Increase **Procurement Compliance and Control** with Rich Content and Faster Enablement
Procurement managers need greater compliance and control while driving down costs and raising profit margins. To succeed, you need tools to make more-insightful purchasing decisions. A simplified and centralized procurement catalog helps companies realize the outcomes leadership wants and expects. With the SAP® Ariba® Catalog solution, you can achieve these objectives and more.

All organizations need to have the right materials delivered at the right time with the right quality. In today’s competitive business environment, tightening control of procurement processes and sourcing the best supplies at the lowest cost are necessities. Businesses must have an easier way to limit purchases to preferred suppliers and buying channels. What’s needed is a solution that displays relevant, validated, and always up-to-date procurement content.

With SAP Ariba Catalog, you can increase procurement visibility and control while gaining greater operational flexibility, repeatable cost savings, and compliant processes. This cloud-based offering defines, validates, and enriches catalog content with enterprise-grade content management tools to give procurement professionals an easier way to get what they need. At the same time, you can meet the expectations of the C-suite, such as lower risk, lower total cost of ownership, and a rapid return on investment.
Transform Purchasing and Boost Transparency

SAP Ariba Catalog displays the items available for purchase from the suppliers with whom your company has negotiated purchasing relationships.

The solution combines, consumer-like shopping with a sophisticated procurement process. It gives employees user-friendly catalog and shopping cart functionality so they can easily buy what’s needed. Advanced content management tools help your purchasing agents efficiently validate and sort the best of what your suppliers have to offer.

SAP Ariba Catalog simplifies even the most complex catalog management processes. You can display items ranging from regular goods, punchout items, and collaborative items to catalog kits and inventory items. It all begins with the catalog home page (see the next page), which lets you search, browse, and add compliant items to the catalog.

Provide a rich buying experience for procurement agents while ensuring more-efficient procurement processes.
SAP Solution Brief

Objectives

Solution

Benefits

Quick Facts

Transform Purchasing and Boost Transparency

Manage All Types of Catalogs – From Local to Multiple Business Units

Key Differentiators That Deliver Value

Enhancements to Transform the Catalog Experience

Figure: Catalog Home Page
Manage **All Types** of Catalogs – From Local to Multiple Business Units

SAP Ariba Catalog supports multiple approaches to managing and accessing catalog content, including the following.

**Local Catalogs**
Authorized users can load, manage, and access catalogs and prices. SAP Ariba Catalog supports catalogs in both the catalog interchange format (CIF) and commerce extensible markup language (cXML) format and allows loading of catalogs from Ariba Network.

**Remote Catalogs**
Users can access and procure items from catalogs hosted and managed by suppliers on selected third-party provider platforms.

**Multiple Catalog Formats**
SAP Ariba Catalog supports a wide variety of catalog formats such as CIF, XLSX, cXML, BMECat, and punchout. Suppliers can upload catalogs using Ariba Network, which buyers can then access through SAP Ariba Procurement solutions.

Upload **catalog content** from a single user interface to help make catalog maintenance a painless process.

**Quick Facts**

- **Transform Purchasing and Boost Transparency**

- **Manage All Types of Catalogs – From Local to Multiple Business Units**

- **Key Differentiators That Deliver Value**

- **Enhancements to Transform the Catalog Experience**
Cross-Catalog Support
SAP Ariba Procurement solutions support cross-catalog searches for buyer catalogs, supplier uploaded catalogs, punchout catalogs, ERP inventory catalogs, and spot buy catalogs. A Google-like search bar allows purchasing agents to search for items in company catalogs. You can narrow your search across a category menu. Depending on how the search functionality is configured, you may be able to use “AND” and “OR” search strings. SAP Ariba Catalog supports type-ahead searches, in which suggestions are provided based on keywords, part numbers, and supplier name.

Multiple Business Units
With SAP Ariba Catalog, companies can manage catalog content across business units. Using SAP Ariba Procurement solutions, companies can track spend and corresponding content by business units, departments, and purchasing organization. You can map different types of data, such as suppliers or business-unit cost centers, to corresponding purchasing units.

