



SAP® Ariba® Start Sourcing

Powered and Supported by FreeMarkets®,
the Online Marketplace That Started It All

Benefits

- Bottom-line results – Realize immediate savings of 8% to 14% now
- Discovery of new qualified suppliers through the integrated SAP® Ariba® Discovery solution to improve bid competitiveness
- Agility – Achieve significant reductions in sourcing cycle times by 50% and administrative costs by 15%
- Flexibility – Walk-up on-demand application combined with a rapid deployment process and integrated support services places no burden on IT departments
- Efficiency – Sustainable organizational knowledge through in-context intelligence
- Global reach – Trade globally with support for multiple languages and currencies
- Lower total cost of ownership – SaaS 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, powered and supported by FreeMarkets®, the online marketplace that started it all, is the most effective solution in the market for driving it.

Why SAP Ariba Start Sourcing

Leveraging FreeMarkets® technology and services, SAP Ariba Start Sourcing allows companies to overcome the challenges of sourcing in volatile global markets. A unique software-as-a-service (SaaS) 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 by:

- Sourcing US\$340 billion in annual spend across 500 categories
- Saving \$30 billion annually
- Cutting process and cycle times by 50%–70%

Features

Technology

- 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



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.

Features Continued Community

- Collaboration internally and with trading partners during negotiations in the world's largest online sourcing marketplace

Capabilities

- Expertise and best practices delivered through flexible delivery model ranging from on-site consulting to Web-based templates

Ready to Get Started?

Powered and supported by FreeMarkets® technology and services, 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 <http://www.ariba.com/StartSourcing> or contact your account representative.

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