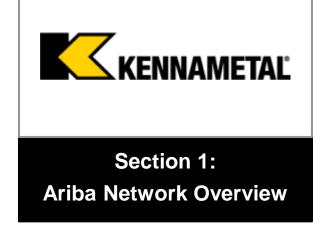
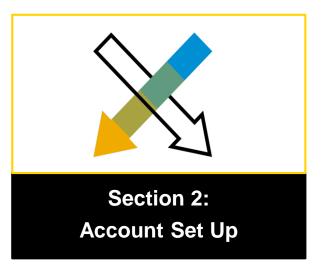
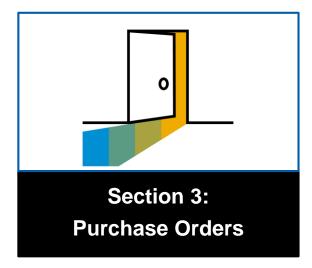
Ariba Network **Standard** Account Supplier Guide for Transacting

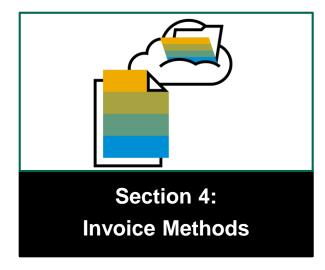


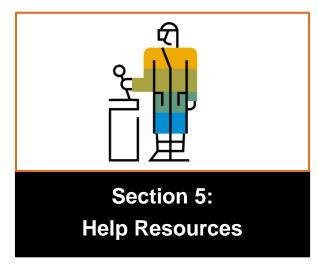
Table of Contents



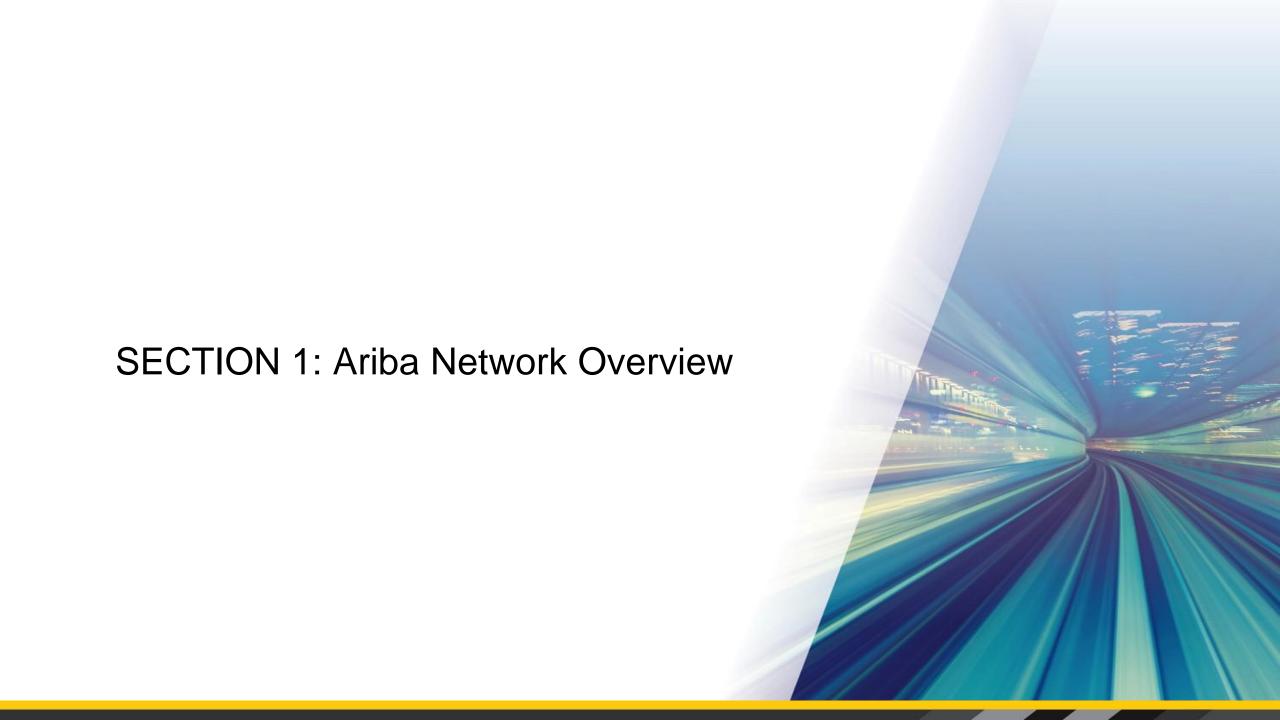






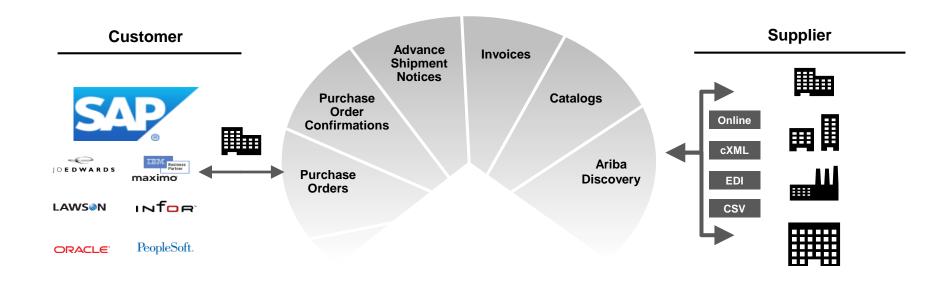






What is Ariba Network?

Kennametal has selected Ariba Network as our electronic transaction provider. As a valued supplier, Kennametal has identified your company as a candidate for Ariba Network enablement.







Kennametal Overview of the Initiative

Kennametal goals of transacting through the Ariba Network include:

Goals:

- Use of the Ariba Network Standard Account (formerly known as Standard Account) to transmit documents electronically
 - Purchase Orders (PO's)
 - Order Confirmations
 - Invoices

Scope:

- Sole method for PO and invoice transmission will be through the Ariba Network
 - Invoices submitted via the Ariba Network will be reconciled
 - Invoices submitted by any other method will be rejected

Expectations:

- Review material and reach out with any questions
- Explore training material provided to you
- Upon receipt of the first PO, create an Ariba account or merge an existing account
- Transact business using the Ariba Network by submitting confirmations and invoices

Compliance:

Participation is required and will be monitored



Account Administrator Role

- Standard Account works through interactive email, which means without a valid supplier email address, orders
 can't be processed
- There should be one contact assigned the Account Administrator role for your company
 - The Account Administrator will be responsible for the following:
 - Maintaining the account
 - Setting configuration options
 - Managing customer relationships and users
 - Subscribing to services
 - Receiving and processing Purchase Orders
 - Submitting invoices
- Email <u>k-corp.light-account@kennametal.com</u> with Account Administrator contact changes prior to setting up your account. Once you accept and register the account, you must manage contacts.
 - Your company's name
 - New contact email address



Review Kennametal Specifications – Supported Documents

Supported Documents

Purchase Order Confirmations

Apply against a whole PO or line items

Detail Invoices

Apply against a single purchase order referencing a line item

Partial Invoices

Apply against specific line items from a single purchase order

Service Entry Sheets

Apply against a single purchase order referencing a line item

Service Invoices

Invoices that require service line item details

BPO Invoices

Invoices against a blanket (framework) purchase order

Credit Memos

Item level credits; price/quantity adjustments

NOTE:

- Tax data is accepted at the line item level of the invoice. If no tax is due, enter 0 in the invoice.
- Shipping data is accepted at the header/summary level or at the line item level.