Certain common data, such as language, currency, unit of measure, and other company-wide parameters, can be shared across business units. You can also see catalog items associated with specific purchasing organizations. When users perform searches, run reports, or perform management operations, the data they see is restricted to specific purchasing units.

Transform Purchasing and Boost Transparency
Manage All Types of Catalogs – From Local to Multiple Business Units
Key Differentiators That Deliver Value
Enhancements to Transform the Catalog Experience
Key Differentiators That Deliver Value

One of the most compelling features of SAP Ariba Catalog is its ability to integrate with other SAP Ariba solutions, enterprise software, and other procurement tools. The solution offers open API integration and catalog APIs to help automate tasks such as uploading lookup data and updating enterprise software systems. API integration means your catalog content is always up to date with real-time pricing and inventory availability information. There is a direct connection between your inventory system and SAP Ariba Catalog. You can search and buy across all catalogs in one interface, including items listed in a material master database, inventoried items, and maintenance, repair, and operations supplies and spares, along with stock levels by plant location.

Maverick spend is 50% lower for SAP Ariba solutions customers that have 92% of PO line items originating from catalogs and contracts produced by SAP Ariba solutions.

Source: SAP Ariba benchmarking, June 2018.
Enhancements to Transform the Catalog Experience

SAP Ariba Catalog offers several new features to transform procurement processes and provide an intuitive user experience, rich content, and better catalog enablement.

**Improved User Experience**
Not only does SAP Ariba Catalog help simplify and control purchasing processes, it helps make catalog creation easier for suppliers as well. An intuitive user interface provides a streamlined content and catalog creation process. Your suppliers can simply create master content on Ariba Network and support tail spend generated by buyers.

**Rich Content**
SAP Ariba Catalog now features content normalization, which improves the accuracy and relevance of search results and provides users with rich content. Content normalization increases the number and quality of filters users can apply to their searches.

**Catalog Enablement**
SAP Ariba Catalog offers fast enablement for catalogs ranging from simple to complex. Full catalog enablement is provided as part of your subscription to use SAP Ariba Catalog, which includes comprehensive collection, validation, enrichment, classification, and approval to enable a wonderful shopping experience. With the solution’s content-management functionality, catalogs can now be updated in minutes. Automated verification functionality in SAP Ariba Catalog speeds updates, reduces workload, and improves accuracy.
Gain Greater **Compliance and Control** While Cutting Costs

SAP Ariba Catalog drives a culture of compliance, which helps you reduce cost and risk while gaining greater control over procurement processes.

From a single user interface, you can easily log in and immediately see all available items from your supply network in real time. Advanced content management tools simplify the upload of catalog content. Plus, collaboration tools for buyers and suppliers make it easier to finalize the price or specifications for goods or services, before an item is ordered.

Buyers can view catalogs of approved suppliers only. Preferred suppliers and products are prioritized based on relevance to search criteria, and contract pricing is applied proactively. The solution also helps enforce contractual agreements, with tools to ensure compliance for shopping carts.

Overall, SAP Ariba Catalog increases procurement visibility and control while providing greater operational flexibility and repeatable cost savings. The solution makes it easier to create rules to cleanse and enrich catalog content – and help ensure catalogs are compliant and error free.
Summary
The SAP® Ariba® Catalog solution combines simplified, consumer-like shopping with a sophisticated procurement process. It gives your employees a user-friendly catalog and shopping cart functionality so they can easily buy what they need. And buyers get advanced content management tools to efficiently validate and sort the best of what their suppliers offer.

Objectives
• Simplify and centralize purchasing with consistent processes and e-procurement
• Enforce compliance with purchasing policies and prices
• Drive higher profitability through lower costs and increased margins
• Make more-insightful purchasing decisions based on greater visibility

Solution
• Cloud-based solution for fast enablement
• Enterprise-grade content management tools
• Open API to link catalogs to live inventories and enterprise software
• Easier catalog management
• Always-on support
• Compliance with purchasing rules, prices, and contracts

Benefits
• Better procurement visibility and control
• Greater operational flexibility
• Repeatable cost savings
• More-compliant processes
• Lower risk and cost of ownership

Learn more
To find out more, call your SAP representative today or visit us online.