

SBM

Supplier
Base
Management

Onboarding

January, 2021








CONTENT

- Introduction
- Current Scope
- How to use SBM

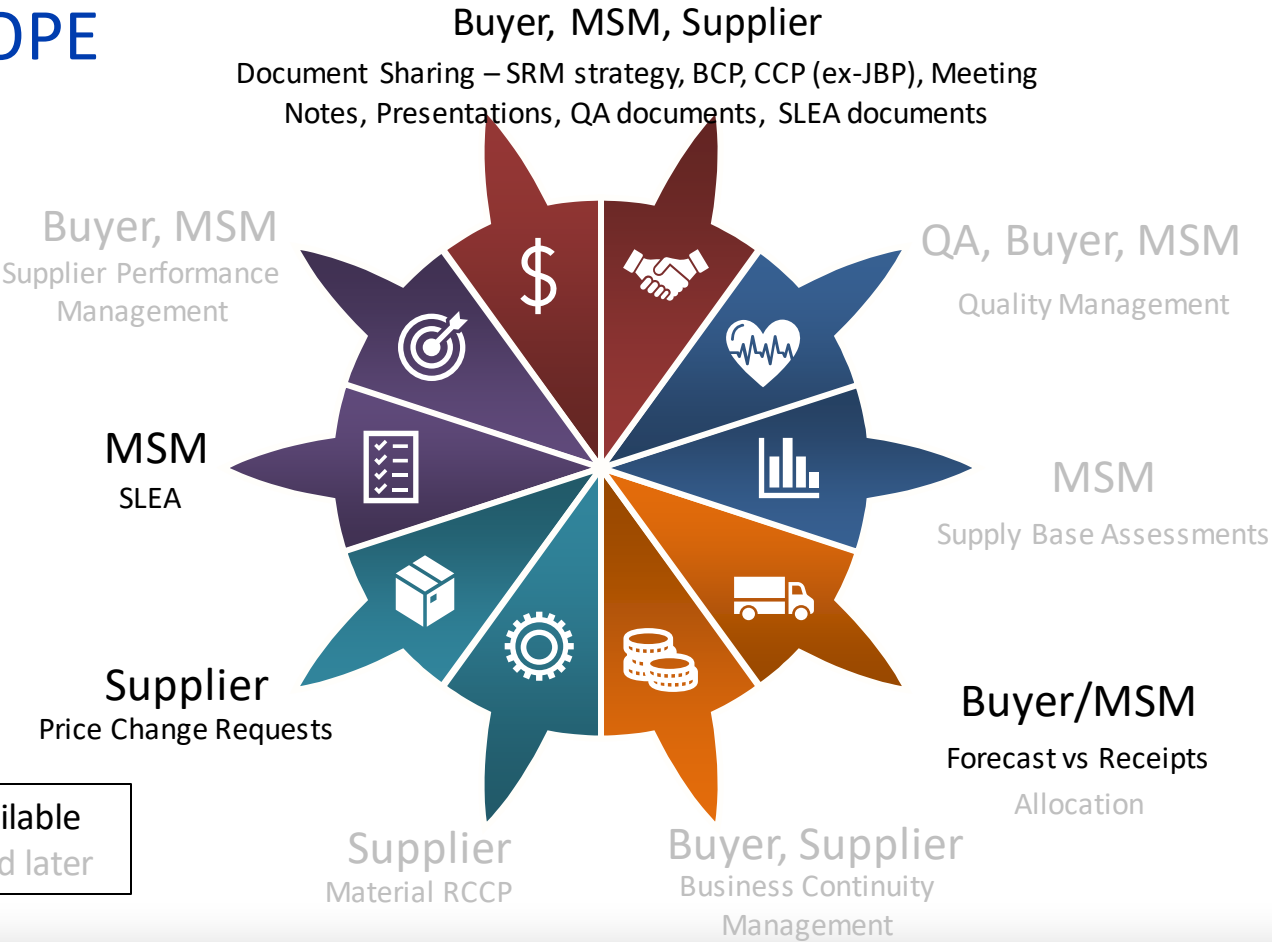
SBM: Increasing E2E data visibility to optimize value



SBM is a Platform of collaboration between P&G and Raw and Pack material Suppliers providing real-time integration, two-way data sharing and visualization enabling stronger supplier performance which helps P&G and the Supplier win together.

