



Leveraging supplier networks Tungsten, Coupa and Ariba

Dear Suppliers,

We would like to share with you that we are implementing our supplier network strategy which is to digitize the Source-to-Pay process leveraging supplier networks. We will, for at least the next year, have 3 supplier networks in our portfolio: Tungsten, Coupa and Ariba.

Many of you already use one of these networks:

Tungsten: Currently, Tungsten is the only supplier network that is approved to be used for electronic invoicing outside the US. The countries where this can be used for electronic invoicing are for suppliers' legal entities that are based in the US, Canada, Belgium, Netherlands, Czech, France, Germany, UK, Switzerland, Spain, Hungary, Hong Kong, Malaysia and Singapore.

We encourage all direct suppliers to use Tungsten to enter invoices. This reduces rate of invoice errors and delivery times, which means that you get paid faster.

Coupa: P&G uses this supplier network for indirect spend as well as for certain direct spend which is requisitioned by a person, as opposed to by a planning system. P&G is deploying Coupa globally, across the entire Source to Pay process in the next 12 months.

P&G has implemented electronic invoicing via Coupa in the US and electronic invoicing will be available for more countries such as UK, Germany, France, etc. in 2 to 6 months. It is free for suppliers and easy to use.

Ariba: P&G will use this supplier network for direct spend only. We will start implementing in the US and plan to go live with order management exchange and electronic invoices with a small set of suppliers in May '17. It is free for suppliers.

Sincerely,

Stewart Atkinson
Chief Purchasing Officer
The Procter & Gamble Company