

Order Process Reduced from Days to Minutes



Challenges	Solutions	Results
<ul style="list-style-type: none"> • Needed to standardize and streamline onboarding and integration processes for diverse customer base • Wanted to increase adoption of electronic communication standards for the order-to-cash cycle, including: <ul style="list-style-type: none"> ◆ XML ◆ cXML ◆ EDI 	<ul style="list-style-type: none"> • Began providing Ariba PunchOut™ order processing in 2001 • Expanded Ariba-based solutions to include online catalog support, order acknowledgement, advanced ship notice, and e-invoicing capabilities • Obtained Ariba Ready™ Platinum designation, signaling best-in-class seller capabilities • Uses the Ariba® Network for business collaboration to implement best practices for integration and automation • Drives user adoption through trade fairs, onsite training, web conferences, Lunch & Learn programs, and customized reporting 	<ul style="list-style-type: none"> • Scalable “connect-once” model is aligned with automated “req-to-check” technologies • Average order processing times reduced from one day to a few minutes <ul style="list-style-type: none"> ◆ Eliminated need to re-key orders sent via email, lowering cost of sales and reducing errors • Payables processing expenses have dropped due to e-invoicing efficiency • Finding continual opportunities for new business via the Ariba Network

Profile
 Chicago-based Newark, part of the global Premier Farnell Group, is a leading electronics distributor. Uniquely, Newark serves its customers through multiple sales channels and a world-class website.

- Ariba Commerce Cloud Features**
- Ariba Network
 - Ariba PunchOut
 - Ariba Ready Platinum program
 - Ariba online catalog solutions



“Ariba provides the most standardized and easy-to-connect-with model in the eProcurement industry, allowing a repeatable process to onboard new customers. They offer a true partnership with our mutual customers in our drive to automation.” Anne M. Dalton, Manager, eProcurement, Newark