 Target Groups	 Needs	 Product	 Business Goals
<p>Direct Material Suppliers</p> <p>P&G Material Teams</p> <ul style="list-style-type: none"> • MSM • Buyers • Purchases Leadership • QA • SIP • R&D • GPS • Manufacturing 	<p>Shared Visibility of P&G/Supplier Data</p> <p>One system for Suppliers to engage with P&G on Strategic Raw & Pack Material processes.</p> <p>Better understanding of P&G's Raw and Pack Supply Chains</p>	<p>An online Platform for Suppliers to engage P&G for supplier-facing Raw and Pack Material processes.</p> <p>A Data Reporting/Analytics Platform for supplier-facing work processes and supply chain data (Internal to P&G).</p>	<p>Reduce the effort to maintain Supply Chains and Supplier Relations.</p> <p>Accelerate Material Savings</p> <p>Improve Supplier Performance</p> 

SBM - SCOPE



Features currently available
Features to be released later

WORK PROCESSES CURRENTLY RELEASED

Work Processes	Description	Value
Document Sharing	Leverage SBM to review and share documents with P&G like BCP, Customer Centricity Plans (JBP), meeting notes, presentations as well as QA documents and Agreement Report (contracts in SAP for all the materials you ship to P&G).	Both you and P&G are always looking at the latest version of the document. When a new member joins the team (P&G's or yours), no need to forward to them the latest version of all documents. Early identification of potential invoicing issues by comparing Agreement Report with your price sheet.
Receipts vs. Forecast	Leveraging SBM, you can access the latest long-term (4 to 18-month) forecast for your materials if your MSM has shared it. You can see receipts against materials in the forecast. You can also see receipts against all your materials.	One place to see the latest forecast if provided by your MSM. No need to request the latest version. Early identification of setup issues in SAP as well as potential capacity issues. Easy view of receipts for any material.
Price Change Requests	Digitized workflow to allow suppliers to request price updates to their materials prices in SAP. Buyer reviews requests and can approve or reject.	Reduction in blocked invoices leads to additional productivity for suppliers.
SLEA - Site Level Execution Agreement	Leveraging SBM workflows, SLEAs can be created and stored digitally in 1 place. SLEAs can be updated at any time by both Supplier and MSM. Data collected can be downloaded and analyzed.	Some portions of SLEA don't need to be duplicated. SLEA information stored in 1 place and available for all at any time. You know you are always looking at the latest version, the same that your MSM sees. Better governance of SLEA compliance for on-time renewal. Easier to work on improvements projects with P&G based on the SLEA data which can be easily analyzed.

WORK PROCESSES IN BACKLOG

Work Processes	Description	Value
Business Continuity Management	Digitized workflow to capture suppliers' BCP. Currently SBM allows suppliers to send to buyers their BCP as a document.	No need for supplier to send the same document to several people. Buyer and MSM can work with supplier to improve their BCP.
Capacity Management (RCCP)	Digitized workflow to request capacity information from suppliers for each asset the supplier manages. Data is compiled for MSMs into RCCP to create forecast to be shared with supplier. Potential to add supplier and P&G inventory.	Earlier identification of capacity constraints. Thanks to digitization, process can be run more often to avoid more constraints as plans change. Reduction of air freight as well as scrap. Productivity for MSMs and suppliers.
Supplier Performance Management	Share with supplier how P&G sees their performance based on aligned metrics. Ability to look at trends in suppliers' performance. Identify areas where performance is below target. Future ability to benchmark against other suppliers in relevant group.	Just-in-time feedback to suppliers on their performance. Early identification of issues allows suppliers to correct them and improve performance to potentially gain additional business. With benchmarking, suppliers understand where they stand vs. competition.
Inventory Management (Part of RCCP)	Digitized workflow to request inventory information by material from supplier. Include inventory in transit.	Productivity for suppliers during supply crises as P&G can see your inventory as you update it. Potential to reduce inventory level based on full end-to-end inventory visibility and forecasted demand.



