

# Overview of



*By Ravindra Ghatole*

# What is Ariba?

- ☞ **Ariba is an American IT service company.**
- ☞ **Ariba, founded in 1996, became SAP Ariba in 2016.**
- ☞ **The whole idea of Ariba establishment was to enable companies to facilitate and improve the procurement process by using the internet.**
- ☞ **Ariba was acquired by German software maker SAP SE for \$4.3 billion in 2012 after taking the advise of biggest investment banks JPMorgan Chase and Deutsche Bank AG**
- ☞ **SAP Ariba provides cloud-based procurement, spend management and supply chain services that enable suppliers and buyers to connect and do business globally**

**☞ SAP has stopped selling SRM from Year 2017 and now they will sell Ariba instead.**

**☞ As Ariba is based on Cloud so only thing you will be getting from SAP Ariba is the URL along with the user id and password and you don't need any server to be installed at the client place for this software to work. You just need a browser to log into the Ariba system.**

**☞ In Ariba , there are two types of users mainly, The first one is Buyer (Purchaser) and second one is Supplier.**

**☞ There will be separate URL for both Buyer and supplier  
Buyer URL is generally known by "Ariba spend management" Link and  
Supplier URL is known by " Ariba Network".**

**☞ Latest on premise Ariba version is 9r2 and on cloud it is 15s.**

## Ariba Buyer Login

User Name

Password

Login

[Forgot Username or Password](#)

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[Using the Network](#) | [Sellers who help Buyers on the Ariba Network](#) | [Ariba Alliances](#) | [cXML Standards](#)  
| [Network Status](#)

## Help them manage change



We often hear that implementing change management programs across the organization can be challenging. To help with your efforts, we've created a series of videos that speak to the specific roles within your company who will use SAP Ariba solutions.

[Learn More](#)

<https://service.ariba.com/Buyer.aw/125033040/aw?awh=r&awssk=tZljVQ0I&dard=1>

## Supplier Login

Login

[Forgot Username or Password](#)

## The Power of Partnership



SAP Ariba has partnered with Barclaycard to deliver the next evolution in payments and procurement. By integrating Barclaycard's Precisionpay Bank Transfer, with SAP Ariba's Procure-to-Pay solution, we offer a simple and seamless end-to-end process.

[Learn More](#)

<https://service.ariba.com/Sourcing.aw/124992005/aw?awh=r&awssk=Z6J1Zsz5&dard=1&ancdc=1>

# **SAP Ariba cloud Solutions**

Worlds Largest Business to Business commerce Network



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An SAP Company

- ➔ Ariba solution backbone is Ariba network which is the world largest b2b network.
- ➔ Ariba main competitors includes GEP, PROACTIS, BravoSolutions, Oracle, Procurify, Zycus, Tradeshift, Coupa and Emptoris etc.

## **Ariba solution categories**

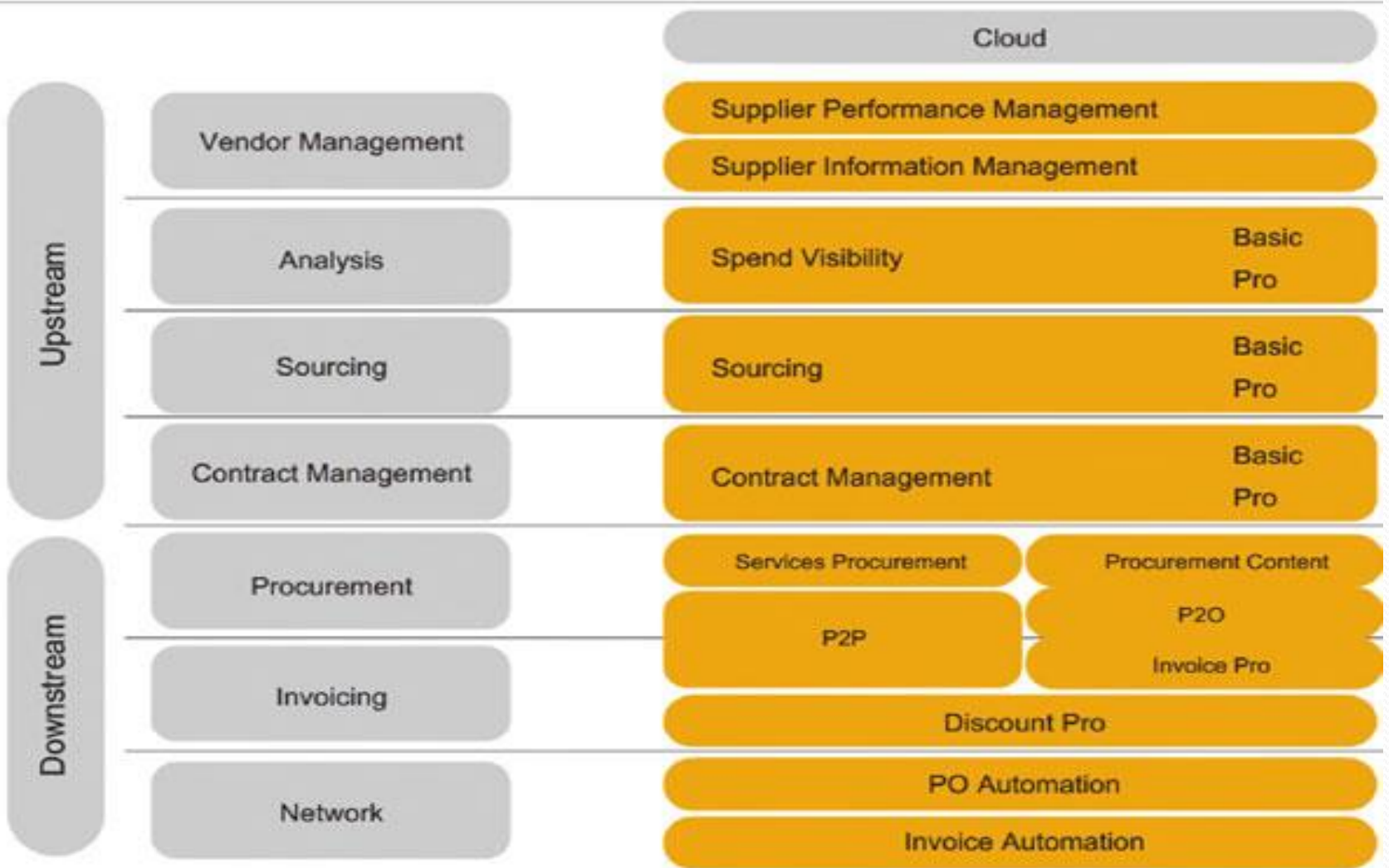
Ariba solution is divided into two categories

