



SAP Ariba 

# Feature at a glance

## Supplier selection policy

Dan Schunk, SAP Ariba  
Target GA April 2018

CONFIDENTIAL

# Feature at a Glance

## Introducing: Move withdrawn postings to terminated status tab

### Customer challenge

When users fill out a request form in GB, they are shown all of the qualified and preferred suppliers for that category. GB does not provide any additional guiding if there is a more preferred supplier based upon what the values the user enters in the request form. This can be especially confusing if a company has many preferred and qualified suppliers for a certain category.



### Meet that challenge with SAP Ariba

This feature will change update which suppliers are preferred and qualified (based upon the original list of qualified suppliers) based upon the values a user enters into a request form



### Experience key benefits

- Buy-side
- Better visibility to the right supplier and less confusion for the buyer if there are many suppliers qualified to provide a good or service.
- Sell-side
- Suppliers who have a better relationship with the buyer can have their name made visible over other preferred and qualified suppliers for certain buying requests

### Solution area

Guided Buying

### Enablement information

On by default for customers already enabled to use Guided Buying.  
No action required.

Value measure		low
Ease of implementation		simple
Regional limitations		global

## Policy Management

### Translation Management

[Import Translations](#)[Export Translations](#)[Download Sample Translation](#)

### Policy Source Fields and Values

Enter Requisition Id:




[View](#)

Enter RFQ Id:

[View](#)










### Supplier and Touch Policy

[Download Sample Policy](#)[Import Policy](#)[Export Policy](#)

Name	Description			
Document Storage Management tactical sourcing policy	Sourcing policy for Document Storage Management	Test	<a href="#">View Translation</a>	
Marketing tactical sourcing policy	Sourcing policy for Creative Advertising	Test	<a href="#">View Translation</a>	
dba admin	Database Amind	Test	<a href="#">View Translation</a>	

### Validation Policy

[Download Sample Policy](#)[Import Policy](#)[Export Policy](#)

Name	Description			
IT Asset Time Frame Policy	policy to determine if a user is allowed to buy a particular item	Test	<a href="#">View Translation</a>	
Gift Policy	Policy to determine whether the item could be sent as gift or not	Test	<a href="#">View Translation</a>	
Spot Buy Policy	policy to determine if a product is allowed to be purchased in Spot buy catalog	Test	<a href="#">View Translation</a>	
iPhone 128 GB Policy	Policy to determine if a user is allowed to buy an iPhone	Test	<a href="#">View Translation</a>	
Three Supplier Quote Policy	Policy to determine if three suppliers are selected on a tactical bid	Test	<a href="#">View Translation</a>	
Bicycle Policy	Policy to determine if a user is allowed to procure a bicycle	Test	<a href="#">View Translation</a>	
Factory Electrical Maintenance	Policy to determine if a user is allowed to procure electrical maintenance	Test	<a href="#">View Translation</a>	
Ipad Mini Policy	Policy to determine if a user is allowed to buy an iPad Mini	Test	<a href="#">View Translation</a>	
Ad Hoc Policy	Policy for ad hoc purchases	Test	<a href="#">View Translation</a>	

### Supplier Selection Policy

[Download Sample Policy](#)[Import Policy](#)[Export Policy](#)

Name	Description
------	-------------

The Supplier Selection Policy is located in the Policy Management area of GB

	A	B	C	D	E	F	G	H	I
1	Policy Name	Policy Description							
2	SampleSupplierSelectionPolicy	sample supplier selection policy							
3									
4									
<div> <span>◀ ▶</span> <span>Description</span> <span>Key Definition</span> <span>Expression</span> <span>Config</span> <span>Filter Criteria</span> <span>⊕</span> <span>⋮</span> <span>◀</span> </div>									
Ready									

The 'Description' tab defines the different policy names

	A	B	C	D	E	F	G	H	I
1	Policy Name	Lookup Key	Lookup Key Value						
2	SampleSupplierSelectionPolicy	location	all						
3	SampleSupplierSelectionPolicy	commodityCode	all						
4									
<div> <span>◀ ▶</span> <span>Description</span> <span>Key Definition</span> <span>Expression</span> <span>Config</span> <span>Filter Criteria</span> <span>⊕</span> <span>⋮</span> <span>◀</span> </div>									
Ready									

The 'Key Definition' Tab defines where the policy will be applied by location and commodity code.

