

# Organization Achieves 18 – 20 Percent Savings With Ariba StartSourcing

## Challenges

- Cost-reduction initiatives involving 20,000 properties
- Many commodities had never been competitively negotiated
- Manual processes unable to scale

## Solutions

- Deployed Ariba StartSourcing to electronically negotiate with suppliers
  - Intuitive and easy-to-use on a self-service basis
  - Ariba well-known, which facilitated talking with suppliers
  - Supplier familiarity with Ariba solutions made training and acceptance easier
- Sourced a broad range of categories: magazine design and print services; brassware; external and internal doors
- Implemented a phased adoption of Ariba sourcing technology, moving from low-level, less-complex categories to increasingly complex

## Results

- 18 - 20 percent savings, depending on commodity
- Team acquired several best practices
- Savings garnered board-level visibility and “put Procurement on the map”

*“Ariba StartSourcing has excellent functionality, is very easy to deploy, and the fact that it is on demand helps because you don’t have the issue of any necessary IT resources.”*

*“The pricing model is competitive and makes it easy for clients to initiate Ariba StartSourcing on a trial or proof-of-concept basis.”*

David Turner, Sourcing Advantage

### Company

East North East Homes Leeds, with Sourcing Advantage as its partner, helping with managing its cost-reduction initiatives

### Profile

Real estate property manager

### Ariba Commerce

Cloud Features

Ariba StartSourcing™