

Driving Aggressive Growth and Faster Payment through Ariba



Challenges

- Needed to meet key client's request to provide electronic invoicing through Ariba
- Manual accounting processes prevented visibility into payment cycles, hampering effective cash flow management
- Wanted more opportunities to attract and trade with large-scale customers in order to meet aggressive growth goals, yet company's relative newness made this difficult

Solutions

- Joined the Ariba® Network and implemented e-invoicing capabilities to automate customer billing and payment
- Started using the Ariba Discovery™ service to increase exposure and access to business opportunities with Global 2000 companies
- Began capitalizing on networking activities at the Ariba Commerce Summit and Ariba LIVE™ London to maximize visibility to current and potential customers

Results

- ClearChoice has achieved significant efficiency through Ariba, increasing gross income by £200,000—500 percent—within the first year of trading on the Ariba Network
- Automated payments arrive much faster, with customers adhering closely to agreed-on payment terms
- Enhanced market prominence through Ariba Discovery and the Ariba Network has put ClearChoice on the radar of many more prospective clients
- E-invoicing has streamlined cash management and accounting processes, eliminating cash flow headaches
- Cloud-based environment meshes well with the company's global online business model, allowing ClearChoice to serve customers more effectively across international boundaries

Profile

Online recruitment and advertising consultancy founded in London in May 2009

Ariba Commerce Cloud Features

- Ariba Network
- Ariba Discovery

“We joined the Ariba Network with little knowledge of what impact it would make upon our business. We were pleasantly surprised by how Ariba streamlined our cash management and accounting administration processes. We’ve achieved a 500 percent increase in gross profit from year one to year two of trading, and I see Ariba as being an integral tool to our expansion plans being realized.”

Shirley Brzeski, Managing Director, ClearChoice Careers, Ltd.