### **ARIBA UPSTREAM**

Supplier Management; Sourcing; Contract Management

### **ARIBA DOWNSTREAM**

Self Service Procurement; Collaboration, Invoicing; Discounting



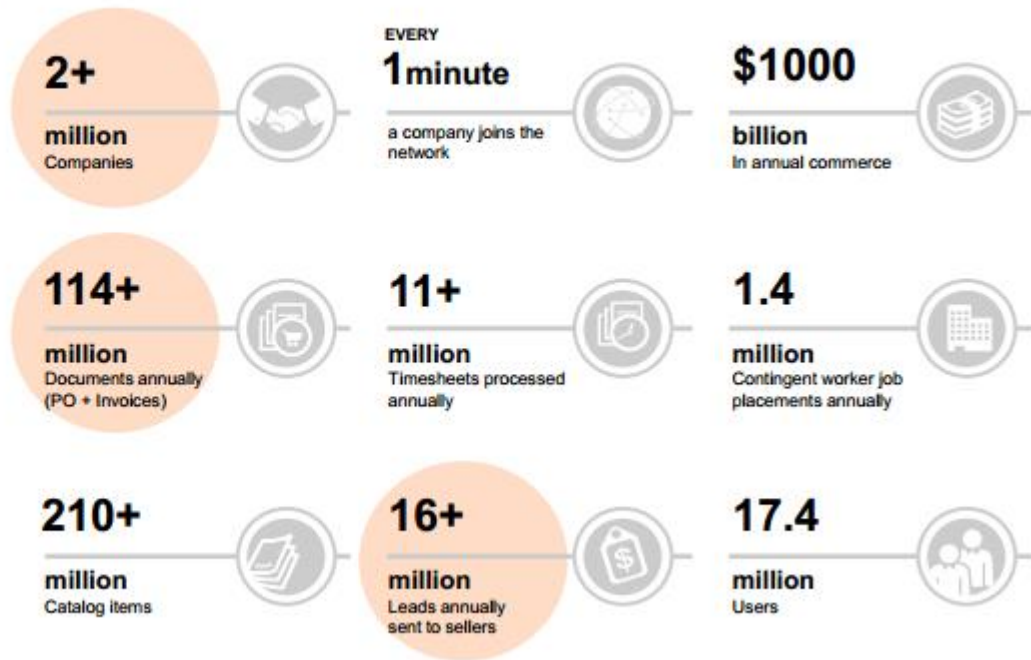


# Ariba Solution Suite



# Ariba Network

The size and scale of the world's largest business network allows buyers and sellers to quickly realize value



# SAP-Ariba Integrations

*SAP and Ariba can talk to each other using various methods. The buyer administrator can enable the integration of data.*

*It can be integrated through the following methods:*

- ❑ File-based
- ❑ Web-Services
- ❑ Direct point-to-point integration
- ❑ Mediated integration (SAP PI/ITK, SAP HCI (Hana cloud integration))
- ❑ Integration plug-in (ECC <-> AN)

## **Following are the features of SAP Ariba procurement solution integration**

- **The administrators can export master data from SAP ERP to Ariba seamlessly.**
- **The transactional data can be updated bi-directionally or in real time.**
- **Ariba integration toolkit – A Java-based tool that Ariba provides to upload master data or download transactional data.**
- **Ariba integration toolkit reads the CSV files in SAP ERP – zips them, sends them as MIME messages using the HTTP post – to the Ariba procurement solution.**

# Strategic Sourcing



## SAP Ariba Sourcing

- Sourcing pipeline
- Category management
- Savings tracking

## SAP Ariba Sourcing

- Bidding (RFI, RFQ, RFP)
- Auctions
- Category best practices

## SAP Ariba Contracts

- Contract authoring
- Workflow approval
- Contract repository

## SAP S/4HANA

- Contract Release
- Contract Update
- Contract Distribution

## SAP S/4HANA

- Contract Consumption



## SAP Ariba Catalog

Marketing tactical sourcing policy: Your request will be sent to the Sourcing Agent

