DB

MARKTPLATZ

„Einfach Einkauf"

SAP Business Network at Deutsche Bahn
Initial Information for Suppliers

2023 | Berlin

Welcome at Deutsche Bahn!

We are pleased that you are interested in the digital exchange with regard to the purchasing processes at Deutsche Bahn. Throughout the following slides, we will provide answers on how Deutsche Bahn uses the SAP Business Network in Purchasing

What is SAP Business Network? →

Why is SAP Business Network important for Deutsche Bahn? →

Which advantages does SAP Business Network provide to suppliers? →

Which types of connections to the SAP Business Network are possible? →

How do suppliers become part of DB Marktplatz? →

Why is Supply Chain Collaboration important for Deutsche Bahn? →

Why is the catalogue an important buying channel? →

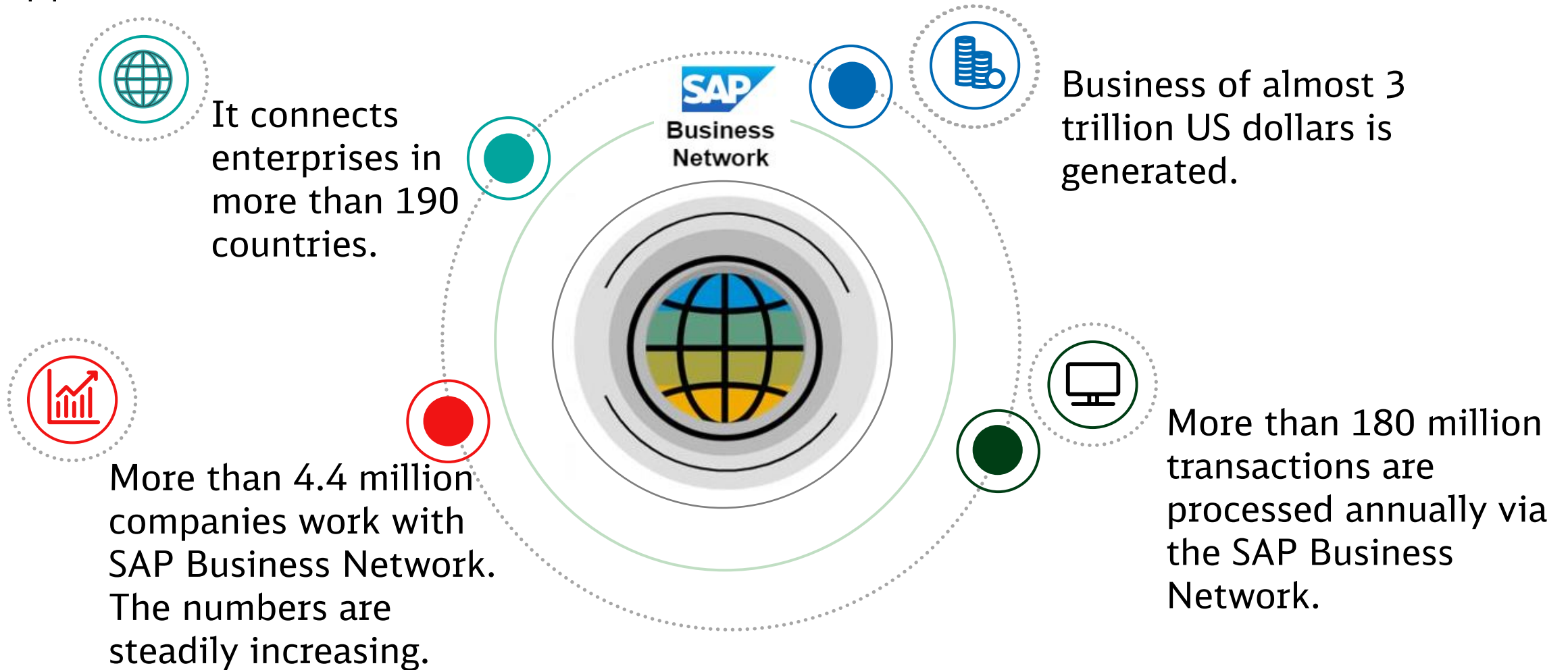How can non-catalogued items be offered? →

Additional information and support →

→

„Holistic digitalization is also making the area of procurement strong. As a supplier of Deutsche Bahn, you are an important partner for us to be successful together in the long term. I am therefore pleased that you are actively helping to shape our digitization process. Thank you very much!"

