

Rapid Sourcing of New Suppliers in Hours – Not Weeks – and Up to 28% Cost Savings



Challenges

- Time-consuming process to continually identify new sellers
- Considerable cost to secure highest-quality materials
- Interrupted supply and limited ability to scale
- Difficult to search for and discover innovative new ideas, products, and solutions

Solutions

- Began using Ariba Discovery™ to rapidly source new sellers
- Receives multiple seller responses from both local and national vendors on a single project through Ariba Discovery
- Can post open-ended RFPs so sellers can propose new ideas and solutions that might not have been considered

Results

- Sourcing new vendors went down from four to eight weeks to days and even hours in some cases
- Competitive bidding process provides significant cost savings – up to 28% in some instances
- Routinely finds new solutions for solving sourcing challenges and deep knowledge and expertise from the seller community
- Ease-of-use and access to a large pool of suppliers makes it part of the regular sourcing process

Profile

Winn-Dixie is one of the largest food retailers in the United States with 484 stores in Louisiana, Mississippi, Alabama, Georgia, and Florida.

Ariba Commerce Cloud Features

- Ariba Sourcing
- Ariba Discovery

“Ariba Discovery was so easy to adopt that our sourcing managers today say, ‘I don’t start a project without it’.”

Brett Mauser, Director, Strategic Sourcing, Winn-Dixie

