

Welcome, introduction and context

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Purpose of the webinar



Continue to build the **understanding** for the AZ Coupa implementation



Share key aspects of the changes required and **what it means for you**



Outline the approach to **enable suppliers** as we transition into Coupa



Show the **Coupa Supplier Portal** and how easy it is to use



Why are we here?

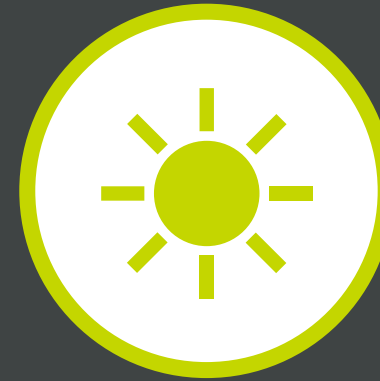
Business context



Generate Financial Value



Optimize Supplier Collaboration



Achieve Sustainable Business

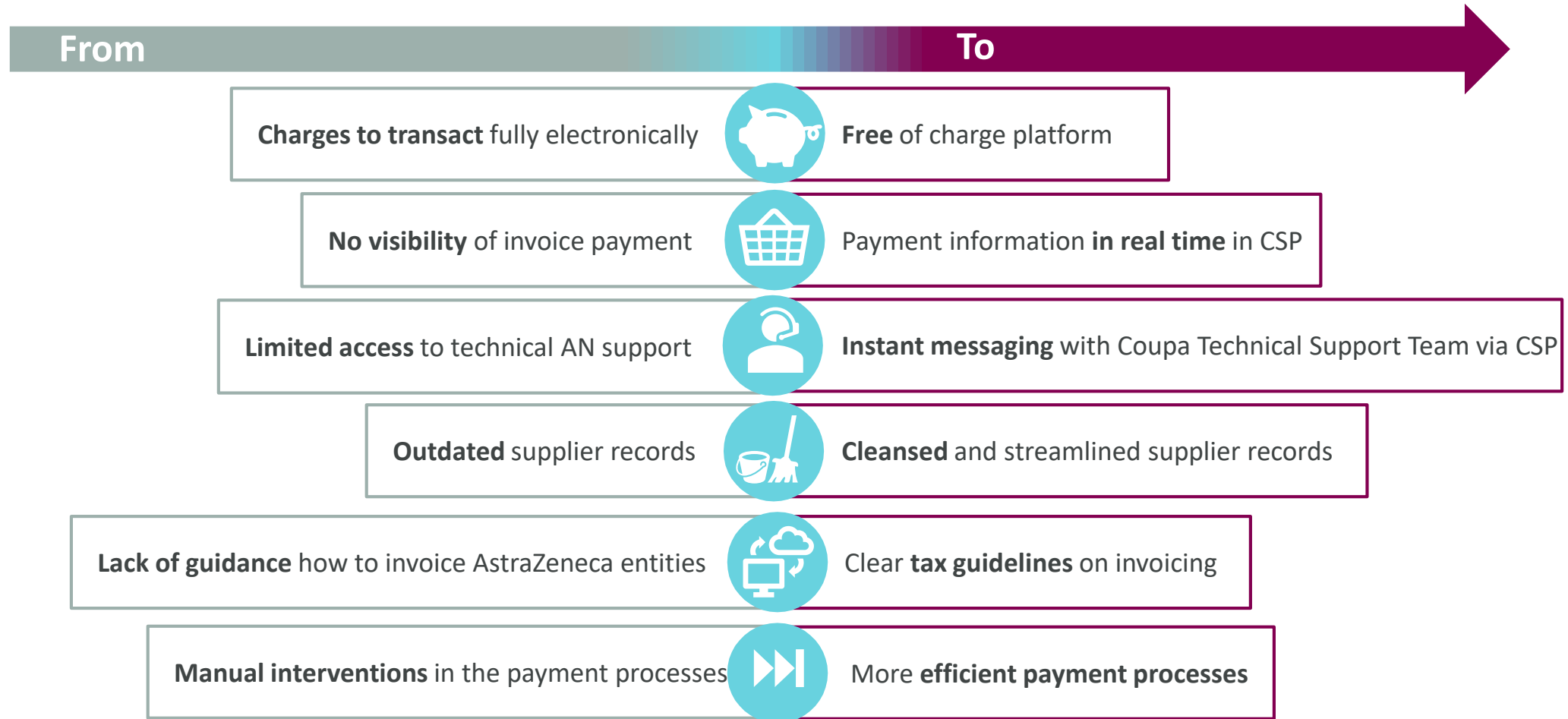


Enable Business Agility



What will be different with Coupa?

Coupa will address all non-manufacturing supplier spend in the geographies it will be deployed



Approach to enabling suppliers

Lidia Korbel



Global sequencing approach



Why deploy in this order?