Suppliers	Supplier category: Marketing research and design	Supplier location: ALL
Supplier	Services	Action
CDK Designers @ Fiso-Rto, CA	Not specified	<a href="#">Close</a>
AEC Design Service @ Fremont, CA	Not specified	<a href="#">Close</a>
Digital Marketing Services @ Fiso-Rto, CA	Not specified	<a href="#">Close</a>

[Cancel](#) [Request Quotes](#)

## Value Drivers

- Price reduction
- Contract compliance
- Supplier consolidation
- Integration to contract terms and pricing

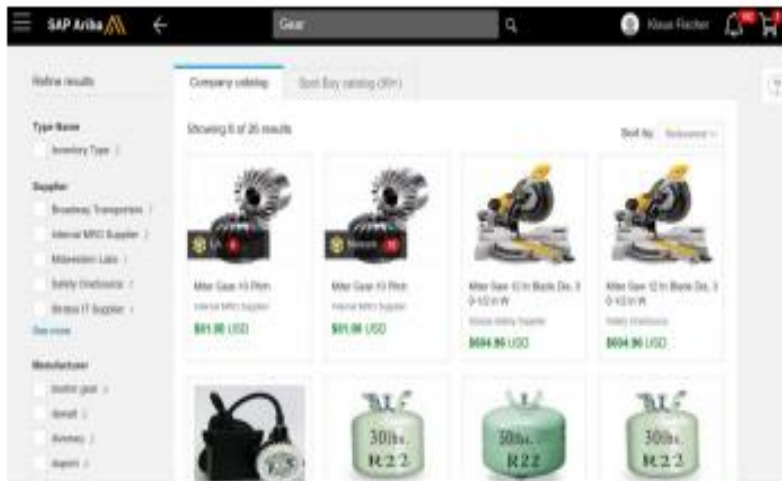
# Procurement of Indirect and Services



## Value Drivers

- Simplicity/End user adoption
- Contract compliance
- Policy enforcement
- Process efficiency
- Supplier compliance

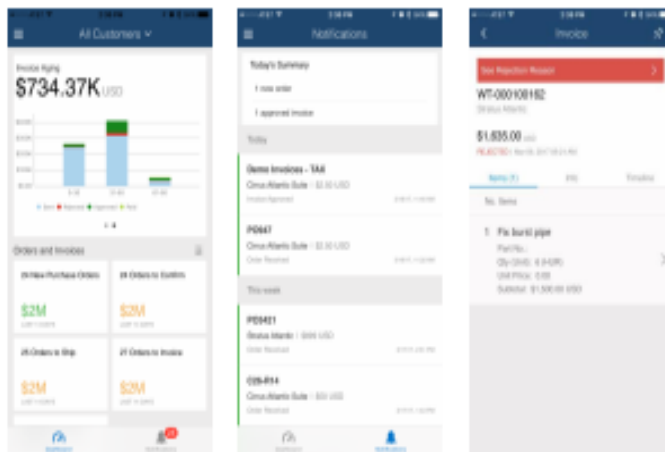
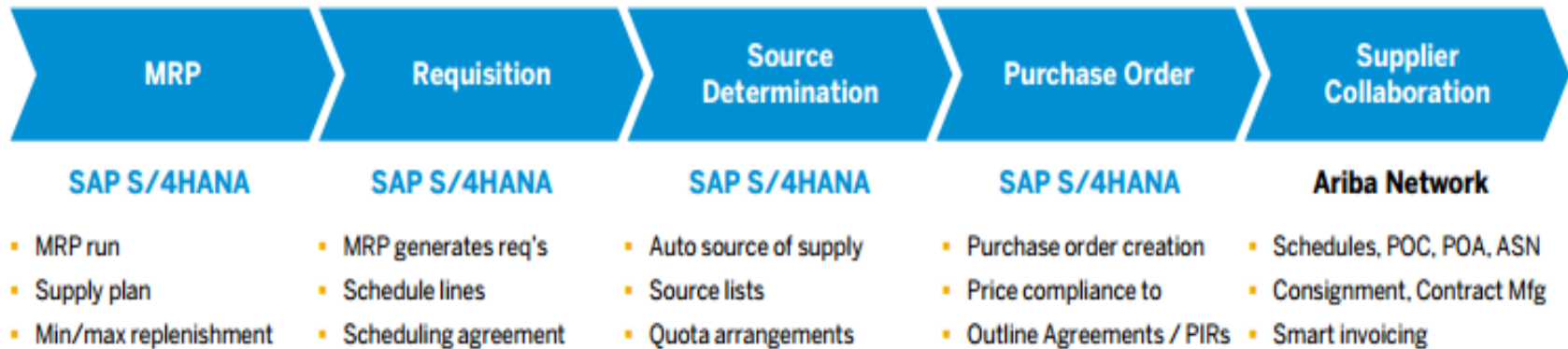
# Project Driven procurement



## Value Drivers

- Increased asset parts ordering and uptime
- Simplicity for maintenance operations
- Contract compliance
- Lower inventory
- Process efficiency
- Supplier compliance

# Plan Driven Procurement



## Value Drivers

- Plan-driven process automation
- Lower inventory
- Compliance
- Lower expediting
- Invoice accuracy



## SAP ARIBA CATALOG

- This solution offers extensive possibilities for loading electronic catalogs, their validations and approvals. All standard catalog formats are supported, including BMECat 1.2, CIF 3.0 and Excel.
- Catalog contains items available from the suppliers with whom your company has negotiated purchasing relationship.
- Catalog types used in Ariba are Local catalog and Punchout catalog.
- Local catalog are created in sap Ariba and directly searchable. You don't need to go on supplier site to search items.
- A PunchOut catalog is a remote catalog hosted by the supplier.













