

# Ariba® Network Fulfill: Orders and Invoices Supplier Fee Schedule

## OVERVIEW

As a supplier, you may use Ariba® Network at no cost<sup>1</sup> unless you 1) transact five or more documents (purchase orders [POs], invoices, service entry sheets, and service entry sheet responses) *and* 2) cross the transaction volume threshold (shown in Table 1) in at least one customer relationship annually.

Table 1 lists the chargeable transaction volume threshold for each currency supported by Ariba Network.

**Table 1: Chargeable Transaction Volume Thresholds**

Country or Region	Currency	Chargeable Transaction Volume Threshold <sup>2</sup>
<b>Americas</b>		
North America – United States and Mexico	US Dollar	50,000 USD
North America – Canada	Canadian Dollar	50,000 CAD
Central America	US Dollar	50,000 USD
South America (except Brazil and Chile) <sup>3</sup>	US Dollar	50,000 USD
<b>APAC</b>		
Australia	Australian Dollar	50,000 AUD
China	Chinese Yuan	333,300 CNY
Japan	Japanese Yen	4,400,000 JPY
Singapore	Singapore Dollar	69,500 SGD
Other APAC	US Dollar	50,000 USD
<b>EMEA</b>		
Switzerland	Swiss Franc	49,500 CHF
United Kingdom	British Pound	34,250 GBP
Other EMEA (except Southern Africa) <sup>3</sup>	Euro	44,600 EUR

If you have not crossed both of these thresholds in at least one customer relationship per year, you are not required to pay fees.

## ARIBA NETWORK FEES FOR SUPPLIERS WITH HIGH USAGE STATUS

Once you cross the document *and* transaction volume thresholds described above in at least one customer relationship annually, you will be enrolled in a paid subscription and will be required to pay fees. There are two components to the supplier fee schedule for Ariba Network Fulfill: Orders and Invoices:

- **Transaction fees**, which are determined based on the financial volume you transact annually with all customers through Ariba Network; and
- **Subscription fees**, which are determined based on the number of documents<sup>5</sup> you transact annually with all customers, as well as your technology usage.<sup>4</sup>

<sup>1</sup> This refers to the core document exchange features of the service. Use of other services such as Ariba Discovery™ and AribaPay™ may involve separate fees; please see their terms for more information.

<sup>2</sup> Per any one customer relationship per year.

<sup>3</sup> For information on Brazilian, Chilean, and Southern African (including: Botswana, Lesotho, Mozambique, Namibia, South Africa, Swaziland, Zimbabwe) pricing, see <http://www.ariba.com/suppliers/subscriptions-and-pricing/supplier-membership-program/pricing>.

<sup>4</sup> Selection of cXML and/or EDI routing method in your network settings will result in your minimum subscription level being Silver. Selection of cloud integration gateway capability as your routing method does not have this effect.

<sup>5</sup> To avoid penalizing suppliers transacting high volumes of documents, suppliers transacting less than 250,000 USD in annual financial volume will be assigned to the Bronze level irrespective of annual document count. See table 4 for conversions into other currencies supported by Ariba Network.



## Transaction fees

Transaction fees are calculated as a small percentage (0.155%) of your total annual transaction volume across all customer relationships. Transaction volume is calculated as the total financial value (in the applicable currency) of all non-PO invoices plus the total financial value of all POs (excluding cancelled orders) or all invoices generated from a PO, whichever is greater.

In order not to penalize high-volume relationships, Ariba caps transaction fees for each buyer-seller relationship at an annual fixed fee. Table 2 lists the annual caps for each currency supported by Ariba Network.

**Table 2: Annual Transaction Fee Caps per Customer Relationship**

Country or Region	Annual Cap: Maximum Annual Transaction Fees for High-Volume Customer Relationships <sup>6</sup>
<b>Americas</b>	
North America – United States and Mexico	20,000 USD
North America – Canada	20,000 CAD
Central America	20,000 USD
South America (except Brazil and Chile) <sup>7</sup>	20,000 USD
<b>APAC</b>	
Australia	20,000 AUD
China	133,000 CNY
Japan	1,760,000 JPY
Singapore	27,775 SGD
Other APAC	20,000 USD
<b>EMEA</b>	
Switzerland	19,350 CHF
United Kingdom	13,200 GBP
Other EMEA (except Southern Africa) <sup>7</sup>	15,500 EUR

## Subscription fees

Subscription levels and fees are determined based on the number of documents you transact annually as well as your technology usage.<sup>8,9,10</sup> There are four paid subscription levels, each offering a set of features that increases in value as you move to a higher level. For more information on subscription features, please see the <http://www.ariba.com/assets/uploads/documents/Datasheets/Ariba-Network-Fulfillment-Orders-and-Invoices-Subscriptions-Overview.pdf>.

<sup>6</sup> Per any one customer relationship per year.

<sup>7</sup> For information on Brazilian, Chilean, and Southern African (including: Botswana, Lesotho, Mozambique, Namibia, South Africa, Swaziland, Zimbabwe) pricing, see <http://www.ariba.com/suppliers/subscriptions-and-pricing/supplier-membership-program/pricing>.