Jan Grothe, CPO

What is SAP Business Network?

SAP Business Network is a cloud solution for the exchange between customer and supplier.

It connects enterprises in more than 190 countries.

Business of almost 3 trillion US dollars is generated.

More than 4.4 million companies work with SAP Business Network. The numbers are steadily increasing.

More than 180 million transactions are processed annually via the SAP Business Network.

*ehemals Ariba Network

Why is SAP Business Network important for Deutsche Bahn?

SAP Business Network is the backbone of DB's central purchasing platform "DB Marktplatz".

Ariba Supply Chain Collaboration standardizes the procurement of **direct materials**, promotes the exchange of data instead of documents, and thus promotes digital collaboration.

Invoices are booked **automatically**.

An **efficient ordering process** is guaranteed via DB Marktplatz.
> 630,000 orders in 2021

Various **purchasing channels** are used for **indirect materials** and services.
Catalogues, price requests and offers, contract calls
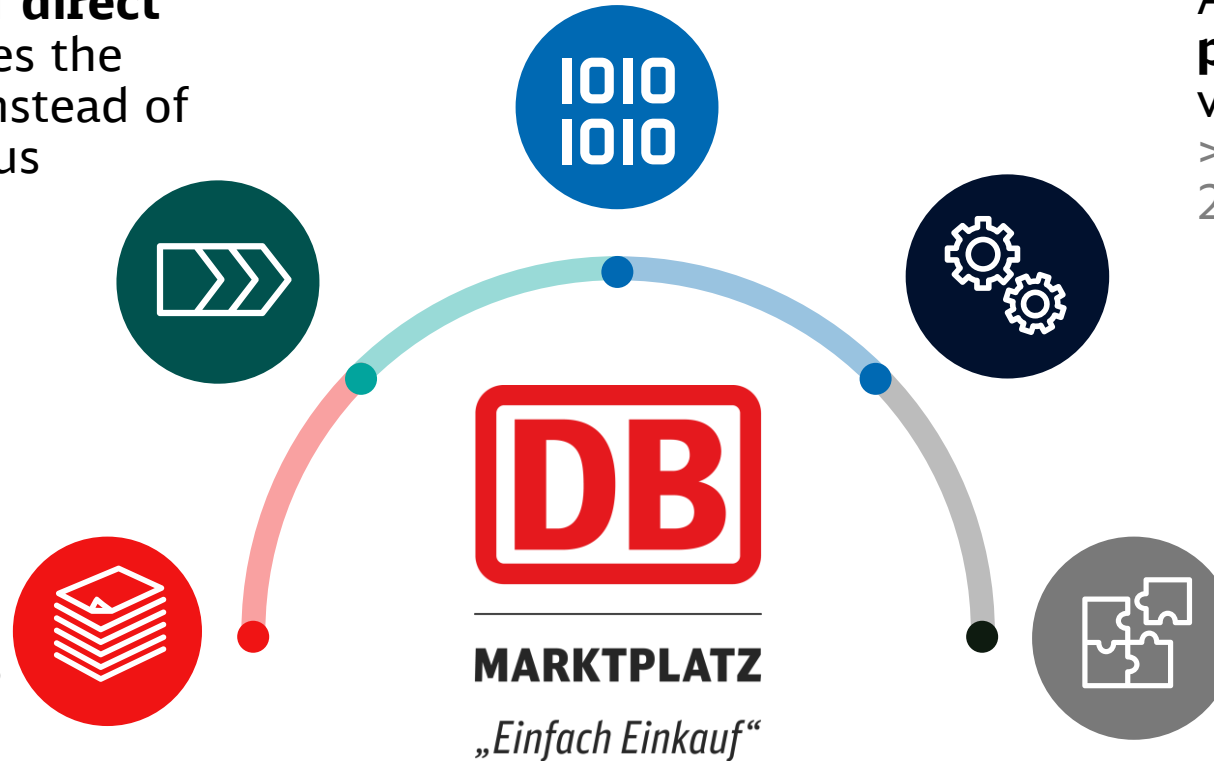
DB Marktplatz is used in over **100 DB companies** in **3 countries**.
> 60,000 active users

DB
MARKTPLATZ
„Einfach Einkauf"

What are the benefits of SAP Business Network for suppliers?