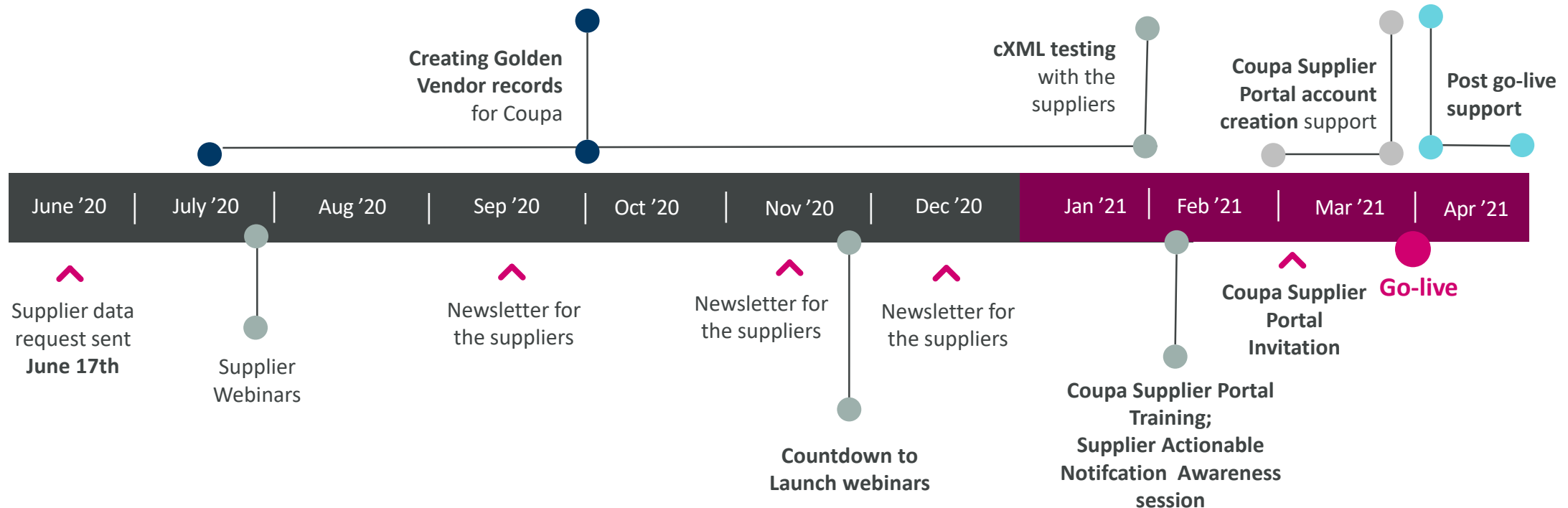
- Balances risk and impact
- Upfront design critical
- With experience, we'll be able to accelerate



Supplier Enablement High Level Plan

The timeline outlines activities which are vital for Enablement of the three PO & Invoice transmission methods we are offering to suppliers as ways of transacting through Coupa with AstraZeneca:

- **Coupa Supplier Portal (CSP)** - POs automatically show up on the CSP as soon as PO is created by AZ
- **Supplier Actionable Notifications (SAN)** - POs are automatically sent to the supplier via email each time a PO is created
- **cXML** - POs are automatically transmitted to the suppliers' ordering system each time a PO is created

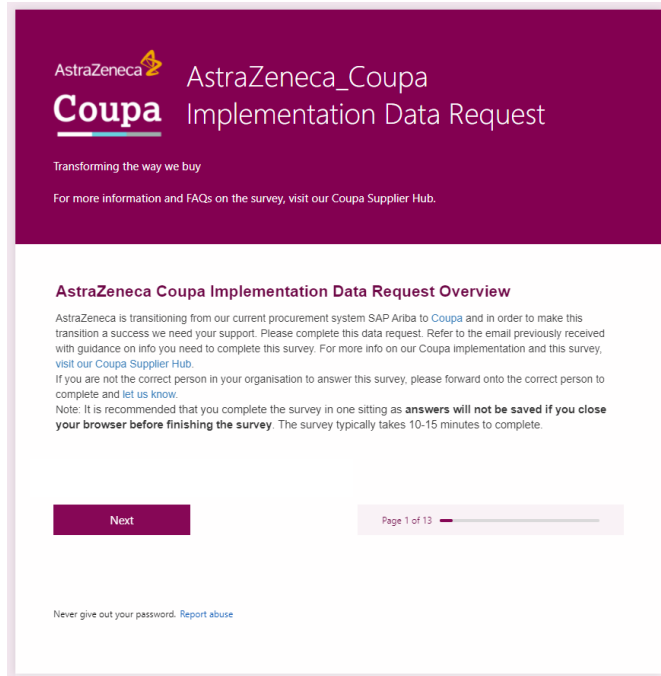


PO & Invoice transmission enablement

Bob Biros



AZ Coupa Implementation Data Request



The screenshot shows the AstraZeneca Coupa Implementation Data Request survey page. The header is purple with the AstraZeneca logo and the text 'AstraZeneca_Coupa Implementation Data Request'. Below the header, there is a section titled 'AstraZeneca Coupa Implementation Data Request Overview' which contains instructions for completing the survey. At the bottom of the page, there is a 'Next' button and a progress indicator showing 'Page 1 of 13'.