Review Kennametal Specifications – NOT Supported

NOT Supported

Paper Invoices

Invoices must be submitted electronically through Ariba Network; Kennametal no longer accepts paper invoices

Summary or Consolidated Invoices

Apply against multiple purchase orders; not accepted by Kennametal

Invoicing for Purchasing Cards (P-Cards)

An invoice for an order placed using a purchasing card; not accepted by Kennametal

Duplicate Invoices

A new and unique invoice number must be provided for each invoice; Kennametal will reject duplicate invoice numbers unless resubmitting a corrected invoice that previously had a failed status on Ariba Network

Advance Shipment Notices

When advised by the Commodity Manager, apply against PO when items are shipped

Non-PO Invoices

Apply against a PO not received through Ariba Network

Contract Invoices

Apply against contracts

Schedule Agreement

Schedule Agreements are supported but releases are completed outside of the Ariba Network



Ariba Network

World's largest trading community of over \$1 trillion

- Help active Global buyers find your products and services
- Get expertise, experience, and advice



Single point for business collaboration

- Manage leads, proposals, contracts, orders, and invoices
- Collaborate with multiple customers



Works with how you do business

- Access a wide range of transaction options
- Use many browsers, formats, languages, and currencies





What is an Ariba Network, Standard Account?

- Basic account that gives you access to Ariba Network
- Receive interactive email purchase orders
- Invoice through the Ariba Network
- No fees
- Intended for low volume suppliers
- For more information, listen to the recording link below. Ariba and Kennametal cover the following information in this Supplier Summit:
 - -Why this change is important
 - -How your company can benefit from using the Ariba Network
 - -Next steps

LINK > Kennametal Standard Account Supplier Summit



What You Get With Your FREE Standard Account



Ariba Discovery



Contract Management & Supplier Profile



Document Exchange



Usage



Online Support

- Receive high quality sales leads matched to your business capabilities
- Attract potential customers with your profile and get invited to sourcing events
- Free access to SAP Ariba's contract management module and collaborate with buyers during the contract preparation phase
- Set up your profile in the SAP Ariba Supplier Lifecycle and Performance solution
- Respond easily to e-mailed orders with electronic order confirmations, service entry sheets, or advance ship notices
- Create electronic invoices and credit notes in just a few steps
- Check invoice status
- Send invoice notifications with cXML and PDF invoices to be used for local archiving
- Access the SAP Ariba Supplier mobile app at no charge
- No limitations on number of purchase orders or invoices transacted on Ariba Network
- Unlimited Ariba Network relationships can be maintained
 - Access to CAD Ariba's halp contar for to abnical issues directly from your accoun
- Access to SAP Ariba's help center for technical issues directly from your account



SAP Ariba Supplier Mobile APP

Business Insights

- PO Trending
- Invoice Aging
- PO and Invoices by Customer

Real Time Alerts

- View Network Activity
- Push Alerts for Critical Events



Monitor Key Activity

- View PO/Invoice Information
- Search Using HANA

Work On-The-Go

- Confirm PO
- Pin Documents For Later

Apple iTunes App Store or Google Play



SECTION 2: Account Set Up



Next Steps

Receive interactive email from Kennametal

Show me how

Sign up for standard account

Show me how

Configure account, accept terms of use, and register

Show me how

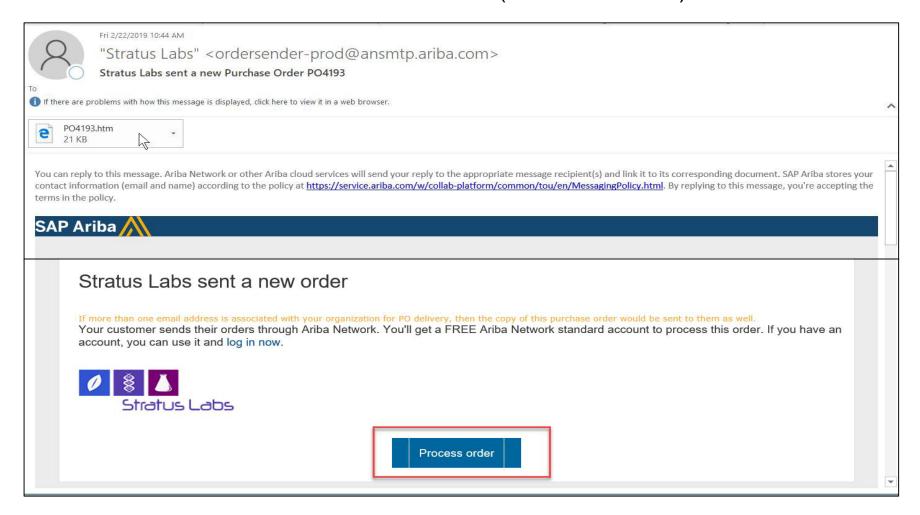
Transact with Kennametal using Standard Account

Show me how



Receive Interactive Email Order from Kennametal

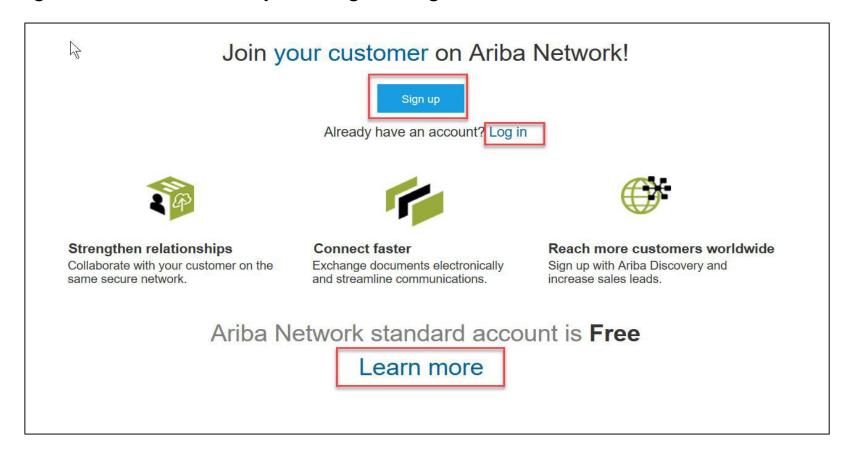
Click the Process Order button in the PO notification (interactive email)