# Purchasing by Punchout catalog





- ❑ Ariba Spot Buy Catalog solution makes easy for buyer to find and buy nosourced goods with competitive price and delivery options.
- ❑ SAP Ariba Spot Buy Catalog quickly and easily guides users to the goods they need across common business categories such as MRO, facilities, IT and accessories, electrical and test equipment, and office supplies.
- ❑ AP Ariba Spot Buy Catalog can be easily configured to meet your corporate buying policies. Use it to quickly select which suppliers to include, limit user access, control specific commodities, and establish price thresholds. The result is the perfect balance of user convenience and buying controls .
- ❑ It's estimated that around **40%** of company's indirect spend is from spot buy.

# QUICKLY FIND AND BUY APPROVED ITEMS

 OFFICE SUPPLIES	 ELECTRICAL & TEST EQUIPMENT	 TECHNOLOGY & ACCESSORIES	 FACILITIES & MAINTENANCE	 MRO & INDUSTRIAL	 OTHER GOODS
					

**NO CONTRACTS**  
to negotiate

**NO CATALOGS**  
to create

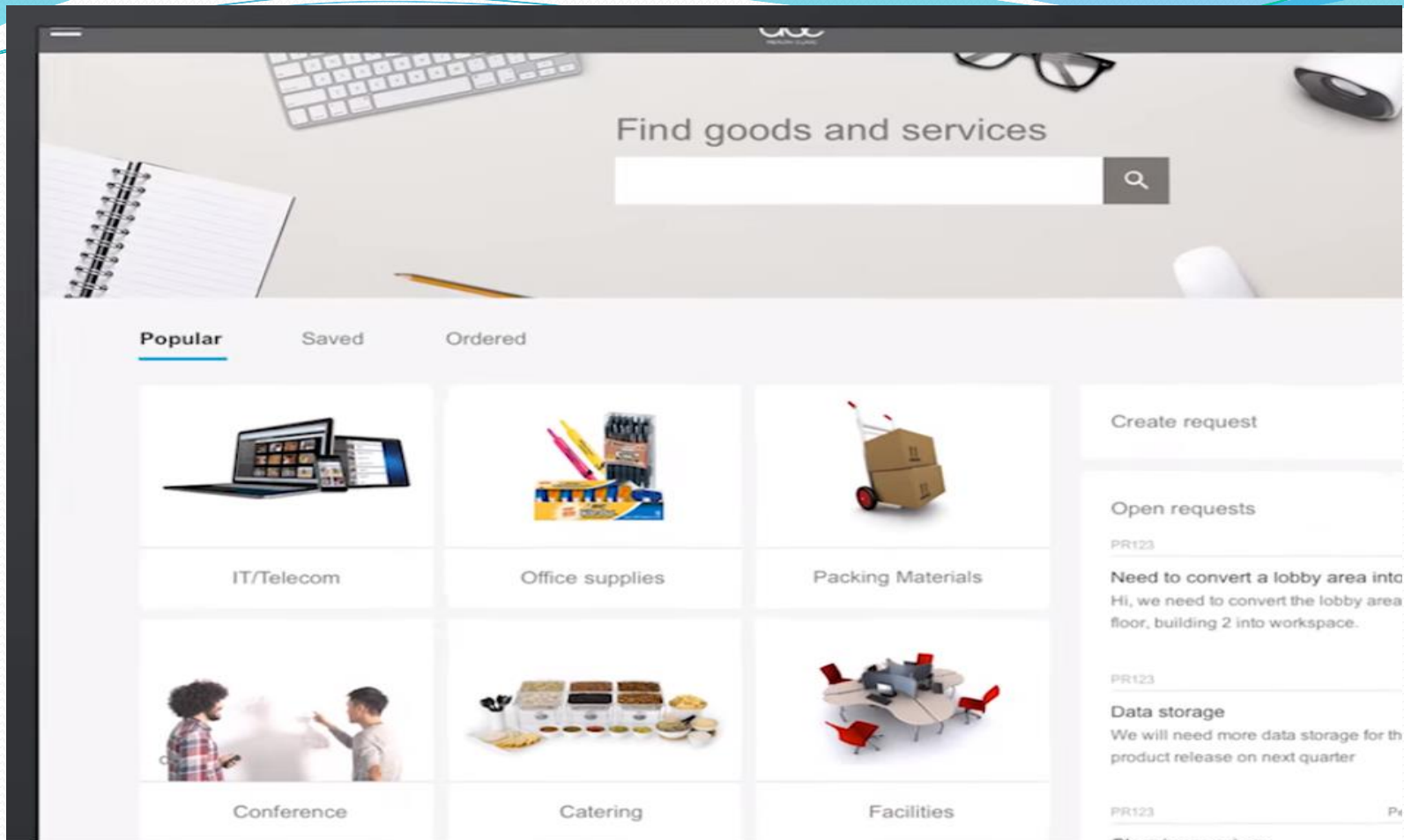
**NO SUPPLIERS**  
to enable



# Ariba Guided Buying

Guided buying is a built-in capability available at no additional cost to customers, using the SAP Ariba Buying and SAP Ariba Buying and Invoicing solutions. It provides a smart, easy, and intuitive user interface for employees to create any type of procurement request.