AstraZeneca  AstraZeneca_Coupa
Coupa Implementation Data Request

Transforming the way we buy
For more information and FAQs on the survey, visit our Coupa Supplier Hub.

AstraZeneca Coupa Implementation Data Request Overview

AstraZeneca is transitioning from our current procurement system SAP Ariba to Coupa and in order to make this transition a success we need your support. Please complete this data request. Refer to the email previously received with guidance on info you need to complete this survey. For more info on our Coupa Implementation and this survey, visit our Coupa Supplier Hub.

If you are not the correct person in your organisation to answer this survey, please forward onto the correct person to complete and let us know.

Note: It is recommended that you complete the survey in one sitting as **answers will not be saved if you close your browser before finishing the survey**. The survey typically takes 10-15 minutes to complete.

Next Page 1 of 13

Never give out your password. Report abuse

Existing suppliers have received an email with a link to a data request asking for information about your company and required contact **information to get you setup to transact with AstraZeneca** (inc. preferred methods for receiving orders and submitting invoices).

To request the data request to be resent, contact us at:
Coupa-Supplier-Enablement@astrazeneca.com

If you don't act and reply to our data request, your company will not be able to transact with AstraZeneca.



Coupa transmission methods

Coupa Supplier Portal (CSP)

- POs automatically show up on the CSP as soon as PO is created by AZ
- Suppliers can flip POs into invoices

cXML

- POs are automatically transmitted to the suppliers' ordering system each time a PO is created
- Suppliers submit invoices through cXML

Supplier Actionable Notifications (SAN)

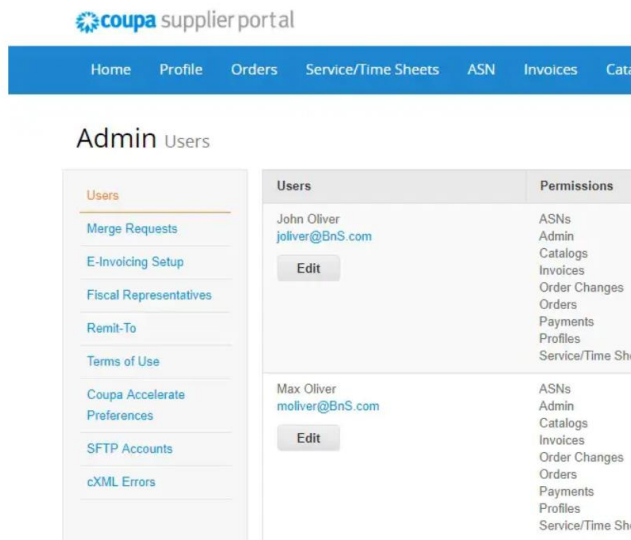
- POs are automatically sent to the supplier via email each time a PO is created
- Suppliers can flip an e-mailed PO to an invoice directly from the e-mail



Coupa Supplier Portal Demo



Coupa Supplier Portal



What are the key benefits of joining the CSP?

Key benefits include:

Free self-serve tool for suppliers – easily update profiles and contact information

Easy-to-use – receive all Purchase Orders and track payment status in real time

One stop shop – easily create and submit invoices online

Decreased paperwork – no longer need to print, mail or fax invoices

Standard processes = faster authorizations

Will we need additional software to use the CSP?

No additional software is required. As Coupa is a cloud-based technology, all you will need is an active email account and web browser to access the portal and transact with AstraZeneca

How much does it cost to transact with AstraZeneca via the CSP?

There is no cost for suppliers to use Coupa.

How do I register for the CSP?

Our Supplier Enablement Team will send you an invitation to join the CSP and we will partner with you to ensure a smooth transition to Coupa.

How long does it take to register for the CSP?

The registration process takes less than 5 minutes upon receiving the invitation email. Suppliers can expect to receive an invitation email from AstraZeneca in Q1 2021.