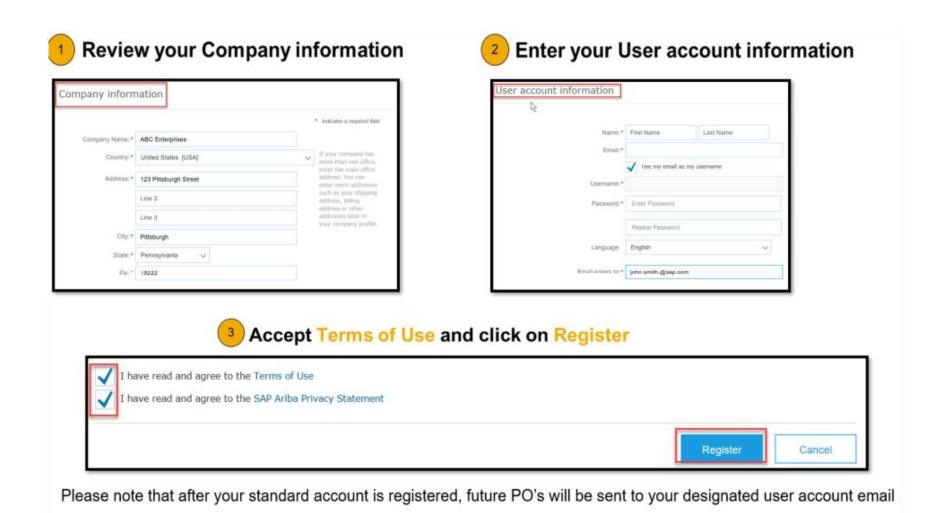
Sign Up for Standard Account

- Select the Sign up option to create a new Standard Account OR
- Use your existing Standard Account by clicking on Log in





Configure Account, Accept Terms of Use, and Register

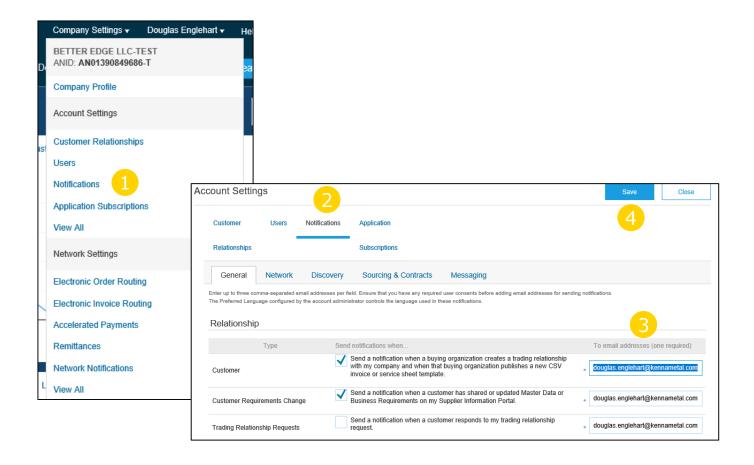




Configure Email Notifications

The Notifications section indicates which system notifications you would like to receive and allows you to designate which email addresses you would like to send them to.

- Click on **Notifications** under Company Settings
- Network Notifications can be accessed from here as well, or you may switch to the Network tab when in Notifications
- You can enter up to 3 email addresses per notification type. You must separate each address with a comma but include NO spaces between the emails.
- 4 Save changes when done





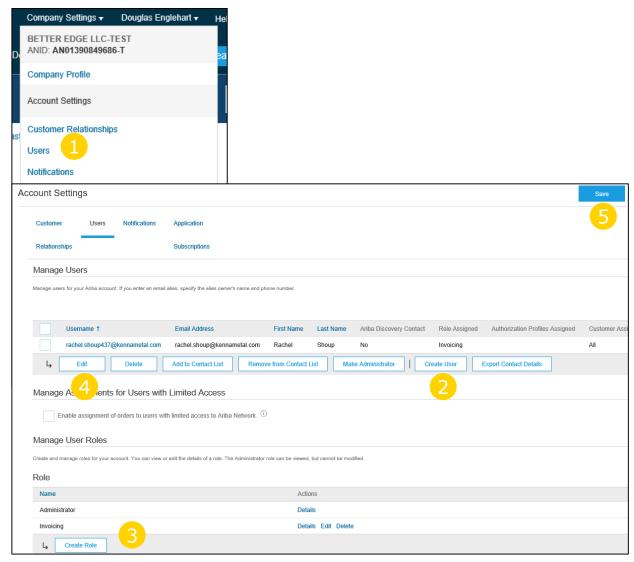
Set Up User Account – Roles and Permission Details

There can only be one Administrator per Account.

- Automatically linked to the username and login entered during registration
- Responsible for account setup/configuration and management
- Primary point of contact for users with questions or problems
- Creates users and assigns roles/permissions to users of the account

Create Users and Roles in Ariba (Administrator only)

- 1 Click on Users under Company Settings
- Under **Manage Users** select the **Create User** option. Enter contact information for the new user.
 - Click on the **Create Role** button in the **Manage Roles** section and type in the Name and a
 Description for the Role. Add Permissions to the Role
 that correspond to the user's actual job
 responsibilities by checking the proper boxes and
 click save to create the role.
- To add roles to the user, click on **Edit**, select a role in the **Role Assignment** section and click on **Done**
- 5 Save when done making changes

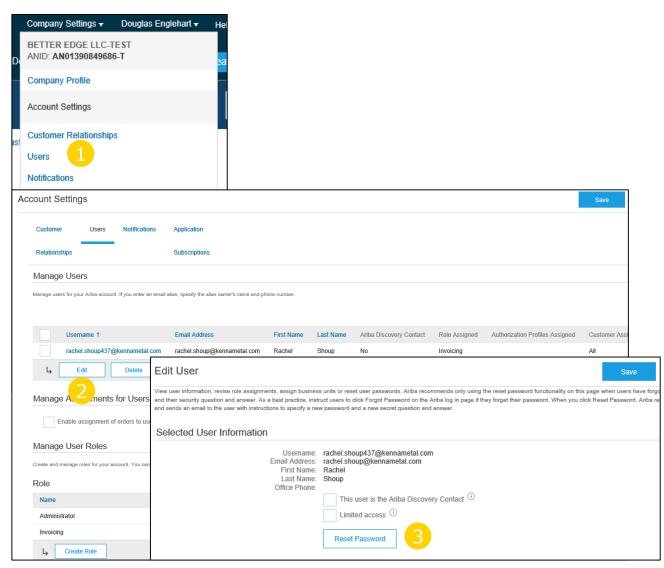




Modify User Accounts including Reset Password

Only Administrators can modify User Accounts

- Click on the Users tab
- Click on Edit for the selected user
- Click on the **Reset Password Button** to reset the password of the user
 - Other options:
 - Delete User
 - · Add to Contact List
 - · Remove from Contact List
 - Make Administrator





Changing Account Administrator

If the Account Administrator has left the company, Ariba Customer support is the only one who can switch an account over to a new ADMIN. When submitting a ticket put in all the information below.