Let's talk about few examples to understand the Guided Buying concept in details.



Example 1-If user want to buy keyboard then he will go to guided buying screen and enter keyboard

Refine results

Brand [Clear](#)

- A Brand 37
- B Brand 37

Color [Clear](#)

- Black 37
- White 37

Compatible to [Clear](#)

- Windows 37
- Mac 11

Price [Clear](#)








\$  to

ABC catalog (7)

Spot Buy catalog (99+)

Catalog items (7)

Sort by [Relevance](#)

 <p>2.4 PDI wireless keyboard <b>\$50.00</b> ★★★★★ (11)</p> <input type="checkbox"/>	 <p>BI Backlit Illuminated Wireless Keyboard with receiver <b>\$49.99</b> ★★★★★ (9)</p> <input type="checkbox"/>	 <p>Wireless Bluetooth V3.0 Slim Keyboard for PC MAC iOS... <b>\$90.00</b> ★★★★★ (3)</p> <input type="checkbox"/>	 <p>US Op <b>\$1</b></p> <input type="checkbox"/>
 <p>Wireless Solar Keyboard K750</p>	 <p>Slim and compact 920-003070</p>	 <p>Black slim Wireless Chocolate</p>	

Keyboard catalog will be opened to choose as per his requirement and he will select accordingly.



All search results / 240 DPI Wireless Keyboard



### 240 DPI Wireless Keyboard

Ultra Slim 2.4G Wireless Compact Keyboard w...USB Wireless PC Gaming  
★★★★☆ (11)

**\$50.00**

Brushed metal texturing keyboard panel is anti-skid feeling of high class. Portable, ultra slim and very convenient for you to carry it to travel.

Available in **1 day**  
Seller rating  ea  
Color **Black**

[Buy now](#) [Add to cart](#) [Save later](#)

#### Feedback (11)



★★★★☆

**Reasonably price!**  
Reasonably priced and well constructed keyboard.  
Ted Gadnar 3 weeks ago



★★★★☆

**Great Keyboard, but slow delivery**  
Reasonably priced and well constructed keyboard.  
Lucy Liu 2 months ago

[View all 11 reviews](#)

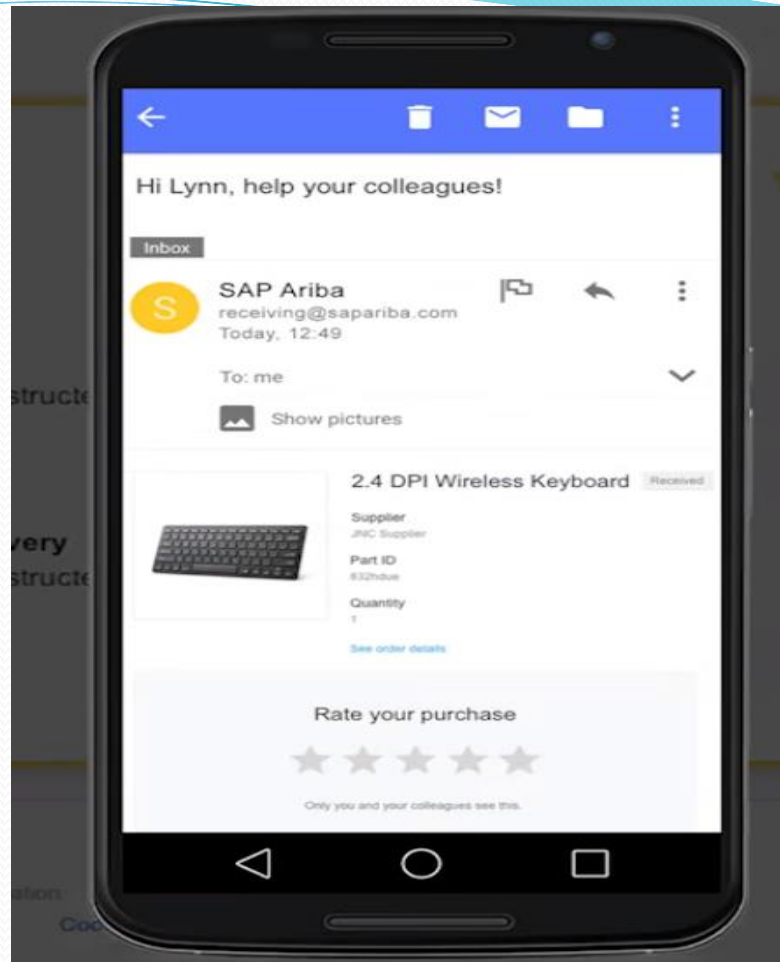
#### Pros

- Great for Mac (3)
- Easy to use (1)
- Good value (1)

