

Adding Up the Benefits

Through the Ariba Discovery service, you can:

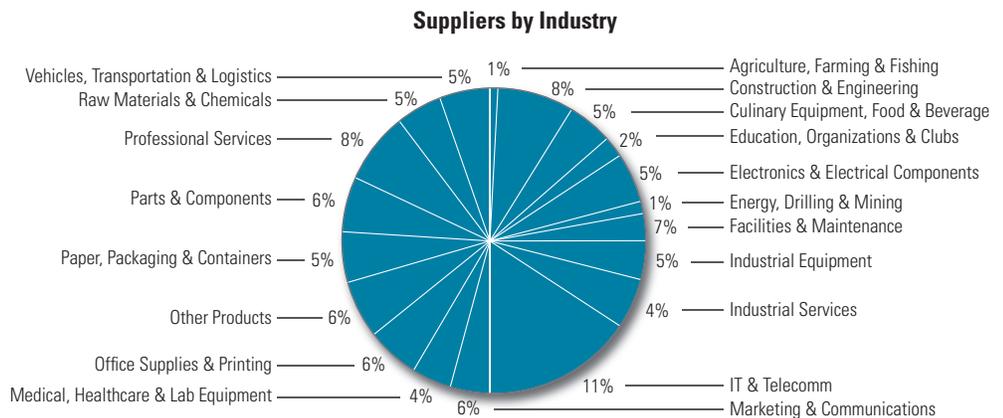
- Save up to 90 percent of time and 75 percent of cost finding and qualifying suppliers*
- Get bids quickly, and easily compare them online
- Lower spend by 15 percent on average and 2.5 percent for each additional participating supplier**
- Review rich supplier profiles and commerce account data, including objective third-party financial and risk information
- Access over 80,000 green and diverse suppliers, including women-, veteran-, and minority-owned businesses
- Find suppliers across the border, with 36 percent of suppliers having global reach
- Join other buyers who post over US\$5 billion of business per year
- Get support for 17 languages and over 220 currencies, including Brazilian Portuguese, Chinese, Danish, Dutch, French, German, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Russian, Spanish, Swedish, and Turkish

The Challenge of Finding Suppliers and Getting Bids

Research shows that the hunt for new suppliers can use up to 30 percent of your time. Searching on the Web, getting referrals, or working trade shows can be inefficient and costly. Limited knowledge about new markets or categories can put you at a disadvantage, resulting in expensive mistakes during supplier selection and negotiation. In-depth information needed to accurately assess each supplier's qualifications can be difficult to find, and soliciting bids from suppliers can be time-consuming without the tools to easily compare multiple bids.

Faster, Easier, and Better Supplier Discovery—and More Bids

Ariba Discovery™ gives you immediate access to over 1 million qualified suppliers worldwide. With more than 20,000 product and service categories, 17 supported languages, and 220+ currencies, you can find the right supplier for any type of project—no matter how unique. Hundreds of thousands of suppliers means more bids, added competition, and greater cost savings for your buying events.



Three Simple Steps

Finding the right suppliers and getting bids with Ariba Discovery is as easy as 1, 2, 3:

1. Describe your needs

Describe your buying needs—it takes less than 10 minutes

2. Get quotes

Receive quotes from interested suppliers and compare multiple bids

3. Select the best

Choose the supplier that best meets your needs

Risk-free: Using Ariba Discovery as a buyer is free of charge!

Seamless Integration

Ariba Discovery is easy to use and fully integrated with Ariba Sourcing™, Ariba Procure-to-Pay™, and Ariba Procure-to-Order™. It also leverages the Ariba® Network, putting thousands of suppliers with existing relationships at your fingertips.

- Access the world's highest-quality supply base
- It takes only a few minutes to post your buying needs
- New capabilities make supplier identification faster

Proven success: Buyers like you post over \$450 million USD of business every month!