- ANID of the account:
- Previous Administrator's Full Name:
- Previous Administrator's Email Address:
- New Administrator's Full Name:
- New Administrator's Email Address:
- Did the administrator leave the company?
- Do you have access to the previous Administrator's email address?
- Is your internal IT able to retrieve messages from the previous Administrator's email address?

If the Account Administrator is still with the company, and the role needs to be moved to someone else, follow these steps:

- The current Account Administrator must login to the Ariba Network
- Go to Company Settings
- Click Users
- 4 Create User
- Once the User is created, check the box to the left of their name, and on the bottom click Make Administrator



Transact with Kennametal using Standard Account

- 1. Click on Create Order Confirmation, Create Ship Notice, or Create Invoice to get started
- 2. For assistance, refer to the articles in the Help Center (right-hand side).





SECTION 3: Purchase Order Management



View Purchase Orders

View Purchase Order

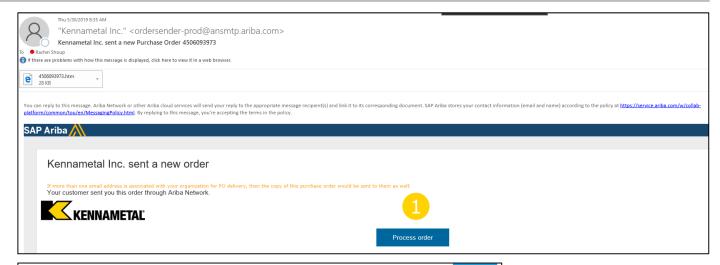
- Click on the **Process order** link in the interactive email from Kennametal
- Enter login credentials (if it is the first time, you must register first)
 - View the details of your order. The order header includes the order date and information about the buying organization and supplier.

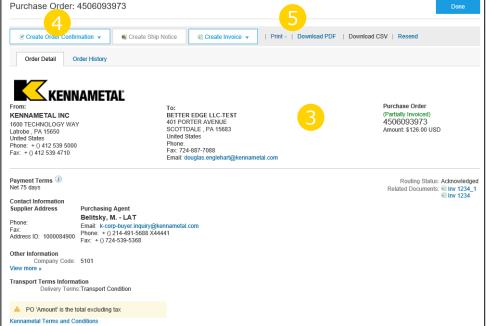
Note: You can always **Resend a purchase order** to the email setup on the account

Line Items section describes the ordered items. Each line describes a quantity of items Kennametal wants to purchase. Set the status of each line item by sending order confirmations by clicking **Create Order Confirmation**. The sub-total is located at the bottom of the purchase order.

Purchase orders can be printed or downloaded as needed by selecting the option

Note: If the document exceeds 1000 lines or is larger than 1MB size, details are not shown in the UI. Therefore the detail is not included in the PDF generated.







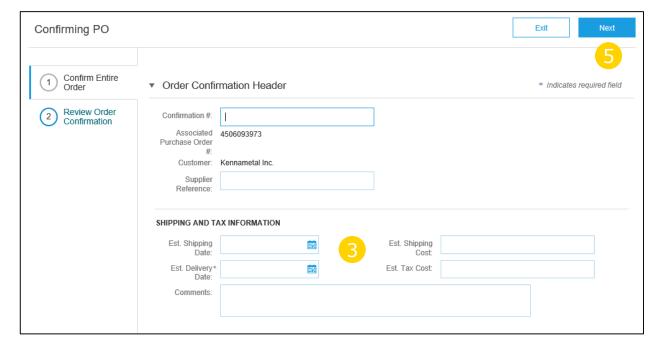
Create Order Confirmation – Confirm Entire Order

How to Confirm Entire Order when no changes are required.

Note: If delivery dates are greater than 90 days apart, follow the steps in question 6 of the <u>FAQ</u>

- Click the **Process Order** button in the PO notification (interactive email)
- Select Create Order Confirmation > Confirm Entire
 Order
- If you specify Est. Shipping Date or Est. Delivery Date information, it is applied for all line items
- You can group related line items or kit goods so that they can be processed as a unit
- Click **Next** when finished. Review the order confirmation and click **Submit**.
- Your order confirmation is sent to Kennametal
- Once the order confirmation is submitted, the Order Status will display as Confirmed.
- When viewing documents online, links to all related documents are displayed.







Create Order Confirmation – Reject Entire Order

Do not reject entire order when updating line items is possible. Instead update each line item with changes to price, quantity or delivery and confirm with those changes.

- Click the **Process Order** button in the PO notification (interactive email)
- Select Create Order Confirmation > Reject Entire
 Order
- Enter **Confirmation #** and a reason for rejecting the order in case your buyer requires
- Click Reject Order



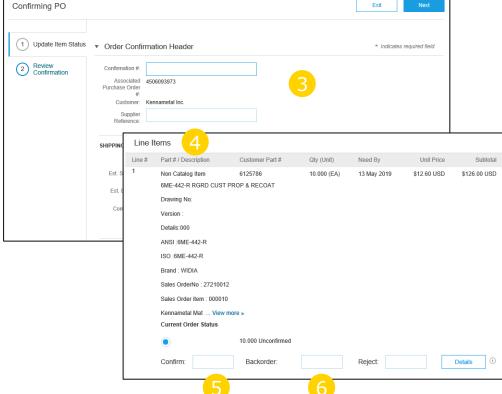




Create Order Confirmation – Update Line Items

- Click the **Process Order** button in the PO notification (interactive email)
- Select **Update Line Items** under **Create Order Confirmation**, to set the status of each line item.
- Fill in the requested information (the same as for Confirm All option)
- Scroll down to view the line items and choose among possible values:
- Confirm You received the PO and will send the ordered items
- Backorder Items are backordered. Once they are available in stock, generate another order confirmation to set them to confirm.

