

Quickly Discover Hard-to-Find Sellers, Compare Multiple High-Quality Bids



Challenges

- Finding new sellers to join worldwide sourcing events
- PPG's sourcing team typically focused on local sellers for their sourcing events, which made it hard to find sellers for specific commodities
- Time-intensive and unreliable seller identification process, only taking a limited number of aspects into consideration
- Quality of sellers coming in through referrals and word-of-mouth often not fulfilling requirements

Solutions

- Ariba Discovery™ enables PPG to quickly expand their pool of sellers beyond local boundaries and increase competition in their sourcing events worldwide
- Saves time by matching the company's buying needs with pre-qualified sellers, many of them already vetted by other buying organizations on the Ariba® Network
- Supplements their Ariba Sourcing™ events with sellers found on Ariba Discovery
- Provides an easy-to-use interface to manage the entire sourcing process on a single platform – from seller identification to qualification to awarding business

Results

- Typically receives five to 15 very good responses from high-quality sellers
- Increases the number of bids from qualified sellers for commodities that were difficult to source before
- Reduces costs by finding multiple sellers in new areas or commodities that PPG has infrequent buying needs for, e.g. painting manufacturing plants every five or 10 years
- Obtains efficient bids, including detailed information on the sellers' background, capabilities, and commodities, and leverages built-in Q&A and automatic notification capabilities

Profile

PPG Industries is a leading coatings and specialty products company. Founded in 1883, PPG has global headquarters in Pittsburgh and operates in more than 60 countries around the world.

Ariba Commerce Cloud Features

- Ariba Discovery
- Ariba Sourcing
- Ariba Network

“With other channels, it used to take us considerable time to assess the quality of sellers – and we weren’t even sure of their quality. Ariba Discovery efficiently manages the new seller identification process. We use it on a global basis because of its extensive reach. It saves our buyers significant time finding new sellers.”

Dan Wolfred, Sr. Manager Process & Technology, PPG Industries

