How Does a Provider of Specialist Information **Increase Cash Flow Visibility** in a Crowded B2B Market?

Broadening the customer base and enjoying 80% faster project cycles for e-procurement with Ariba® Network

Established in 1868, Schweitzer has transformed into a leading provider of information services – including reports, textbooks, and databases. The company needed a more streamlined procurement operation to be able to deliver value to its customers. Since automating its procurement processes, the Munich-based company can provide better information for buyers and benefit from strengthened professional relationships.
Providing a foundation for clear e-commerce processes – which contribute to building long-term customer relationships

In opting to join the Ariba® Network, Schweitzer enabled increased visibility over the purchasing of its information service products and can reach more potential buyers. The objectives were clear:

- Gain transparency over monitoring and management of customer transactions
- Improve cash flow transparency and management of working capital
- Grow business by increasing the number of customers and e-commerce transactions
- Connect with an established network of customers efficiently and cost-effectively
- Automate all e-commerce processes to increase visibility for information service products
- Provide better information for buyers in order to strengthen professional relationships

“The Ariba Network and programs have helped us simplify and optimize our business operations. We can now process orders and invoices automatically and have simplified the process of onboarding customers to keep our business running smoothly.”

Alexander Graff, Head of Corporate Business, Schweitzer Fachinformationen
Featured Solutions

By implementing the following cutting-edge solutions, Schweitzer is now empowered and can reach its target of capturing 100% of potential customer opportunities:

- Ariba® Network
- SAP® Ariba Discovery
- PunchOut Feature