



# SEFE Securing Energy for Europe GmbH Supplier Summit

INTERNAL – SAP and Customers Only

# Agenda

## Speaker Introductions

## Describe SAP Business Network

- No Business Does Business Alone
- Grow Your Business

## Supplier Solution Suite

- Standard & Enterprise Account
- SAP Business Network, promote subscription

## Collaborate with SEFE

- How to collaborate with SEFE on SAP Business Network?
- Project Overview

## Next Steps & Timeline

## Contact & Support



# Speaker Introductions



**Hari Jayasekara**  
SVP Procurement



**Sabrina Mikeska & Aleina Lightburn**  
Enablement Team Member





No business does business alone.



# What does 'no business does business alone' mean for suppliers?



## Experience next-level efficiency

Streamline the lifecycle of your supply chain, automate your operations, and improve your cash flow.



## Enjoy enhanced visibility

Track the real-time status of your documents and gain business insights with analytics, KPIs, and community benchmarks.



## Grow Your Business

Showcase your profile and certificates, publish catalogs, and get matched with prospective buyers while strengthening your position with existing customers.

You can upload a private catalog for SEFE



# Supplier Solution Suite

Offering various account types caters to suppliers' diverse needs, enhancing flexibility and usability.



## Standard Account

All the tools you need to boost efficiency, gain insights, and collaborate better with customers.

**Free of charge!**



## Enterprise Account

The full-feature version provides extended support, automation, and data insights with performance tracking.

**Fees apply based on usage.**



## Promote Subscription

Promote yourself as a trusted source of supply.  
Improved sales opportunities via Discovery responses  
and verified profile.

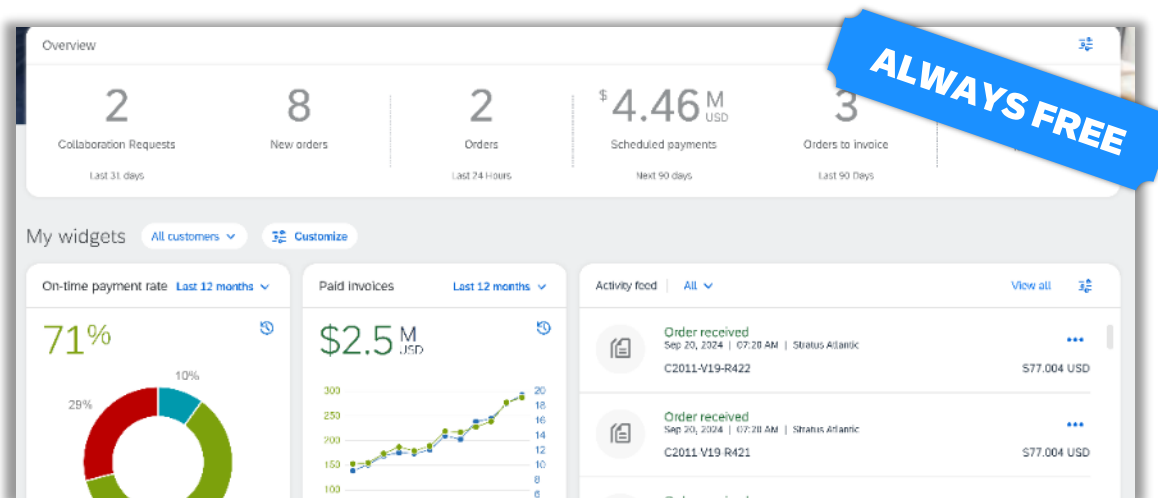
**Add-on for ANY account – 1.100 € yearly**



