Catena-X
Your Automotive Network

# Catena-X e.V.
## Activation Supplier Network (ASN)

*A practical perspective on supporting companies during their CATENA-X implementation journey.*

23. September 2026



# Agenda

**01** Insights from Expert Group ASN (Activation Supplier Network)

**02** Experience from implementation journey

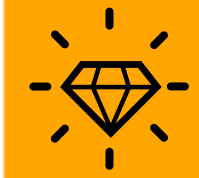
**03** Question & Answers



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Insights from Expert Group ASN (Activation Supplier Network)

# Vision & Mission of ASN.



*The ASN's vision is to **make supplier participation the driving force behind Catena-X's success**. Without Tier-1 and Tier-2 adoption, there is no end-to-end value chain. We **reduce complexity**, **show tangible value**, and **build the structures suppliers need to join**, **stay**, and **benefit** - turning Catena-X from concept into real-world impact.*

*How ASN Drives Supplier Adoption:*



**Showcase Value**

***Highlight practical use cases** during ASN workshops sessions that deliver quick wins and platform to exchange experience & questions.*



**Lower Barriers**

**Support onboarding** via tools like the Readiness Booster, Data Space Accelerator and qualified advisors for digitally less mature suppliers.



**Engage the Network**

***Activate and connect suppliers** through ASN-community idea with info sessions, forums, and peer-2-peer learning formats in workshops*



**Represent Suppliers**

*Gather and channel **supplier feedback** to improve roadmap, receive feedback on solution demos and to remove hurdles.*



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Insights from Expert Group ASN (Activation Supplier Network)

# Supplier feedback from two of the recent ASN workshops.

| | 26.03.2026 | 18.06.2026 | 22.09.2026 | H4 ,26. |
|---|---|---|---|---|
| **Topic** | **Demand & Capacity (DCM)** | **Product Carbon Footprint (PCF)** | Digital Product Pass / Battery Pass (DPP/BPP) | Continuation planned |
| **Host** | Capgemini Deutschland GmbH | iPoint-Systems (by Assent) | cgi | |
| **Participants** | 20+ | 50+ | | |

| | | | **Consequence** |
|---|---|---|---|
| **Orientation** | Orientation stage identified as the primary fragmentation zone. Cost and criteria catalogue built as the answer. | Which app, which cost, who internally. The marketplace is experienced as a shop window, procurement comes first. | Apps not comparable, the decision is deferred. |
| **Onboarding** | Multi-department effort. ERP/MRP add-on duplication in the Tier-1 feedback. | 3 to 6 months, ca. 10 internal departments. Registration took ca. 6 weeks in practice. | Falls due again for every use case. |
| **Application at the customer** | Multi-customer example missing in the KIT (routed to the Expert Group). Risk of customer-specific parallel deployments. EDI and platform coexistence unresolved. | Exchange via Catena-X or IMDS, no rule of precedence, version conflict V3 against V4. Depth of proof undefined. | Supplier builds n variants of the same use case. |
| **Trust** | Data symmetry and asymmetric data exposure as the core Tier-1 criticism. | Verification is the largest cluster (two top cards, 5 dots each). Trust level unclear, attestation provider list new and small. | Investing blind. |
| **Business case** | Value evidenced: double-digit FTE for portal reconciliation. 60-minute capacity meeting with 20 minutes of spreadsheet dispute. | Value evidenced: primary data moves the figure from 70.56 to 29.8 kg CO2e. Internal buy-in remains the hardest step. | Value undisputed, the path to it is not. |

**Conclusion**

Two use cases, different participants, different method, identical pattern.
This is not a use-case problem, it is a structural one → DPP/BPP will allow to replicate our investigation a third time.



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Insights from Expert Group ASN (Activation Supplier Network)

# Many customers. Different use cases – in parallel. Which one first?

**THE MARKET IS READY** | **88%** Tier-1: PCF definitely relevant* | **83%** want a supplier community* | ***Willingness is not the problem. Sequence and guidance is.***

## THREE DECISIONS NOBODY HAS MADE SO FAR...

**1 OEMs offer different exchange channels**

No requirement says which one takes priority, and they are not on the same version of the rules.

*Example(s): PCF - Catena-X or IMDS, no precedence. DCM - EDI and customer portals, coexistence unresolved.*

**2 None defines what the data must fulfil**

The format is standardised. The requirement is not.

