

Gaining Competitive Advantage for Services through Exposure to Companies with Budget to Buy



Challenges

- Securing business from companies abroad, and specifically in the US
- Getting exposure to these companies
- Building strong, long-lasting relationships so they can provide additional services

Solutions

- Found Ariba Discovery™ when invited by a large real estate management company to participate in an Ariba online auction
- Updated profile for better matching in their service area
- Receives daily opportunities from companies they wouldn't have found without Ariba Discovery

Results

- Responded to 20 eIntros and 2 RFIs to buyers looking for their services
- Won several contracts with Abercrombie and Fitch for approximately 500,000 Euros
- Received a recommendation on Ariba Discovery from Abercrombie and Fitch and the opportunity to grow this business

Profile

Delivers high-quality facility management services through a combination of professional personnel and the latest technology

Ariba Commerce Cloud Features

- Ariba® Network
- Ariba Discovery

“I expect continued success with this supplier and based on my experience thus far, I recommend them.”

Recommendation from Abercrombie and Fitch on Ariba Discovery