	A	B	C	D	E	F	G	H	I
1	Policy Name	Form Type	Expression Name	Left hand side Type	Left hand side Field	Right hand side Type	Right hand side Field	Operator	Logical Operator
2	SampleSupplierSelectionPolicy	ReqForm	abc	field	price	constant	120000	>	
3									
4									
<div> <span>◀ ▶</span> <span>Description</span> <span>Key Definition</span> <span>Expression</span> <span>Config</span> <span>Filter Criteria</span> <span>⊕</span> <span>⋮</span> <span>◀</span> </div>									
Ready									

The 'Expression' tab defines what object is affected (ReqForms or Forms) associated to which expressions and the associated criteria that triggers the expression

	A	B	C	D	E	F	G	H	I
1	Policy Name	Expression Name	Supplier Chooser Template						
2	SampleSupplierSelectionPolicy	abc	allow all suppliers						
3									
4									
<div> <span>◀ ▶</span> <span>Description</span> <span>Key Definition</span> <span>Expression</span> <span>Config</span> <span>Filter Criteria</span> <span>⊕</span> <span>⋮</span> <span>◀</span> </div>									
Ready									

The 'Config' tab defines the number of suppliers you will start with (note: suppliers are the preferred and qualified suppliers associated with the form)

	A	B	C	D	E	F	G	H	I
1	Policy Name	Expression Name	Supplier Attribute Name	Field Value Operator	Field Value Type	Field Value List			
2	SampleSupplierSelectionPolicy	abc	Suppliers.PreferredLevel	IN	constant	2,3,4			
3									
4									
<div> <span>◀ ▶</span> <span>Description</span> <span>Key Definition</span> <span>Expression</span> <span>Config</span> <span>Filter Criteria</span> <span>⊕</span> <span>⋮</span> <span>◀</span> </div>									
Ready									

The 'Filter' tab defines which suppliers are 'IN' and which are 'OUT' by supplier attribute and the matching values to the attribute

# Request ad hoc item or service

Goods Services

Product name \*

Category \*


Marketing research and design

Supplier

[View all suppliers](#)

Recommended suppliers for you

**Preferred**




**CMX Designers**  
ID SU\_INTERNAL17804429  
Melbourne,


**Preferred**




**ABC Design Service**  
ID SU\_INTERNAL17826416  
Perth,



**Specialized Marketing Services, Inc.**  
ID SU\_INTERNAL17177818  
Santa Ana, CA



**Magnus Video Service**  
ID SU\_INTERNAL19545519  
Sydney,



**Boilermaker Inc**  
ID VDR1533050  
W Lafayette, IN

Description \*

Quantity \*

Unit of measure \*

each

Unit price \*

 USD

As a user enters in information into the form fields, the supplier selection policy will check the new values and map to the appropriate policy and expression.

Cancel

Add to cart

Help Center

Search...

- What does creative advertising involve?
- Can you give me more info on this supplier- ABC Design Service?
- How to Buy Marketing Services
- List of Category Buyers for Marketing
- How to contact HelpDesk?
- How to procure temp labor in EMEA?
- How can I request a quote from an ad-hoc item?
- Setting up guided buying
- Getting started with your help community
- Please can you tell me which laptop I should buy?
- How do I buy the latest iPhone 7?
- Is there a preferred supplier for office supplies?
- Need more information?
- How do I purchase a new iPad?
- View more
- Please can you tell me which laptop I should buy?
- How do I buy the latest iPhone 7?
- Is there a preferred supplier for office supplies?
- Need more information?
- How do I purchase a new iPad?
- View more

# Request ad hoc item or service

Goods Services

Product name \*

Market Research

Category \*

Marketing research and design

Supplier

View all suppliers

Recommended suppliers for you

Preferred



CMX Designers

ID SU\_INTERNAL17804429

Melbourne,

Preferred



ABC Design Service

ID SU\_INTERNAL17826416

Perth,

Based upon the Expression entered, the number of suppliers visible to the user may change. Users can still search across all suppliers to select the supplier they want.

Description \*

Market Research

Quantity \*

- 1 +

Unit of measure \*

each

Unit price \*

130,000.00 USD

Cancel

Add to cart

Help Center

Search...

- What does creative advertising involve?
- Can you give me more info on this supplier- ABC Design Service?
- How to Buy Marketing Services
- List of Category Buyers for Marketing
- How to contact HelpDesk?
- How to procure temp labor in EMEA?
- How can I request a quote from an ad-hoc item?
- Setting up guided buying
- Getting started with your help community
- Please can you tell me which laptop I should buy?
- How do I buy the latest iPhone 7?
- Is there a preferred supplier for office supplies?
- Need more information?
- How do I purchase a new iPad?
- View more
- How do I purchase a new iPad?
- View more