Benefits

- **Bottom-line results** – Potential immediate savings of 8% to 14%
- **Discovery of new qualified suppliers** through the integrated SAP® Ariba® Discovery solution to improve bid competitiveness
- **Agility** – Up to 50% reduction in sourcing cycle times and 15% reduction in administrative costs
- **Flexibility** – Walk-up, on-demand application combined with a rapid deployment process and integrated support services that places no burden on IT departments
- **Efficiency** – Sustainable organizational knowledge through in-context intelligence
- **Global reach** – Global trade possible, 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

Today’s procurement professionals are under intense pressure to do more with less. Executives are demanding more savings – faster – and reduced costs and more efficient processes are an ongoing expectation.

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. Both in good and bad times, sourcing professionals acknowledge that savings opportunities are missed when too few suppliers are involved in the sourcing process.

How can procurement professionals continue to increase savings, shore up supply, and improve performance in the face of scaled-down resources and shrinking budgets? Leading companies and analysts view strategic sourcing as a key to holding down costs and improving savings. And the SAP® Ariba® Start Sourcing solution is the most effective solution in the market for driving it.

Why SAP Ariba Start Sourcing

SAP Ariba Start Sourcing allows companies to overcome the challenges of sourcing in volatile global markets. A unique software-as-a-service solution, SAP Ariba Start Sourcing gives small businesses and midsize companies access to enterprise-class technology they can use to structure and execute sourcing events online that deliver real, measurable results without a substantial commitment of time or resources.

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

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

Features

**Technology features** include:

- RFX creation and management:
  - A broad set of RFX types, including RFI, RFP, reverse auctions, and forward auctions
  - Rapid RFX creation
  - Drag and drop to quickly organize event content, lots, and line-items
  - Grading and scoring
- Competitive bidding and timing:
  - Event rules, including gating until bid, forced bid decrements, and bid buffers
  - Patented auction features, including staggered line-item or lot closings, supplier-specific starting price, and tie bid control
- Integrated supplier discovery through Ariba Network
- Communications and messaging
- Sourcing reporting
- Global and multilingual capabilities
- Web-based buyer and supplier training and online tutorials

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

SAP® Ariba® solutions enable companies to connect, get business done, and spend better. With SAP Ariba solutions, businesses can manage the buying process across all categories of spend – from direct and indirect goods to services. On Ariba Network, buyers and suppliers from more than 4.6 million companies and 190 countries discover new opportunities, collaborate on transactions, grow strong relationships, and build healthy supply chains. It’s where more than US$3.2 trillion in commerce gets done every year. With SAP Ariba solutions, companies are transforming how they manage all categories of spend with improved operational efficiency and compliance, increased agility, and accelerated business outcomes. To learn more, visit www.ariba.com.

Community features include collaboration internally and with trading partners during negotiations in the world’s largest online sourcing marketplace.

Capabilities include expertise and best practices delivered through a flexible delivery model, ranging from on-site consulting to Web-based templates.

Ready to Get Started?

SAP Ariba Start Sourcing is an intuitive, Web-based RFX management tool that gives you access to nearly one million sellers on Ariba Network and the world’s largest online sourcing marketplace. Delivered as a cloud-based service with no monthly fee, it enables you to quickly and easily create and manage strategic sourcing events without demands on your IT resources or operating budget.

To learn more about SAP Ariba Start Sourcing and the benefits it can deliver to your organization, visit us online or contact your account representative.