

Benefits

- Bottom-line results – Realize immediate savings of 8% to 14% now
- Discovery of new qualified suppliers through the integrated SAP® Ariba® Discovery solution to improve bid competitiveness
- Agility – Achieve significant reductions in sourcing cycle times by 50% and administrative costs by 15%
- Flexibility – Walk-up on-demand application combined with a rapid-deployment process and integrated support services places no burden on IT departments
- Efficiency – Sustainable organizational knowledge through in-context intelligence
- Global reach – Trade globally with support for multiple languages and currencies
- Lower TCO – Software-as-a-service delivery with faster time to value and faster innovation
- Mitigated supply risk through continuous performance measurements and improvement

A strategic approach to sourcing is essential for achieving immediate needs as well as for sustaining enterprise-wide cost reductions. Locating a supplier and pricing an item simply isn't enough. Sustainable savings come from identifying cost-cutting opportunities, defining and executing a supplier selection process, and creating contracts that convert them into actual savings. And this requires being able to evaluate the total cost impact of sourcing decisions, while shortening the amount of time and effort spent on administrative tasks.

Effective supplier discovery and supplier information management are critical for the sourcing process to drive sustainable results, yet many organizations struggle to keep their supplier information current. Strategic sourcing provides the single greatest opportunity to impact the cost, quality, and performance of the supply chain and is among the quickest paths to lower costs and improved revenues. But increased globalization, soaring energy and commodity costs, and tightening supply markets have kept many companies from achieving their full sourcing potential.

WHY SAP® ARIBA® SOURCING

The SAP® Ariba® Sourcing solution is designed to help companies overcome these challenges. A unique software-as-a-service solution, SAP Ariba Sourcing is the most widely adopted and complete strategic sourcing offering in the marketplace used by thousands of companies to create and implement competitive best-value agreements.

By combining best-in-class sourcing and negotiation technology with access to a global network of suppliers and unparalleled strategy and category expertise, SAP Ariba Sourcing enables companies of any industry, size, or geography to drive fast, sustainable results by automating and streamlining critical tasks across the sourcing lifecycle, including:

- **Strategy development** – Identify savings opportunities, assess market dynamics, and develop an informed sourcing strategy
- **Sourcing and negotiating** – Identify and qualify suppliers, negotiate best-value agreements, derive optimal award allocations, drive project collaboration, and standardize processes and manage knowledge
- **Monitoring and managing suppliers and agreements** – Quickly implement supplier agreements, track and realize savings, and manage supplier performance

SAP Ariba Sourcing delivers more frequent innovation to help ensure speed, consistency, and repeatability and is proven to deliver tangible, bottom-line value for organizations of all sizes and industries, by:

- Sourcing US\$340 billion in annual spend across 500 categories
- Saving \$30 billion annually
- Cutting process and cycle times by 50%–70%

With SAP Ariba Sourcing, you can integrate not only with other SAP Ariba solutions, but also with third-party systems that use Web services and file channels.

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.

FEATURES

Technology

- RFX creation and management
 - A broad set of RFX types, including requests for information, requests for proposals, reverse auctions, and forward auctions
 - Integrated supplier discovery
 - Rapid RFX creation
 - Patented competitive bidding and timing options
 - Sealed envelope bidding, Dutch auction, and total cost events
 - Matrix and tiered pricing
 - Bid optimization and decision support
 - Flexible supplier bidding options including buyer and supplier bundles
 - Supplier response management
 - Team grading and collaborative scoring
 - Conditional content, table questions, and event prerequisites
 - Communications and messaging
 - Global, multilingual, and multicurrency capabilities
- Category Management
 - Project management
 - Workflow and approval management
 - Document management
 - Knowledge management
 - Resource management
- Sourcing analysis and reporting
- Integration to third-party systems using Web services and file channels
- Savings pipeline and tracking

Community

- Integrated access to Ariba Network, the world's largest trading community for efficient and effective supplier discovery, qualification, risk assessment and more-competitive negotiations
- Unique peer benchmarking program with dedicated customer success teams
- Access to Ariba Exchange User Community, a unique community designed to drive networking and best-practice sharing and accelerate adoption

Capabilities

- Expertise and best practices delivered through a flexible delivery model ranging from onsite consulting to Web-based templates
- Bundled empowerment support services, including basic product support, event-day management, and a sourcing support desk

READY TO GET STARTED?

Each year, more than 295,000 companies use SAP Ariba Sourcing to source more than \$340 billion in goods and services across 500 categories, to save more than \$30 billion, and to reduce process and cycle times by 50% to 70%.

Why not join them? To learn more about SAP Ariba Sourcing and the results that it can deliver for your organization, visit <http://www.ariba.com/solutions/buy/sourcing>, where you'll find numerous informative resources such as white papers and case studies. Or contact your account executive.

www.ariba.com

Studio SAP | 46458enUS (16/11) © 2016 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company. SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://www.sap.com/corporate-en/legal/copyright/index.epx#trademark> for additional trademark information and notices.