

Web-based Service to Identify and Qualify Suppliers Achieves Savings



Challenges

- Sourcing team primarily relied on Hoover's, Internet searches, and standard Internet databases as well as supplier names provided by clients to find suppliers
- Time-consuming and inefficient manual processes—with a typical supplier search requiring two weeks, and communication with prospective suppliers dependent upon phone calls, voicemail, and email
- Needed to spend less time on supplier identification and more time on supplier qualification
- Wanted to offer global sourcing services while being able to address multi-language and multi-currency issues

Solutions

- The Ariba Discovery™ service allows the Aeon Nexus sourcing team to quickly search global markets, identify sourcing-ready suppliers, and conduct in-depth research for each sourcing event
- Now a required step in the Aeon Nexus sourcing process, the Ariba Discovery service provides a detailed view of supplier capabilities along with contact information that expedites supplier communication
- In addition to obtaining low-cost bids from qualified suppliers, Ariba Discovery makes it easy to review and discuss contract terms and conditions that can impact total costs, including warranties, customs, freight charges, and value-added services

Results

- Reduced supplier identification processes from approximately two weeks to a day and gained immediate access to relevant supplier information such as global reach, annual revenue, years in business, and special certifications
- Achieved price reductions of 22 to 30 percent for its customers on a wide variety of goods and services with Ariba Discovery, including steel, chemicals, janitorial supplies, polyresins, IT, LPG gas cylinders, school buses, police cars, and ambulances
- Plans to use additional Ariba Discovery services including posting RFPs and, as an Ariba value-added reseller, is actively promoting Ariba Discovery to its customer base as a tool to expedite sourcing and reduce costs on all types of goods and services

Profile

Aeon Nexus is a spend management consulting firm that combines enterprise-level software packages with expert implementation and data management. The company primarily serves public sector and mid-market clients, including federal, state, and local government as well as the K-12 education market. Aeon Nexus is also a value-added reseller of Ariba solutions.

Ariba Commerce Cloud Features

- Ariba Discovery
- Ariba® Network

“Ariba Discovery is a major time saver and allows us to focus on delivering maximum value to our customers by quickly finding the best supplier that meets the requirements of any sourcing event. It’s transformed our business, and I think every company can benefit by using Ariba Discovery.”

Thomas Pandola, Managing Director, Aeon Nexus Corporation

