Control Maverick Spend by Giving Employees a Custom B2B Marketplace
Simplify and Control the Procurement of Non-Sourced Goods

Your procurement organization uses SAP® Ariba® Procurement solutions to streamline and manage the procurement process for users, from PO creation to invoice management across many spend categories. But what happens when people can’t find items they need in your existing online catalogs?

How can you help employees easily find and purchase non-sourced items – such as one-off or emergency items – all while helping ensure this maverick or “tail” spend is controlled, compliant, and conducted with trusted suppliers?

The Spot Buy capability for SAP Ariba solutions enables employees to quickly find and buy items that have not been previously put under contract and likely never will be – all through a custom business-to-business (B2B) marketplace. Users can easily search and order from an on-demand catalog of approximately 100 million live listings – all from trusted, vetted suppliers.

Fully integrated into SAP Ariba offerings such as the SAP Ariba Buying solution, Spot Buy helps you control maverick spend and procure items at competitive prices and delivery terms. Procurement retains full visibility and control, simplifying the buying process, enforcing compliance rules, and monitoring for buying signals that should trigger a sourcing event.
With a simplified user experience and rich content, Spot Buy makes it easier for your buyers to find and buy the one-off goods they need from a trusted supply source. The intuitive user interface quickly and easily guides users to the goods they need across common business categories such as maintenance, repair, and operations; facilities; IT and accessories; electrical and test equipment; and office supplies. Users can:

- Search and browse for content, view item details, and add items to requisitions with one click
- Scan all suppliers for what they need with a single search
- Refine search results using intuitive filters for a faster, compliant process that can save time and money
- Add items to shopping carts
- Send shopping cart data to their e-procurement system for requisition creation and approval

Searches for items are easier, and results are faster and trusted.
Provide **Easier Access to Trusted, Preenabled Suppliers**

Spot Buy is enriched with an ecosystem of suppliers from marketplaces and qualified Ariba Network suppliers. We combine their product content and make it accessible with every user search.

By adding Ariba Network suppliers to the Spot Buy ecosystem, SAP is helping to provide greater supply to meet global business demand. Spot Buy is currently available in multiple languages and countries, including 15 countries spread across the globe in Asia, Europe, North America, and South America. We are aligned with the leading marketplace suppliers – and to support your growing enterprise, we continue to expand to deliver enhanced supplier scale, diversity, and global reach.

For users enabled to use Spot Buy, they see both your company catalog of sourced suppliers and the Spot Buy catalog. If they can’t find what they want in your company catalog, a carousel of Spot Buy items matching their search is displayed. Making a purchase is faster and easier, as no one needs to enter the supplier in a vendor master or even give the supplier a payment method. Purchases are paid for with a single ghosted purchasing card (P-card) or invoice, depending on the region.

As shown in the **figure** on the next page, Spot Buy makes it easier to buy goods from trusted suppliers with built-in control.

Turn Maverick Spend into Compliant, Self-Service Spend

**Provide Easier Access to Trusted, Preenabled Suppliers**

Manage Risk and Compliance with Policies and Procedures

Maximize Long-Tail Savings
SAP Solution Brief

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**Figure: Building Your Custom Marketplace**

- **Trusted source** of preenabled, vetted supply
- **Easier searches** for what you need among millions of items
- **Control** of content, access to users, and approvals for compliant buying
- **Spot Buy capability**

SAP® Ariba®

Procurement solutions

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Manage Risk and Compliance with Policies and Procedures

The Spot Buy capability can facilitate compliance with your corporate buying policies and help mitigate supplier-related risks. Choose from our growing list of Spot Buy suppliers, or create a custom list of vetted suppliers. Manage risk and compliance with three-tier supplier vetting, procurement-level controls, and enriched P-card or invoice data.

All Spot Buy suppliers are prequalified using a level-1 foundational qualification of their processes and logistics and ability to meet standard terms and conditions. In addition, a level-2 risk assessment includes a standard vetting process and monitoring by global risk management solutions from SAP. To create a custom list of vetted suppliers, you can perform a custom vetting process for company-specific policies, prices, standards, and more.

You control who has access to Spot Buy and what people can do. For example, you can turn on and off buying restrictions for specific commodities and category codes, establish price thresholds, and restrict users by limiting access to specific suppliers, manufacturers, and “preferred items.”

Where a P-Card is used, Spot Buy also supports level-2 and level-3 payment data such as PO number, item, commodity code, item amount, taxes, and shipping data. This data allows you to monitor spending to help verify processes and maintain spend visibility.

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Maximize Long-Tail Savings
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When you empower employees to buy what they need – quickly and efficiently – with Spot Buy, you realize savings on many levels, including:

• **Process savings** – thanks to a simplified process for finding and buying non-sourced goods, saving time, eliminating noncatalog request process costs, and shortening response times
• **Price savings** – because customers can compare Spot Buy prices against noncatalog and existing contract prices
• **Rebate savings** – made possible when employees use P-cards, getting additional savings from rebates (typically 1%) while reigning in control over work-around P-card programs
• **Vendor management cost savings** – by eliminating the “long tail” of one-time ad hoc suppliers

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Realize the Benefits

Are you ready to empower your employees to find and buy items they need when they aren’t found in your negotiated corporate catalogs, are out of stock, or can’t meet delivery time frames? The Spot Buy capability enables you to meet these demands by providing a controlled, compliant search-and-buy process through a global marketplace of vetted suppliers.

Improve end-user satisfaction while enabling your procurement organization to benefit from increased spend control, greater compliance, less risk, earlier identification of buyer demand signals, and greater efficiency. Spot Buy can deliver significant savings due in large part to the buying power of SAP customers, who represent 80% of the Forbes Global 2000. Your users will benefit from greater compliance and less risk, thanks to a wide range of embedded controls over which employees can access Spot Buy, see suppliers they can buy from, and use determined price maximums to see what they can buy from vetted suppliers permitted by your organization. And streamlined search and order-to-pay processes save employees and procurement teams from having to manage one-off procurement and purchase order requests.
Summary
The Spot Buy capability, which is part of several SAP® Ariba® Procurement solutions, offers a single cost-saving source for indirect goods, simplifying how employees find and buy one-off or emergency purchases at affordable prices and in a compliant manner. Now, buyers can find what they need more quickly and easily – and suppliers have a simpler way to open new sales channels and connect with new customers.

Objectives
• Reduce employee frustration when existing catalogs lack necessary items or items are out of stock
• Lower vendor management costs and time spent sourcing new suppliers for new, low-volume items
• Empower employees with a vetted self-service business-to-business marketplace

Solution
• A catalog of vetted, non-sourced, and global suppliers that users can search for and buy items from without assistance from sourcing teams
• Tools to rationalize suppliers and catalogs for increased coverage at a lower cost
• Built-in, customizable controls for risk and compliance that extend to one-off purchases and noncontracted spend

Benefits
• Increased visibility and control of maverick spend and other types of tail spend
• Greater compliance and reduced business risk
• Earlier identification of buyer demand signals that trigger sourcing events
• Increased employee efficiency

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