

Dear Supplier,

We are pleased to announce that Knorr-Bremse is currently in the phase of transforming the Indirect Purchasing system landscape into a state-of-the-art. The objective is to enable digitalization, streamline processes, increase transparency, standardize supplier relationship management, and meet increasing compliance requirements.

We will be transitioning away from our legacy Indirect Purchasing system to the easy-to-use market leading SAP Ariba solution. SAP Ariba will be **rolled in subsequent regional waves at a global level between Q4 2023 and Q3 2025**.

Consequently, SAP Business Network will be our primary supplier collaboration platform for transacting for our entities and will be used in terms of supplier registration, qualification, sourcing events and sending **interactive electronic purchase orders** to our suppliers.

Below are some of the benefits and opportunities the SAP Business Network will provide to Suppliers:

- Faster, reliable, and efficient digital collaboration process
- Ability to receive electronic documents such as questionnaires, sourcing events, purchase order notifications and others.
- Realtime transfer and visibility of the document status.
- Access to the SAP global e-commerce network, providing suppliers with greater visibility and opportunities to establish new customer trading relationships.

We fully appreciate that our Indirect Purchasing transformation journey is not only a change for Knorr-Bremse, but for our Suppliers too. Especially for those who currently do not use the SAP Business Network. However, as a valued Supplier, our relationship and your participation in this new initiative is key to maintaining our ongoing business relationship.

The first time you receive the new supplier registration or a purchase order notification e-mail and click on the provided link, you will be prompted to your SAP Business Network account username, password and Ariba platform registration details. If you do not have an account, you will be prompted to create a standard (free) SAP Business Network account to be able to submit all relevant details and documents required. To avoid delivery delays, please react within **3-5 business days**.

Disclaimer! In case your company already possesses an SAP Business Network account, kindly log in and avoid creating a duplicate account. Ask the administrator of your company's account to create a user for you/your department and you can directly start collaborating with us.

Before starting to transact please check the online Supplier Summit available under the following [LINK](#), for an outline of the SAP Business Network. This video will provide you with additional information about SAP Business Network and how to transact with Knorr-Bremse in the future by using this collaboration platform.

The great news is that there will be no cost to our Suppliers to receive purchase orders and send order confirmations while using the Standard Account. Fees would apply if you chose to upgrade your transactional account to an Enterprise Account, giving you full access to a wide range of functionality and features.

To find out more about the **registration** process and about **transacting** on the SAP Business Network, we encourage you to access the links below:

- <https://support.ariba.com/item/view/190723> – **Frequently Asked Supplier Questions**
- [Knorr-Bremse Services GmbH Supplier Information Portal \(ariba.com\)](#) – **Supplier Information Portal**
- [Knorr-Bremse Services GmbH - Enablement Inquiry \(ariba.com\)](#) – **Contact form for technical questions**

Thank you in advance for your support.

Knorr-Bremse Supplier Enablement Team