



# Ariba® Sourcing Execution Solutions

## Benefits

### FullSource

- Accelerates savings opportunities when internal team lacks the capacity or expertise necessary to execute
- Enables faster inclusion of new categories, stakeholders, and geographies into sourcing efforts
- Speeds time-to-savings by providing immediate, on-demand scale
- Ensures that best-practice sourcing strategies are embedded into your projects

### Event Execution

- Accelerates sourcing activity and throughput while enabling buyers to focus on strategic, high value-added activities
- Ensures consistent supplier access to project information and readiness to participate
- Enables use of advanced capabilities in sourcing software without requiring buyers to be software experts

With Ariba Sourcing Execution services, you can engage in as many simultaneous sourcing projects as you need, when you need to. And you can be sure that you've got the strategies and expertise you need to be successful.

Let Ariba help you turn your strategic sourcing efforts into an even bigger value center for your organization.

In the New Normal, companies of all sizes and industries need to operate more leanly and on a permanently lower-cost basis. Finding the savings necessary to enable that lower cost structure is key to competitiveness.

Strategic sourcing has long been a proven method for controlling costs and ensuring that your company is paying the true market price for its goods and services. Yet, as strategic sourcing and online sourcing have become standard practice in all industries, companies must have access to additional capabilities to maintain sourcing as a competitive advantage.

As one of the world's largest sourcing organizations, Ariba has a unique perspective on both the benefits and challenges of strategic and online sourcing.

How do you simultaneously maximize both the efficiency and effectiveness of your strategic sourcing efforts without adding specialized and costly resources that you may need only occasionally?

Answer: Ariba Sourcing Execution services.

Companies are faced with many challenges in optimizing their strategic sourcing efforts, including:

- Aggressive savings and throughput expectations
- Complex and volatile supply markets
- Fewer resources due to downsizing
- Uneven demand due to fluctuating buying calendars and windows
- Multiple buying locations and/or suppliers with unique requirements, multiple languages or time zones, and limited collaboration experience
- Expanding categories of spend under management and lack of time/resources/technology to help set priorities for sourcing
- Complicated or missing specifications and/or stakeholder requirements
- Lack of internal tools or knowledge-sharing to help buyers make decisions regarding the online sourcing process

In order to address these challenges, you need an agile sourcing support system that provides the capabilities you need, when and how you need them. To provide this flexibility, Ariba has developed a modular sourcing execution support infrastructure that can fill gaps in capabilities—from full end-to-end support, tactical bid execution, or something in between.

Although support can be customized to your specific needs, many customers engage on one of several primary configurations—ranging from FullSource (complete end-to-end sourcing support) to Event Engineering (auction management by Ariba that allows buyers to focus on strategic, high value-added activities).

## Why Ariba Sourcing Execution Services

FullSource, Event Engineering, or any other sourcing execution configuration brings the proven capabilities of Ariba's sourcing organization as well as the flexibility and on-demand access you need to meet your goals.

By concentrating on activities with the appropriate process, category, or regional specialist, Ariba's sourcing organization can dramatically improve the results, cycle times, and knowledge transfer from any sourcing project. In addition, Ariba's support is truly global so that both your stakeholders and suppliers can operate in their own language and time zone.

FullSource excels at end-to-end sourcing support through:

- Deep sourcing and category knowledge, sourcing technology expertise, and support for all phases of the sourcing process
- Dedicated program, data, and project management resources
- Sourcing software with flexible bidding formats including optimization and transformation
- Experienced sourcing professionals backed up by global commodity management teams leveraging more than a decade of Ariba global supply market intelligence

## About Ariba, Inc.

Ariba, Inc. is the leading provider of collaborative business commerce solutions. Ariba combines industry-leading software as a service (SaaS) technology to optimize the complete commerce lifecycle with the world's largest web-based community to discover, connect and collaborate with a global network of trading partners and expert capabilities to augment internal resources and skills, delivering everything needed to control costs, minimize risk, improve profits and enhance cash flow and operations – all in a cloud-based environment. Whether you're buying, selling or managing cash, you can do it more efficiently and effectively in the Ariba® Commerce Cloud. More than 1,000 companies, including 94 of the Fortune 100, use Ariba's solutions to drive more efficient inter-enterprise commerce. Why not join them? For more information on Ariba commerce solutions and the results they deliver, visit [www.ariba.com](http://www.ariba.com).

Event Execution accelerates your sourcing cycles with:

- Knowledge of best practices and access to expertise
- Understanding of how best to apply tools within an existing business process
- Resource bandwidth to accommodate turnover, learning curves, or gaps in expertise

No other organization can match the combined commodity, process, and technology expertise of Ariba—enabling you to focus on building your sourcing pipeline, engaging new stakeholders, and driving the most savings for your organization.

## Features

FullSource combines sourcing technology and expertise to empower companies to achieve critical spend management goals, get faster results, minimize supply risks, build capabilities, and tackle tough spend—all without adding additional resources.

Specific service elements included in FullSource:

- **Project Assessment** – Category assessment, collection of project requirements, and validation of scope
- **Project Management** – Project coordination, timeline management, and executive status reporting
- **Supplier Research/RFI** – Primary supplier identification will come from you, but Ariba will conduct a cursory review of the various zones to confirm that no other viable supplier candidates exist.
- **RFI Management and Supplier Coordination** – Management of RFI distribution, collection, and verification
- **RFP/Q Management** – Proactive management of the supply base from the time of RFP/Q release until RFP/Q response submission
- **Data Management Guidance and Execution** – Data collection guidance, document conversion, data review, lotting recommendations, and data gap analysis
- **Sourcing Strategy Advice** – Category managers recommend sourcing strategies specific to the goals, objectives and items in scope for each project
- **Supplier Management Execution** – Coordination and communication with suppliers throughout the project, including any necessary training on the online sourcing tools
- **Event Day Execution** – Online Bidding Event monitoring and administration, support of Reverse Auction Activity, supplier training, and surrogate bidding
- **Post-Project Analysis** – Post-project reporting including detailed pricing reports from all participating suppliers. Pricing may come from a best and final RFP, a sealed RFQ, or an online bidding event.

## Event Execution

- Operational, project execution support for the end stages of sourcing projects. Service elements include:
  - Sourcing technology set up, event testing, and management
  - Supplier log-in and readiness outreach
  - Live supplier training
  - Proactive event-day supplier management and issue resolution
  - Pre-arranged and emergency surrogate bidding for suppliers

## Ready to get started?

To learn more, visit the Ariba website at [www.ariba.com](http://www.ariba.com) or contact your account executive or Ariba Global Services account lead.

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