

# Increased Supplier Revenue via 85 Percent Paperless Transactions

Challenges	Solutions	Results	
<ul style="list-style-type: none"> <li>• Costly and inefficient manual buyer-supplier interactions</li> <li>• Rising supply costs due to maverick buying and lack of compliance</li> <li>• Limited visibility into what they were buying and from whom, and for what amounts</li> <li>• No easy way to identify desired product from thousands of choices</li> </ul>	<ul style="list-style-type: none"> <li>• Implemented paperless buyer-supplier transactions</li> <li>• Deployed Ariba technology so employees purchase via an online catalog</li> <li>• Automation to ensure purchase compliance, consistent processes, and data for spending analysis</li> <li>• Implemented a rich online catalog experience using the Ariba Network               <ul style="list-style-type: none"> <li>• Users able to easily and quickly locate the right products</li> <li>• Employee flexibility to review orders, print MSDS sheets, and check stock</li> </ul> </li> <li>• Customer-managed and vendor-managed inventory approaches so replenishment is quick and accurate</li> </ul>	<ul style="list-style-type: none"> <li>• Paperless purchasing adoption across 85 percent of operations (90 locations), reducing maverick spending and raising productivity</li> <li>• Significant supplier revenue growth directly related to innovative catalog approaches</li> </ul>	<p><b>Company</b> Danaher and MSC Industrial Direct</p> <p><b>Profile</b> <b>Danaher</b> is a large design-manufacturer of professional instrumentation, tools and components. <b>MSC Industrial Direct (MSC)</b> is a large distributor of more than 500,000 MRO supplies.</p> <p>Ariba Commerce Cloud Features Ariba Network for business collaboration Ariba procurement solutions Ariba online catalog solutions</p> <p><b>“Over a three-year period, Danaher has generated and maintained millions in savings with the help of Ariba spend management solutions.”</b> Bill Alpers, Corporate Director Strategic Sourcing for Indirect Materials, Danaher</p> <p><b>“Danaher is one of our most-successful customers on Ariba PunchOut, which is a testament to the strength and growth of the relationship on both sides.”</b> Peter Biagioli, Director of National Accounts MSC Industrial Direct</p>