Introducing  
SAP Business Network,  
promote subscription

# SAP Business Network Account Types

## Start With A Standard Account

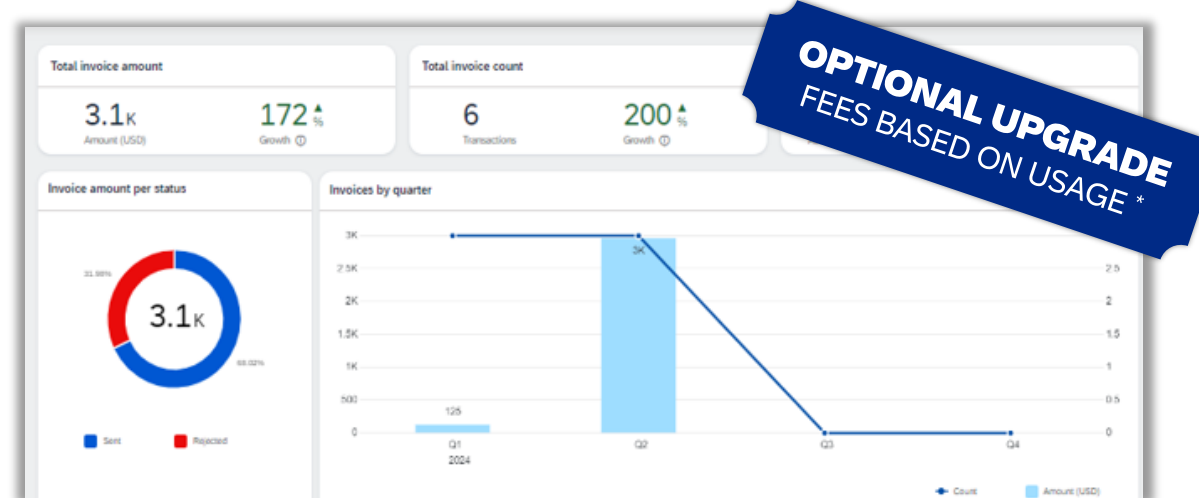


**Free Usage:** No fees for documents or transactions.

**Easy Document Sharing:** Exchange documents with ease.

**Accessible Anywhere:** Use our online portal and mobile app for access.

## Unlock Features With An Enterprise Account



**Automate Transactions:** Use advanced system integration.

**Premium Support:** Benefit from dedicated assistance.

**Insightful Reporting:** Gain detailed business insights.

\* Review the fee schedule and calculate your fees [here](#).

# Unlock Potential with SAP Business Network, promote subscription

**OPTIONAL**  
1.100 € yearly

## Verified Status & Profile Badge

Showcase verified badge for increased visibility.



## Match & Respond To Qualified Leads

Utilize Gen AI to connect with leads and enhance responses on SAP Business Network Discovery.

## Showcase Products & Services

Leverage open catalog APIs to load products and enrich the description with Gen AI.

## Boost Your Catalog with Data Insights

Understand buyer interests by monitoring profile traffic.

**Company Profile**

**E.L. Pallet Supply Co.**   
www.elpalletsupply.com • Network Catalog • ANID: AN01009860685 • DUNS: 12345678900  
★★★★★ 4.8 (12 ratings) | [View References](#) | [About This Profile](#) | [Active Supplier](#) | [Existing Supplier](#)

Family owned since 1995, we pride ourselves on providing sustainable pallet solutions with reliable delivery to all our customers. Our new, used, and reconditioned pallets offer the right fit for any budget and sustainability need... [Read More](#)

|                                    |                   |                                                                    |
|------------------------------------|-------------------|--------------------------------------------------------------------|
| Employee<br>1000                   | Founded<br>1995   | Company Aliases<br>ELPS                                            |
| Business Type<br>Manufacturer      | Revenue<br>820M   | Address<br>Illinois, United States<br><a href="#">View Details</a> |
| Supplier Legal Form<br>Corporation | Stock Symbol<br>- |                                                                    |

[Overview](#)  
[Credentials](#)  
[Certifications](#)  
[Sustainability Ratings](#)

**Insights**

[Summary](#) | [Views](#) | [Search trends](#) | [Discovery leads](#) | [Catalog insight](#)

|                                                 |                                                     |                                                                  |                                                             |
|-------------------------------------------------|-----------------------------------------------------|------------------------------------------------------------------|-------------------------------------------------------------|
| <b>Profile views</b><br><b>36</b><br>Last month | <b>Search appearance</b><br><b>22</b><br>Last month | <b>Won Leads (of Responded)</b><br><b>31 / 137</b><br>Last month | <b>Catalog search appearance</b><br><b>31</b><br>Last month |
|-------------------------------------------------|-----------------------------------------------------|------------------------------------------------------------------|-------------------------------------------------------------|