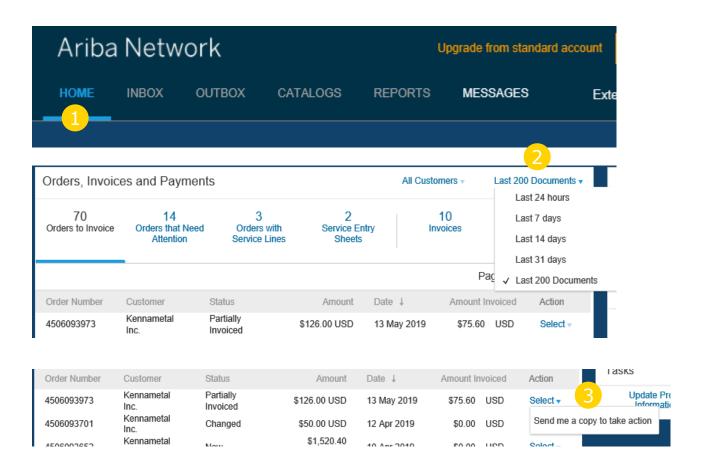




Resend a Purchase Order

If you lose the original Purchase Order email, you can resend a copy to take action on

- Login to your Ariba Network Standard Account and go to the Home dashboard
- In the **Orders, Invoices and Payments** section, find the PO that you need. You may need to change the selection parameters to a different date range or view the last 200 documents.
- In the Action column, click Select > Send me a copy to take action
- 4 A PO copy will be emailed to you





SECTION 4: Invoice Methods



Kennametal Invoice Requirements

These rules determine what you can enter when creating invoices

Review Kennametal Invoice Rules

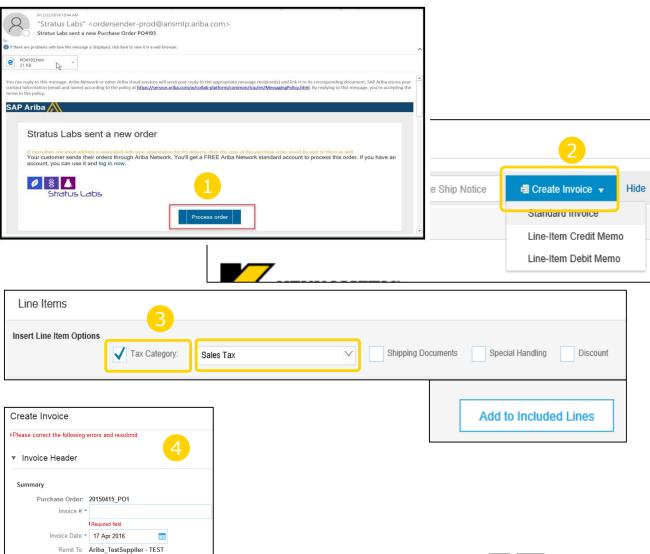
- Suppliers are required to include a Remit To address on invoice; this will default into the invoice based on your purchase order
- Suppliers are allowed to back date invoices for 4 days
- Tax must be entered at the Line level. If tax is not due, you must enter zero (0) for the rate or amount. See <u>Tax Category</u> for more information.



Invoice via PO Flip

To create a PO-Flip invoice (or an invoice derived from a PO that you received via the Ariba Network):

- Click the **Process Order** button in the PO notification (interactive email)
- Select **Create Invoice** > **Standard Invoice** > Invoice is automatically pre-populated with the PO data. Complete all fields marked with an asterisk and add tax as applicable.
- Tax must be entered at the Line level. If tax is not due, you must enter zero (0) for the rate or amount. See <u>Tax Category</u> for more information.
- Review your invoice for accuracy on the **Review** page. If no changes are needed, click **Submit** to send the invoice to Kennametal.

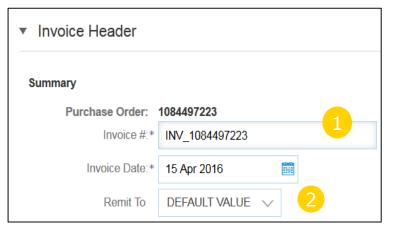


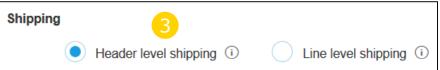


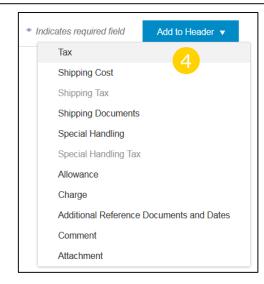
Invoice via PO Flip – Header

Invoice is automatically pre-populated with the PO data. Complete all fields marked with an asterisk and add tax as applicable.

- Enter an **Invoice #** which is your unique number for invoice identification. The **Invoice Date** will autopopulate.
- Select **Remit-To** address from the drop down box if you have entered more than one. Remit-To information is governed by supplier information currently on file. There is no need to enter remittance information on your invoice.
- Shipping charges can be entered at the Header level by selecting the **Header level shipping** radio button.
- You can also add some additional information to the **Header** of the invoice such as: Special Handling, Comment, Attachment, Shipping Documents. **Note**: Attachment file size should not exceed 40MB.
- Scroll down to the Line items section to select the line items being invoiced.









Invoice via PO Flip – Line Items

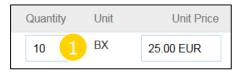
Line Items section shows the line items from the Purchase Order.

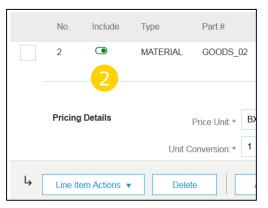
Create Invoice in Ariba

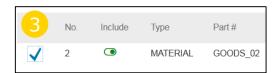
- Review or update Quantity for each line item you are invoicing.
- If you wish to exclude a line item from the invoice, click on the line item's green slider. You can also exclude the line item by clicking the check box to the left and clicking 'Delete'.

Note: You can generate another invoice later to bill for the excluded item.

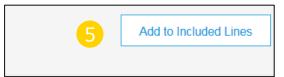
- Select the line item to which tax is to be applied using the Line Item # checkbox. To apply the same tax to multiple line items, select those line items to be taxed at the desired rate.
 - See Tax Category for more information.
- To configure additional Tax Options within the Tax Category tool, use the **Configure Tax Menu** option.
- Check Tax Category and use the drop down to select from the displayed options. Click Add to Included Lines.









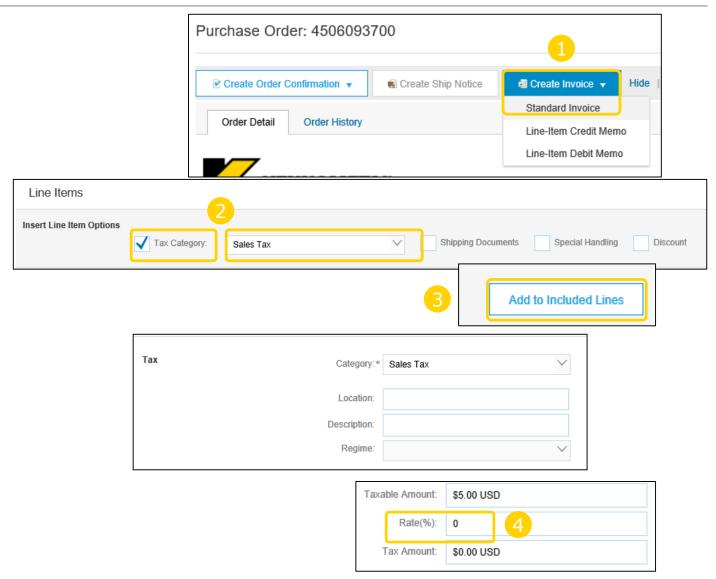




Invoice Via PO Flip – Tax Category

Kennametal requires tax to be submitted at the line item level. This is required even if the tax amount is \$0.

