

# 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 Commerce Cloud Features

- 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