

# SAP® Ariba® Supply Chain Collaboration for Buyers

## Benefits

- Reduce working capital and carrying costs by trimming excess buffer stock
- Increase assurance of supply and on-time customer shipments
- Respond instantly to changes in supply and demand with real-time visibility into metrics
- Spot potential breakdowns using dashboards and configurable rules, and fix issues before they impact customers
- Manage key direct spend processes easily – including ordering, forecasting, inventory, and quality – with SAP® Ariba® solutions

## From Our Customers

“We are seeing \$300 million of working capital improvement with a 5% increase in our on-time, in-full measurement. Our service levels are going up; inventory is down.”

**Robert Meshew, Chief Technology Officer, Microsoft Corporation**

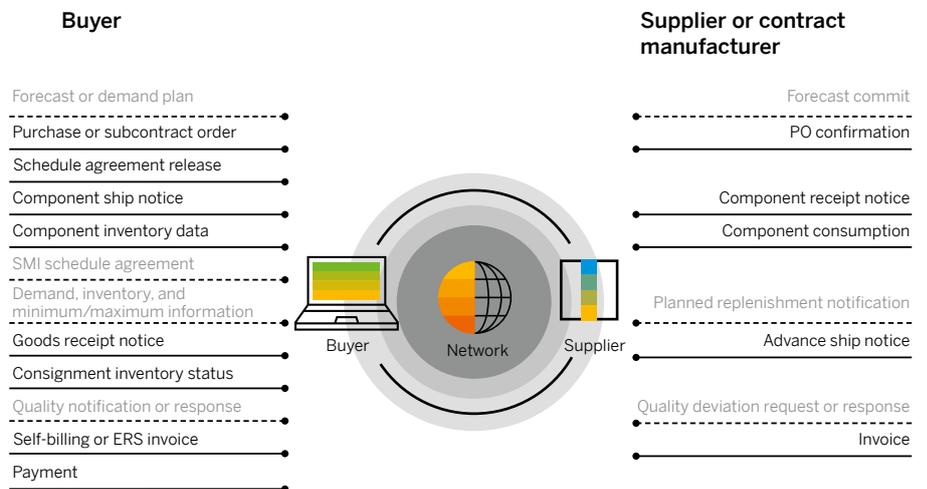
## ACHIEVING TOTAL VISIBILITY INTO SUPPLY

Given today’s global, nonlinear, and distributed supply chains, the power to transform your supply chain from a disconnected to a collaborative, digitally connected supply network lets you sense and respond to demand changes quickly. You gain greater flexibility and visibility to reduce inventory buffers while increasing service levels and on-time shipments. This transformation requires innovative, cloud-based tools that enable you to:

- Integrate your suppliers’ operations into your supply chain planning and execution in real time, regardless of geographic location or systems used
- Work collaboratively with contract manufacturers and multitiered suppliers
- Identify and respond to unplanned supply chain events quickly, before they impact your customers

The SAP® Ariba® Supply Chain Collaboration for Buyers solution provides the missing link in your quest to drive an efficient supply chain network. It connects all systems and stakeholders to a common plan, so you can orchestrate multitier supply chains to reduce inventory (see the figure).

**Figure: Direct Spend Collaboration for Manufacturing and Retail**



SMI = Supplier-managed inventory  
ERS = Evaluated receipt settlement  
Processes denoted in light font and with dotted lines are available in optional add-on modules

Now you can optimize direct spend processes in discrete and process manufacturing, as well as in retail, with powerful capabilities including:

- Direct spend PO collaboration
- Subcontracting of orders and consignment item categories, including buyer shipment of components, visibility into component inventory, and supplier receipt and consumption of components
- Visibility and collaboration with multiple tiers of suppliers
- Scheduling agreement releases with time-phased delivery schedules
- Support for returns and processes
- Delivery and financial transactions, including order confirmations, advance ship notices, goods receipt notices, and invoices

## 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](http://www.ariba.com).

## ONBOARD EFFICIENTLY

With turnkey supplier onboarding bundled into SAP Ariba Supply Chain Collaboration for Buyers, it's easy to take advantage of our world-class expertise and support team. Tap our onboarding experts and help desks equipped with on-demand tools to quickly onboard thousands of global suppliers and connect their systems and processes to yours, whether they prefer business-to-business integrated, e-mail, or portal-based collaboration. Self-service functionality automates enablement for any supplier, anywhere in the world, with open, standards-based electronic communication that expedites widespread adoption. Plus, the solution offers all the advantages of Ariba Network, with millions of suppliers worldwide and support in 20 languages.

## AUTOMATE COLLABORATION

By integrating to your enterprise resource planning and supply chain planning systems and extending them to your trading partners, the solution lets you manage all supply chain collaboration in one place. Network-driven collaboration automates interactions with trading partners, reducing e-mail and spreadsheet communications to shorten cycle times and increase productivity. The ability to connect once and collaborate with many simplifies interactions and transactions, giving you greater agility to deal with supply chain volatility and meet customer commitments. Take collaboration to the next level with:

- Integration to any back-end system, including packaged integration with the SAP ERP application and supply chain solutions
- Industry-specific collaboration and business processes for high tech, chemicals, life sciences, industrial manufacturing, consumer products, retail, and more
- Multiple connectivity options for suppliers

## ACCESS ACTIONABLE INTELLIGENCE

Our intelligent network approach enables you to identify and resolve potential supply chain problems before they become serious. Configurable intercompany business rules let you instantly identify errors (such as unconfirmed or wrong-quantity orders) through automatic validation and reconciliation. Automated dashboards and reporting make it easier to track the percentages of on-time orders, orders committed to, orders responded to, and other key metrics.

## LEARN MORE

Call your representative today or visit [www.ariba.com/solutions/solutions-overview/supply-chain/supply-chain-collaboration](http://www.ariba.com/solutions/solutions-overview/supply-chain/supply-chain-collaboration).

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