*Example(s): PCF - what proof must come with the footprint. DCM - what commitment stands behind the demand figure.*

**3 OEM demands different use cases with varying support**

Use case requirements and onboarding support varies across OEMs. No one shows a supplier how to serve several OEMs at once.

*Example(s): DCM – no one provides instructions for serving several customers at once. PCF/DCM - requirements arrive uncoordinated.*

## WHAT ONE CELL MEANS FOR THE SUPPLIER

**Find your way in (Orientation)**
Which (OEM) contact person, which app, which cost, which provider

**Driving the change internally**
No playbook: what to do, who to involve, in what order

**Get started (Onboarding) early**
3 to 6 months, ca. 10 departments; Limited guidance

One entry cost

**X customers x N use cases**

*Catena-X was built so this cost is paid once, not X × N times. Nothing carries over. Supplier does not sequence by value, but who pushes hardest, or they stall.*

**The Lever** | One exchange pattern. One defined proof. One multi-customer requirement. Then the entry cost is paid once, not X times N.

*: Surveyed during PCF ASN workshop

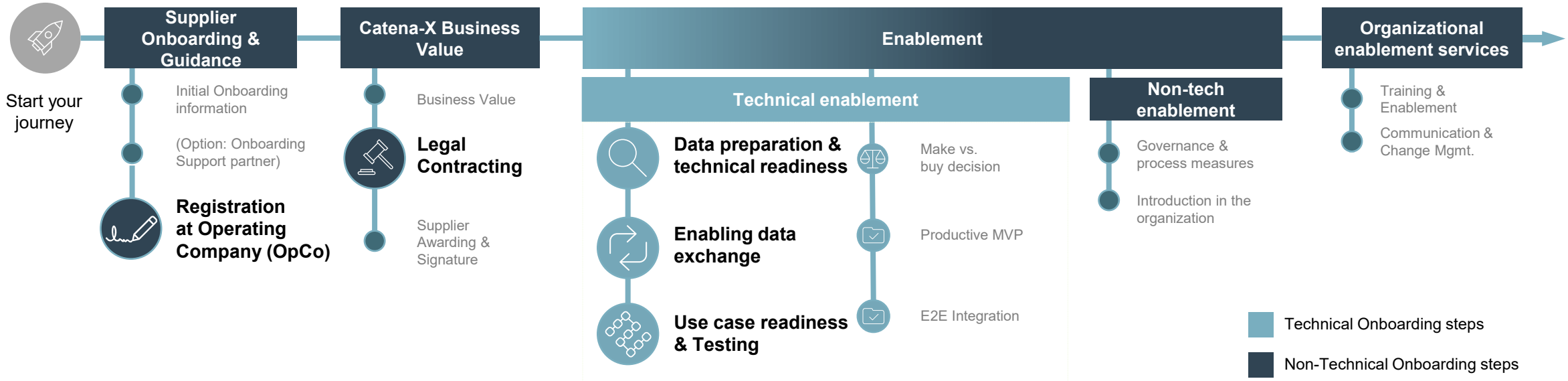


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Experience from implementation journey

# Framework and industialized approach for technical supplier onboarding.

## Onboarding Process




## Decisions for your enablement

(1) Integrate into existing business processes by first creating transparency (digital vs. non-digital process flow) and then adapting to the existing systems (back-end integration). Company internal assessment & “homework” reg. data availability, format and pipelines.

(2) Decide on Make vs. Buy: Implement “as a service” solution for initial pilot project (non-binding recommendation). Consider hybrid solutions in your system architecture.

(3) Conduct first simple data exchange with your business partner (supplier or customer) earliest.



