and update the Master Data in the back-end.
- Supplier will be able to maintain their own commercial information in the portal which will be replicated into Aker Solutions' Master Data.

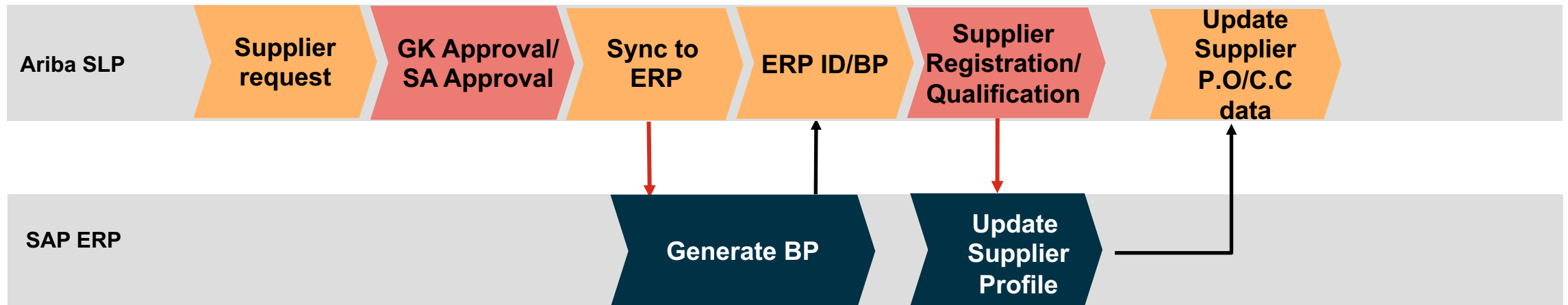


# SLP System Overview



# Current Process

- **Note:** Integration issues exist with sync between SAP ERP and SAP SLP



# SLP Issues

- Always have had a issues with Syncing between SAP and SLP
  - Field for region (from SLP) does not match with SAP's.
  - Field length issues (supplier name, supplier address)
- Error messages could be more descriptive
- Extending Qualifications is not straight forward

# Example of Supplier 360 View in SLP

Te

Test Supplier Direct

(Public: Test Supplier Direct)

SM Vendor ID: S3865607

ERP Vendor ID: 4000064

Summary

Contacts

ERP data

Public profile

Certificates

Activity log

Supplier request

Registration

Qualifications

Preferred

About

Registration Status: Registered

Preferred Status: Preferred For Some

Qualification Status: Qualified For Some

Onboarding time: Not Available

ERP Integration Status: Integrated

Created On: Mar 7, 2018

Supplier IDs

SM Vendor ID: S3865607

ERP ID: 4000064

ACM ID: ACM\_7095603

AN ID: AN01388628108-T

Abhijit Kadam

Email ID: Abhijit.kadam@akersolutions.c...

Phone: Not Available

Mobile: Not Available

More Contacts

Address

IT-2, Blueridge SEZ,  
Hinjewadi Phase 1  
Pune  
411057  
IN, Maharashtra

# Example of Supplier Questionnaire Overview

Te

Test Supplier Direct

(Public: Test Supplier Direct)

SM Vendor ID: S3865607

ERP Vendor ID: 4000064

Summary

Contacts

ERP data

Public profile

Certificates

Activity log

Supplier request

Registration

Qualifications

Preferred

Questionnaires

Modular questionnaires and associated tasks for this supplier

Questionnaire

Task

Search

Filter

| NAME                                                                   | STATUS        | TYPE     | EXPIRY DATE     | SCORE |
|------------------------------------------------------------------------|---------------|----------|-----------------|-------|
| <a href="#">Financial validation for Test Supplier Direct</a>          | Not Responded | External |                 | -     |
| <a href="#">HSSE Reporting</a>                                         | Expired       | External | Fri Dec 14 2018 | -     |
| <a href="#">Sustainability Questionnaire for Test Supplier Direct</a>  | Approved      | External |                 | -     |
| <a href="#">Certificate Management New for Test Supplier Direct</a>    | Not Responded | External |                 | -     |
| <a href="#">HR - Evaluation Questionnaire for Test Supplier Direct</a> | Not Responded | External |                 | -     |

# Example of Supplier Registration and Qualification

Te

Test Supplier Direct

(Public: Test Supplier Direct)

SM Vendor ID: S3865607  
ERP Vendor ID: 4000064

Summary

Contacts

ERP data

Public profile

Certificates

Activity log

Supplier request

Registration

Qualifications

Preferred

Someone in your organization has updated 'Supplier profile'

Registration

Current template version (V48)

Invited by

Abhijit

Invited on

March 8, 2018

Registration status

Registered

Supplier recipient

Supplier's Contact

Email

test.supplier.direct@gmail.com

Office phone

+91-98229-5

Process Flow

Changes submitted

Registration in Process at Supplier

Approval for Supplier profil

Te

Test Supplier Direct

(Public: Test Supplier Direct)

