SAP® Ariba®
Discovery
Solution
The Challenge of Finding Qualified Suppliers

Research shows that the hunt for new suppliers can use up to 30% of your time. Searching on the Web, getting referrals, or working trade shows can be inefficient and costly. Limited knowledge about new markets or categories can put you at a disadvantage, resulting in expensive mistakes during supplier selection and negotiation. And in-depth information needed to accurately assess each supplier’s qualifications can be difficult to find.

FASTER, EASIER, AND BETTER SUPPLIER DISCOVERY

The SAP® Ariba® Discovery solution gives you immediate access to more than 4 million qualified suppliers world-wide. With over 20,000 product and service categories, 24 supported languages, and more than 180 currencies, you can find the right supplier for any type of project – no matter how unique.

ADDING UP THE BENEFITS

Through the SAP Ariba Discovery solution, buyers can:

- **Save** up to 90% of time and 75% of cost finding and qualifying suppliers*
- **Lower** spend by 15% on average and 2.5% for each additional supplier in a sourcing event**
- **Review** rich supplier profiles and commerce account data, including objective third-party financial and risk information
- **Access** over 99,000 green and 135,000 diverse suppliers, including women, veteran, and minority businesses
- **Find** suppliers across the border
- **Join** other buyers who post over US$5 billion of business per year
- **Get** support for more than 180 currencies and 24 languages including: Brazilian Portuguese, Chinese, Danish, Dutch, French, German, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Russian, Spanish, Swedish, and Turkish

*Based on documented customer experiences  
**2011 Ariba GSO Case Study
Three Simple Steps

Finding the right suppliers with SAP Ariba Discovery is as easy as 1, 2, 3:

1. Quick and Easy
   Describe your buying needs. It takes less than 10 minutes.

2. Fast Results
   Receive quotes from interested suppliers and compare multiple bids.

3. Select the Best
   Choose the supplier that best meets your needs.

“We never knew a $9 million cost savings was just a click away. SAP Ariba Discovery was super fast and easy to use. We heard back from suppliers within hours.”

– Thomas Pandola, President, FTP Company LLC
Full Integration

SAP Ariba Discovery is efficient and fully integrated with the SAP Ariba Sourcing solution. It also uses Ariba Network, putting thousands of suppliers with existing relationships at your fingertips.

- **Access** the world’s highest-quality supply base
- **View** rich supplier profiles with unique and relevant information
- **Control** all information and create postings anonymously (if needed)

Buyers like you post over **US$450 million** of business every month.

ABOUT SAP® ARIBA® SOLUTIONS

SAP® Ariba® solutions combine industry-leading, cloud-based applications with the world’s largest Web-based trading community to help companies discover and collaborate with a global network of partners. Using Ariba Network, businesses of all sizes can connect to their trading partners anywhere, at any time, from any application or device to buy, sell, and manage their cash more efficiently and effectively than ever before.

Companies around the world use Ariba Network to simplify interenterprise commerce and enhance the results they deliver.

Join them at [www.ariba.com](http://www.ariba.com).
Streamline the **Sourcing Process**

Using SAP Ariba Discovery, you can help streamline and improve your existing sourcing process. SAP Ariba Discovery is ideal for conducting supply market research to improve your request for information (RFI) and request for proposal (RFP) processes, and you can easily create a sourcing event from SAP Ariba Sourcing and post it on SAP Ariba Discovery to gather additional supplier quotes.

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**Complex sourcing project**

- Sourcing event manager
- Supply material research
- ••Large spend of $3 million–$5 million
- ••Multiple teams and events

**Strategic sourcing project**

- Strategic sourcing manager
- ••Large spend of $100,000–$5 million
- ••Single strategy owner and event

**Spot buying project**

- Maintenance, repair and operations; plant manager; spot buyer
- ••Competitive bidding for $5,000–$10,000
- ••Quick spot-buy, no sourcing event

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- ••Use full projects
- ••Launch postings in RFI template
- ••Link RFI to RFP or auction event

- Launch postings early in sourcing process with independent supplier market research posting

- Launch *Quick Quote Posting* from *Create* menu in SAP Ariba Sourcing (three-bids-and-a-buy scenarios)
Typical **Use Cases**

SAP Ariba Discovery is an ideal solution for a variety of purchasing needs. Whether you are looking for additional bids to comply with your company’s purchasing policy, need help identifying new suppliers, or want to increase the number of participants in your sourcing event, with SAP Ariba Discovery you can easily achieve your goals.

### New commodity areas

Locate suppliers when expertise is difficult to find or investment has not been made yet.

### Specialized supplier requirements

Identify e-commerce abilities; minority-, veteran-, or woman-owned status; or green certification.

### Spot sourcing, three bids and a buy

Meet three-vendor bid requirements, or quickly buy lower priority items not handled by the strategic sourcing team.

### Low-cost country sourcing

Require offshoring or outsourcing of products and goods, manufacturing, services, or business processes where local sources are cost prohibitive.

### Unstable services markets

Source new, qualified vendors for services or markets where turnover of key staff is high.

### Unanticipated rush orders

Quickly address stock-outs or quality problems for products with traditional long-lead sourcing processes.

**LEARN MORE**

Try [SAP Ariba Discovery](https://www.sap.com) and see how it can help you find the right suppliers for your buying needs. To learn more about the benefits and how to create effective postings and locate potential new sources of supply, contact your SAP Ariba Discovery solution consultant.