- Select Create Invoice > Standard Invoice > Enter invoice details as required
- In the Line Item, go to Insert Line Item Options > Select Tax Category > Sales Tax
- Click Add to Included Lines
- Enter a tax rate in the Rate(%) field of the line item. If none apply, enter zero (0%).

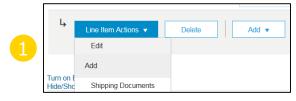


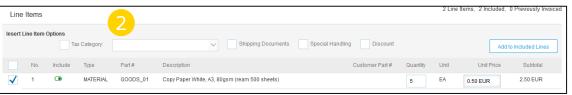


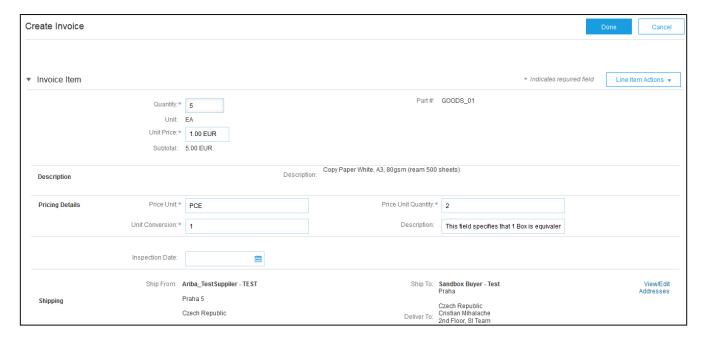
Invoice via PO Flip – Detail Line Items

Line Items section shows the line items from the Purchase Order.

- Additional information can be viewed at the Line Item Level by going to Line Item Actions > Edit
- Select the Line Item and edit additional information as needed









Invoice via PO Flip – Line Item Comments

Line Items section shows the line items from the Purchase Order.

- To add comments at the line items select **Line Items**, then click **Line Item Actions** > **Add** > **Comments**. **Note**: Comments are for supplier's internal use only.
- Upon refresh or **Update**, the **Comments** field will display. Enter applicable Comments in this field.
- Click Next



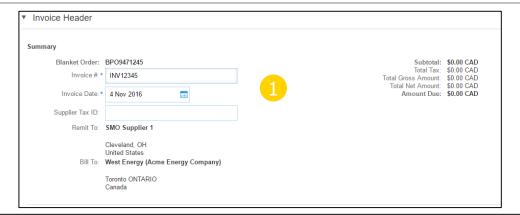


Invoice via PO Flip – Blanket (Framework) Purchase Order

Follow the steps on prior slides to create an Invoice

Create Invoice in Ariba

- Complete Header section information as needed, including all information marked required with an asterisk (*)
- Check the box of the line item to be invoiced against
- Click **Create** at the bottom and select the appropriate option; **Goods** or **Services**
- Update required fields including the **Quantity** and/or **Price fields** to create the invoice line item
- Click **Create** when done







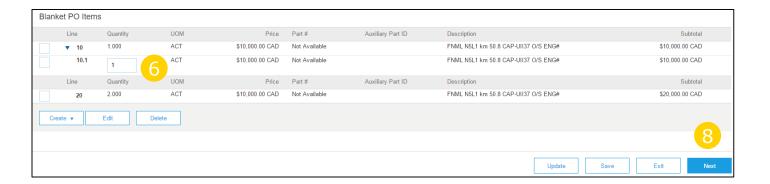


Invoice via PO Flip – Blanket (Framework) Purchase Order

Follow the steps on prior slides to create an Invoice

Create Invoice in Ariba

- Once completed, the invoice line will appear as a sub-line (i.e. 10.1) showing the quantity being invoiced
- Repeat process as needed for each line
- Click **Next** to continue. Review, Save or Submit as Standard Invoice





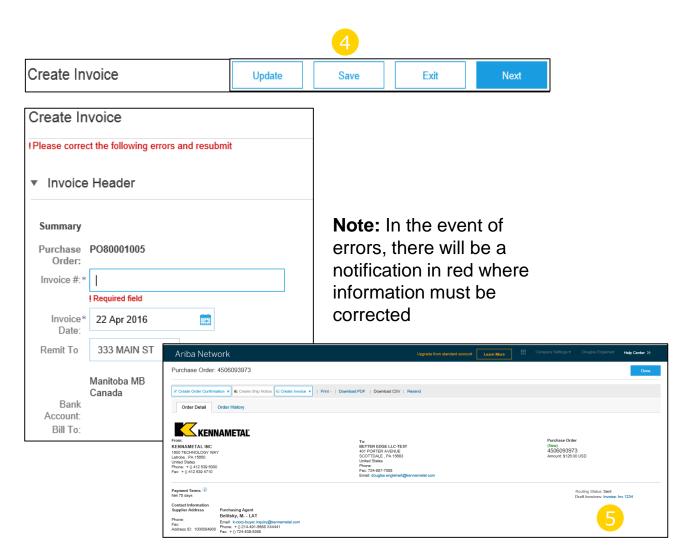
Invoice via PO Flip – Review, Save, or Submit to Customer

Line Items section shows the line items from the Purchase Order.

Create Invoice in Ariba

- Review your invoice for accuracy from the Review page. Scroll down the page to view all line item details and invoice totals.
- If no changes are needed, click **Submit** to send the invoice to Kennametal
- If changes are needed, click **Previous** to return to previous screens and make corrections before submitting
- Save your invoice at anytime during invoice creation to work on it later
- You may resume working on the invoice by selecting it from the **Draft Invoices** link on the right-hand side of the PO

Note: You can keep draft invoices for up to 7 days





Create a Invoice from a Service Entry Sheet

Kennametal prefers that you create an invoice which will auto-generate the Service Entry Sheet for you. Please use this option in lieu of creating service sheets separately.

Create Invoice from a Service Entry Sheet in Ariba

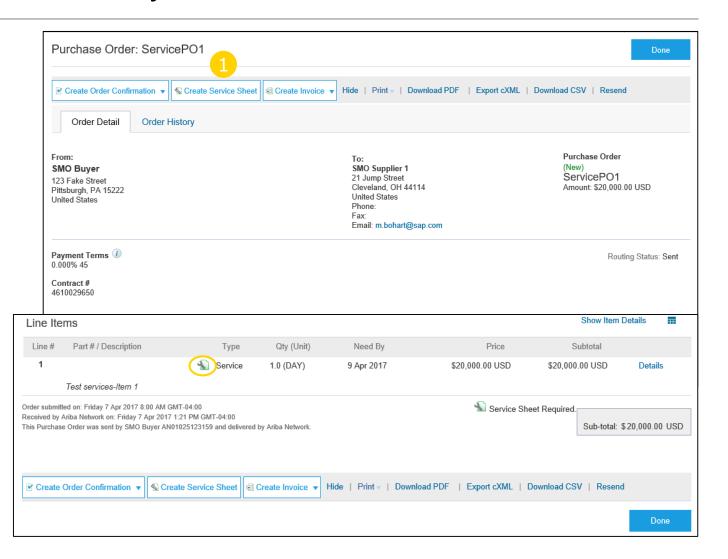


From the PO, find the Related Documents on the right-hand side and click on the Service Sheet # to open the Service Sheet for review before invoicing

