

Improving RFx Transparency, Collaboration and Decision Making While Removing Costs

Challenges	Solutions	Results
<ul style="list-style-type: none"> Ensuring one message and one voice to suppliers during bid processes Delivering superior value to student education and sponsored research while still closing the gap between what is being spent and what can be spent to achieve University strategic objectives Expanding into non-traditional spend areas; sought contract cost reductions without sacrificing quality and response time Increasing the number of RFx events without adding staff 	<ul style="list-style-type: none"> Implemented Ariba Sourcing Basic to align directly with vision and goals of schools and colleges—not just managing spend Getting started with Ariba Sourcing was quick and easy with Ariba support Engaged stakeholders that didn't previously feel part of the process Expanded spend areas sourced through tool to non-traditional areas such as ERP systems, group auto insurance, private student loans, and lab equipment Online tutorials eased change management and enabled rapid adoption 	<ul style="list-style-type: none"> Average cost savings ranging from 15 to 30 percent across a variety of categories Significantly improved transparency within organization and supply base Enhanced communication with suppliers Positive supplier feedback—sense of increased credibility and fairness with online sourcing process User-friendly SaaS solution required no IT involvement Improved documentation and record keeping – re-using and tweaking RFPs offers significant benefit

Company
Boston University

Profile
An independent, co-educational, and non-sectarian institution of higher education and research

Ariba Commerce
Cloud Features
Ariba Sourcing Basic

“Ariba Sourcing is a wonderful tool that allows us to move from the close of an event to the presentation of the results within an hour. We not only impress those within our organization, but we leave expert consultants with their jaws on the floor. Ariba allows us to streamline the information gathering process as we build credibility in getting the job done right, on time, and in a truly sustainable manner.” Heather M. Gillis, Sourcing Manager, Business Services, Boston University

“We are transforming the organization with automation. The visibility of savings generated through Ariba and the future potential savings opportunities are now visible at all levels within the University.” Richard Stack, Director of Sourcing and Procurement, Boston University

