

# Ariba® Network Supplier Membership Program



## Pricing Guidelines

### Overview

The Ariba Supplier Membership Program (SMP) helps you maximize the benefits your business receives by combining value-added functionality and services tailored to your level of participation on the Ariba® Network. There are two components to the Supplier Membership Program: the subscription packages and the Network Transaction Service.

The **subscription packages** deliver the right features and services to support your current level of activity on the Ariba Network, yet also make it easy for you to grow your capabilities so you can collaborate more effectively with customers and maximize business commerce ROI. Five subscription levels are offered:

- **Ariba Network Standard:** Designed for low-volume sellers and those just getting started on the Ariba Network, this subscription provides everything you need to transact with customers, enabling you to manage your product content and catalogs, purchase orders, and invoices all in one place.
- **Ariba Network Select:** This subscription helps you build additional collaborative commerce capabilities with functionality and technology resources that help you better support customers.
- **Ariba Network Premier:** The Premier subscription helps you expand your collaborative commerce capabilities with integration protocols and access to technical support, enabling you to automate the submission and receipt of orders and invoices between your systems, your customers, and the Ariba Network.
- **Ariba Network Enterprise:** This subscription allows you to transform your collaborative commerce capabilities through integration with an Ariba Integration Connector, Powered by Dell Boomi<sup>1</sup>, to enable basic connectivity to your back-end system; program management services; and validation services that ensure you can deliver the most accurate and usable information to your customers.
- **Ariba Network Enterprise Plus:** The Enterprise Plus subscription delivers what you need to make collaborative commerce a competitive advantage, including extended integration with an Ariba Integration Connector, Powered by Dell Boomi, to enable connectivity to your back-end system; program management services; and validation services that help you provide the fully automated and seamless collaboration experience your customers expect.

The **Network Transaction Service (NTS)** enables you to collaborate with customers during the order process, submit invoices and other documents, and manage catalogs reliably and securely on the Ariba Network.

### Fee Structure

#### Subscription Package Fees

##### Standard Subscription

You automatically receive the no-cost Standard subscription unless you 1) transact five or more documents *and* 2) cross the chargeable transaction volume threshold (shown in Table 1) in at least one customer relationship annually<sup>2</sup>. After that, your SMP fees are determined based on the financial volume you transact annually with all customers through the Ariba Network, as well as your technology usage.

If you have not crossed both of these thresholds in at least one customer relationship, you remain at the Standard level and transact without fees.

The following table lists the chargeable transaction volume threshold in localized currencies according to country or region.

<sup>1</sup>The Ariba Integration Connector, Powered by Dell Boomi, is provided in English in North America and Europe and is subject to additional terms of use. Actual compatibility of a connection depends on several factors, including buyer-side requirements on the Ariba Network and business accounting software configuration capabilities. Please contact Ariba Global Customer Support for more details.

<sup>2</sup>Once you cross both thresholds, the Ariba Network looks at your historical monthly transaction amounts across all customer relationships, up to three months if available, and annualizes that amount to determine your subscription package 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 transaction volume during the previous 12 months.

# Ariba Network Supplier Membership Program

Country or Region <sup>2</sup>	Transaction Volume Threshold <sup>4</sup>	Subscription Fee
<b>Americas</b>		
Canada	Less than 50,000 CAD	Free
Mexico	Less than 50,000 USD	Free
United States	Less than 50,000 USD	Free
<b>APAC</b>		
Australia	Less than 45,000 AUD	Free
China	Less than 310,000 CNY	Free
Japan	Less than 4,000,000 JPY	Free
Singapore	Less than 60,000 SGD	Free
Other APAC	Less than 50,000 USD	Free
<b>EMEA</b>		
Switzerland	Less than 45,000 CHF	Free
United Kingdom	Less than 30,000 GBP	Free
Other EMEA	Less than 35,000 EUR	Free

<sup>2</sup>For information on other countries or regions, see <http://www.ariba.com/solutions/sell/supplier-membership-program/pricing/smp-regional-pricing>.

<sup>4</sup>In any one customer relationship per year

Table 1: No-Cost Standard Subscription

## Select, Premier, Enterprise, and Enterprise Plus Subscriptions

Once you cross the two chargeability thresholds described above in at least one customer relationship, you move to a more advanced subscription level, which is priced based on your annual transaction volume across all customer relationships. The following table lists transaction volume thresholds and fees for each paid subscription package in localized currencies according to country or region.