Note: You will ONLY be able to create an invoice against an Approved Service Sheet

Invoice information will automatically pre-populate from the Service Sheet

LINK > Service Entry Sheet Invoice Video





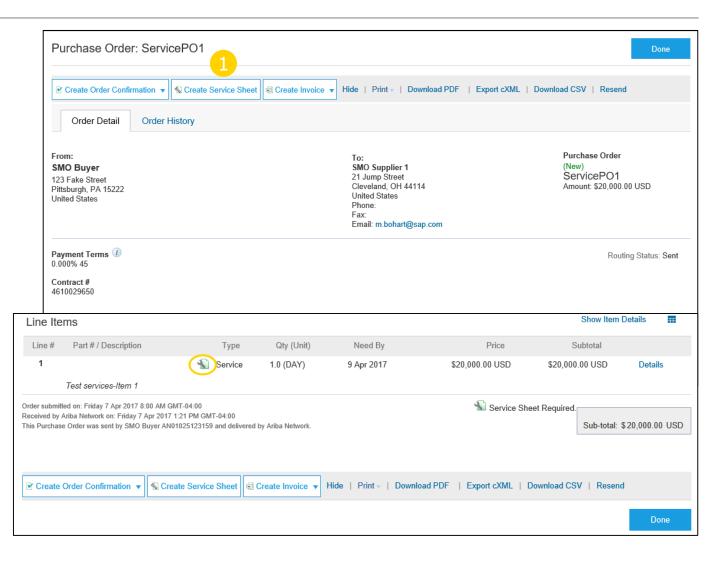
Create a Service Entry Sheet

Create Service Entry Sheet in Ariba



After reviewing the PO for accuracy, click **Create Service Sheet** at the top or bottom of the PO

Note: Services will be indicated with the Service Icon next to the Line Type

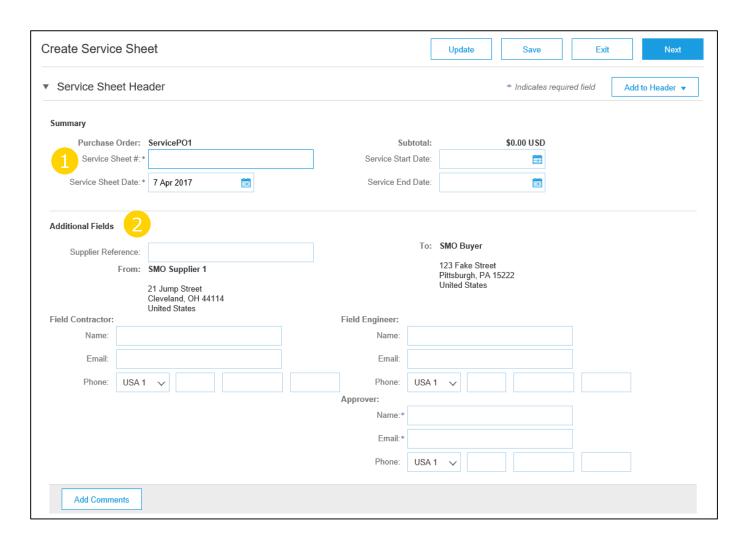




Create a Service Entry Sheet – Header Information

Create Service Entry Sheet in Ariba

- Complete any required fields that have an asterisk (*)
- Enter additional fields as requested by your customer, including Contractor Information, Approver, etc.





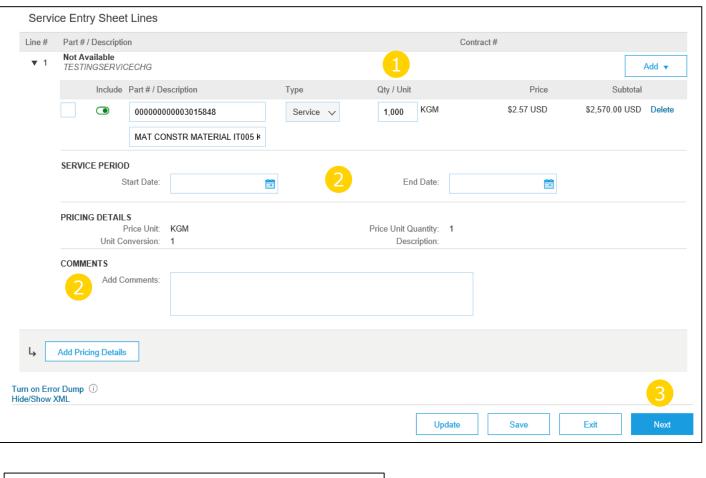
Create a Service Entry Sheet – Line Item Section

Note: Only create service sheets for services rendered. Do not create service for the whole order unless intending to do so.

Update quantities of line items. When unit is equal to PU (performance unit) and price is equal to \$1.00 then the value of the services or items provided must be entered in the **Qty / Unit** field.

Note: Future invoicing for additional services or items will be reflected using the balance of funds remaining on the order

- Enter Service Period in the Start and End Date fields if available, as well as any additional Comments as needed
- Click **Next** to proceed to review screen
- From the Review Screen, check the Service Sheet for accuracy. If there are errors, click **Previous** to return to the Create Service Sheet screen. Click **Submit** to submit the Service Sheet.









Create a Service Sheet from an Invoice

Create service invoices for each service line on a service order, and the corresponding service sheets will automatically generate and send to Kennametal.

Create an auto-generated Service Sheet

- Select Create Standard Invoice from within the PO
- Review the pop-up message on the screen, alerting you of the auto-generation (see right)
- Click the **X** to proceed with invoice creation and submission
- Once the invoice is completed, the service sheet will automatically generate and be available in the PO as a Related Document



Note: If clicking the box to not show the warning message again, please be aware that service sheets will continue to auto-generate for customers with this option enabled during invoice creation.

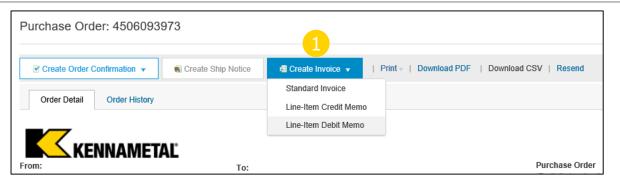


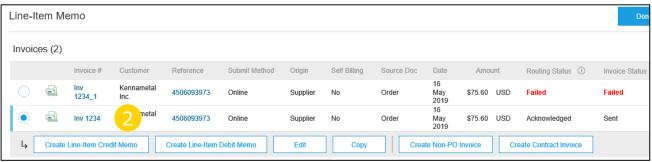
Create a Credit Memo – Line Level Detail

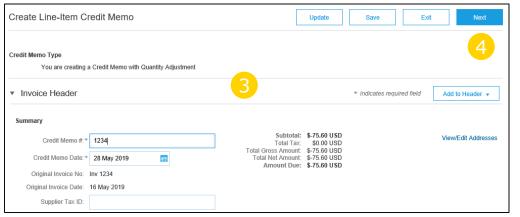
Credit Memos should not be created for any service type order.

