



One Network Enterprises™



DIGITAL SUPPLY CHAIN NETWORK™

PARTNER ONBOARDING WORKSHOP

**Play in Presentation Mode - Slide Builds*



PARTNER ONBOARDING

AGENDA



ONBOARDING OVERVIEW

4



ONBOARDING WORKSHOP

16



PARTNER ONBOARDING PRESENTATION

51

ONBOARDING CHALLENGES

1

Partners do not share the same motivation for change, partners participate in numerous supplier portals, all requiring different channels like EDI signals, Portals, Email, data formats etc..

2

Supplier portals typically serve the “customer” and offer limited to no benefit for the partner.

3

Onboarding requires hidden investments by partners i.e., technical resources, subject matter experts, project managers, and users spanning multiple departments.

4

Many onboarding activities are perceived to be non-productive and take away from their “*day job*” responsibilities and often require “*after hours*” participation considered “*time-consuming*” to partners.

5

Change management is often overlooked, and users are left with the responsibility to “*figure out*” new processes impacting adoption.



COMMON ONBOARDING PRACTICES

1. **Require Specific Data Sharing Channel** —————>
2. **“Customer Focused” Benefits** —————>
3. **Considerable Hidden Investment** —————>
4. **Time-consuming for Partners** —————>
5. **Change Management Afterthought** —————>