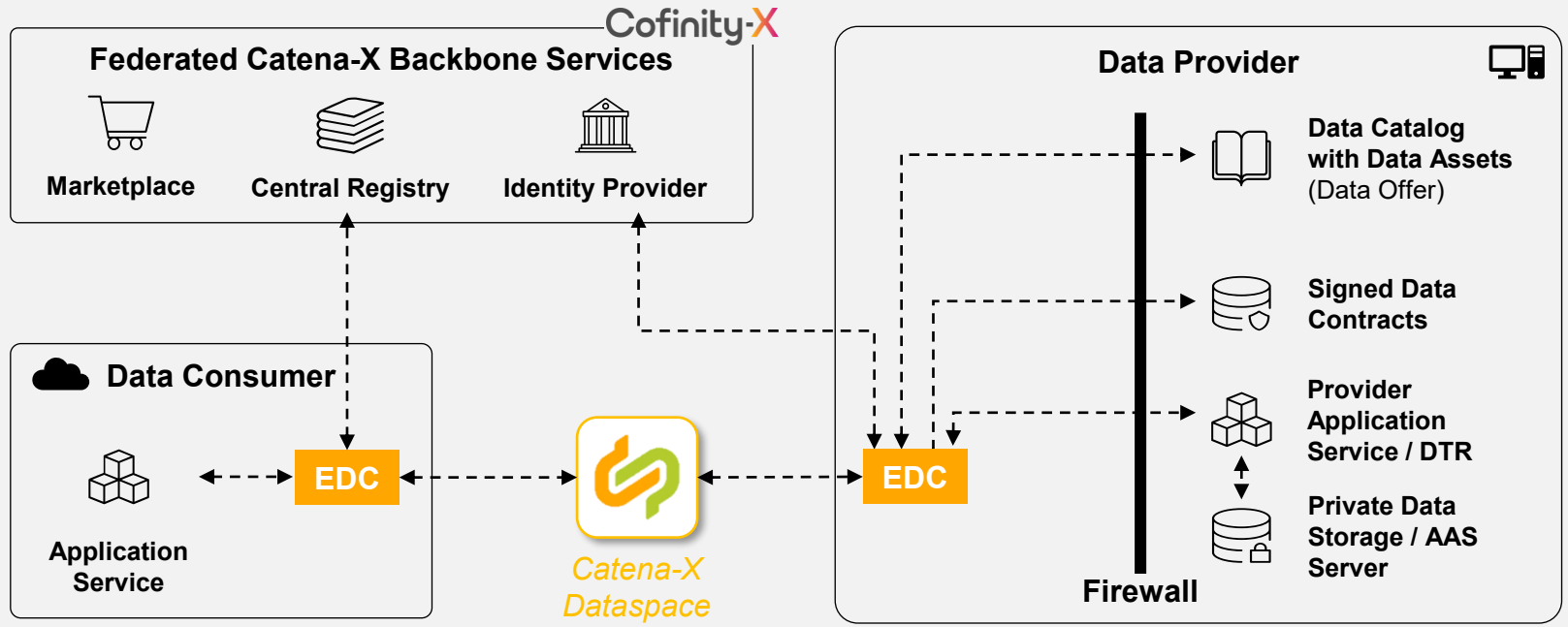
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Experience from implementation journey

# The core principles need to be reflected in your enterprise architecture.



## Reference architecture (schematic)




## Technical enablement

- **Data preparation & technical readiness**
- **Enabling data exchange**
- **Use case readiness & Testing**

## Catena-X principles

- DATA SPACE INTEROPERABILITY
- DATA SECURITY
- FREEDOM OF CONTRACT
- DATA SOVEREIGNTY
- GOVERNANCE FRAMEWORK



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Experience from implementation journey

