

Global Source-to-Settle Approach Yields Sourcing Savings of 15 Percent

| Challenges | Solutions | Results |
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| <ul style="list-style-type: none">• Operations in more than 30 countries• Sourcing tools lacked state-of-the-art capabilities• Remote employees can't easily buy what they need at the best prices• Compliance with centralized contracts challenged by local relationships | <ul style="list-style-type: none">• Deployed Ariba sourcing technology to manage supplier negotiations globally• Deployed Ariba technology to enable employees to purchase using online catalogs<ul style="list-style-type: none">• One-click access to catalogs from the corporate website• 40 unique catalogs covering business cards to cranes• Catalogs based on centrally negotiated contracts | <ul style="list-style-type: none">• Sourcing savings of 15 to 40 percent• Decreased sourcing cycle times• Compliance with national and global contracts |

Company
Air Products and Chemicals, Inc.

Profile
Worldwide supplier of industrial gases, chemicals, and environmental systems

Ariba Commerce
Cloud Features
Ariba sourcing solutions
Ariba procurement solutions

“With Ariba Sourcing, we have achieved savings from 15 to 40 percent,” said Jeff Hoover, Strategic Sourcing Manager for Air Products and Chemicals. “But one of the things that is most important to us is how the tool allows us to do business on a global scale for global projects, executed with global offices with global suppliers. With the advantages of speed, visibility and collaboration, what used to take four weeks now only takes two.”

