

E-procurement Solution Expands Reach and Sales Presence



Challenges

- An integrated e-procurement solution was vital for customers that wanted to standardize the cost and style of furniture through NBF for all of their branch offices
- Needed to tie into existing e-procurement systems and support NBF's business model—to handle large corporate-scale projects as well as small transactional purchases with the same level of service

Solutions

- Able to quickly make its entire product selection available on the Ariba® Network—allowing other Ariba customers to find and purchase office furniture within their own procurement systems
- Offers customized product selections and pricing that fit each customer's unique needs
- By working with NBF's e-procurement system, Ariba customers can see available products and inventories and place orders for multiple locations
- By integrating with NBF, companies have complete access to past and pending orders

Results

- The Ariba Ready™ program has made it easier for NBF to do business with customers already on the Ariba Network
- POs are submitted directly to NBF and the company can process orders without having to manually enter data in the purchasing process
- Customers can place orders more efficiently—saving time and money
- Through the Ariba Discovery™ service, NBF can bid on opportunities posted by other Ariba customers
- Expanded reach and sales presence through use of Ariba solutions

Profile

National Business Furniture (NBF) is one of the nation's leading providers of office furniture to large corporations, small offices, and government agencies. The company is headquartered in Milwaukee, Wisconsin, and has satellite offices in New York City, Chicago, Los Angeles, Atlanta, Dallas, Phoenix, and Seattle.

Ariba Commerce Cloud Features

- Ariba Network
- Ariba Discovery
- Ariba Ready



“At National Business Furniture, we’ve always placed a premium on making it easier for our customers to buy office furniture. By being Ariba Ready, we’re enabling NBF customers to take advantage of our huge selection, great service, and prices while also realizing the many benefits of the Ariba Network.”

Rick Wachowiak, General Manager, National Business Furniture

