OVERVIEW

As a supplier, you may use Ariba® Network at no cost¹ unless you 1) transact five or more documents (purchase orders [POs], invoices, service entry sheets, and service entry sheet responses) and 2) cross the transaction volume threshold (shown in Table 1) in at least one customer relationship annually.

Table 1 lists the chargeable transaction volume threshold for each currency supported by Ariba Network.

### Table 1: Chargeable Transaction Volume Thresholds

<table>
<thead>
<tr>
<th>Country or Region</th>
<th>Currency</th>
<th>Chargeable Transaction Volume Threshold²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td></td>
<td></td>
</tr>
<tr>
<td>North America – United States and Mexico</td>
<td>US Dollar</td>
<td>50,000 USD</td>
</tr>
<tr>
<td>North America – Canada</td>
<td>Canadian Dollar</td>
<td>50,000 CAD</td>
</tr>
<tr>
<td>Central America</td>
<td>US Dollar</td>
<td>50,000 USD</td>
</tr>
<tr>
<td>South America (except Brazil and Chile)</td>
<td>US Dollar</td>
<td>50,000 USD</td>
</tr>
<tr>
<td>APAC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Australia</td>
<td>Australian Dollar</td>
<td>50,000 AUD</td>
</tr>
<tr>
<td>China</td>
<td>Chinese Yuan</td>
<td>333,300 CNY</td>
</tr>
<tr>
<td>Japan</td>
<td>Japanese Yen</td>
<td>4,400,000 JPY</td>
</tr>
<tr>
<td>Singapore</td>
<td>Singapore Dollar</td>
<td>69,500 SGD</td>
</tr>
<tr>
<td>Other APAC</td>
<td>US Dollar</td>
<td>50,000 USD</td>
</tr>
<tr>
<td>EMEA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Switzerland</td>
<td>Swiss Franc</td>
<td>49,500 CHF</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>British Pound</td>
<td>34,250 GBP</td>
</tr>
<tr>
<td>Other EMEA (except Southern Africa)</td>
<td>Euro</td>
<td>44,600 EUR</td>
</tr>
</tbody>
</table>

If you have not crossed both of these thresholds in at least one customer relationship per year, you are not required to pay fees.

ARIBA NETWORK FEES FOR SUPPLIERS WITH HIGH USAGE STATUS

Once you cross the document and transaction volume thresholds described above in at least one customer relationship annually, you will be enrolled in a paid subscription and will be required to pay fees. There are two components to the supplier fee schedule for Ariba Network Fulfill: Orders and Invoices:

- **Transaction fees**, which are determined based on the financial volume you transact annually with all customers through Ariba Network; and
- **Subscription fees**, which are determined based on the number of documents⁵ you transact annually with all customers, as well as your technology usage.⁴

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¹ This refers to the core document exchange features of the service. Use of other services such as Ariba Discovery® and AribaPay® may involve separate fees; please see their terms for more information.
² Per any one customer relationship per year.
³ For information on Brazilian, Chilean, and Southern African (including: Botswana, Lesotho, Mozambique, Namibia, South Africa, Swaziland, Zimbabwe) pricing, see http://www.ariba.com/suppliers/subscriptions-and-pricing/supplier-membership-program/pricing.
⁴ Selection of cXML and/or EDI routing method in your network settings will result in your minimum subscription level being Silver. Selection of cloud integration gateway capability as your routing method does not have this effect.
⁵ To avoid penalizing suppliers transacting high volumes of documents, suppliers transacting less than 250,000 USD in annual financial volume will be assigned to the Bronze level irrespective of annual document count. See table 4 for conversions into other currencies supported by Ariba Network.
Transaction fees
Transaction fees are calculated as a small percentage (0.155%) of your total annual transaction volume across all customer relationships. Transaction volume is calculated as the total financial value (in the applicable currency) of all non-PO invoices plus the total financial value of all POs (excluding cancelled orders) or all invoices generated from a PO, whichever is greater.

In order not to penalize high-volume relationships, Ariba caps transaction fees for each buyer-seller relationship at an annual fixed fee. Table 2 lists the annual caps for each currency supported by Ariba Network.

