Speedy Identification of Suppliers and Up to 40 Percent Cost Savings
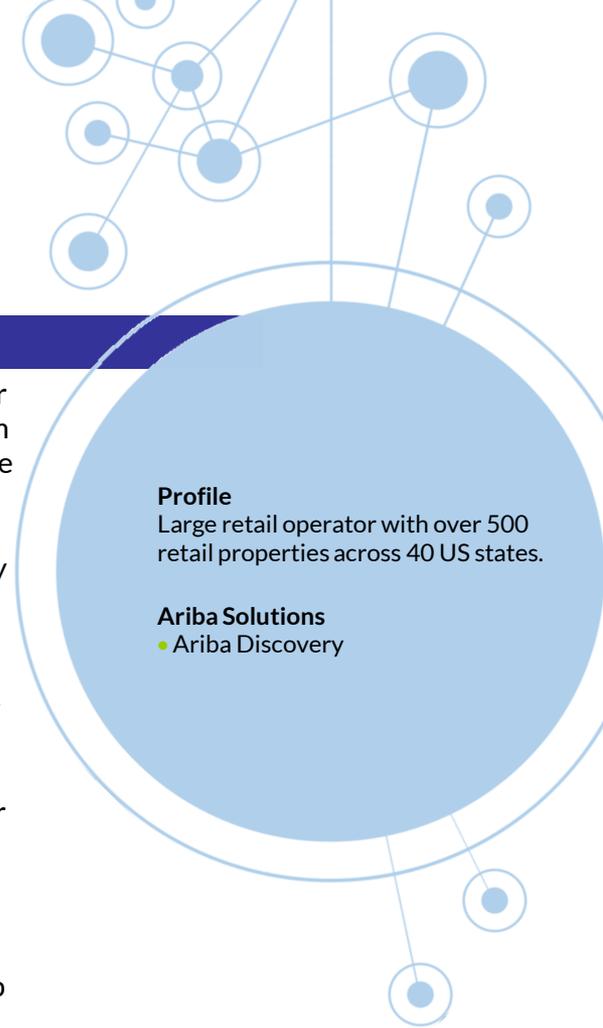
Challenges	Solutions	Results
• Sourcing team primarily relied on the company's supplier database, with only a limited number of suppliers registering, and time-intensive Internet searches to find additional suppliers • Time- and labor-intensive manual supplier invitation process involved multiple steps, including phone calls, voicemails, and emails, that could take days or even weeks • Difficult to get all suppliers to respond quickly to sourcing events with tight deadlines	• Ariba Discovery™ allows company to rapidly and more efficiently source new suppliers and products • Gets multiple offers from both preferred and new suppliers in a competitive bidding environment • No need to manually invite and follow up on suppliers over the course of several days or weeks • Easy posting process allows company to create postings in only five minutes that get matched to high-quality suppliers • Allows management to assess new markets, access suppliers, and collaborate with internal team members more quickly	• Significantly faster supplier identification process, from weeks down to two to three days and even a couple of hours • Receives bids from as many as 30 suppliers for a single sourcing event – including previously unknown suppliers – without having to do a lot of research • Leveraging the Ariba Discovery database of over 730,000 suppliers has allowed company to identify new suppliers offering a wide range of products and services at up to 40 percent lower cost • Market knowledge of company's sourcing team increased considerably • The ease of use of the Ariba Discovery service has made it quicker and easier to post RFQs

Profile
Large retail operator with over 500 retail properties across 40 US states.

Ariba Solutions
• Ariba Discovery

"They didn't realize we could complete a bid so quickly using Ariba Discovery and have so many suppliers bid. That kind of speed is a huge advantage."
Sr. Manager Purchasing, Large retail operator

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