# Experienced challenges along technical supplier onboarding journey.



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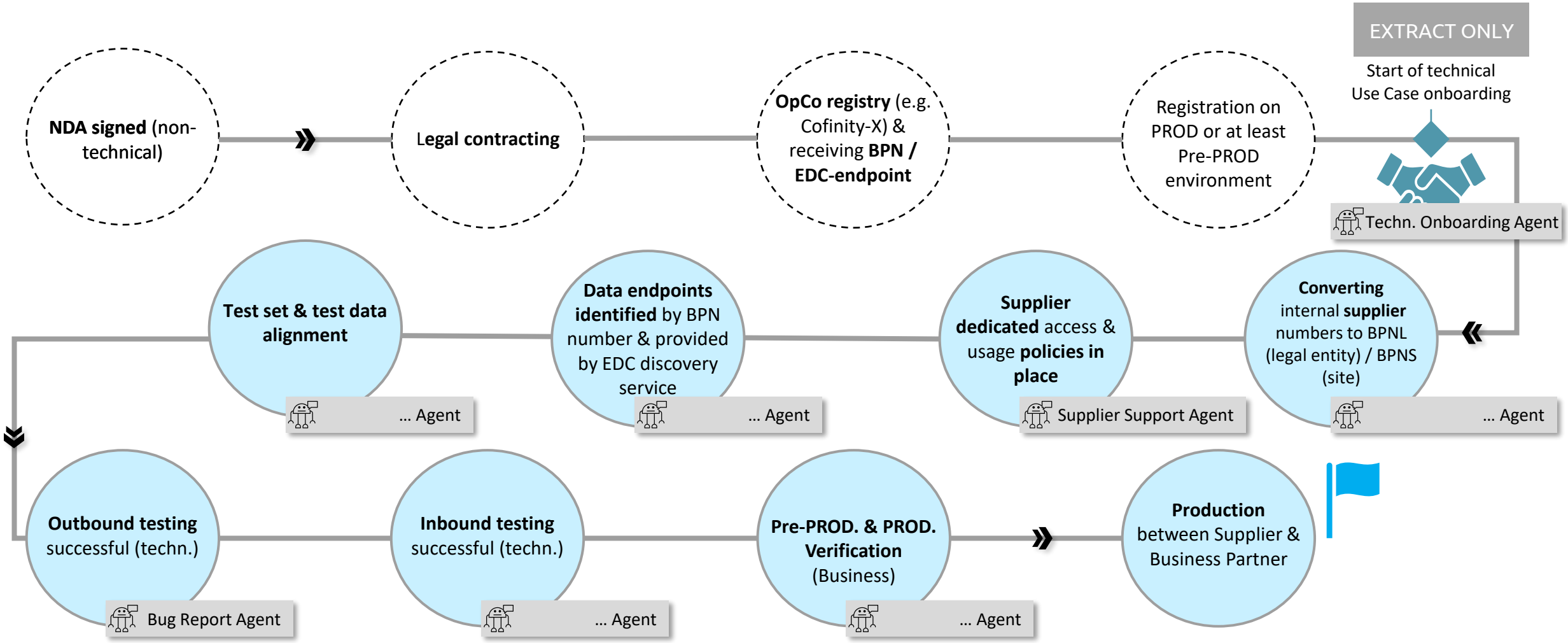
| | Precondition | Test Data / Input | Test Steps | Expected Result | Edge Case / Errors |
|---|---|---|---|---|---|
| Discovery | • Company Name<br>• Supplier ID<br>• Confirmation that supplier is registered in Cofinity-X (BPNL and EDC-endpoint) | • Company Name<br>• Supplier ID | • Company Name:<br>  • BPNL Discovery<br>  • EDC Endpoints<br>• Supplier ID (internal):<br>  • Trigger discovery for mapping | • Get BPNL<br>• Get EDC-URL | • BPNL in Cofinity-X isn't matching the one the supplier sent to business partner<br>• EDC-endpoint does not match<br>• There are multiple EDC endpoints<br>• Supplier ID can't be matched<br>• Timeout / 5xx error |
| EDC to EDC Connectivity | • EDC-URL<br>• DTR on Supplier side<br>• DTR is registered in the EDC with the correct policy | • EDC-URL | • Request EDC catalog | • DTR in the EDC catalog | • No catalog access<br>• No DTR in the catalog found |
| DTR Access | • EDC-URL<br>• DTR on Supplier side<br>• DTR is registered in the EDC with the correct policy | • EDC-URL<br>• DTR asset ID | • Contract negotiation for the DTR<br>• Request DTR access<br>• Access DTR | • Successful contract negotiation<br>• Successful transfer process / getting EDR<br>• Seeing at an empty DTR, best case even the submodels needed for the use case visible | • Contract Negotiation fails<br>• Getting EDR fails<br>• No DTR access |
| DTR Sample Data exchange | • EDC-URL<br>• DTR access<br>• Provider EDC: Submodel offer<br>• Provider AAS server: AAS and submodel<br>• Provider DTR: AAS and submodel descriptor | • EDC-URL<br>• DTR asset ID<br>• Submodel asset ID<br>• AAS ID | • Search for AAS and submodelDescriptor in DTR<br>• Negotiate submodel access<br>• Request data exchange for submodel in AAS | • Find AAS in DTR<br>• Successful contract negotiation for submodel<br>• Successful data exchange for submodel in AAS | • AAS and submodelDescriptor not found in DTR<br>• Contract negotiation for submodel fails<br>• Data exchange fails |
| UC Sample | | | | | |



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Experience from implementation journey

# Outlook: Specialized agents work collaboratively to support onboarding.






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# Questions & Answers



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