Benefits

• **Bottom-line results** – Immediate savings of 8% to 14% realized now
• **Discovery** of new qualified suppliers through the integrated SAP® Ariba® Discovery solution to improve bid competitiveness
• **Agility** – Sourcing cycle time reduced by 50% and administrative costs by 15%
• **Flexibility** – Walk-up on-demand application combined with a rapid-deployment process and integrated support services placing no burden on IT departments
• **Efficiency** – Sustainable organizational knowledge through in-context intelligence
• **Global reach** – Global trade with support for multiple languages and currencies
• **Lower total cost of ownership** – Software-as-a-service delivery with faster time to value and faster innovation
• **Mitigated supply risk** through continuous performance measurements and improvement

*A based on best-in-class (top 25%) customer averages from an SAP Ariba Benchmark study*

A strategic approach to sourcing is essential for meeting immediate needs as well as for sustaining enterprise-wide cost reductions. Locating a supplier and pricing an item simply isn’t enough. Sustainable savings come from identifying cost-cutting opportunities, defining and executing a supplier selection process, and creating contracts that convert them into actual savings. And this requires being able to evaluate the total cost impact of sourcing decisions while shortening the amount of time and effort spent on administrative tasks.

Effective supplier discovery and supplier information management are critical for the sourcing process to drive sustainable results, yet many organizations struggle to keep their supplier information current. Strategic sourcing provides the single greatest opportunity to impact the cost, quality, and performance of the supply chain and is among the quickest paths to lower costs and improved revenues. But increased globalization, soaring energy and commodity costs, and tightening supply markets have kept many companies from achieving their full sourcing potential.

**WHY SAP® ARIBA® SOURCING**

The SAP® Ariba® Sourcing solution is designed to help companies overcome these challenges. A unique software-as-a-service solution, SAP Ariba Sourcing covers direct and indirect materials and is used by thousands of companies to create and implement competitive best-value agreements.

By combining sourcing and negotiation technology with access to a global network of suppliers and strategy and category expertise, SAP Ariba Sourcing enables companies of any industry, size, or geography to drive fast, sustainable results by automating and streamlining critical tasks across the sourcing lifecycle, including:

• **Strategy development** – Identify savings opportunities, assess market dynamics, and develop an informed sourcing strategy
• **Sourcing and negotiating** – Identify and qualify suppliers, negotiate best-value agreements, derive optimal award allocations, drive project collaboration, standardize processes, and manage knowledge
• **Monitoring and management of suppliers and agreements** – Quickly implement supplier agreements, track and realize savings, and manage supplier performance

SAP Ariba Sourcing delivers more frequent innovation to help ensure speed, consistency, and repeatability, and it is proven to deliver tangible, bottom-line value for organizations and industries through:

• US$26 million more savings per billion of spend*
• 19% higher spend under management*
• 58% higher cost reduction savings*

With SAP Ariba Sourcing, you can integrate not only with other SAP Ariba solutions but also with third-party systems.

*Based on best-in-class (top 25%) customer averages from an SAP Ariba Benchmark study*
FEATURES

Technology
• RFX creation and management
  – A broad set of RFX types, including requests for information, requests for proposals, reverse auctions, and forward auctions
  – Integrated supplier discovery
  – Rapid RFX creation
  – Sealed envelope bidding, Dutch auction, and total cost events
  – Matrix and tiered pricing
  – Bid optimization and decision support
  – Flexible supplier bidding options including buyer and supplier bundles
  – Supplier response management
  – Team grading and collaborative scoring
  – Conditional content, table questions, and event prerequisites
  – Communications and messaging
  – Global, multilingual, and multicurrency capabilities
• Project management
  – Workflow and approval management
  – Document management
  – Knowledge management
  – Resource management
• SAP Enable Now for in-app guidance
• Sourcing analysis and reporting
• Integration to third-party systems using open APIs, Web services, and file channels
• Savings pipeline and tracking

Community
• Integrated access to Ariba Network, the world’s largest trading community for efficient and effective supplier discovery, qualification, risk assessment, and more-competitive negotiations
• Unique peer benchmarking program with dedicated customer success teams

Capabilities
• Expertise and best practices delivered through a flexible delivery model ranging from on-site consulting to Web-based templates
• Bundled empowerment support services, including basic product support, event-day management, and a sourcing support desk

READY TO GET STARTED?

To learn more about SAP Ariba Sourcing and the results that it can deliver for your organization, contact your account executive or visit us online, where you’ll find numerous informative resources such as white papers and case studies.