

Organization Achieves 18 – 20 Percent Savings With Ariba StartSourcing

Challenges	Solutions	Results
<ul style="list-style-type: none">• Cost-reduction initiatives involving 20,000 properties• Many commodities had never been competitively negotiated• Manual processes unable to scale	<ul style="list-style-type: none">• Deployed Ariba StartSourcing to electronically negotiate with suppliers<ul style="list-style-type: none">• Intuitive and easy-to-use on a self-service basis• Ariba well-known, which facilitated talking with suppliers• Supplier familiarity with Ariba solutions made training and acceptance easier• Sourced a broad range of categories: magazine design and print services; brassware; external and internal doors• Implemented a phased adoption of Ariba sourcing technology, moving from low-level, less-complex categories to increasingly complex	<ul style="list-style-type: none">• 18 - 20 percent savings, depending on commodity• Team acquired several best practices• Savings garnered board- level visibility and “put Procurement on the map”

Company
East North East Homes Leeds,
with Sourcing Vantage as
its partner

Profile
Real estate property manager

Ariba Commerce
Cloud Features
Ariba StartSourcing™

“Ariba StartSourcing has excellent functionality, is very easy to deploy, and the fact that it is on demand helps because you don’t have the issue of any necessary IT resources.”

David Turner, Sourcing Vantage