SM Vendor ID: S3865607  
ERP Vendor ID: 4000064

Summary

Contacts

ERP data

Public profile

Certificates

Activity log

Qualifications

| CATEGORY               | REGION | BUSINESS UNIT | STATUS        | OWNER | END DATE |
|------------------------|--------|---------------|---------------|-------|----------|
| Air Compressor & Dryer | Norway | EMM           | Pre-Qualified |       |          |
| Main Power Generator   | Norway | Engineering   | Pre-Qualified |       |          |
| Gas Compressors        | Norway | Engineering   | Pre-Qualified |       |          |
| Deaerator Package      | Norway | Engineering   | Pre-Qualified |       |          |

# 2.3

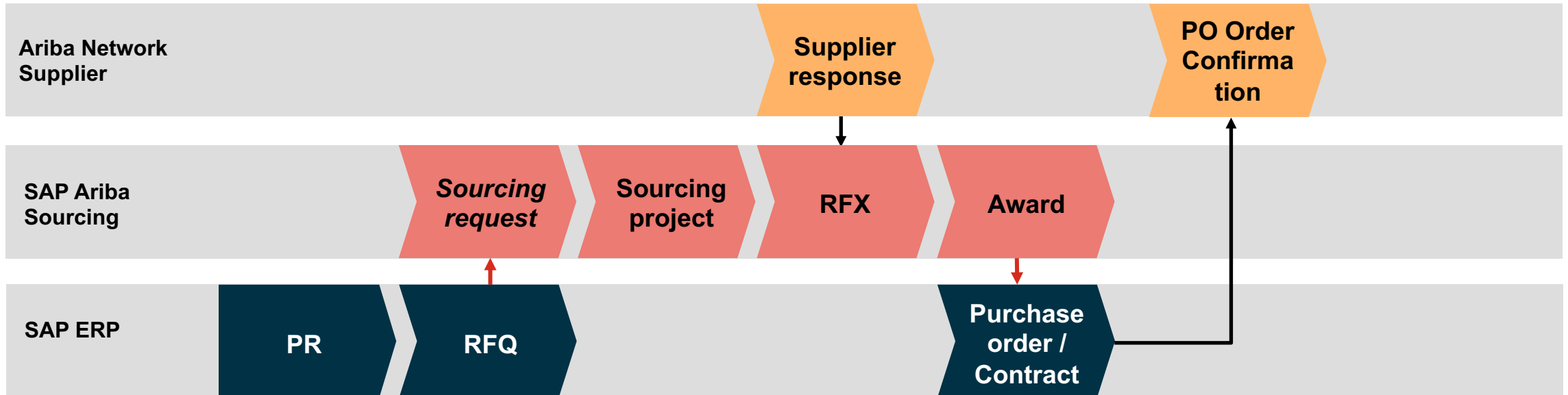
## Ariba Sourcing

# Ariba Sourcing

- Beyond digitalising our Sourcing Process, Ariba Sourcing was also onboarded due to Client requirement for:
  - An established, effective, e-Procurement system for conducting secure communication and electronic data exchange with Suppliers related to Procurement including:
    - Issuing RFQs
    - Bid inquiries
    - Receiving Proposals
    - Receiving/responding to clarifications
    - PO Awards
- Currently only deployed on a few Pilot Projects due to disruptions from Covid and resource constraints

# Current Process

- **Note:** Integration between SAP ERP and SAP Ariba Sourcing was not in scope of initial phase of project and currently not in place



# SAP Ariba Sourcing Deployment

- Our deployment went relatively smoothly and according to schedule
- For the deployment we utilised SAP Consultants
- Deployment did not include integration to SAP ERP

|                   | Stage    | Plan       | Actual     | Status    |
|-------------------|----------|------------|------------|-----------|
| SAP<br>Deployment | Design   | 19.07.2019 | 26.07.2019 | Completed |
|                   | Testing  | 23.08.2019 | 30.08.2019 | Completed |
|                   | Cut-Over | 02.09.2019 | 04.09.2019 | Completed |
|                   | Go-Live  | 16.09.2019 | 16.09.2019 | Completed |

# Main Benefits

- Systems allows us to stipulate exactly is required with bid:
  - Can detail out questions and set what answer type it should be (Cost, Number, Attachment, etc) and whether it is required, optional or a prerequisite
- Pricing is auto-tabulated upon submission
- Updates and new rounds are much more efficient to carry out in comparison to RFQ by email
- Can build templates for Project, Events as well as build Sourcing Content Library
- Can build in workflows for approval and review within tasks

# Guided Sourcing Example

AkerSolutions

Test Site

Search

Print

Comments

Help

RC

SBN Test Project

Publish

Save and close

RFP | Draft | ID: Doc1026034720 | Multi-round bidding enabled

Tasks

Event duration

Suppliers

Items that need quotes

Questions, requirements, and attachments

1

2

3

4

5

Create

Publish

Monitor

Review responses

Award

Tasks

Search

| Tasks                       | Type                | Status      | Owner                       | Due date | Approvers or reviewers | Associate a document |
|-----------------------------|---------------------|-------------|-----------------------------|----------|------------------------|----------------------|
| Approval for Event Publish* | Approval for pub... | Not Started | <div>PO</div> Project Owner |          |                        | SBN Test Project     |