WORK PROCESSES IN BACKLOG

Work Processes	Description	Value
QA	Digitize QA work processes which involve QA collaborating with Raw & Pack suppliers. Share with suppliers their QA performance to identify issues early and address them. Share Quality Incidents with suppliers	Earlier visibility to Quality Incidents, the root causes. Visibility to QA performance trends for suppliers to see where to focus. Overall productivity through digitized process.
Supply Base Assessment (SBA)	Digitize the process to develop Supply Base Assessment by Material Class for each BU.	Productivity as supplier doesn't need to provide information already collected in SLEAs.
Allocations	Include Allocations to compare with Forecast and Receipts by material by supplier by plant.	Early identification of demand higher than allocated volume to allow buyer to increase allocation. Early identification of demand lower than allocated volume to allow supplier to adjust capacity early and re-allocate as needed.
Savings Project Management	Develop with supplier a full list of savings projects with clear next steps, owners and deadlines to ensure on-time delivery of savings.	Through higher level of ownership from Suppliers and P&G, accelerated delivery of savings projects to maximize value. Part of JBP value creation.



Core Features

SBM Home Page

Master Data for
your company

Open another
SBM window

Change password
Switch users

Tickets

Add
users

P&G
Supplier Portal Dashboard

Help/Guides

Supplier Summary

Company Information & Contacts

Key Docs & Communication

Agreement Report

Price Change Requests

Forecast & Receipts

Company Group Forecast/Receipts

SLEA - Planning Parameters

SLEA - Transportation

SLEA - Supplier Operations

SLEA - Supply Change Communication Process

SLEA - Order Management

SLEA - Supplier Materials Information

FREQUENTLY ASKED QUESTIONS - HELP



OVERVIEW VIDEO - FEATURES



SLEA TERMS DEFINITIONS



CREATE PRICE CHANGE REQUEST



OVERVIEW VIDEO - PRICE CHANGE REQUEST



PROVIDE FEEDBACK



SBM - ONBOARDING PRESENTATION



DIGITAL SLEA - STEP 0 KEY CONTACTS



CHAT SUPPORT



SBM - ADDING MORE PORTAL USERS



DIGITAL SLEA - STEP 1 PLANNING PARAMETERS



Supplier Summary



Supplier Portal Dashboard

Help/Guides

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Company Information & Contacts

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SLEA - Planning Parameters

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SUPPLIER SUMMARY

Company Group (GUV) Vendor City Current Forecast Quantity Fiscal Year Receipts Quantity Fiscal Year Actuals Specifications UoM

Please review these workflows to complete the ones that require information from you

ASSIGNED WORKFLOWS

Name	ID	Created	Status
Step 4 new copy test	SI_FA_Step4_000869	2020-07-21 10:42	Published to SBM
step 0 test new 2	SLEA_Step0_002672	2020-07-15 13:42	Trigger Update
step 0 test internal	SLEA_Step0_002606	2020-07-13 13:48	Published to SBM
Test BCP request	Request_File_000012	2020-07-09 18:28	Supplier Input
Test NA Baby 06 2020	SLEA_Step1_002173	2020-06-26 22:44	Published to SBM
Test NA Baby 06 2020	SLEA_Step0_002231	2020-06-26 21:10	Published to SBM
delete step 6 step	SLEA_Step6_000338	2020-06-23 12:23	closed
delete step 5	SLEA_Step5_000346	2020-06-23 12:23	closed
step 5 delete	SLEA_Step5_000344	2020-06-22 13:52	closed

CURRENT FORECAST / RECEIPTS

Vendor City

- Current Forecast Quantity (UoM x1000)
- Fiscal Year Receipts Quantity of Forecasted Materials (UoM x1000)

DATA LAST UPDATED

Key Docs & Communication

Simply click on a document to open it

The screenshot displays the P&G Supplier Portal Dashboard. The navigation bar includes 'Help/Guides', 'Supplier Summary', 'Company Information & Contacts', 'Key Docs & Communication' (highlighted), 'Agreement Report', 'Forecast & Receipts', and 'Company Group Forecast/Receipts'. Below this, there are sub-sections for 'SLEA - Planning Parameters', 'SLEA - Transportation', 'SLEA - Supplier Operations', 'SLEA - Supply Change Communication Process', 'SLEA - Supplier Materials Information', and 'SLEA - Order Management'. The main content area is divided into several sections: 'CUSTOMER CENTRICITY PLANS', 'BCP DOCUMENTS', 'QUALITY DOCUMENTS', 'MEETING NOTES', 'PRESENTATIONS', and 'MISCELLANEOUS'. Each section contains a table of documents. A red arrow points from the instruction box to the document link 'BCP test document.d...' in the 'BCP DOCUMENTS' table.

