

# Improved User Adoption and Reduced Costs

Challenges	Solutions	Results
<ul style="list-style-type: none"> <li>• Needed faster supplier “on boarding”, hosted catalog solution</li> <li>• Had to reduce TCO and content with poor service level from the current U.S. content provider</li> <li>• Latin American content provider going out of business</li> <li>• Simplify burden of administration of catalogs</li> <li>• Wanted to extend e-Procurement to more regions</li> </ul>	<ul style="list-style-type: none"> <li>• Deployed Ariba Procurement Content utilizing a consumer-like shopping cart and Ariba Catalog Management Services               <ul style="list-style-type: none"> <li>• In 13 countries</li> <li>• 1,200 users</li> <li>• With ~300 suppliers</li> <li>• ~160,000 transactions/year</li> <li>• Deployed catalogs with millions of SKUs</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Global presence – All Clariant regions and countries covered with one user-friendly solution</li> <li>• On Demand plus Ariba services reduced administrative burden</li> <li>• Faster catalog deployment</li> <li>• Increased catalog accuracy</li> <li>• Latin America went live in six weeks</li> <li>• Considering services procurement for future phase and sourcing</li> </ul>

**Company**  
Clariant

- Profile**
- Clariant is a global leader in specialty chemicals.
  - More than 100 Group companies on five continents
  - Revenue of 5 Billion Euros in 2008

- Ariba Commerce Cloud Features**
- Ariba Procurement Content
  - Ariba Supplier Network
  - Ariba Supplier Network