SAP Business Network minimizes the process costs in the supplier's sales process.

You **increase** your **sales** by selling your assortment of goods more easily thanks to the lucrative presentation.

Payments are **processed faster** because invoices are immediately sent to DB in real time.

**Strengthening** of the **cooperation** with DB through a clearly defined purchasing process for DB and its suppliers.
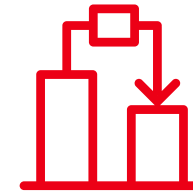
You **save costs** by avoiding other systems to be able to sell your items.

You **save time** by seeing the current status of the order process in real time.

What types of connections to the SAP Business Network are there?

SAP Business Network offers two account types for suppliers.

Order

Order confirmation

Shipping notification

Invoice

Invoice status
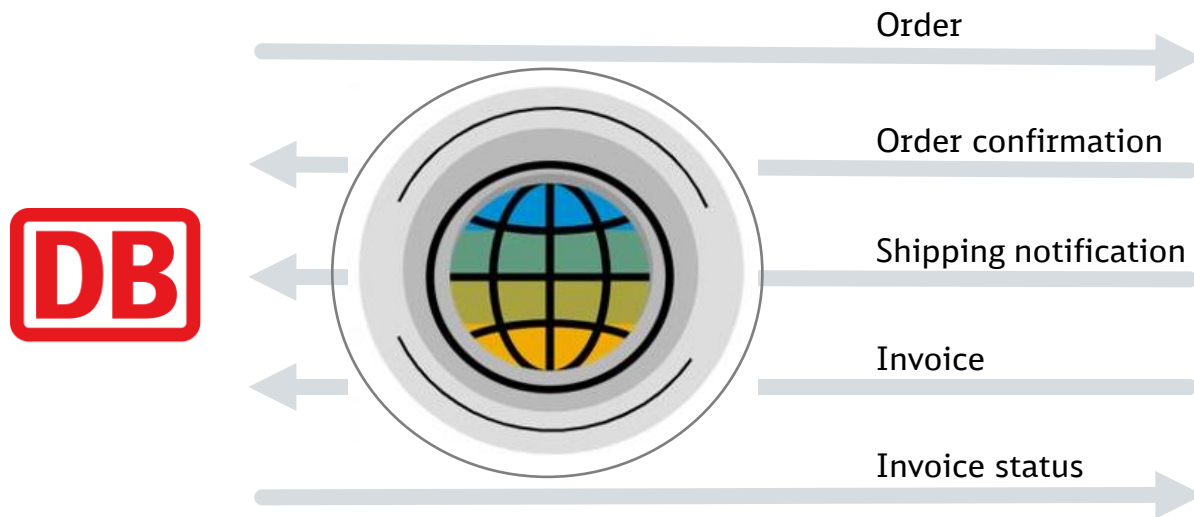
Further information on the accounts and fees can be found here: Accounts

Standard account for suppliers

Publishing catalogs that describe your products and services

Orders can be processed directly via the SAP Business Network portal

Help center

For free

Enterprise account for suppliers

Publishing catalogs that describe your products and services

Orders can be processed directly via the SAP Business Network portal

Integration via EDIFACT or cXML possible

Supply Chain Collaboration possible

Help center, phone, chat and online form

Transaction-based costs*

*Not relevant for Supply Chain Collaboration suppliers

Why is supply chain collaboration important for DB?

SAP Business Network for SCC promotes digital collaboration with suppliers

Collaboration in a single business network (exchange of real-time data instead of documents)