Document	Creator	Comment	Date of Creation
BCP test document.d...		test	2020-04-21

Document	Creator	Date of Creation
SBM Test Document.docx	Tardivon, Dominique	2020-07-15

Document	Creator	Date of Creation
SBM Test Document.docx	Tardivon, Dominique	2020-07-09

Document	Creator	Comment	Date of Creation
PastedGraphic-2.tiff	P+G, Admin	3	2020-02-24

Document	Creator	Date of Creation

Agreement Report – check against your Price List

The screenshot shows the P&G Supplier Portal Dashboard with the 'Agreement Report' tab selected. The interface includes a navigation menu on the left, a top navigation bar with various report categories, and a main content area with a table header. The table header includes columns for PO/SA Number, Line, Material Type, Material Number, Material Descri..., P&G Site, Currency, SAP Price, Price per UoM, UoM, Payment Term, Validity End, and Lead Time. An 'Export' button is located in the top right corner of the table header area, and a red arrow points to it from a callout box.

You can export any data by clicking on this icon in any tab.

Price Change Requests – request update to your prices

Check the status of your requests

Create a new Price Change Request



Supplier Portal Dashboard

- Help/Guides
- Supplier Summary
- Company Information & Contacts
- Key Docs & Communication
- Agreement Report
- Price Change Requests**
- Forecast & Receipts
- Company Group Forecast/Receipts
- SLEA - Planning Parameters
- SLEA - Transportation
- SLEA - Supplier Operations
- SLEA - Supply Change Communication Process
- SLEA - Order Management
- SLEA - Supplier Materials Information

SUMMARY OF PRICE CHANGE REQUESTS

Ticket	Title	Overall Status	Percent Comple...	Modified Date	Lines Reviewed	Lines Approved	Total Lines
SBMPCR_000...	price change p...	Completed Su...	100	2020-08-06 10...	2	2	2
SBMPCR_000...	smal test 4	Completed wit...	100		3	3	3
SBMPCR_000...	large test 1	Completed wit...	100		1	1	1
SBMPCR_000...	large test 3	Completed wit...	100		5	0	5
SBMPCR_000...	large test 3	Completed wit...	100		5	0	5
SBMPCR_000...	large test 3	Completed wit...	100		5	0	5
SBMPCR_000...	large test 2	Completed wit...	100		3	0	3
SBMPCR_000...	CCL Test via T...	Completed wit...	100	41:23.2	1,985	1,984	1,985
SBMPCR_000...	CCL Price Rest...	Completed wit...	100	02:21.5	1,984	0	1,984
SBMPCR_000...	PG price chan...	Completed Su...	100	2020-09-09 07...	1	1	1

Job Aid to create a Price Change Request

Click to open requests submitted

CREATE PRICE CHANGE REQUEST

PCR JOB AID

PRICE CHANGE REQUESTS

ID	Name	Status	Assigned to
SBMPCR_0002...	AB Test Displa...	closed	Bhatti Supplier ...
SBMPCR_0000...	PG price chang...	closed	Bhatti Supplier ...
SBMPCR_0000...	smal test 1	closed	Bhatti Supplier ...
SBMPCR_0000...	smal test 2	closed	Bhatti Supplier ...

Forecast & Receipts

Supplier Portal Dashboard

Help/Guides | Supplier Summary | Company Information & Contacts | Key Docs & Communication | Agreement Report | **Forecast & Receipts** | Company Group Forecast/Receipts

SLEA - Planning Parameters | SLEA - Transportation | SLEA - Supplier Operations | SLEA - Supply Change Communication Process | SLEA - Supplier Materials Information | SLEA - Order Management

— FORECAST FY 20/21 —

Long-term Forecast, if provided by MSM.

FORECAST - FY 20/21

Long-term Forecast by Plant, if provided by MSM.

