

# SiteSphere® Delivers Rapid Supplier Enablement for Ariba PunchOut™



## Challenges

- Seeking new ways to help customers effectively manage rich catalog content, accurately categorize products, ensure contract pricing compliance, and eliminate the inefficiencies of paper-based ordering and quotation preparation
- Time-consuming and inefficient manual processes—with a typical seller search requiring two weeks, and communication with prospective sellers dependent upon phone calls, voicemail, and email
- Wanted to continue growing its international customer base and meeting client needs by utilizing Ariba

## Solutions

- Began using the Ariba® Network in 2009 to support customers in multiple areas, including PO and e-invoicing integration via cXML or EDI, Ariba PunchOut™ and Level II PunchOut catalogs, and website development
- Became an Ariba® Supplier Solution Provider (ASSP) in 2010 to better help clients succeed with Ariba and meet buyer demands for advanced transactional capabilities and electronic content delivery
- Developed SiteSphere® Supplier product line, enabling customers to implement a B2B PunchOut catalog and a B2C store as required
- Offer a high degree of integration experience with multiple ERP platforms, including Microsoft CRM, Oracle, SAP, and others

## Results

- Ariba capabilities give SiteSphere a valuable resource in enabling its SME customers to meet demands from large companies to adopt their mode of transacting
- Ariba ASSP designation has driven growth in requests for PunchOut solutions; partnering with Ariba helps SiteSphere provide an easy, rapid, reliable experience and deliver product content in the most appealing manner
- Through the SiteSphere Supplier solution, customers can now launch an Ariba PunchOut website within 48 hours of submitting their product list
- Ariba Commerce Cloud meshes well with the cloud-based SiteSphere solution, facilitating fast implementation, enrichment of customer-facing product specifications from any location, and lower maintenance and support costs

### Profile

Established in the United Kingdom in 1995, SiteSphere Limited is a privately held software house. The company provides a wide range of commercial website solutions and customization services that enable its B2C and B2B customers to develop and launch powerful online storefronts in the global marketplace. SiteSphere has been providing PunchOut catalogs since 2009 and cloud-based solutions since 2000. SiteSphere Supplier powers multi-million euro e-commerce stores transacting thousands of products every hour.

### Ariba Commerce Cloud Feature

- Ariba Network
- Ariba PunchOut



**"It's an exciting time to work in partnership with Ariba and help a wide range of suppliers make the transition to the Commerce Cloud using trusted SiteSphere PunchOut solutions."** Peter Chapman, Supplier Solutions Director, SiteSphere Limited, [www.sitesphere.com](http://www.sitesphere.com)