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

Randy Griswold, Sr. Sourcing Manager,
Tupperware Brands

* Based on documented customer experiences

** 2011 Ariba GSO Case Study

About Ariba, an SAP® Company

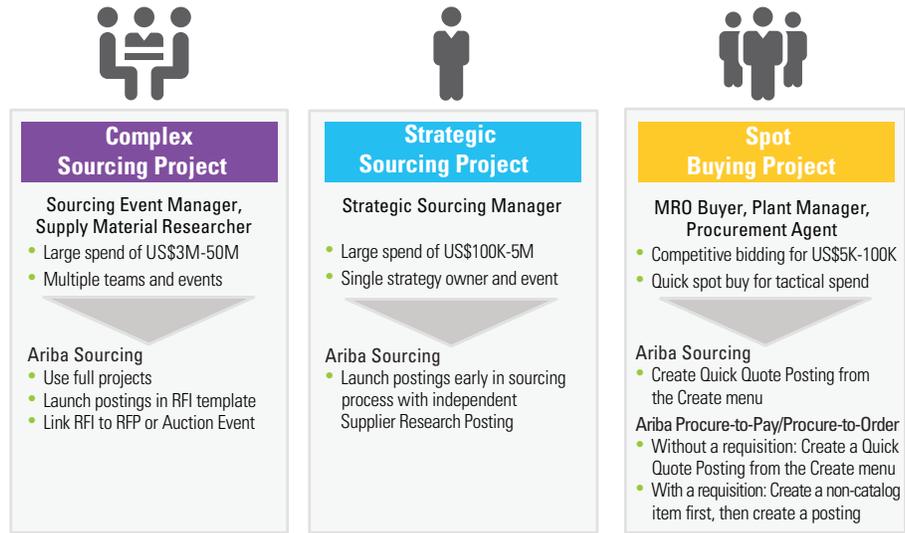
Ariba is the world's business commerce network. Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners. Using the Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: www.ariba.com

Attend a Live Demo to Learn More

To learn more about how to create effective postings, attend a live demo. During the session, Ariba Discovery team members will demonstrate how to use Ariba Discovery successfully. You will hear tips and tricks on how to get the most out of your postings. To sign up, visit: www.ariba.com/go/buyer-demo

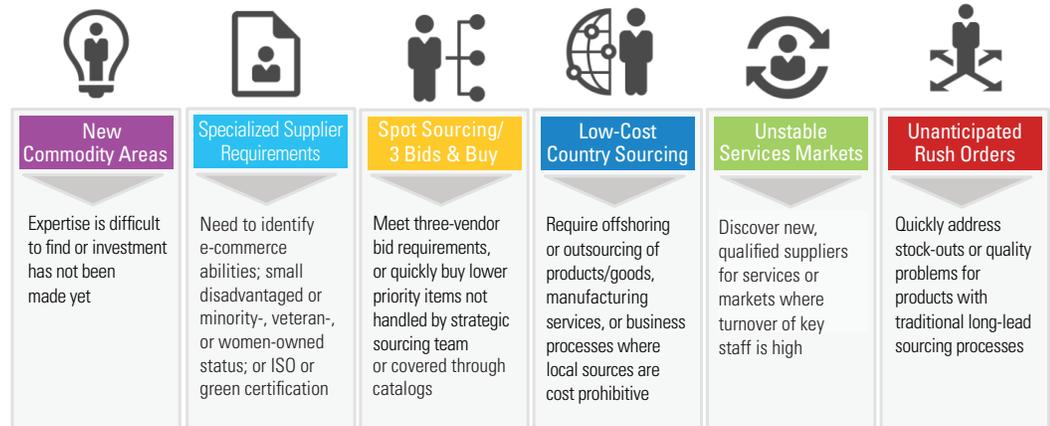
Streamline the Buying Process

Using Ariba Discovery, you can help streamline and improve your existing buying process. Ariba Discovery is ideal for conducting supply market research to improve your RFI/RFP process, find additional suppliers, and get multiple quotes from qualified suppliers.



Typical Use Cases

Ariba Discovery enables you to rapidly meet a variety of purchasing needs. Whether you are looking for additional bids to comply with your company's purchasing policy, need help identifying new suppliers, or want to increase the number of participants in your sourcing event, with Ariba Discovery you can easily achieve your goals.



Learn More

Contact us today to learn more about Ariba Discovery and how it can help you find the right suppliers for your buying needs.

Email: dlandsman@ariba.com
Phone: +1 678 336 2797

Copyright © 2014 Ariba, Inc. All rights reserved. Ariba and the Ariba logo are registered trademarks of Ariba, Inc. Ariba Discovery, Ariba Sourcing, Ariba Procure-to-Pay, and Ariba Procure-to-Order are trademarks of Ariba, Inc. All other brand or product names may be trademarks or registered trademarks or service marks of their respective companies or organizations in the United States and/or other countries. Ariba is an SAP company.

5/14

Ariba, an SAP Company

910 Hermosa Court, Sunnyvale, CA 94085
Toll-free (USA): 1 866 772 7422 | Outside USA: +1 650 390 1000
www.ariba.com



ARIBA®
An SAP Company