Event duration

Event starts

After the event is published

Edit

Event ends

Duration: 42 Days

# Items Than Need Quote

- Can tailor terms to fit exactly what you want
- Can import via Excel upload or also through Sourcing Library

Items that need quotes (2)

Add

Move

Copy

Delete

Edit terms

Add terms

Set weight

Search

| <input type="checkbox"/> | Item                                                                        | Price                        | Quantity* | Extended Price | Currency | Bidding currency             |
|--------------------------|-----------------------------------------------------------------------------|------------------------------|-----------|----------------|----------|------------------------------|
| <input type="checkbox"/> | <div>1.0 Main Items</div> <div>Add description</div>                        |                              |           |                |          |                              |
| <input type="checkbox"/> | <div>1.1 Example Item</div> <div>Example item for SBN</div>                 | <div>Set initial value</div> | 10 each   | <div>fx</div>  | NOK      | <div>Set exchange rate</div> |
| <input type="checkbox"/> | <div>2.0 Options</div> <div>Add description</div>                           |                              |           |                |          |                              |
| <input type="checkbox"/> | <div>2.1 Extended Bank Guarantee</div> <div>Price per additional year</div> | <div>Set initial value</div> | 1 Years   | <div>fx</div>  | NOK      | <div>Set exchange rate</div> |

Expand all

Collapse all

# Questions, Requirements and Attachments

| <div> Add Move Copy Delete Edit questions Set weight Manage conditions </div> <div> Search </div> <div> Exit full screen </div>                                                              |               |                                                                                                                       |                                                                  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|-----------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|
| Expand all Collapse all                                                                                                                                                                      |               |                                                                                                                       |                                                                  |
| <input type="checkbox"/> Questions, prerequisites, requirements, and attachments                                                                                                             | Response type | Initial value                                                                                                         | References                                                       |
| <input checked="" type="checkbox"/> <b>1.0 Introduction</b><br>We are pleased to invite you to bid on subject Request for Proposal (RFP). This RFP is structured as follows:...              |               |                                                                                                                       |                                                                  |
| <input type="checkbox"/> <b>1.1 Instructions to Bidder</b> Attached are ...                                                                                                                  | Attachment    | Drag a file here or <a href="#">browse</a> to upload (< 100 MB).                                                      | Drag a file here or <a href="#">browse</a> to upload (< 100 MB). |
| <input type="checkbox"/> <b>1.2 Bid Queries and Clarifications</b> Bid ...                                                                                                                   | Attachment    | Bid Queries and Responses Template....(26.71 KB)<br>Drag a file here or <a href="#">browse</a> to upload (< 100 MB).  | Drag a file here or <a href="#">browse</a> to upload (< 100 MB). |
| <input checked="" type="checkbox"/> <b>1.3 Bidder Commercial and Technical ...</b><br>Bidder shall list and fully describe all qualifications (commercial and technical) they may have in... |               |                                                                                                                       |                                                                  |
| <input type="checkbox"/> <b>1.3.1 Attachment A - Tenderers Techn...</b>                                                                                                                      | Attachment    | Attachment A - Bidders technical qu....(59.01 KB)<br>Drag a file here or <a href="#">browse</a> to upload (< 100 MB). | Drag a file here or <a href="#">browse</a> to upload (< 100 MB). |
| <input type="checkbox"/> <b>1.3.2 Attachment B - Tenderers Com...</b>                                                                                                                        | Attachment    | Attachment B - Bidders Commercial q....(58.61 KB)<br>Drag a file here or <a href="#">browse</a> to upload (< 100 MB). | Drag a file here or <a href="#">browse</a> to upload (< 100 MB). |
| <input checked="" type="checkbox"/> <b>2.0 Documents from Aker Solutions</b><br>Add description                                                                                              |               |                                                                                                                       |                                                                  |
| <input type="checkbox"/> <b>2.1 Contract Documents</b>                                                                                                                                       | Attachment    | Drag a file here or <a href="#">browse</a> to upload (< 100 MB).                                                      | Drag a file here or <a href="#">browse</a> to upload (< 100 MB). |
| <input type="checkbox"/> <b>2.2 Attachment to Appendix E</b>                                                                                                                                 | Attachment    | Drag a file here or <a href="#">browse</a> to upload (< 100 MB).                                                      | Drag a file here or <a href="#">browse</a> to upload (< 100 MB). |

# Unrealised Potential

- We have yet to utilise Auction functionality
- Not yet using scoring/grading functionality
- Can likely incorporate more pre-RFQ activities within tool via Documents with workflows
- Integration to SAP
  - Send RFQ/Purch Req.
  - Make Material Master available
  - Push back to PO or Outline Agreement

# Issues and Challenges

- Initial interface was not very user friendly however this has been addressed through new Guided Sourcing interface which is easier for users to navigate
- We frequently encounter supplier log in issues which are typically caused by the bidder organisation having multiple accounts
- Given that it is a large shift from the way we have done things in the past, it has been a challenge to build up competency

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energy challenges  
for **future** generations



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