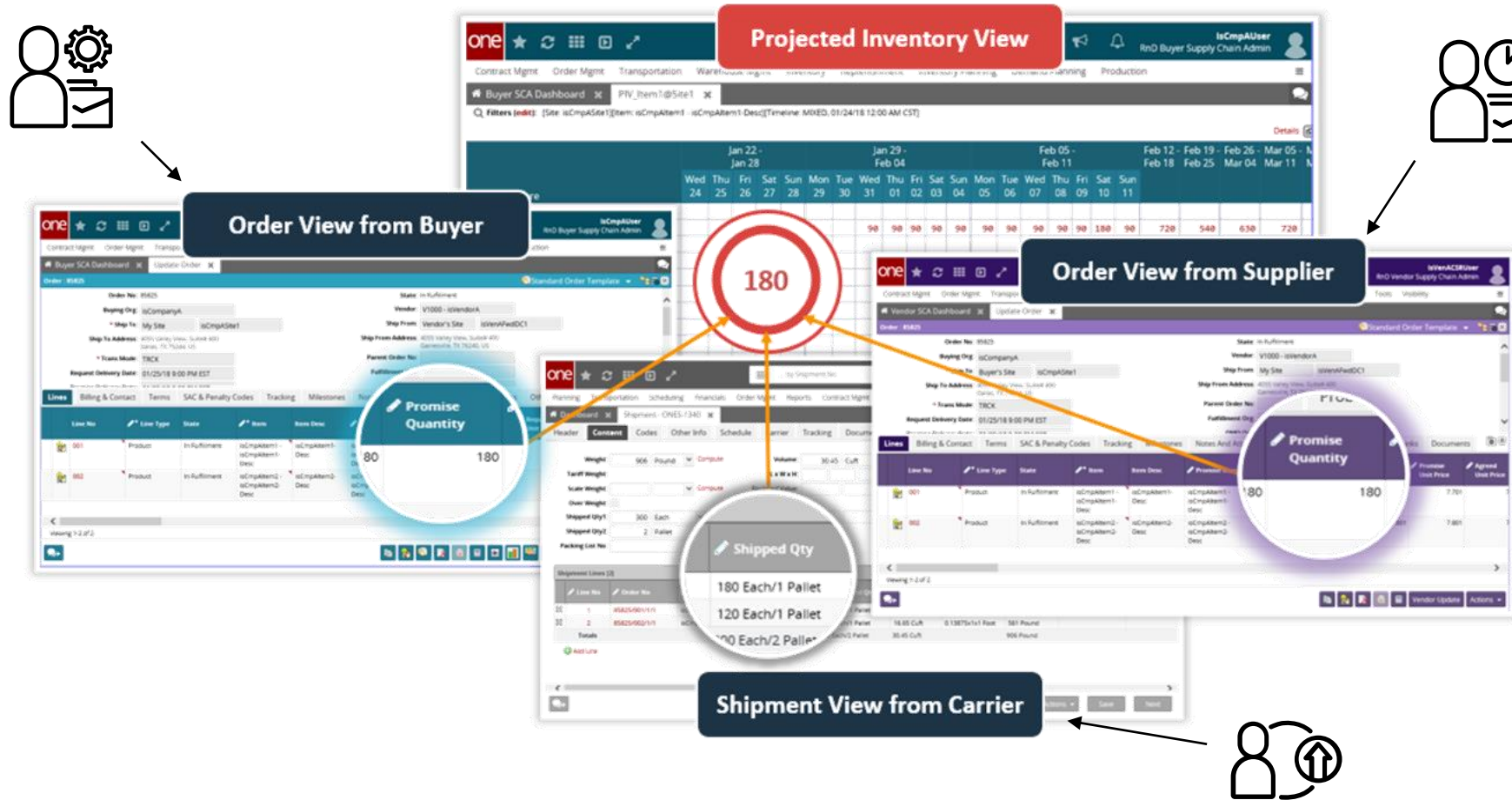
ONE NETWORK ONBOARDING

1. **Meet Partners Where They Are** – Enable partners to share data leveraging their capabilities i.e., EDI Signals, API’s One Portal, CSV Uploads, etc.
2. **Enable Partners to Reduce Costs and Improve Service Levels** – Provide partner-centric services that allow them to make better decisions... *faster*.
3. **Onboarding Begins with Initial Discovery** – Solutioning and implementation preparation starts with initial discovery processes. Leveraging discovery knowledge drive efficiency and mitigates the investment of time for stakeholders downstream in the process.
4. **Customer-centric Onboarding Portals** – Provides collaboration and stakeholder-specific content to facilitating self-service activities throughout the onboarding process.
5. **Change Management & Adoption Correlation** – A digital network will evolve business processes and with that, the way that work gets done. Training needs to focus on the individual regardless of where they are in the world.



Change Management and User Adoption are Highly Correlated

THE NEW WAY MUST BE BETTER THAN THE OLD WAY



No need to rely on emails, spreadsheets, status meetings, and calls.

What does the new way of work look like?

**ADOPTION =
UNLOCKING
TRAPPED VALUE**

... ENABLE YOUR PARTNERS

VALUE DRIVERS

Revenue



Logistics



Materials



Inventory



Productivity



Visibility



Actionability



Efficiency

PARTNER NETWORK SERVICES

Single Version of Truth across suppliers, carriers, and customers

Real-time visibility to forecasts, orders, shipments, and inventory

Real-time alerting to disruption events

Role-based dashboards provide personalized insights

Real-time tracking based on shipment, order, or SKU

Visibility to predicted inventory shortages

Real-time supplier scorecards facilitate root cause analysis

Contextualized collaboration provides real-time interactions

Intelligent services diagnose issues and prescribe solutions

Problem/Issue collaboration workflows enable team resolution

Integrated and rapid RfX and Bid response

Integrated chat facilitates live cross-network collaboration

Predictive technologies alert to exceptions proactively

Allocated ATP enables rapid order response and risk mitigation

Optimized load building and delivery appointment scheduling

Role-based alerts drive rapid issue identification and resolution

Intelligent services provide guided issue resolution paths

Intelligent agents can automate issue resolution

ONBOARDING OVERVIEW

1

PLAN & SCOPE

2

PARTNER ENGAGEMENT

3

BULK ONBOARDING

4

PARTNER TRAINING

5

INTEGRATION CERTIFICATION

PROCESS MILESTONES



| | |
|-----------------------------|---|
| Scope & Plan | <ul style="list-style-type: none"> Project Scope Content Development |
| Partner Engagement | <ul style="list-style-type: none"> Announcement Email Partner Webinar |
| Bulk Registration | <ul style="list-style-type: none"> Partner Registration Service Activation |
| Training & Test | <ul style="list-style-type: none"> Partner User Training Partner Acceptance Testing Sign-Off |
| Integration & Certification | <ul style="list-style-type: none"> Integration Testing & Certification Partner – Complete Test |

PARTNER ONBOARDING

ONBOARDING PROCESS



SCOPE & PLAN

- Define Project Goals
- Define In-Scope Processes
- Define In-Scope Transactions
- Segment Vendors
- Define Fulfillment Models
- Define Shared Information
- Integration Formats & Methods
- Define Onboarding Waves
- Develop Project Plan
- Develop Project Content



PARTNER ENGAGEMENT

- Publish Partner Portal
- Project Announcement
- Conduct Webinars
- Configure Data Collection
- Send Surveys & “How To” Guides
- Upload & Cleans Master Data



BULK REGISTRATION

- Send Registration Invitations
- Registration Guide
- Partner Registers & Agree to Terms
- Configure & Activate Services
- Track Onboarding Status



PARTNER TRAINING

- Self-paced Training
- Training Webinars
- Training Reinforcement
- Testing & Certification



INTEGRATION CERTIFICATION

- Provision Account
- Setup Connections
- Test & Certify Integrations



SHELL PARTNERS WITH ONE NETWORK ENTERPRISES

Shell and One Network are excited to announce a new **Inbound Supply Execution** solution powered by One Network Enterprises. The solution includes a suite of integration capabilities to allow your company to provide enhanced, low-maintenance collaboration and visibility on shipments for Shell.

We are pleased to invite your organization to [join](#) One Network. To learn more about this project, you can review the introductory webinar [HERE](#). The webinar recording can be found [HERE](#).

