

Helping Sellers and Buyers Drive Faster E-commerce Results through Ariba Integration



Challenges	Solutions	Results
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- Helping sellers become rapidly enabled to support customers' e-procurement initiatives through direct back-end integration to the Ariba® Network and other platforms
 - Enabling sellers to fully automate order-to-cash processes and maximize B2B e-commerce ROI
- Shortening time-to-benefit for buying organizations' e-procurement initiatives by facilitating smooth seller integration
 - Helping buyers enhance procure-to-pay process efficiency, cut procurement costs, and increase spend under management
 - Providing access to new sellers along with more options and better service and pricing
 - Saving time via faster approvals, ordering processes, and delivery tracking

- Became an Ariba Supplier Solutions Provider to demonstrate experience in multiple B2B integration areas
 - Fast, efficient PO and e-invoice cXML and EDI integration, Ariba PunchOut and Level II PunchOut support, e-commerce website development, and payment and manifestation solutions
- Proprietary PebbleJet platform can be used for every B2B transaction and e-market with out-of-the-box integration to major ERP platforms
 - Supports all Ariba document transaction types through a web-based application with a simple user interface
 - Customizable hosted solutions and translation tools allow sellers to provide an Amazon.com-like customer shopping experience

- PebbleJet's in-depth ERP integrations have driven big benefits for more than 30 Ariba customers
 - E.g., one recent customer cut sales support costs 30 percent, lowered order processing costs from \$70 to \$6, increased channel sales 25 percent over two years, reduced DSO from 42 to 32 days, and boosted inventory turnover from 4.2 to 6
- Sellers gain a sales channel that offers access to new buyers and markets as well as opportunities for increased sales and revenue and cost savings
 - Electronic ordering eliminates manual entry and reduces errors; e-invoicing accelerates payments, lowers DSO, and provides payment visibility
 - PunchOut automates real-time price and availability updates
 - Clearer visibility and forecasting help reduce inventory costs
- Buyers use PebbleJet to accelerate seller enablement at no cost
 - Improves transaction efficiency, reduces payment errors, and enhances contract compliance
 - Maximizes adoption and puts more spend under management

Profile

PebbleJet is an on-demand B2B e-commerce company that delivers software-as-a-service solutions to supplier organizations. Its highly scalable cloud-based solutions help sellers increase revenues by expanding their sales channels through electronic marketplaces. PebbleJet's validated electronic order management, invoicing, PunchOut catalog, and payment solutions allow companies to increase efficiency in their order-to-cash processes and significantly cut operational and processing costs. Their proven solutions deliver value to retail, high-tech, life sciences, and BFSI verticals worldwide.

Ariba Commerce Cloud Features

- Ariba Network
- Ariba Supplier Solution Provider program

"The Ariba Network offers a single online trading community through which buyers and sellers can realize huge cost and efficiency gains—especially if they capitalize on the full range of e-commerce capabilities it offers. By providing comprehensive solutions that support fast, efficient Ariba integrations, PebbleJet helps companies maximize their business commerce ROI and drive significant benefits." *Gans Subramanian, CEO, PebbleJet*

