

# Closed-loop System Shortens Contract Cycle Times

Challenges	Solutions	Results
<ul style="list-style-type: none"><li>Disparate systems used across the purchase process for RFIs, contracts, renewals and reporting</li><li>Lack of resources to maintain and grow a decade- old in-house application</li><li>Savings leakage due to difficulty in tracking supplier rebates</li></ul>	<ul style="list-style-type: none"><li>Deployed Ariba sourcing, contract and purchasing technologies as a single, closed-loop system</li><li>Implemented paperless buyer-supplier transactions</li><li>Developed customized tracking for rebate dollars against anticipated volume</li></ul>	<ul style="list-style-type: none"><li>Achieved targeted results within one year of implementation</li><li>Contracting cycle times significantly shortened</li></ul>

Company  
Medbuy Corporation

Profile  
Group Purchasing Organization (GPO) that negotiates agreements for healthcare providers

Ariba Commerce Cloud Features  
Ariba contract management solutions  
Ariba sourcing solutions  
Ariba procurement solutions

**“Having everything reside in one system, when it used to be in several different systems, makes the process significantly more efficient for us.”** Bill Bouwmeester, Vice President and Chief Financial Officer, Medbuy

**“The contracting process, which might have taken six months before, has now been greatly reduced. What used to take two weeks now takes only 20 minutes with the push of a button.”** Cyndy Donnell, Chief Contracting Officer, Medbuy