Material Type	UoM x1000	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total
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FORECAST BY PLANT - FY 20/21

Receipts for the materials with a forecast, if provided by MSM.

Material Ty..	Plant Name	UoM x1000	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total
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— RECEIPTS —

RECEIPTS VS FORECAST - FY 20/21

Receipts for all your materials, even if no forecast provided by MSM.

Material Ty..	Plant Name	UoM x1000	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total
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ALL RECEIPTS FY 20/21 BY SUPPLIER IN SPENDPOOL

Material ..	Material ..	Material ..	UoM x1000	Plant Na..	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total
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Company Group Forecast/Receipts

Long-term Forecast for all vendor codes under parent company, if provided by MSM.

Receipts for all materials shipped by all vendor codes under parent company, even if no forecast provided by MSM.

The screenshot displays the P&G Supplier Portal Dashboard. The navigation menu includes: Help/Guides, Supplier Summary, Company Information & Contacts, Key Docs & Communication, Agreement Report, Forecast & Receipts, and Company Group Forecast/Receipts (which is the active tab). Below the navigation, there are several sub-sections: SLEA - Planning Parameters, SLEA - Transportation, SLEA - Supplier Operations, SLEA - Supply Change Communication Process, SLEA - Supplier Materials Information, and SLEA - Order Management. The main content area shows two tables:

COMPANY GROUP FORECAST - FY 20/21

Partner no.	Company ...	Material T...	UoM x1000	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total
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COMPANY GROUP RECEIPTS - FY 20/21

Partner no.	Company ...	Material T...	Plant Na...	UoM x1000	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total
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SLEA steps

Review our data here or click to Export to Excel

Click on the document to open/save

Review SLEA definitions as needed

P&G

Supplier Portal Dashboard

Help/Guides

Supplier Summary

Company Information & Contacts

Key Docs & Communication

Agreement Report

Forecast & Receipts

Company Group Forecast/Receipts

SLEA - Planning Parameters

SLEA - Transportation

SLEA - Supplier Operations

SLEA - Supply Change Communication Process

SLEA - Supplier Materials Information

SLEA - Order Management

SLEA LEGAL LANGUAGE

This Site Level Execution Agreement ("SL...

This Site Level Execution Agreement ("SL...

SLEA PLANTS SUMMARY

Business Units	Regions	Plant#	Plants	SMI/SMOI	Additional Vendors	Date Aligned
Baby Care,	NA,	1702,	LIMA-OHIO-PLANT,	TOM	2020-06-26

PLANNING PARAMETERS

Man..	Ven..	Ven..	Plant	Plan..	Regi..	Purc..	Item	Mat..	Mat..	Bas..	[PG]..	[PG]..	[PG]..	[PG]..	[PG]..	[PG]..
260..			1702					123..								

Export

DEFINITIONS OF SLEA

SLEAS

ID	Name	Created	Status
SLEA_Step2_0...	step 2 delete 1...	2020-06-18 15:...	closed
SLEA_Step2_0...	te 2 23032020	2020-03-23 10:...	Published to S...

SLEA PLANNING PARAMETER FILE

Plan. Parameter File	Updated On
step 1 delete .xlsx	2020-06-18
template_step1.xlsx	2020-06-26