Country or Region	Subscription Package <sup>5</sup>							
	Select		Premier		Enterprise		Enterprise Plus	
	Transaction Volume Threshold	Subscription Fee	Transaction Volume Threshold	Subscription Fee	Transaction Volume Threshold	Subscription Fee	Transaction Volume Threshold	Subscription Fee
<b>Americas</b>								
Canada	50,000 to less than 245,000 CAD	50 CAD	245,000 to less than 1,000,000 CAD	495 CAD	1,000,000 to less than 10,000,000 CAD	2,495 CAD	10,000,000 CAD or more	7,495 CAD
Mexico	50,000 to less than 250,000 USD	50 USD	250,000 to less than 1,000,000 USD	495 USD	1,000,000 to less than 10,000,000 USD	2,495 USD	10,000,000 USD or more	7,495 USD
United States	50,000 to less than 250,000 USD	50 USD	250,000 to less than 1,000,000 USD	495 USD	1,000,000 to less than 10,000,000 USD	2,495 USD	10,000,000 USD or more	7,495 USD
<b>APAC</b>								
Australia	45,000 to less than 235,000 AUD	51 AUD	235,000 to less than 940,000 AUD	500 AUD	940,000 to less than 9,000,000 AUD	2,495 AUD	9,000,000 AUD or more	7,295 AUD
China	310,000 to less than 1,500,000 CNY	335 CNY	1,500,000 to less than 6,000,000 CNY	3,295 CNY	6,000,000 to less than 60,000,000 CNY	16,795 CNY	60,000,000 CNY or more	49,950 CNY
Japan	4,000,000 to less than 20,500,000 JPY	4,495 JPY	20,500,000 to less than 80,000,000 JPY	44,000 JPY	80,000,000 to less than 800,000,000 JPY	219,000 JPY	800,000,000 JPY or more	629,500 JPY
Singapore	60,000 to less than 310,000 SGD	68 SGD	310,000 to less than 1,200,000 SGD	665 SGD	1,200,000 to less than 12,000,000 SGD	3,195 SGD	12,000,000 SGD or more	9,495 SGD
Other APAC	50,000 to less than 250,000 USD	50 USD	250,000 to less than 1,000,000 USD	495 USD	1,000,000 to less than 10,000,000 USD	2,495 USD	10,000,000 USD or more	7,495 USD
<b>EMEA</b>								
Switzerland	45,000 to less than 225,000 CHF	47 CHF	225,000 to less than 950,000 CHF	445 CHF	950,000 to less than 8,500,000 CHF	2,395 CHF	8,500,000 CHF or more	6,895 CHF
United Kingdom	30,000 to less than 155,000 GBP	33 GBP	155,000 to less than 625,000 GBP	330 GBP	625,000 to less than 6,250,000 GBP	1,645 GBP	6,250,000 GBP or more	4,895 GBP
Other EMEA	35,000 to less than 185,000 EUR	39 EUR	185,000 to less than 745,000 EUR	395 EUR	745,000 to less than 7,500,000 EUR	1,945 EUR	7,500,000 EUR or more	5,795 EUR

<sup>5</sup>Sellers who cross both chargeability thresholds described above and use cXML or EDI technologies automatically receive the Premier subscription or higher.

Table 2: Select, Premier, Enterprise, and Enterprise Plus Subscriptions

## About Ariba, an SAP Company

Ariba is the world's business commerce network. Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners. Using the Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: [www.ariba.com](http://www.ariba.com)

## Network Transaction Service Fees

Once you reach a paid subscription level, NTS fees also apply and are calculated as a small percentage (0.155%) of your total transaction volume across all customer relationships. To make sure that high-volume relationships are not penalized, Ariba caps NTS fees for each buyer-seller relationship once they reach a specific annual transaction volume.

Table 3 lists the maximum chargeable transaction volumes and the annual caps that apply in localized currencies according to country or region.

Country or Region	Maximum Chargeable Transaction Volume <sup>6</sup>	Annual Cap
<b>Americas</b>		
Canada	12,900,000 CAD	20,000 CAD
Mexico	12,900,000 USD	20,000 USD
United States	12,900,000 USD	20,000 USD
<b>APAC</b>		
Australia	13,226,000 AUD	20,500 AUD
China	86,452,000 CNY	134,000 CNY
Japan	1,129,032,000 JPY	1,750,000 JPY
Singapore	17,097,000 SGD	26,500 SGD
Other APAC	12,900,000 USD	20,000 USD
<b>EMEA</b>		
Switzerland	12,484,000 CHF	19,350 CHF
United Kingdom	8,516,000 GBP	13,200 GBP
Other EMEA	10,000,000 EUR	15,500 EUR

<sup>6</sup>Per customer relationship per year

Table 3: NTS Maximum Chargeable Transaction Volumes and Annual Caps

## Upgrading Your Subscription Package

Subscription upgrades are available if you would like Select, Premier, Enterprise, or Enterprise Plus features, services, and benefits, but do not qualify for these subscriptions through your current transaction volume. More information is available on the Ariba Network "Service Subscriptions" page.

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3/14

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