#### Cons

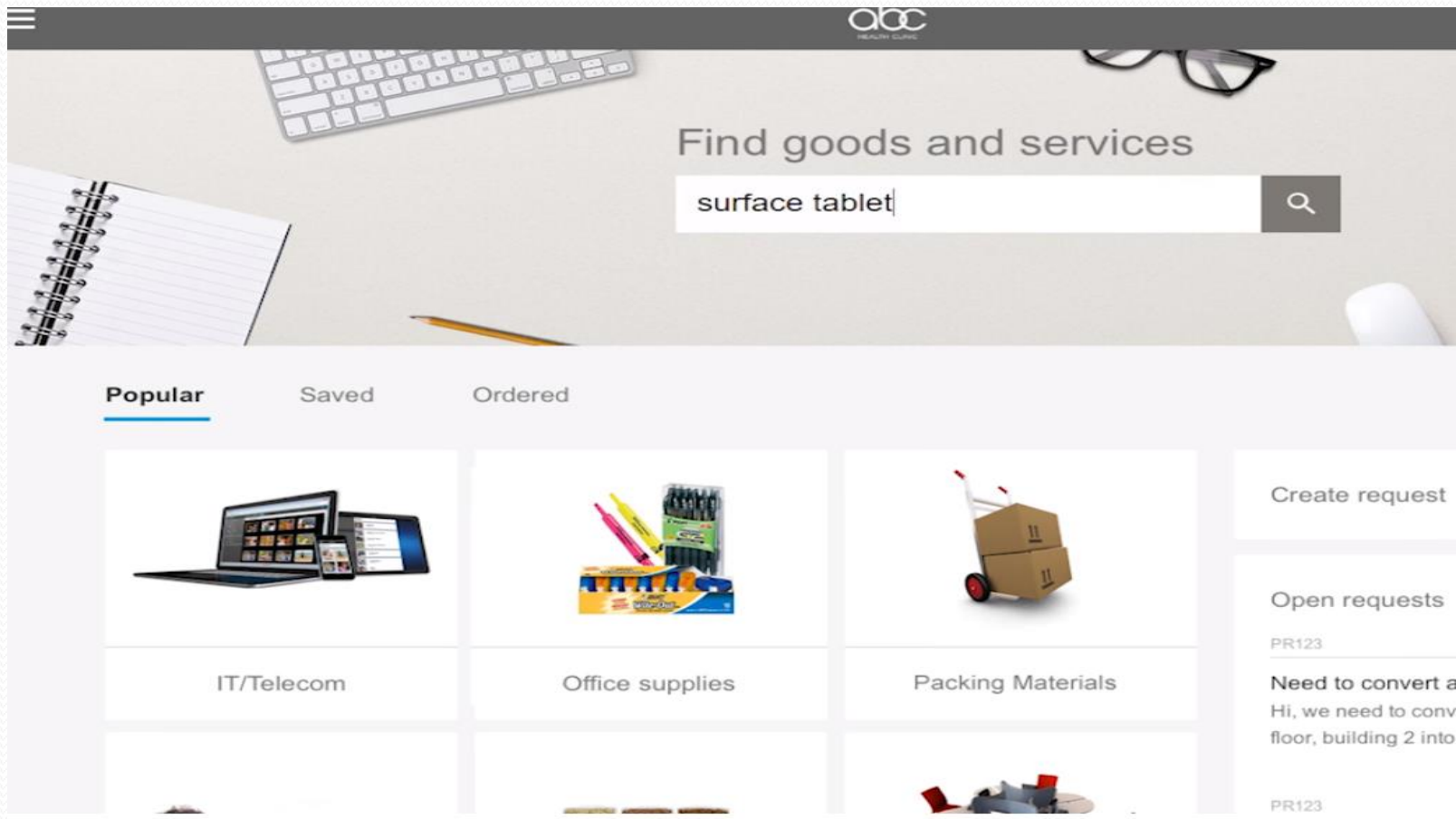
- Slow delivery (2)

User will be guided by the feedback from Colleagues around him that have already purchased keyboard and let him know which one is the best



So Once the user purchase , The system will remind him to rate the purchase.

Example 2- If user want to buy surface tablet then he will go to guided buying screen and enter surface tablet



Refine results

ABC catalog (0) **Spot Buy catalog (99+)**

Showing 8 of 124 results Sort by Relevance

**Brand** Clear

Microsoft 37

**Color** Clear

Black 37

White 37

**Price** Clear

\$  to

<p>Microsoft Surface Pro 3 12\" Touchscreen Tablet - Core i3 4020...</p> <p><b>\$599.00</b></p>	<p>Microsoft Surface Pro 4 12.3\" Tablet 4GB / 128GB Intel Core m3 Windows 10 Pro</p> <p><b>\$899.00</b></p>	<p>Microsoft Surface RT - Wi-Fi - 64 GB - Dark Titanium - 10.6\"</p> <p><b>\$145.00</b></p>	<p>Mic GB <b>\$1</b></p>

Keyboard catalog will be opened to choose as per his requirement and he will select accordingly.



## Microsoft Surface Pro 4 12.3" Tablet 128GB Intel Core m3 Windows 10 P

Brand New w/ 1 Year Microsoft Direct Warranty

**\$899.00**

Quantity  10 available / 199 sold  
Item condition New  
Manufacturer Microsoft  
Part number 1845949383  
Item location Loivonia, Michigan



Seller information [WallyOculus](#)  
Seller rating 100% positive feedback (249 reviews)  
Shipping USPS priority mail [change](#)

Buy now

Add to cart

## Checkout

### Reason

Select one

Gift


Business use

Employee gift

Others

During checkout he need to give reason as per business policy why he is buying tablet

