

## Geographe Enterprises: 30% Increase in Orders Delivered in Full and on Time with the Ariba® Network

Australia's major iron ore and coal producers count on Geographe Enterprises for crucial machinery and components that make their business possible. One of Australia's largest specialist manufacturers and parts suppliers to the mining and energy sectors, Geographe has been in operation for over 45 years. With an expanding catalog of more than 15,000 products and services, Geographe continues to innovate both its product offerings and the way it does business.

A supplier on the Ariba® Network since 2002, Geographe uses the world's largest Web-based trading community to transact globally with current and potential customers. The Ariba Network was implemented to help realize significant operational efficiencies and better contribute to customer optimization of total cost of ownership for asset management. The result has been 45% catalog growth since 2010 and a 30% increase in the number of orders delivered in full and on time. That means stronger customer relationships and continued success for Geographe.



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# Connecting better with Australia's mining industry

## Company (Seller)

Geographe Enterprises

## Headquarters

Perth, Australia

## Industry

Industrial machinery and components

## Products and Services

Pins, bushes, gearboxes, gear products, and wear components to suit major OEM equipment in the mining industry; mobile mining equipment refurbishments and fixed plant overhauls; engineering services, including failure analysis, reverse engineering, and finite element analysis

## Employees

>120

## Web Site

[geographe.com.au](http://geographe.com.au)

## Objectives

- Systematize order management, bid response, and order fulfillment
- Improve order processing efficiency
- Improve the rate of on-time deliveries

## Why SAP® Ariba® solutions

- Ability to connect with sellers and buyers with speed and transparency through the Ariba® Network
- E-commerce platform that improves the way trading partners buy, sell, and manage cash
- Electronic catalogs, contract management, and the matching of invoices to purchase orders and contracts

## Resolution

- Standardized processes across multiple sites (Kewdale, Bunbury, Townsville, and Mackay)
- Eliminated time-consuming data entry
- Reduced errors and streamlined existing customer relationships, realizing cost reductions with both buyers and suppliers
- Reduced contract leakage by promoting contract compliance

## Benefits

- Visibility to Australia's leading-edge resource and mining companies
- Intuitive and centralized processing portal
- Increase in on-time deliveries

## 65%

Of all transactions processed through the Ariba Network, increasing efficiency

## 90%

Of orders delivered in full and on time (a 30% improvement)

## 45%

Catalog growth to existing customers since 2010

“Geographe relies on industry-savvy and sophisticated business-to-business trading networks to manage sales for our extensive catalog. The Ariba Network has allowed us to align ourselves with the systems of major resource companies to seamlessly and efficiently transact. Geographe now sees the Ariba Network as a key component of our competitive advantage in the market.”

Sam Hyder, CEO, Geographe Enterprises

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