Table 2: Annual Transaction Fee Caps per Customer Relationship

<table>
<thead>
<tr>
<th>Country or Region</th>
<th>Annual Cap: Maximum Annual Transaction Fees for High-Volume Customer Relationshipsa</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td></td>
</tr>
<tr>
<td>North America – United States and Mexico</td>
<td>20,000 USD</td>
</tr>
<tr>
<td>North America – Canada</td>
<td>20,000 CAD</td>
</tr>
<tr>
<td>Central America</td>
<td>20,000 USD</td>
</tr>
<tr>
<td>South America (except Brazil and Chile)b</td>
<td>20,000 USD</td>
</tr>
<tr>
<td>APAC</td>
<td></td>
</tr>
<tr>
<td>Australia</td>
<td>20,000 AUD</td>
</tr>
<tr>
<td>China</td>
<td>133,000 CNY</td>
</tr>
<tr>
<td>Japan</td>
<td>1,760,000 JPY</td>
</tr>
<tr>
<td>Singapore</td>
<td>27,775 SGD</td>
</tr>
<tr>
<td>Other APAC</td>
<td>20,000 USD</td>
</tr>
<tr>
<td>EMEA</td>
<td></td>
</tr>
<tr>
<td>Switzerland</td>
<td>19,350 CHF</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>13,200 GBP</td>
</tr>
<tr>
<td>Other EMEA (except Southern Africa)b</td>
<td>15,500 EUR</td>
</tr>
</tbody>
</table>

Subscription fees
Subscription levels and fees are determined based on the number of documents you transact annually as well as your technology usage. 8,9,10 There are four paid subscription levels, each offering a set of features that increases in value as you move to a higher level. For more information on subscription features, please see the http://www.ariba.com/assets/uploads/documents/Datasheets/Ariba-Network-Fulfillment-Orders-and-Invoices-Subscriptions-Overview.pdf.

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8 Per any one customer relationship per year.
10 Selection of cXML and/or EDI routing method in your network settings will result in your minimum subscription level being Silver. Selection of cloud integration gateway capability as your routing method does not have this effect.
1 For first-time chargeable suppliers, Ariba Network totals your historical monthly document transaction counts and spend across all customer relationships, up to three months if available, and annualizes those amounts to determine your subscription level and fee for the next year. The date when this occurs becomes your master anniversary date. Your subscription level is then reevaluated each year on your master anniversary date based on your document transaction counts during the previous 12 months.
2 To avoid penalizing suppliers transacting high volumes of documents, suppliers transacting less than 250,000 USD in annual financial volume will be assigned to the Bronze level irrespective of annual document count. See table 4 for conversions into other currencies supported by Ariba Network.
Table 3 lists the annual document count thresholds and the associated subscription level and annual fee in each currency supported by Ariba Network. Please note that suppliers transacting less than 250,000 USD in annual financial volume will be assigned to the Bronze level irrespective of annual document count. See table 4 for conversions into other currencies supported by Ariba Network.

<table>
<thead>
<tr>
<th>Subscription Level</th>
<th>Annual Document Count Threshold</th>
<th>Currency</th>
<th>Annual Subscription Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard</td>
<td>Up to 4</td>
<td>N/A</td>
<td>0</td>
</tr>
<tr>
<td>Bronze</td>
<td>5 to 24</td>
<td>US Dollar</td>
<td>50 USD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Australian Dollar</td>
<td>50 AUD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Canadian Dollar</td>
<td>50 CAD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Swiss Franc</td>
<td>50 CHF</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chinese Yuan</td>
<td>330 CNY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Euro</td>
<td>45 EUR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>British Pound</td>
<td>35 GBP</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Japanese Yen</td>
<td>4,500 JPY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Singapore Dollar</td>
<td>70 SGD</td>
</tr>
<tr>
<td>Silver</td>
<td>25 to 99 or EDI, cXML usage</td>
<td>US Dollar</td>
<td>750 USD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Australian Dollar</td>
<td>750 AUD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Canadian Dollar</td>
<td>750 CAD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Swiss Franc</td>
<td>740 CHF</td>
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<tr>
<td></td>
<td></td>
<td>Chinese Yuan</td>
<td>5,000 CNY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Euro</td>
<td>670 EUR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>British Pound</td>
<td>500 GBP</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Japanese Yen</td>
<td>68,200 JPY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Singapore Dollar</td>
<td>1,040 SGD</td>
</tr>
<tr>
<td>Gold</td>
<td>100 to 499</td>
<td>US Dollar</td>
<td>2,250 USD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Australian Dollar</td>
<td>2,250 AUD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Canadian Dollar</td>
<td>2,250 CAD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Swiss Franc</td>
<td>2,200 CHF</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chinese Yuan</td>
<td>15,000 CNY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Euro</td>
<td>2,000 EUR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>British Pound</td>
<td>1,500 GBP</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Japanese Yen</td>
<td>198,000 JPY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Singapore Dollar</td>
<td>3,125 SGD</td>
</tr>
<tr>
<td>Platinum</td>
<td>500 or more</td>
<td>US Dollar</td>
<td>5,500 USD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Australian Dollar</td>
<td>5,500 AUD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Canadian Dollar</td>
<td>5,500 CAD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Swiss Franc</td>
<td>5,450 CHF</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chinese Yuan</td>
<td>36,700 CNY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Euro</td>
<td>4,900 EUR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>British Pound</td>
<td>3,770 GBP</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Japanese Yen</td>
<td>484,000 JPY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Singapore Dollar</td>
<td>7,600 SGD</td>
</tr>
</tbody>
</table>
About SAP® Ariba® Solutions