BENEFITS TO THE SHELL PARTNER COMMUNITY

- Reduced manual status updates via phone or email
- Reduced data latency and improved service levels for all in-scope Shell shipments
- Enhanced view of shipment status and location in the One Network Platform
- Improved on-time performance and benchmarking
- Monitor ETA with early notification of loads with potential delays
- A real-time single version of the truth ensures better collaboration around the same data and performance metrics

Portal Contents:

- Purpose & Vision of Initiative
- Benefits – *What's in it for the supplier?*
- Project Announcements
- Training Videos & User Manuals
- Technical Workshop Videos & Documents
- Access to Support



SELF-SERVICE REGISTRATION + ASSISTED



REGISTRATION

TOOLS:

- Tailored Onboarding Portal
- Single Enterprise Registration
- Bulk Registration
- Survey Bots – Data Collection
- Master Data Upload Templates
- Integrations Testing Reports
- Onboarding Progress Monitoring

LOGIN | SIGN UP

one One Network Enterprise

HOME INDUSTRIES SOLUTIONS TECHNOLOGY ALLIANCES RESOURCES EVENTS ABOUT

SIGN UP TO JOIN ONE NETWORK

Get the advantages that more than 75,000 companies already enjoy on One Network. One Network is a cloud-based system used daily by companies to manage their supply chain processes. In operation since 2002, the One Network system is proven, reliable, scalable and secure.

REGISTER TO JOIN ONE NETWORK

How to Join

1. Click the [Join](#) link and fill in the requested Company and Contact Information.
2. Once this information is submitted, your request will be reviewed and you will receive an email containing login information including your username and password.
3. Use the provided Username and Password to login and you can begin using the system. This typically takes 1-2 business days.

Please note: You need Internet Explorer to register and use the system.

The Registration Process

1. Fill out the form below under the "General" tab and then select the "Services" tab and choose the desired services and then press the Submit button. All the fields on the "General" page are required.
2. Your request will be reviewed and processed, and you will receive an email containing login information including your username and password.
3. Use the provided username and password to login to the system and complete the process to join One Network.
4. Once you complete this process, your account will be activated so you can begin using the system. Activation typically takes 1 to 2 business days.

If you have any questions, please contact our Network Operations Center (NOC) by calling 866-302-1935 (toll free) or 972-455-3555 or by sending an email to registration@onenetwork.com.

General Services

Company Information

Fill in the following information for your Company. The name of your Company should only contain alpha numeric characters and any of the following special characters: comma, period, dash, apostrophe, &.

Full Company Name:

Company Address:

Company Phone:

Administrator Information

Fill in the following information for the person who will be the Administrator for your One Network System account. The username that you provide below will be the name used to log in to the One Network System.

Username:

First Name:

Last Name:



SELF-PACED TRAINING

- Self-guided eLearning Training Manuals
- Specific Use Case Videos – “How To”
- Recorded Webinar Training Sessions
- Solution Certification Exams



INSTRUCTOR LEAD + WEBINAR TRAINING

- Interactive Stakeholder “How To” Instruction
- Hands-on Instruction Sessions
- User Role Specific & Use Case-Specific
- Solution Certification Exams
- Training Reinforcement Sessions

**PARTNER
TRAINING**

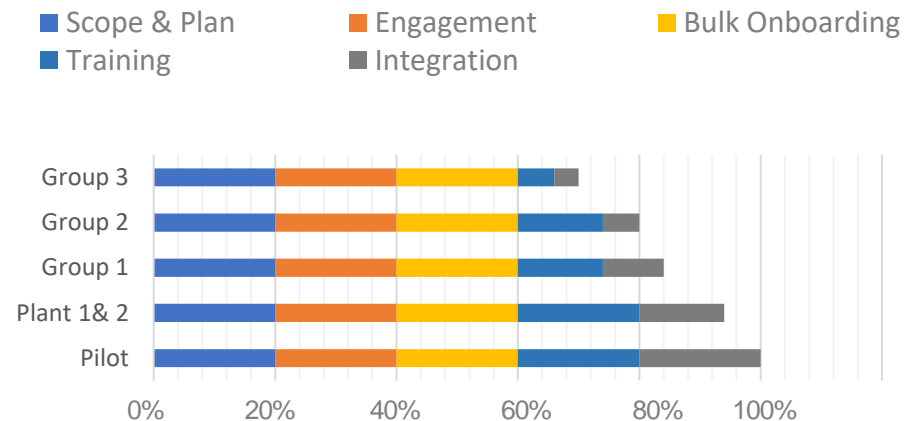
ONBOARDING MONITORING



MONITORING GROUP & STAGE

- Online Project Plans
- Daily Cadence Reviews
- Online Issue Tracker
- Online RACI Corrective Action

Onboarding Wave by Stage



MONITORING STAGE & COMPLETENESS

- Weekly Project PM Reviews
- Monthly Management Reviews
- Quarterly SreeCo Reviews
- Executive Sponsor Briefings

Overall Onboarding Status by Stage