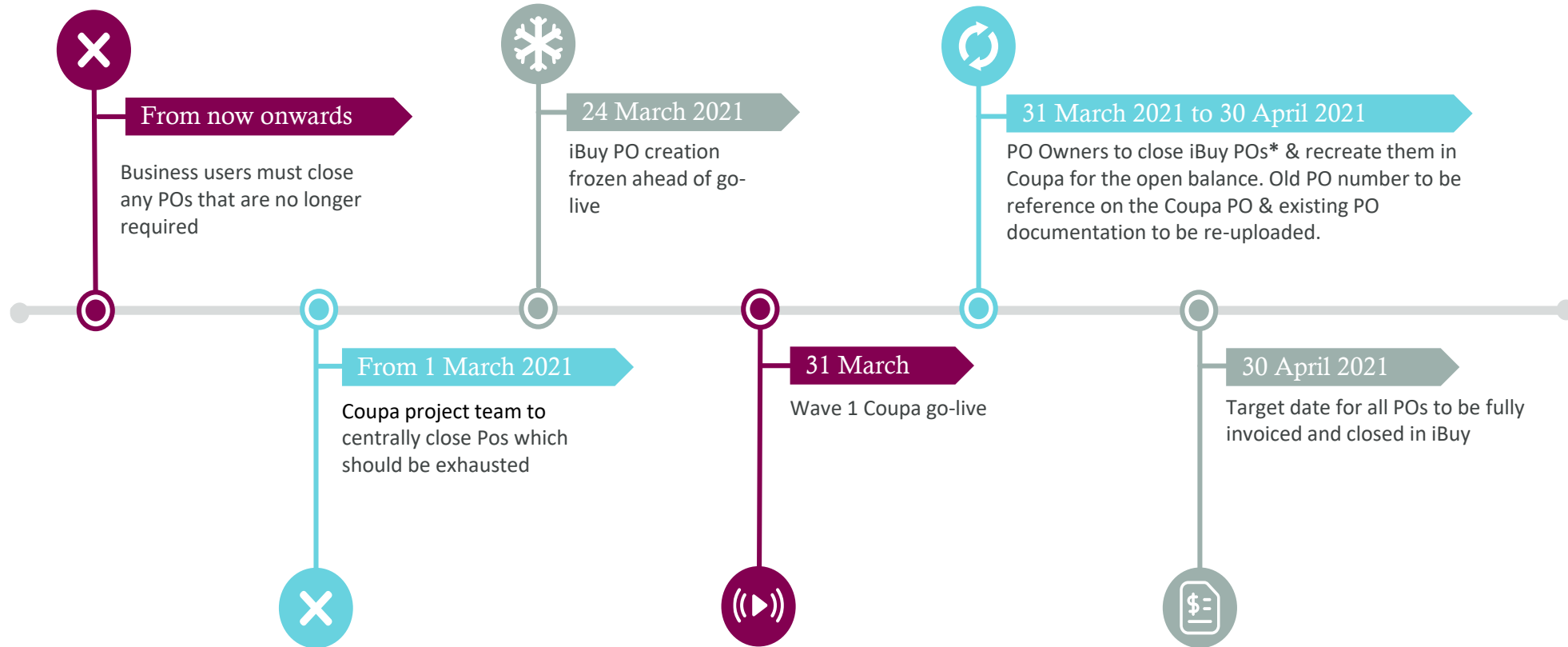


Transitioning to Coupa



Overview of transition for Wave 1 (UK)

We want to make the transition to Coupa as smooth as possible, so we can start using the new platform with a clean data set.



What are the key actions for suppliers as we transition



Speak to your AstraZeneca customer/point of contact to ensure you are prepared for the transition.



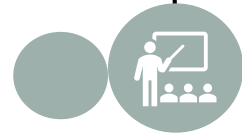
Review your current in-flight POs in Ariba with AZ & remind yourself of the PO numbers.



Be aware that AZ will be closing open POs and then transitioning them to Coupa – this will mean you will have a new PO number once we go-live in Coupa.



Be aware that your new POs issued from Coupa will reference your old PO (PO number) from Ariba – this will help you reconcile



Attend AZ led training and be clear as to how you will transact with AZ once we transition to Coupa.



Open Q&A



Next Steps



What's next and what do we need from you?



Training & Communication

- Be part of this exciting transformation
- Share the message about the Coupa roll-out at AZ across your company (e.g. Accounts Receivable)
- Save the dates for Coupa Supplier Portal Training Sessions



Supplier data collection through data request

- Respond to the data request, providing us with your company details and preferred methods for transacting



Transitioning from Ariba to Coupa

- Note that all Purchase Orders sent from current purchasing system will be valid only till End-March
- Familiarise yourself with transition process



Useful resources

The AstraZeneca Coupa Supplier Hub

<https://www.astrazeneca.com/az-suppliers/az-coupa-supplier.html#!>

Coupa Success Portal

<https://success.coupa.com/>

Coupa Supplier Portal References

[https://success.coupa.com/Suppliers/For Suppliers/Coupa Supplier Portal](https://success.coupa.com/Suppliers/For_Suppliers/Coupa_Supplier_Portal)

AstraZeneca Coupa Supplier Enablement Team Mailbox

Coupa-Supplier-Enablement@astrazeneca.com



Thank you!