**Views**

**Profile views** Last 3 months

**Suggestions**  
Update your company profile to get more views.  
[Verify profile](#)  
[Add sustainability ratings](#)  
[Add keywords](#)

**Your total views number** Last 6 months

**Views**

| Month   | Blue Series | Orange Series |
|---------|-------------|---------------|
| Month 1 | 10          | 10            |
| Month 2 | 12          | 15            |
| Month 3 | 10          | 12            |
| Month 4 | 20          | 15            |

**Suggestions**  
Update your company profile to get more views.  
[Verify profile](#)  
[Add keyword](#)



# Additional Resources

Getting started?  
[SAP Business Network for Suppliers](#)

Need support?  
[Help resources](#)

More information on  
[Enterprise Account](#)

More information on  
[Standard Account](#)



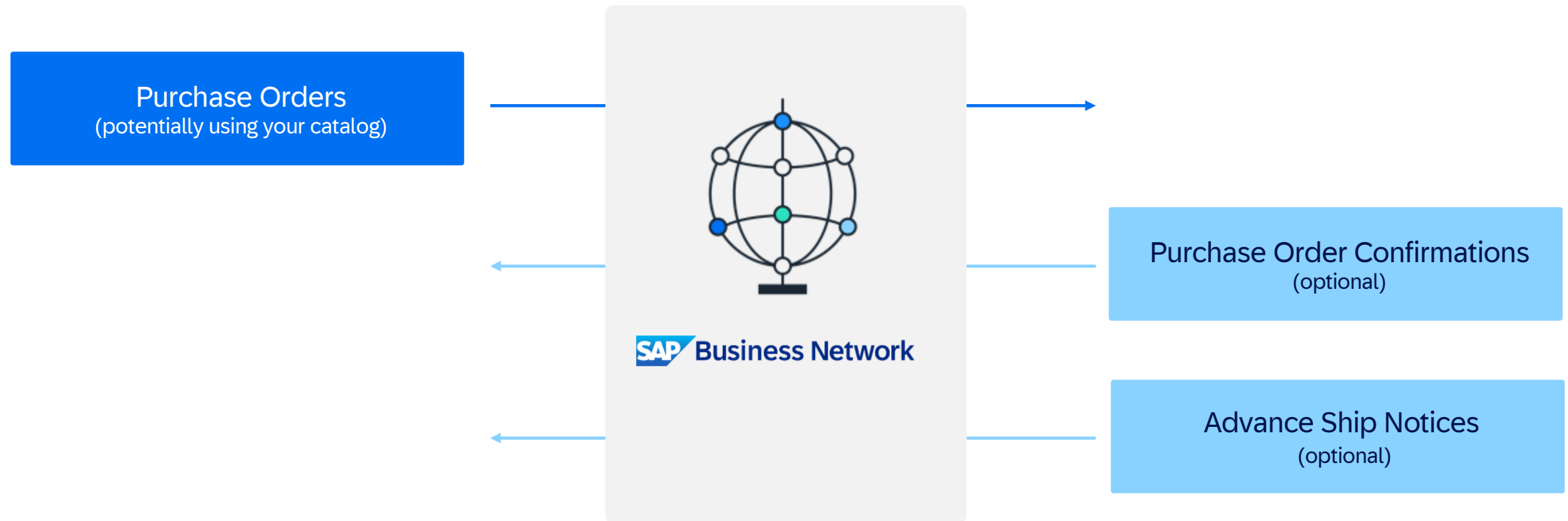
# Collaboration with SEFE



# How to collaborate with SEFE on SAP Business Network?



The network allows for near real-time information sharing and document collaboration





## Our Initiative

SEFE would like to standardize and streamline our sourcing and procurement processes by utilizing SAP Business Network.

Moving forward, the way to transact with SEFE will be over SAP Business Network.