Transparency through standardization of data exchange through business rules

Direct material purchasing through end-2-end process management

Extension and complementation of backend systems (less manual effort for PO updates)
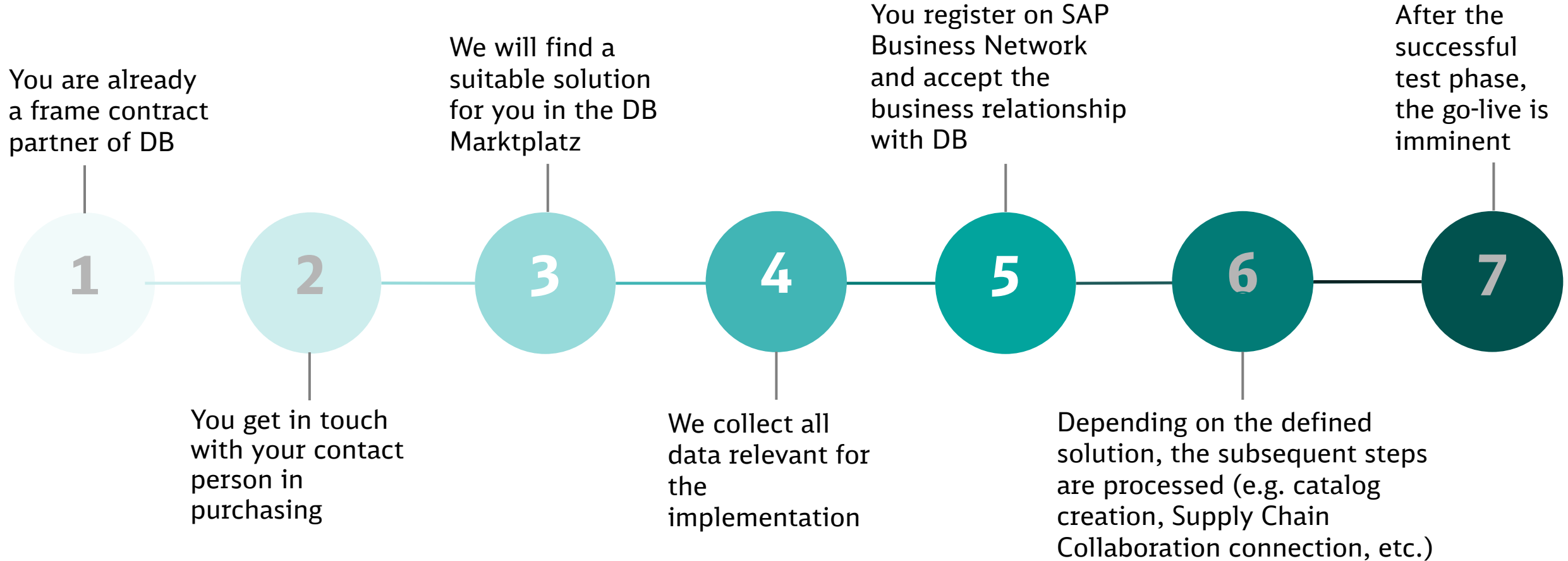
Network intelligence, data and insights for reduced supply chain risk

How do suppliers become part of the DB Marktplatz?

Several steps must be completed for the successful connection.

You are already a frame contract partner of DB

You get in touch with your contact person in purchasing

We will find a suitable solution for you in the DB Marktplatz

We collect all data relevant for the implementation

You register on SAP Business Network and accept the business relationship with DB

Depending on the defined solution, the subsequent steps are processed (e.g. catalog creation, Supply Chain Collaboration connection, etc.)

After the successful test phase, the go-live is imminent

Why is the catalog an important buying channel for DB?

Catalogs ensure a user-friendly depiction of the ranges.

