How Does a B2B Marketplace Simplify Finding and Buying Non-Sourced Goods?

Simplified procurement enables productivity and process improvements for 32,000 employees

Evonik is one of the world leaders in specialty chemicals that make tires fuel-efficient, mattresses more elastic, medications more effective and animals feeds healthier. Their mission is to improve life today and tomorrow for their customers and employees. While Evonik had an 80% perfection rate with their catalogs on SAP Ariba, they were seeking to improve the user experience in sourcing non-catalog items and control maverick spending. They opted for a new solution that integrated with their procurement solutions and enabled them to augment their catalog strategy by giving users single sign-on access to a marketplace that could provide easily searchable company authorized content.
Reducing Manual Purchase Orders with SAP® Ariba® Spot Buy

Before: Challenges and Opportunities
- Effortless content user searches for non-catalog items
- Control of tail spend expenditure
- Reduce manual purchase orders for maverick spending
- Operative costs to manage low volume suppliers in smaller countries

Why SAP Ariba
- Available in multiple global locations
- Easy integration into SAP® Ariba® solutions
- Vetted supply base

After: Value-Driven Results
- Easily enabled marketplaces for global locations
- Eliminated low volume suppliers due to access to marketplace
- Completed control of available content and pricing restrictions
- Adherence to work flow policies already in place
- Users able to find what they need in 5-10 minutes together with guided buying
- Boosted credibility in internal catalog by providing marketplace comparison
- Elevated internal quality of catalogs to be as user friendly as marketplace

“Using SAP Ariba Spot Buy, users were able to quickly find the items they needed in a matter of minutes that were policy approved. This enabled our strategic sourcing managers to reduce the need for low volume suppliers for small company locations by having access to a marketplace with millions of items.”

Head of Procurement, Operations and Processes, Evonik Industries AG

Evonik Industries AG
Essen, Germany
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Industry
Specialty Chemicals

Products and Services
Chemicals for active ingredients, emulsifiers, emollients, conditioning agents, secondary surfactants and many other performance additives for versatile applications.

Employees
32,000

Revenue
€13.1 billion

Featured Solutions and Services
SAP® Ariba Spot Buy

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Improved

User experience by easily providing wide item content in a matter of minutes

10%

Reduction on manual purchase orders

20%

Time gained on reconciliation