

80 Percent Company Spending Now Sourced Online

Challenges	Solutions	Results
<ul style="list-style-type: none"> Aggressive growth plans Frequent supply delays and price increases <ul style="list-style-type: none"> Demand for products and services greater than supply Limited choice of supplier and product/services Current processes unable to scale 	<ul style="list-style-type: none"> Deployed Ariba sourcing technology to implement global sourcing strategies <ul style="list-style-type: none"> Global supplier outreach to increase competition Created a structured documentation practice Deployed programs to address spend aggregation, cost optimization, and supplier management <ul style="list-style-type: none"> Lifecycle view from outreach to selection, RFQ, negotiating, contract authoring and implementation Utilized Ariba services to ensure operating and negotiating best practices <ul style="list-style-type: none"> Conducted training for suppliers new to online negotiations 	<ul style="list-style-type: none"> Online sourcing adopted for 80 percent of company spending \$5M savings 3 - 20 percent savings from engaging new suppliers <ul style="list-style-type: none"> 17 percent savings on ad-hoc material handling equipment rentals Gained suppliers' confidence by using a transparent negotiation process Improved compliance and collaboration

Company
ETA Star Group

Profile
A leading Middle-Eastern business conglomerate

Ariba Commerce Cloud Features
Ariba e-sourcing solutions
Ariba Sourcing services

“With Ariba Sourcing, we have achieved savings from three to 20 percent. The tool allows us to do business given our unique local market scenario and helps us execute projects globally on a scalable basis with global suppliers. This has led to increased savings, transparency, compliance and collaboration. With Ariba we have been able to instill best practices within different divisions of our group.”

Mr. Arif. B. Rahman Group Director – Finance and Member of the Board

