

# Order Process Reduced from Days to Minutes



Challenges	Solutions	Results
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| <ul style="list-style-type: none"> <li>Standardizing and streamlining customer on-boarding and integration processes</li> <li>Adopting electronic communication standards for order-to-cash               <ul style="list-style-type: none"> <li>XML</li> <li>cXML</li> <li>EDI</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>Deployed Ariba technology so prospects can buy electronically               <ul style="list-style-type: none"> <li>Online catalogs</li> <li>Paperless invoicing, status updates and automated ship notices</li> </ul> </li> <li>Used Ariba Network for business collaboration to implement best practices for integration and automation               <ul style="list-style-type: none"> <li>Scalable “connect-once” model aligned with “req-to-check” technologies</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>Average order processing times reduced from one day to a few minutes               <ul style="list-style-type: none"> <li>Eliminated need to re-key orders sent via email</li> </ul> </li> <li>Cost improvements in payable processing</li> <li>Finding opportunities for new business via the Ariba Network</li> </ul> |
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Company  
Newark

Profile  
A leading electronics distributor

Ariba Commerce Cloud Features

- Ariba® Network
- Ariba online catalog solutions

**“Ariba provides the most standardized and easy-to-connect-with model in the eProcurement industry, allowing a repeatable process to onboard new customers. They offer a true partnership with our mutual customers in our drive to automation.”** Anne M. Dalton, Manager, eProcurement, Newark