SAP® Ariba® solutions support the marketplace for modern business, creating frictionless exchanges between millions of buyers and suppliers across the entire source-to-pay process. Our market-leading solutions enable companies to simplify collaboration with their trading partners, make smarter business decisions, and extend their collaborative business processes with an open technology platform. More than two million companies use SAP Ariba solutions to connect and collaborate around nearly US$1 trillion in commerce on an annual basis. To learn more about SAP Ariba solutions and the transformation they are driving, visit www.ariba.com.

BRONZE LEVEL TRANSACTION VOLUME THRESHOLDS

To avoid penalizing suppliers transacting high volumes of documents, suppliers transacting less than 250,000 USD in annual transaction volume will be assigned to the Bronze level irrespective of annual document count. Table 4 lists conversions of this $250K financial volume into other currencies supported by Ariba Network.

Table 4: Bronze Level Annual Transaction Volume Thresholds

<table>
<thead>
<tr>
<th>Country or Region</th>
<th>Annual Transaction Volume Threshold for Bronze Level</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Americas</strong></td>
<td></td>
</tr>
<tr>
<td>North America – United States and Mexico</td>
<td>250,000 USD</td>
</tr>
<tr>
<td>North America – Canada</td>
<td>245,000 CAD</td>
</tr>
<tr>
<td>Central America</td>
<td>250,000 USD</td>
</tr>
<tr>
<td>South America (except Brazil and Chile)</td>
<td>250,000 USD</td>
</tr>
<tr>
<td><strong>APAC</strong></td>
<td></td>
</tr>
<tr>
<td>Australia</td>
<td>235,000 AUD</td>
</tr>
<tr>
<td>China</td>
<td>1,500,000 CNY</td>
</tr>
<tr>
<td>Japan</td>
<td>20,500,000 JPY</td>
</tr>
<tr>
<td>Singapore</td>
<td>310,000 SGD</td>
</tr>
<tr>
<td>Other APAC</td>
<td>250,000 USD</td>
</tr>
<tr>
<td><strong>EMEA</strong></td>
<td></td>
</tr>
<tr>
<td>Switzerland</td>
<td>225,000 CHF</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>155,000 GBP</td>
</tr>
<tr>
<td>Other EMEA (except Southern Africa)</td>
<td>185,000 EUR</td>
</tr>
</tbody>
</table>

UPGRADING YOUR SUBSCRIPTION LEVEL

Subscription level upgrades are available if you would prefer Bronze, Silver, Gold, or Platinum features, services, and benefits, but do not qualify for these subscriptions through your current document volume. More information is available in the “Upgrade options” section at http://www.ariba.com/assets/uploads/documents/Datasheets/Ariba-Network-Fulfillment-Orders-and-Invoices-Subscriptions-Overview.pdf.

BILLING

If you cross the document and transaction volume chargeable thresholds, you will be billed either quarterly or annually, depending on when you first crossed the thresholds. All new suppliers are billed quarterly. You will be billed in advance for your next quarterly or annual period (as applicable) of Ariba Network usage on the basis of your actual Ariba Network usage during your prior billing period.

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