

SAP® Ariba® Spot Buy Catalog

Benefits

With SAP® Ariba® Spot Buy Catalog solution, you can realize:

- **Cost savings:** Have the tools and insights to capture greater price savings and reduce sourcing costs.
- **Productivity and process improvements:** Now you can streamline the buying process and simplify vendor management.
- **Greater spend compliance:** Use it to accelerate user adoption, identify buyer demand signals, and access a streamlined and compliant order-to-pay process.

AN EASY WAY TO FIND AND BUY NONSOURCED GOODS

The SAP® Ariba® Spot Buy Catalog solution is your custom business-to-business (B2B) marketplace that makes it easy to find and buy nonsourced goods with competitive price and delivery options. With preenabled content and global vetted supply, the Spot Buy capability makes it easy for your buyers and employees to find and buy the goods they need from a trusted supply source (see Figure 1). Because of its built-in, customizable controls, your procurement organization can use the capability to improve buying compliance and savings across the enterprise.

Quickly Search Through Millions of Items

A single search delivered through Spot Buy quickly and easily guides users to the goods they need across common business categories such as MRO, facilities, IT and accessories, electrical and test equipment, and office supplies. Intuitive filters make it easy to refine the search results for a fast, compliant process that saves time and money.

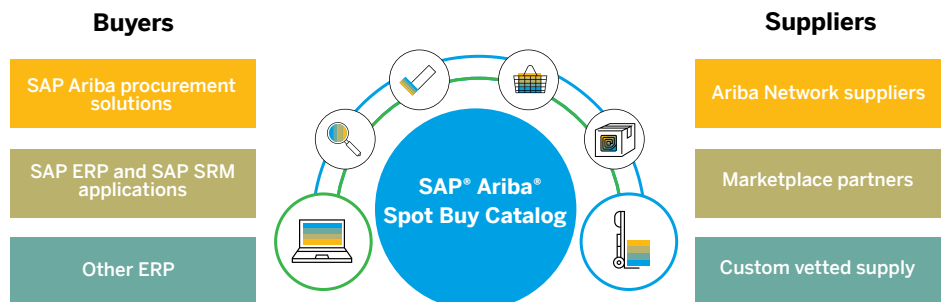
Find Suppliers You Trust

As a global B2B marketplace, Spot Buy allows buyers to find high-quality, trusted suppliers. Our goal is to assemble the largest and most comprehensive B2B marketplace of its kind to help ensure our supply meets your global buying demand. Choose trusted supply from the list of growing Spot Buy suppliers, or create your own list of vetted suppliers for your needs.

Establish a Streamlined, Compliant, and Controlled Process

B2B is different than business to consumer, so in addition to integrating into your existing ERP and procurement processes, SAP Ariba Spot Buy Catalog can be easily configured to meet your corporate buying policies. Use it to quickly select which suppliers to include, limit user access, control specific commodities, and establish price thresholds. The result is the perfect balance of user convenience and buying controls.

Figure 1: SAP Ariba Spot Buy Catalog at a Glance



- Accelerate user adoption and satisfaction
- Eliminate long-tail vendor growth
- Reduce price and cost

- Expand reach of qualified customers
- Lower cost of sale
- Leverage a tax-compliant process

About SAP® Ariba® Solutions

SAP® Ariba® solutions support the marketplace for modern business, creating frictionless exchanges between millions of buyers and suppliers across the entire source-to-pay process. Our market-leading solutions enable companies to simplify collaboration with their trading partners, make smarter business decisions, and extend their collaborative business processes with an open technology platform. More than two million companies use SAP Ariba solutions to connect and collaborate around nearly US\$1 trillion in commerce on an annual basis. To learn more about SAP Ariba solutions and the transformation they are driving, visit www.ariba.com.

DIVERSE SUPPLIER NETWORK

Figure 2 shows our three Spot Buy marketplace partners: **eBay Business Supply**, **Mercateo Unite**, and **Mercado Libre**. eBay Business Supply serves North America and Australia. Mercateo Unite serves Europe with a single Spot Buy creditor. Mercado Libre serves Latin America. Together, our partners provide operational savings and easy access to millions of suppliers and items to choose from. You benefit from competitive pricing and the power to rationalize your vendor master file and reduce the growing “long tail” of suppliers.

Figure 2: SAP® Ariba® Spot Buy Catalog – Global Supply

Office supplies	Electrical and test equipment	Technology and accessories	Facilities and maintenance	MRO and industrial	Other goods
					
 <p>10m items</p>		 <p>20m items</p>		 <p>50m items</p>	

EMPOWERING OUR CUSTOMERS

Currently, there are nearly 100 million items available through the SAP Ariba Spot Buy Catalog. Companies around the world are using it to find and pay for nonsourced goods – and they are thrilled with how fast and easy it is to use.

Our customers tell us that Spot Buy is a lifesaver that saves them time and reduces costs. And when new suppliers are added, the catalogs of these companies are added automatically, with no extra effort on their part.

You'll find customers sharing their own stories at www.ariba.com/go/spotbuy.

LEARN MORE

To learn more about SAP Ariba Spot Buy, visit www.ariba.com/go/spotbuy.

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