- cXML punch-out catalogs are possible

- Excel and BMEcat formats are used for static catalogs
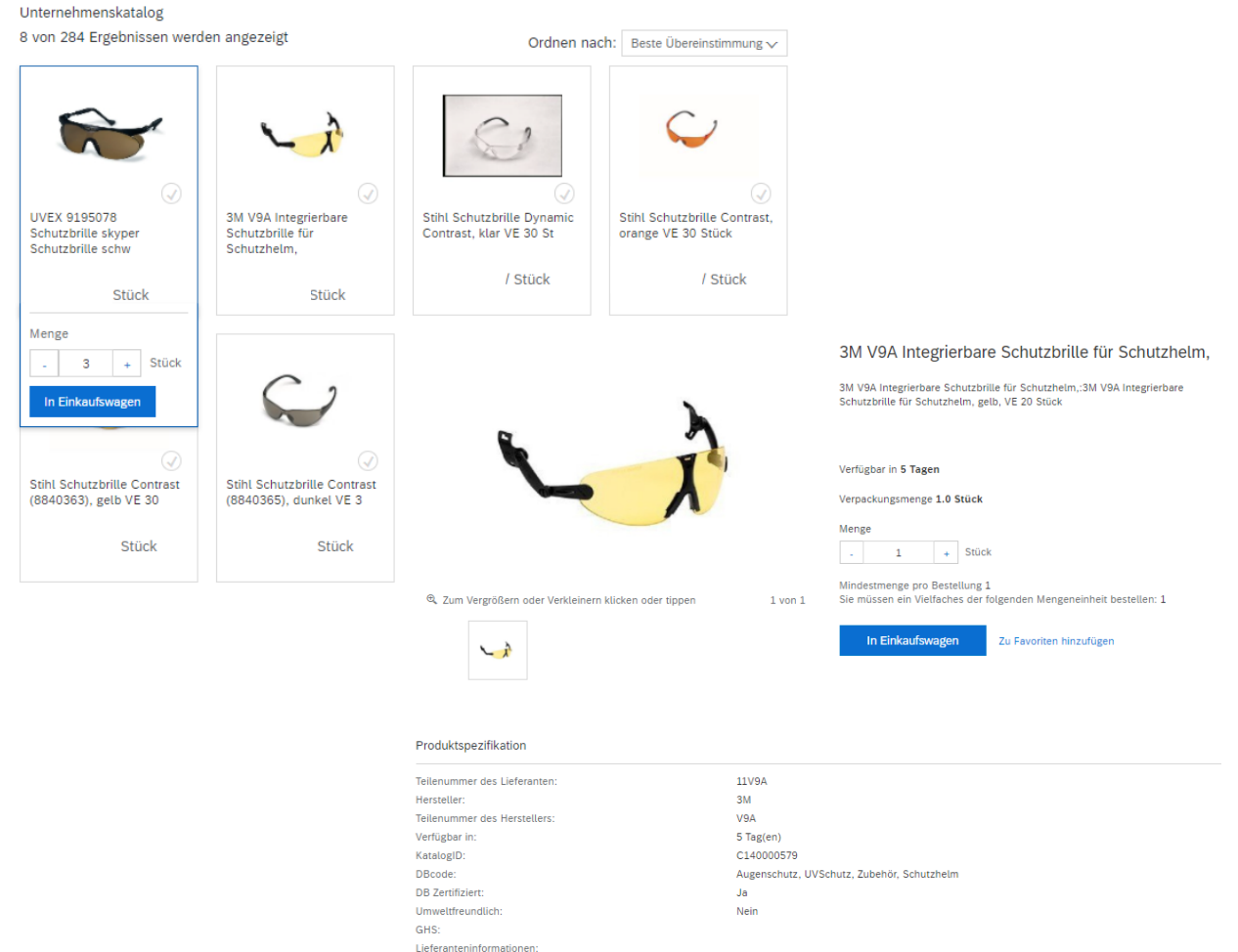
- Classification: eClass 8.1

- Units of measure are to be delivered based on DB specifications

- High quality of the catalog data → user-friendly system

- In order to guarantee the high quality, please use the catalog guidelines (see supplier package) that we make available to you

How can non-catalogued items be offered?

Suppliers submit offers for individual requests for proposal from DB via SAP Business Network.

Users enter their request for proposals in standardized forms and send it to suppliers

Suppliers receive the request via the SAP Business Network and submit their offer

Users select the appropriate offer

A purchase order is created based on the quote and sent to the supplier over the SAP Business Network
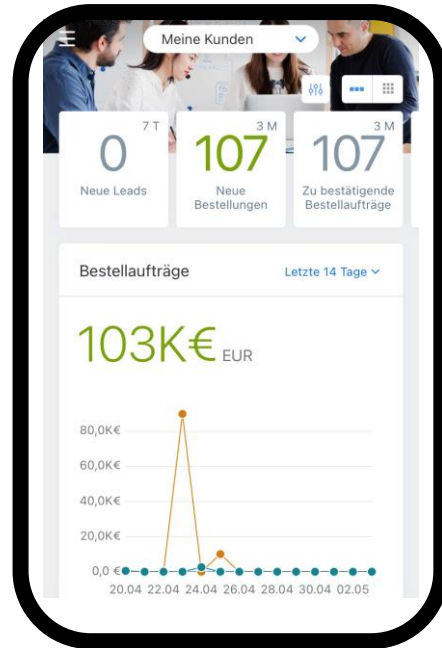
Nice-to-have for every supplier
The "SAP Business Network Supplier" app provides quick business insights.

