

# Engage and Empower Your Procurement and End Users with Guided Buying



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**Summary**

Guided buying provides a simple, smart, and elegant experience for end users and functional buyers to increase user engagement across all spend. Smart guidance and predictive search functionality help people inside and outside the procurement area find the items and suppliers they need, with rules and policies provided in context with the buying process. Scalable to meet the needs of functional departments, guided buying enables distributed, compliant procurement for all users.

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**Objectives**

- Provide a better buying experience to end users
- Simplify procurement by eliminating the use of multiple processes and systems for different spend categories
- Improve collaboration and decentralize procurement management

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**Solution**

- Direction for users to the right items, preferred suppliers, and compliant policies
- Functionality for distributed policy, category, and supplier management
- Supplier performance management for broader user and supplier participation

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**Benefits**

- A single place for all casual and functional buyers to buy goods and services
- Increased engagement with satisfying buying experiences
- In-context collaboration among functional users, procurement experts, and suppliers
- Improved supplier participation, performance, and relationships

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**Learn more**

To find out more, call your SAP representative today or visit us online at [www.ariba.com/solutions/buy/procurement-solutions](http://www.ariba.com/solutions/buy/procurement-solutions).





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Quick Facts

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**Overview**

Modern enterprises need to move fast to thrive in the connected economy, with procurement playing a crucial role in delivering value to your customers. Since not all buying is done by procurement specialists, it's also important to enable processes for people outside the procurement organization such as casual users and functional buyers with topical expertise.

Guided buying empowers and engages all of your casual and functional buyers with a consumer-grade experience that is simple, smart, and elegant. Guided buying provides a single place to purchase goods and services across spend categories, eliminating the need to log in to multiple systems and streamlining processes. The software scales to meet the needs of functional departments and enables

the decentralized management of policies, categories, and suppliers by budget owners throughout the organization.

Smart guidance and predictive search functionality direct people to the right items and preferred suppliers, and the software brings context to the buying process with procurement and compliance policy rules and information. You can efficiently set up, manage, and use preferred suppliers across procurement processes, and performance management functionality encourages broader user and supplier participation. Business and procurement users along with suppliers can collaborate online, increasing efficiency and productivity, and social interaction functionality further enhances the experience.



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