Workflows / Tickets

Ticket Process

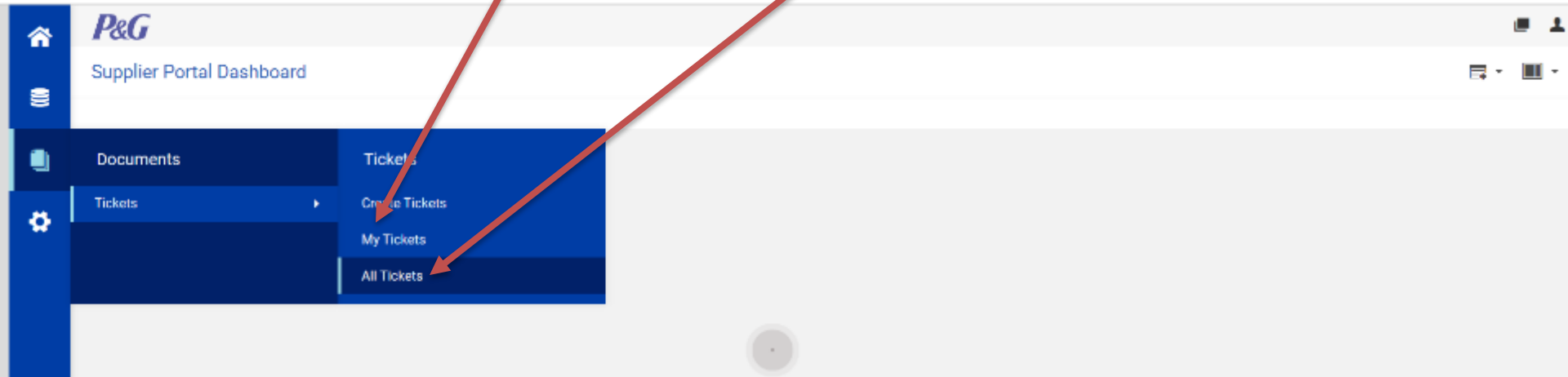
- ❖ **What:** Ticket process for P&G/suppliers to exchange data
- ❖ **Why:** Digitize work processes, request and maintain data
- ❖ **Who:** MSM/Buyer and Suppliers
- ❖ **Basic Workflow:**



Tickets

See all your tickets

See all tickets for your vendor code



Ticket View

Click on the ticket to open it

See ticket dates and age

See ticket status

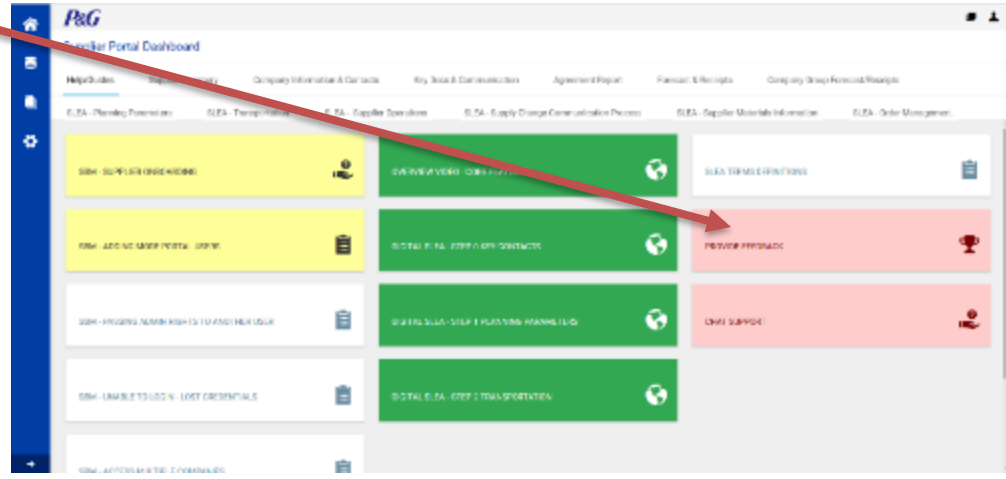
See ticket creator / assignee to ask questions

The screenshot shows the P&G Ticket View interface. At the top left is the P&G logo and a navigation sidebar. Below the logo is the text "Test PB 19/11" and a checkbox for "Show All Historical Tickets". A search bar with "Find..." is on the right. The main section is titled "My OPEN Tickets (1)". Below this is a table with the following columns: Select, Star, ID, Type, Subject, Created, Modified, Age, Lifespan, Revision, Priority, Ticket Status, Created By, Assigned To, Responsible Group, and Group Structure. A single ticket is listed with the following details:

Select	Star	ID	Type	Subject	Created	Modified	Age	Lifespan	Revision	Priority	Ticket Status	Created By	Assigned To	Responsible Group	Group Structure
<input type="checkbox"/>		Request_File_000012	P&G - Request File from Supplier	Test BCP request	2020-07-09 18:28	2020-07-09 18:28	14 D (00:15)	--	1	--	Supplier Input	Tardivon Dominique Bader	pg.testuser	All Users	--

NEXT STEPS

- P&G will send you tickets to request data.
- Please respond with requested data.
- Provide feedback on the SBM platform and the ticket process.



Thank you!