To create a line level credit memo against an invoice:

- Click Create Invoice button then select Create LineItem Credit Memo
- Select the invoice from the list and click **Create Line- Item Credit Memo**
- Complete information in the form of **Credit Memo**(the amount and taxes will automatically be negative).
 Make sure that all required fields marked with asterisks (*) are filled in.
- 4 Click **Next**.
- Review Credit Memo and click Submit





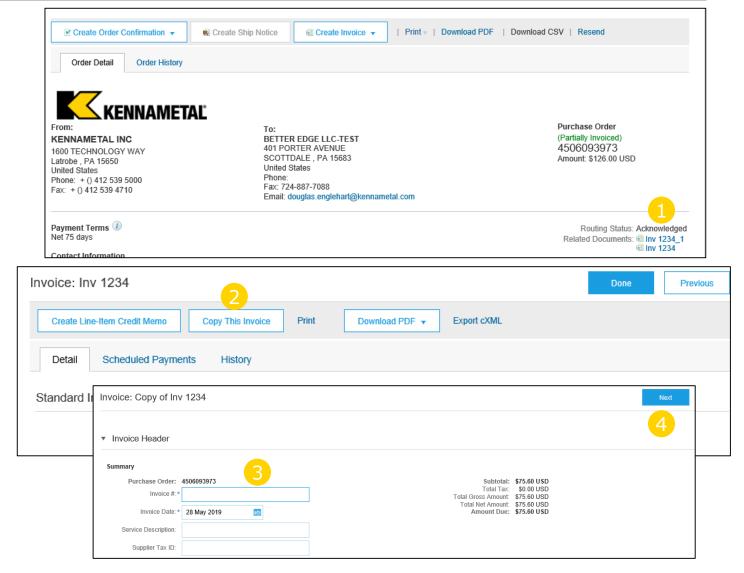




Copy an Existing Invoice

To copy an existing invoice in order to create a new invoice:

- In the **Related Documents** link of the PO, select the invoice to be copied
- On the **Detail** tab, click **Copy This Invoice**
- Enter a new invoice number and edit the other fields as necessary
- 4 Click **Next**, review the invoice, and **Save** or **Submit** it



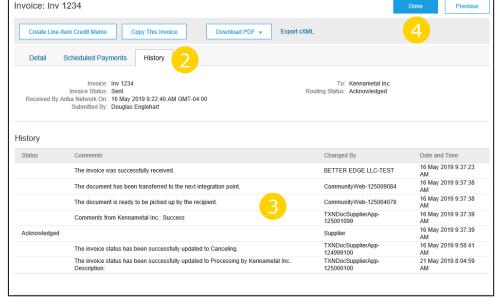


Review Invoice History – Check Status Comments

Access any invoice:

- In the **Related Documents** link of the PO, select the invoice
- Click on the **History** tab. History and status comments for the invoice are displayed
- Transaction history can be used in problem determination for failed or rejected transactions
- When you are done reviewing the history, click **Done**







SECTION 6: Ariba Network Help Resources



Supplier Help Resources

- The Help Center will provide assistance while using your Standard Account:
 - -Click the Help Center link at the bottom of your interactive email
 - -When logged into your standard account, click the Help Center link in the upper right corner to expand the panel and gain access to relevant help topics
- The Ariba Network, Standard Account Support Page will provide access to:
 - A summary of standard account features
 - -A quick tutorial on how to replay and respond to your customer
 - -Side-by-side comparison of standard account and Enterprise account
 - -The Supplier Success Session Portal to register for an upcoming live demo
 - A pre-recorded overview and demo of standard account
- Kennametal support
 - -Training materials and other helpful documents are available on the Kennametal website:
 - https://www.kennametal.com/en/about-us/doing-business-with-kennametal/ariba-network-supplier-enablement.html
 - -Email
 - · k-corp.light-account@kennametal.com



FAQ

1. What is Standard Account capability on Ariba Network?

 Ariba Network, Standard Account capability is a fast, free way to automate business with any buyer. Support for most transaction types helps maximize efficiency and meet buyer compliance requirements. There is no need to upgrade, unless you are ready for advanced capabilities such as support for catalogs, back-end integration or to manage larger document volumes through online access.

2. How can I access this new capability?

Kennametal must send you a Standard Account invitation to transact

3. What document types are supported for this free account?

 Suppliers transact unlimited documents such as orders, order confirmation (OC), and service entry sheets (SES), PO-invoices using PO-Flip (convert orders into an e-invoice with the simple click of a button), credit memos, and invoice status notifications.

4. What if I have already signed up for Ariba Network? Can I switch to Standard Account?

 If you are already using Ariba Network with a buyer, we recommend that you continue using this transaction method. There is no direct way to change an Ariba Network subscription (Enterprise account) to a Standard Account.

5. Am I required to register on Ariba Network to use Standard Account?

Yes. You will be sent an interactive email from Kennametal. To respond you must register
for a free Standard Account. This free account is not the same as a Enterprise Ariba
Network account. You only need to upgrade to an Enterprise Account on Ariba Network
when you determine that you desire the additional functionality.

6. How do I confirm an order if the delivery dates are greater than 90 days apart?

- Follow the instructions in the embedded document.



Confirmations

6. How do I invoice a purchase order if I lose the email notification?

- If you misplace a purchase order (PO) email notification, resend the PO email:
- Log in to your Ariba Network Standard Account. In the PO list on the home dashboard of your account, click Select > Send me a copy to take action in the Action column next to the PO.

7. How do I create documents against purchase orders from my customer?

- To process a purchase order, click the Process Order button in the purchase order email notification.
- After you register or log in to your Ariba Network Standard Account, you are taken to the purchase order details page, where you can create documents like order confirmations and invoices against the purchase order.

8. Is it possible to assign separate roles or features within my Ariba Standard Account to different people at my company?

- With Ariba Standard Account an account administrator for your company must be assigned.
 This person does not need to be the only individual responsible for your account.
- The account administrator can setup individuals within their organization with different settings or permissions.
- For instance, they can give members of their accounts receivable team access to sending invoices. Or give the sales team access to process Purchase Orders that are coming into the system.

9. Will Ariba Standard Account change how suppliers are paid?

- No, suppliers will continue to be paid as they are today.

10. What if I forget my Ariba Standard Account password?

- Click the Forgot Password link at <a href="https://service.ariba.com/Supplier.ariba.com
- Ariba will send back instructions on how to reset your password.

