

Achieving Real-time Cost Savings

Challenges	Solutions	Results
<ul style="list-style-type: none">• \$1.1 M special pallet spend spread out among four to six suppliers• No previous auction experience at the company• Unique auction requirements• Wanted to get started in online sourcing and running an event without a large investment of time and resources	<ul style="list-style-type: none">• Depth of experience, support, rapid deployment and cost-effectiveness were all reasons the company chose to use Ariba StartSourcing	<ul style="list-style-type: none">• 15 percent savings achieved with first auction• Two-year contract with new supplier• Two-week negotiation time versus months• Rapid deployment of technology and completing the first event with a compelling ROI• Buyers amazed and impressed with how little time negotiating took and the effectiveness of the tool itself

Company
A medium-sized furniture company

Profile
Founded in 1959, this \$200M furniture manufacturer distributes nationally through furniture retailers, department stores, mass merchandisers, wholesale clubs, catalog showrooms, office furniture dealers and electronics stores. Distributes internationally to 50 countries.

Ariba Commerce Cloud Features

- Ariba StartSourcing™