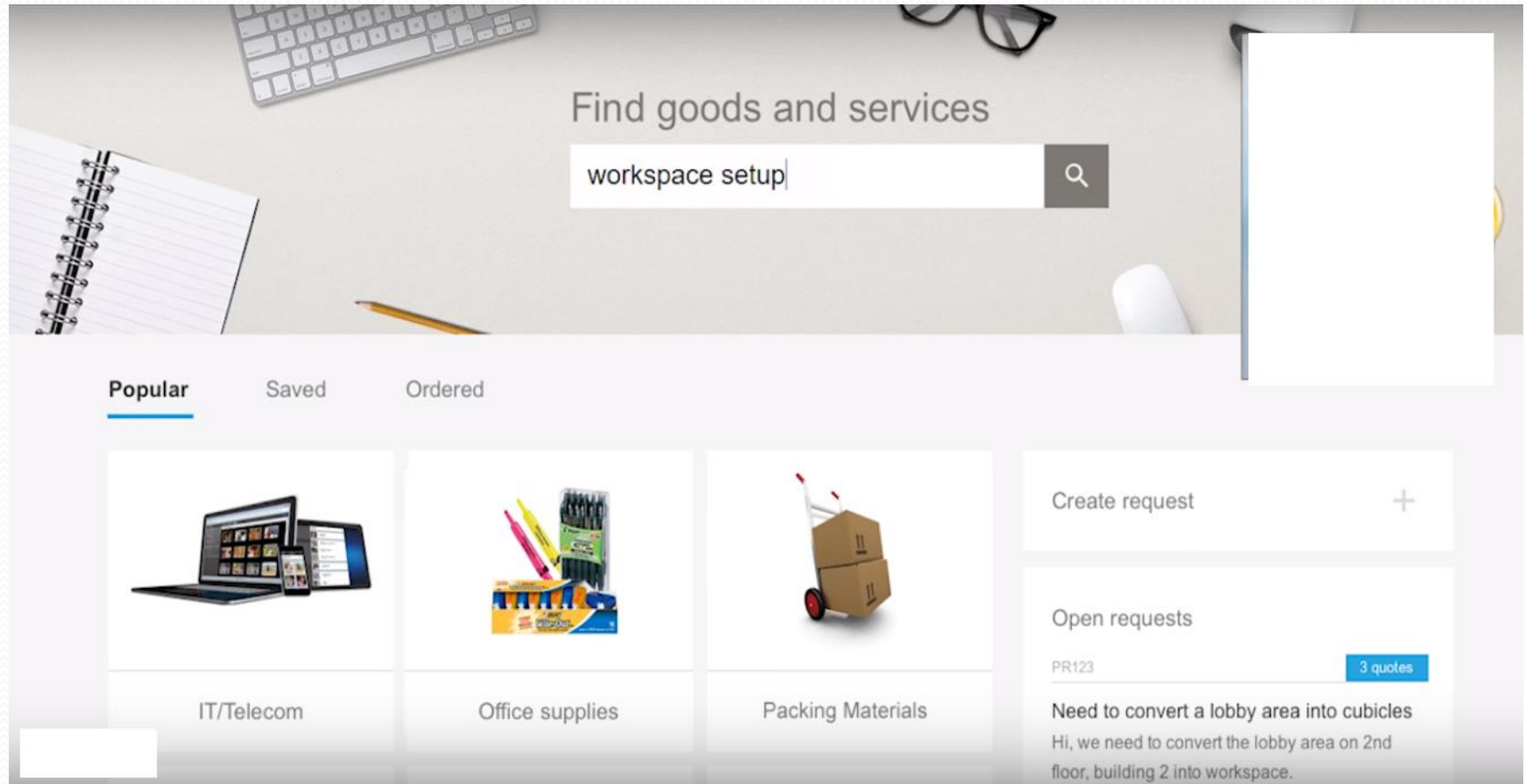
Item	Price
<b>Policy warning:</b> As per company policy, a gift can't exceed \$25.00. If your gift costs more than \$25.00, provide a reason.	
This is a give away for a company event.	

<input type="checkbox"/>		<p>Microsoft Surface Pro 4 12.3" Tablet 4GB / 128GB Intel Core m3 Windows 10 Pro</p> <p>Supplier <a href="#">JNC Company</a></p> <p>Available in 3 days</p> <p><a href="#">Delete</a>   <a href="#">Leave a note to supplier</a></p>	<p>Price \$899.00 USD</p> <p>Quantity <input type="text" value="1"/></p>
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### Process



System will give policy warning message as per above and prevent from purchasing and need special approval from manager. Such type of policy restrictions can be customized in Ariba as per business requirement.



Example 3- Now user is requesting a quote for workspace setup

Facilities

Facilities services are essential to the maintenance and upkeep of our company locations and sites. All types of services must be purchased established company policy. Services may not be bought by individuals using personal or company credit cards. If you need help you can contact [facility@abc.com](mailto:facility@abc.com).

Location

Palo Alto, US



Building



Cleaning services



Workspace setup

Suppliers

Supplier category Facility / workspace Supplier location North california, USA

Based on the estimated cost and configuration you choose, you will need to choose at least 3 suppliers to get quotes. [Request for exception](#)

Supplier	Services	Ratings	Action
<b>Bay Construction</b> Sunnyvale, CA	Construction, commercial office setup	★★★★★	Selected <a href="#">Cancel</a>
<b>Office Guys</b> Sunnyvale, CA	Construction, commercial office setup	★★★★★	Selected <a href="#">Cancel</a>
<b>EIW Workspace</b> Sunnyvale, CA	Construction, commercial office setup	★★★★★	<a href="#">Choose</a>

[See more suppliers](#) [Invite new supplier](#)

So as per policy user need to select at least three suppliers to get the quote



## Invite new supplier ✕

You can invite a new supplier to get quote, once the quote is accepted, the GFM team will need to onboard this supplier and it will takes 2 or more weeks. See [ABC policy for new suppliers, supplier on boarding process.](#)

Supplier name JNC Supplier	Contact name Jon Smith
Contact email j.smith@jnc.com	Contact phone (Optional)

Describe why do you want to choose a new supplier

This supplier just moved across the street. He might want to give us a discount.