Orders will be transmitted through SAP Business Network to our suppliers

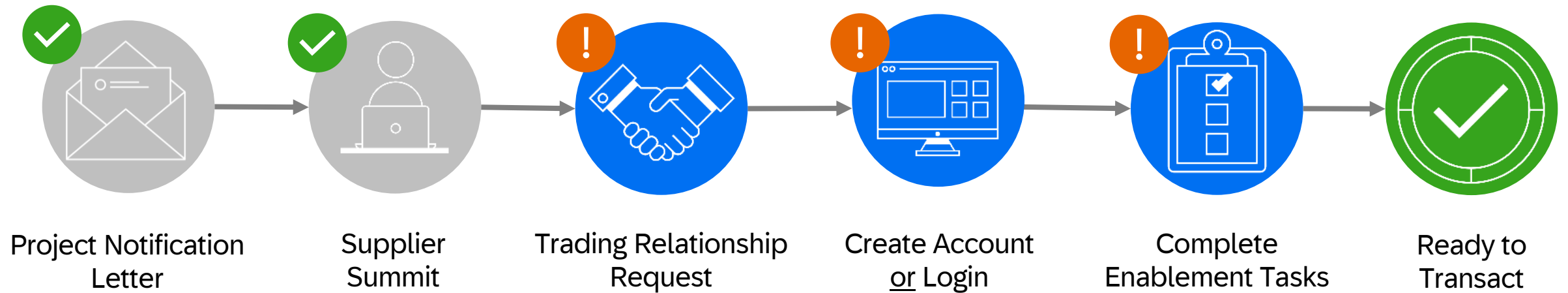
To keep this project rolling, we would like our suppliers to:

- ✓ Listen to this summit and ask any questions
- ✓ Accept the Trading Relationship Request
- ✓ Setup their account

**This new business process will be required of our suppliers.**

If you should have any future questions, please reach out to [AribaSuppliers@GenericBuyer.com](mailto:AribaSuppliers@GenericBuyer.com).

# Next Steps



# Next Steps

## Step 1



Accept the Trading Relationship Request (TRR) by clicking the link in the email from

[noreply@us.bn.cloud.ariba.com](mailto:noreply@us.bn.cloud.ariba.com) or  
[ordersender-prod@ansmtp.ariba.com](mailto:ordersender-prod@ansmtp.ariba.com)

## Step 2



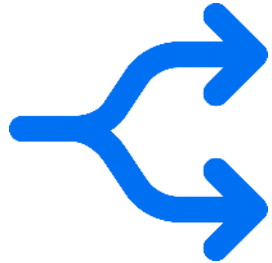
If your company doesn't have an account, **create one** or  
if you have an existing account, **log in**.



[Connect with your customer](#)



# Already have an Enterprise Account?



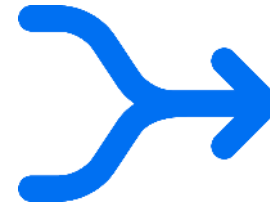
## OPTION A

### Manage Two Separate Accounts

Create a new Standard Account for this relationship.



The relationship with your customer will remain **free of charge**.



## OPTION B

### Manage One Enterprise Account

Accept this relationship with your existing Enterprise Account.



Adding the customer to your existing Enterprise Account **may incur fees\***.

\* Review the fee schedule and calculate your fees [here](#).

# Next Steps

## Step 3



Log into your account and  
**complete the enablement tasks**  
to transact.

## Configure Email Notifications



[Configure purchase order notifications](#)

# Next Steps

**COMPLETE**



**Congratulations,**  
you're ready to transact!  
Await your customer's  
go-live notification.

**Let's See How It Works**



[Learn how to transact on  
SAP Business Network](#)

# Next Steps Timeline

**Within 1 week  
after the summit**



## Receipt of TRR

Receive the Trading Relationship Request via email.

**Within the  
next 7 days**



## Accept TRR & Complete Enablement Tasks

Accept the Trading Relationship Request by creating an account or logging into an existing one.

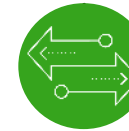
**January 2026**



## Go-Live Date

Receive go-live notification from SEFE.

**After GLD**



## Start Transacting

Receive your first PO from SEFE via SAP Business Network and start transacting.

\* GLD may be subject to changes





## Contact & Support

### Buyer Specific Questions:

- [procurement.ops@sefe.eu](mailto:procurement.ops@sefe.eu)

### General SAP Business Network Related Questions:

- Help Center – access via account or [click here](#)
- [Standard Account Specific Documentation](#)
- [SAP Business Network Supplier Training Page](#)
- [Engage in Live Webinars](#)
- [SAP Business Network Supplier Community](#)

# Thank you.

