

Five Minutes to Find a New Supplier

Challenges	Solutions	Results
<ul style="list-style-type: none">• Manual and lengthy supplier identification process<ul style="list-style-type: none">• Reliance on decentralized searches and networking• Difficulty gathering basic supplier information<ul style="list-style-type: none">• Minimal information to pre-determine supplier relevance and facilitate initial conversations	<ul style="list-style-type: none">• Deployed Ariba technology to identify new suppliers and make sourcing events more competitive<ul style="list-style-type: none">• Access to >200,000 pre-qualified suppliers• Eligibility can be filtered based on UNSPSC categorization• Easily discover alternative suppliers• Paperless communication<ul style="list-style-type: none">• Common platform for sellers and buyers to share information	<ul style="list-style-type: none">• Increased competition from new, qualified suppliers led existing suppliers to offer price reductions and better terms• 20 percent time savings for supplier identification (as low as five to 10 minutes)• Cost savings from reduced labor costs and increased supplier competition• Easily gather data for risk mitigation and new product development• Using Ariba is a required step in the sourcing process

Company
Varian

Profile
Worldwide supplier of scientific instruments and vacuum technologies

Ariba Commerce Cloud Features
Ariba business discovery
Ariba Network for business collaboration

“The potential to gain a new qualified source— that may add value to the RFx— is definitely worth the five to ten minutes it takes to post our requirements on Ariba Discovery.” Travis Johnson, Global Spends Optimization Manager

