

Quick and Easy Seller Identification, Large Pre-Qualified Seller Database



Challenges

- Tedious and time-intensive seller identification process using Internet search engines that could take several weeks
- Difficult to conduct Supply Market Analysis, especially to search for and discover best-in-class and innovative seller capabilities
- Often impossible to find relevant providers of human services – for example, using Google keywords such as “cleaning services” delivered millions of results
- Analyzing search results was a challenging and time-consuming process without guaranteeing identification of high-quality sellers

Solutions

- Ariba Discovery™ provides company with a quick and easy way to identify relevant sellers by matching sellers to the company’s postings
- Can rely on Ariba’s trusted commerce network with over 500,000 sellers representing more than 20,000 product and service categories
- Gets responses from pre-qualified sellers that have been vetted by other Ariba buying organizations
- Enables company’s Strategic Sourcing group to conduct Supply Market Analysis in considerably less time, delivering better results
- Using Ariba Discovery provides the company with a competitive advantage by leveraging best-in-class sourcing technology

Results

- Significantly facilitated seller identification process with 100s of sellers being matched to the company’s postings
- Each posting averages about 10 seller responses
- Considerably reduced sourcing lead time from several weeks down to three to four days
- Received responses from 20 high-quality sellers where previously no seller had been identifiable
- Company now creates at least one Ariba Discovery posting for every sourcing event
- Additional groups outside of the company’s Strategic Sourcing department interested in using Ariba Discovery for functional and spot buying opportunities

Profile

Leading marketer of accessories and gifts that are being sold worldwide through retail stores, department stores, specialty stores, catalogs and the company website.

Ariba Solutions

- Ariba Discovery

“Ariba Discovery provides built-in relevance for my team and our stakeholders when searching for sellers. We’ve tested the service multiple times and received great results back. We use it for all sourcing events.” Director Procurement, Leading marketer of accessories and gifts