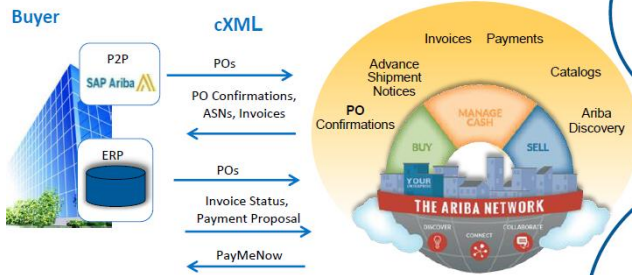




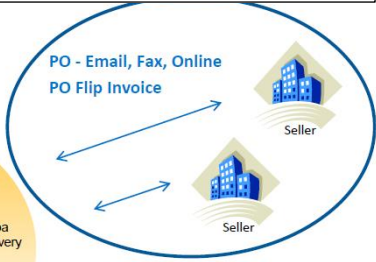
What is

SAP Ariba ?

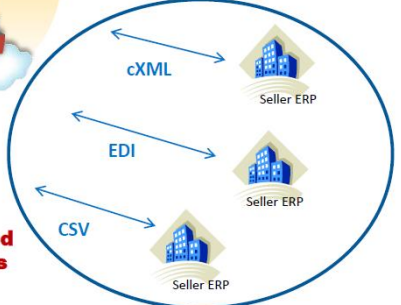
- 4.4M companies/ 190 countries
- 180M business commerce transactions p.a.
- 195M catalog items
- \$2.9T commerce transacted



Portal Suppliers



Integrated Suppliers



Ariba Network – the world’s largest B2B trading platform.

Through this dynamic, digital marketplace companies connect to get business done more efficiently than ever before.

[Ariba Network](http://ariba.com)

What are your benefits?



- collaborate immediately with all your trading partners
- turn paper into efficient electronic transactions
 - 75% faster deal closure
- catch errors and correct them – before they even happen
 - 64% reduction in manual intervention
- see opportunities you are missing and have the ability to trade globally
 - find new customers
- track invoice and payment status online in real time and accelerate receivables
 - 62% decrease in late payments

How does it work?



- accept your Trading Relationship Request
- click the link in the email to proceed to the landing page
- select first time user or existing user
- click register now, enter the required information
- you are able to log in and configure your account

[Ariba: getting started](#)

You have two options for the account creation:

Standard Account	Enterprise Account
<ul style="list-style-type: none"> ✓ interactive e-mail ✓ all basic fulfillment transactions ✓ SAP Ariba Sourcing, Discovering ✓ mobile portal ✓ free of charge ✓ Catalogs as self-service 	<ul style="list-style-type: none"> full Ariba Network functionality ✓ inbox/outbox on the network ✓ Catalogs supported by Ariba ✓ various reports ✓ integration possible

What does MAHLE expect?



We as MAHLE want to strengthen our supplier collaboration. You have been chosen as one of our strategic partners for the future. After the global rollout, MAHLE’s sourcing and procurement activities will be managed via SAP Ariba.

Therefore, we expect your full commitment!

What are your contact points?



During the Deployment Phase

MAHLE:
supplier.ariba@mahle.com

SAP Ariba:
enablement_mahle@ariba.com

After GoLive

SAP Ariba Help desk:
<http://supplier.ariba.com>