Cancel Invite new supplier

User has the flexibility to invite new suppliers as well apart from preferred suppliers.

## Invited suppliers

You've received 3 quotes from 3 invited supplier

Bay Construction Preferred  
📍 Sunnyvale, CA

Accept quote

Office Guys  
📍 Sunnyvale, CA

Accept quote

QY Office Expert New supplier  
📍 Sunnyvale, CA

Accept quote

Price

\$29,000 USD ✓

\$31,000 USD

\$51,000 USD

Start date

In 4 weeks

In 4 weeks

In 4 weeks

Payment terms

2 Net 30

2 Net 30

2 Net 30

Once user receives quotes, he can then select the best offer and proceed with the request.

# SAP Ariba Discovery

- SAP Ariba Discovery is your online business matching service, tapping into the largest B2B business network for access to 2.5+ million qualified suppliers.
- It gives buyer the access to worlds largest community of suppliers with greatly reducing the time required for identification and qualification which in turn reduces the cycle time.
- The buyer can register free on Ariba discovery as it is already integrated with Ariba sourcing solution and no additional software is to be installed

https://service.ariba.com/Discovery.aw/125014063/aw?awh=r&awssk=Y1ikSn0x&dard=1

The screenshot shows the Ariba Discovery website. At the top, there are navigation tabs for 'Ariba Network', 'Ariba Discovery', and 'Ariba Exchange'. The main header features the 'Ariba Discovery' logo, links for 'Join Ariba Discovery', 'Feedback', 'Help', and 'Log In', and buttons for 'I'M BUYING' and 'I'M SELLING'. A secondary navigation bar includes 'Home', 'Sellers', 'Customers', and 'About'. The main content area is a large banner with a light blue background. On the left, a 'Preview Suppliers' dropdown menu lists various categories such as 'Computer Hardware, Softwar...', 'Construction & Maintenance...', 'Construction Materials', 'Creative Services', 'Distribution & Conditionin...', 'Electrical Systems & Lighting', 'Laboratory Equipment', 'Manufacturing Components &...', 'Professional & Administrat...', 'Technology & Engineering S...', 'More', and 'All Categories'. The main text of the banner reads 'Find the Right Sellers. For Any Project.' followed by 'Access over 1.5M trading partners worldwide.' Below this, there are two input fields: 'Enter Product and Service Category' and 'Enter Location', with a 'It's Free! Start Now' button. A globe graphic is visible in the background. Below the input fields, there are three bullet points: 'Quick & Easy – Post your project in only 5 minutes', 'Fast Results – Get multiple responses within 24 hours', and 'Proven Success – Over \$308.7M of business posted every month'. A 'Request a Demo' link is also present. At the bottom, a section titled 'How Ariba Discovery Works' is partially visible, showing steps like '1. CREATE A POSTING', '2. REVIEW PROPOSALS', and '3. MAKE SELECTION'. A 'Learn More' link is located in the top right corner of this section.

Ariba Network | Ariba Discovery | Ariba Exchange

# Ariba Discovery

Join Ariba Discovery | Feedback | Help | Log In

I'M BUYING | I'M SELLING

Welcome to Ariba Discovery

Home | Sellers | Customers | About

## Preview Suppliers

- Computer Hardware, Softwar...
- Construction & Maintenance...
- Construction Materials
- Creative Services
- Distribution & Conditionin...
- Electrical Systems & Lighting
- Laboratory Equipment
- Manufacturing Components &...
- Professional & Administrat...
- Technology & Engineering S...
- More
- All Categories

## Find the Right Sellers. For Any Project.

Access over **1.5M** trading partners worldwide.

Enter Product and Service Category | Enter Location | It's Free! Start Now

Based on the UNSPSC classification system (City, State, Country)

- Quick & Easy** – Post your project in only 5 minutes
- Fast Results** – Get multiple responses within 24 hours
- Proven Success** – Over \$308.7M of business posted every month

[Request a Demo](#)

### How Ariba Discovery Works

Learn More

1. CREATE A POSTING | 2. REVIEW PROPOSALS | 3. MAKE SELECTION

## Interesting Links on Ariba Discovery 😊

- Ariba Discovery Tutorial Part 1

<https://www.youtube.com/watch?v=m7rZFEagv94>

- Ariba Discovery Tutorial Part 2

<https://www.youtube.com/watch?v=fmVIdm-BDfI>

- How We Did It: SAP Ariba Discovery

<https://www.youtube.com/watch?v=ijh-xmPkqTg>

- Ariba Discovery

<https://www.youtube.com/watch?v=FyWNw2HFW4g>

# SAP Ariba Certification

Associate – Procurement

Associate – Sourcing

Associate and Specialist – Integration

Associate - Contracts

Associate - Supply Chain Collaboration

Associate - Catalogs

Associate - Supplier Enablement Buy Side

Associate - Supplier Enablement Sell Side: only requires AR940

Associate - Spend Analysis

Associate - Supplier Management

Associate - SNAP Deployment: only requires TAR950e

# Any questions?





THANK YOU :)