

Achieving More than 15% Savings and Increasing Productivity by 40%



Challenges

- Identifying new sellers worldwide that offer required materials to support new company initiatives
- Time-consuming process to research the marketplace and stay up-to-date with the latest sourcing materials and labor cost
- Transitioning global team to adapt new technologies and processes

Solutions

- Began using Ariba Discovery™ to easily identify sellers located in targeted regions, with specific commodities; enabling the team to quickly and more efficiently source products
- Using Ariba Discovery, the Sourcing team received responses from multiple sellers whose capabilities matched their business requirements
- By having access to more than 500,000 global sellers on Ariba Discovery, researching market trends and maintaining their seller contact database took less time and became much easier

Results

- Faster to find qualified sellers – previously took a week or more to find new sellers. Ariba Discovery enables the team to connect with new sellers within a few days
- After posting an RFP on Ariba Discovery and receiving multiple responses from sellers, Tupperware Brands was able to better negotiate cost – leading to a 15 percent savings
- Significantly grew seller base by building new relationships through Ariba Discovery
- Increased productivity by 40 percent : Prior to using Ariba Discovery, the Sourcing team called each seller to qualify – With Ariba Discovery, the team can quickly review responses and easily qualify sellers
- The ease-of-use of Ariba Discovery's service has made it quicker and easier to on board Global sourcing teams

Profile

One of the most trusted names in house wares, Tupperware Brands, headquartered in Orlando, FL has a sales force of more than 2.6 million people located in 140 different countries. Tupperware Brands provides a broad range of products including cookware, cutlery, storage, food preparation and beauty products.

Ariba Commerce Cloud Features

- Ariba Sourcing™
- Ariba Discovery

“Before using Ariba Discovery, our team spent countless hours days, and weeks trying to find new and qualified sellers. With Ariba Discovery, I can easily post my requirements and within a few days receive responses from multiple sellers. “

Randy Griswold, Sr. Sourcing Manager, Tupperware Brands