Business insights

- Order trends
- Maturity of invoices
- Orders and invoices from customers

Work on the go

- Confirm order
- Pin important documents for later

Insights

Alerts

Monitor

Trans-actions

Real-time alerts

- View network activity
- Receive push notifications for business-critical events

Monitor important activities

- View information about purchase orders and invoices
- Search for purchase orders and invoices

More information and help

You can get help on your account, functionality and settings in your supplier portal.

- In addition to your personal profile settings, there is very useful information available directly in your SAP Business Network account by clicking on the question mark

- In addition to guided tours, you will also find documentation on topics such as catalogs or integration
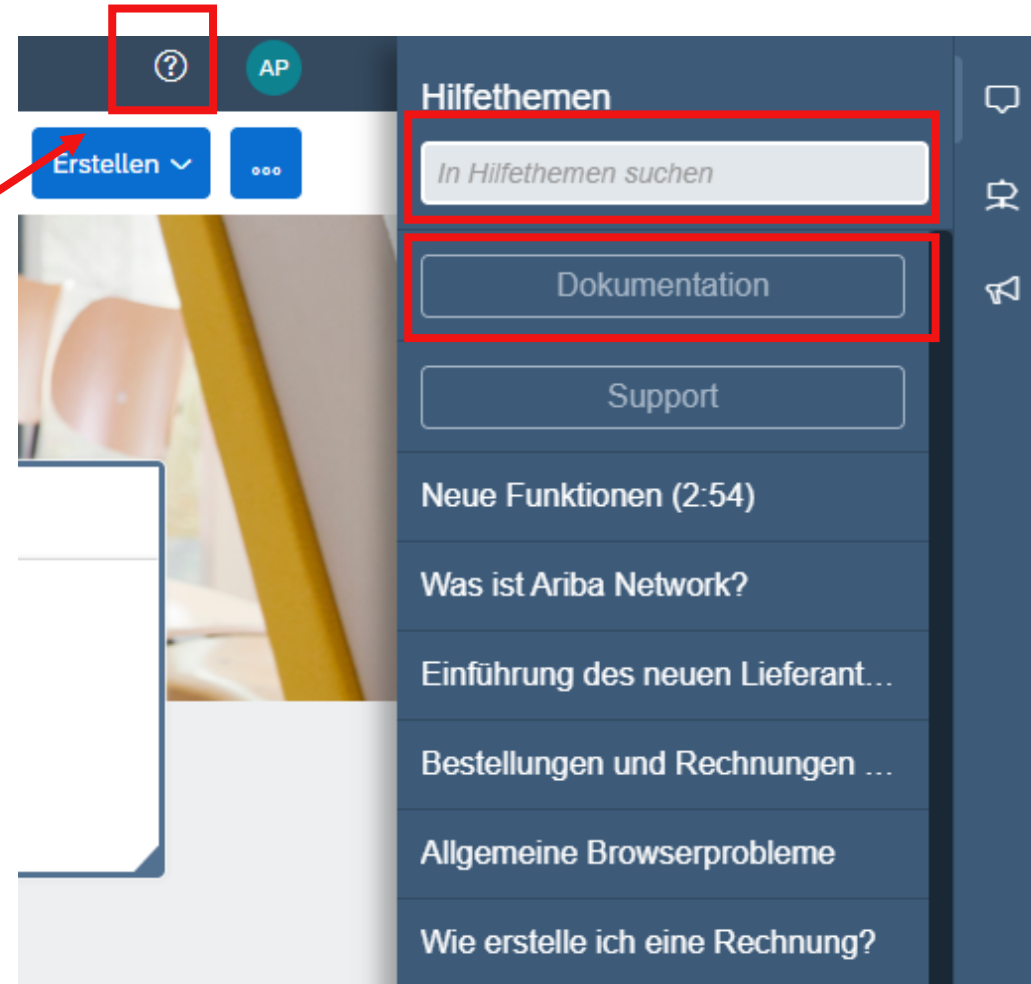
More information and help

Visit our collection of links for more information and support.

General information about the SAP Business Network

Vendor Account/Fee Information

Here you will find access to the SAP training portal

SAP answers your onboarding questions

Please direct your questions about catalog issues
after go-live to:
saparibaemea catalogmaintenance@sap.com

Do you have any questions about DB Marktplatz? Contact us!

supplierintegration@deutschebahn.com

Thank you