



Introducing Abbott's New Guided Buying Platform

Dear Valued Supplier,

Abbott is always looking for ways to improve efficiency, better serve our customers and build stronger relationships with our suppliers. With that in mind, we are pleased to announce that Abbott is implementing a guided buying platform for transacting with our indirect suppliers, in partnership with SAP Ariba®. The new platform will offer significant benefits as described below and will replace our current processes with a robust technology-enabled solution plus dedicated program support team.

This streamlined environment will be provided to you _____
_____ and will include:

- end-to-end Source-to-Pay solution
- intuitive and easy-to-use platform

What does this mean for you?

SAP Ariba is the platform Abbott will use to transact in the future, therefore, Abbott requires our

If your company is currently transacting on the Ariba Network with a Standard Account, please be advised that by accepting the Trade Relationship Letter with Abbott, you'll be upgrading to an Enterprise account, which includes everything the standard account has to offer, with additional capabilities such as:

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