<sup>8</sup> Selection of cXML and/or EDI routing method in your network settings will result in your minimum subscription level being Silver. Selection of cloud integration gateway capability as your routing method does not have this effect.

<sup>9</sup> For first-time chargeable suppliers, Ariba Network totals your historical monthly document transaction counts and spend across all customer relationships, up to three months if available, and annualizes those amounts to determine your subscription level and fee for the next year. The date when this occurs becomes your master anniversary date. Your subscription level is then reevaluated each year on your master anniversary date based on your document transaction counts during the previous 12 months.

<sup>10</sup> To avoid penalizing suppliers transacting high volumes of documents, suppliers transacting less than 250,000 USD in annual financial volume will be assigned to the Bronze level irrespective of annual document count. See table 4 for conversions into other currencies supported by Ariba Network.

Table 3 lists the annual document count thresholds and the associated subscription level and annual fee in each currency supported by Ariba Network. Please note that suppliers transacting less than 250,000 USD in annual financial volume will be assigned to the Bronze level irrespective of annual document count. See table 4 for conversions into other currencies supported by Ariba Network.

**Table 3: Subscription Levels and Fees**

Subscription Level	Annual Document Count Threshold	Currency	Annual Subscription Fee
Standard	Up to 4	N/A	0
Bronze	5 to 24	US Dollar	50 USD
		Australian Dollar	50 AUD
		Canadian Dollar	50 CAD
		Swiss Franc	50 CHF
		Chinese Yuan	330 CNY
		Euro	45 EUR
		British Pound	35 GBP
		Japanese Yen	4,500 JPY
		Singapore Dollar	70 SGD
		Silver	25 to 99 or EDI, cXML usage
Australian Dollar	750 AUD		
Canadian Dollar	750 CAD		
Swiss Franc	740 CHF		
Chinese Yuan	5,000 CNY		
Euro	670 EUR		
British Pound	500 GBP		
Japanese Yen	68,200 JPY		
Singapore Dollar	1,040 SGD		
Gold	100 to 499		
		Australian Dollar	2,250 AUD
		Canadian Dollar	2,250 CAD
		Swiss Franc	2,200 CHF
		Chinese Yuan	15,000 CNY
		Euro	2,000 EUR
		British Pound	1,500 GBP
		Japanese Yen	198,000 JPY
		Singapore Dollar	3,125 SGD
		Platinum	500 or more
Australian Dollar	5,500 AUD		
Canadian Dollar	5,500 CAD		
Swiss Franc	5,450 CHF		
Chinese Yuan	36,700 CNY		
Euro	4,900 EUR		
British Pound	3,770 GBP		
Japanese Yen	484,000 JPY		
Singapore Dollar	7,600 SGD		

## About SAP® Ariba® Solutions

SAP® Ariba® solutions support the marketplace for modern business, creating frictionless exchanges between millions of buyers and suppliers across the entire source-to-pay process. Our market-leading solutions enable companies to simplify collaboration with their trading partners, make smarter business decisions, and extend their collaborative business processes with an open technology platform. More than two million companies use SAP Ariba solutions to connect and collaborate around nearly US\$1 trillion in commerce on an annual basis. To learn more about SAP Ariba solutions and the transformation they are driving, visit [www.ariba.com](http://www.ariba.com).

## BRONZE LEVEL TRANSACTION VOLUME THRESHOLDS

To avoid penalizing suppliers transacting high volumes of documents, suppliers transacting less than 250,000 USD in annual transaction volume will be assigned to the Bronze level irrespective of annual document count. Table 4 lists conversions of this \$250K financial volume into other currencies supported by Ariba Network.

**Table 4: Bronze Level Annual Transaction Volume Thresholds**

Country or Region	Annual Transaction Volume Threshold for Bronze Level
<b>Americas</b>	
North America – United States and Mexico	250,000 USD
North America – Canada	245,000 CAD
Central America	250,000 USD
South America (except Brazil and Chile) <sup>6</sup>	250,000 USD
<b>APAC</b>	
Australia	235,000 AUD
China	1,500,000 CNY
Japan	20,500,000 JPY
Singapore	310,000 SGD
Other APAC	250,000 USD
<b>EMEA</b>	
Switzerland	225,000 CHF
United Kingdom	155,000 GBP
Other EMEA (except Southern Africa) <sup>6</sup>	185,000 EUR

## UPGRADING YOUR SUBSCRIPTION LEVEL

Subscription level upgrades are available if you would prefer Bronze, Silver, Gold, or Platinum features, services, and benefits, but do not qualify for these subscriptions through your current document volume. More information is available in the “Upgrade options” section at <http://www.ariba.com/assets/uploads/documents/Datasheets/Ariba-Network-Fulfillment-Orders-and-Invoices-Subscriptions-Overview.pdf>.

## BILLING

If you cross the document and transaction volume chargeable thresholds, you will be billed either quarterly or annually, depending on when you first crossed the thresholds. All new suppliers are billed quarterly. You will be billed in advance for your next quarterly or annual period (as applicable) of Ariba Network usage on the basis of your actual Ariba Network usage during your prior billing period.

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