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 invenstment 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**

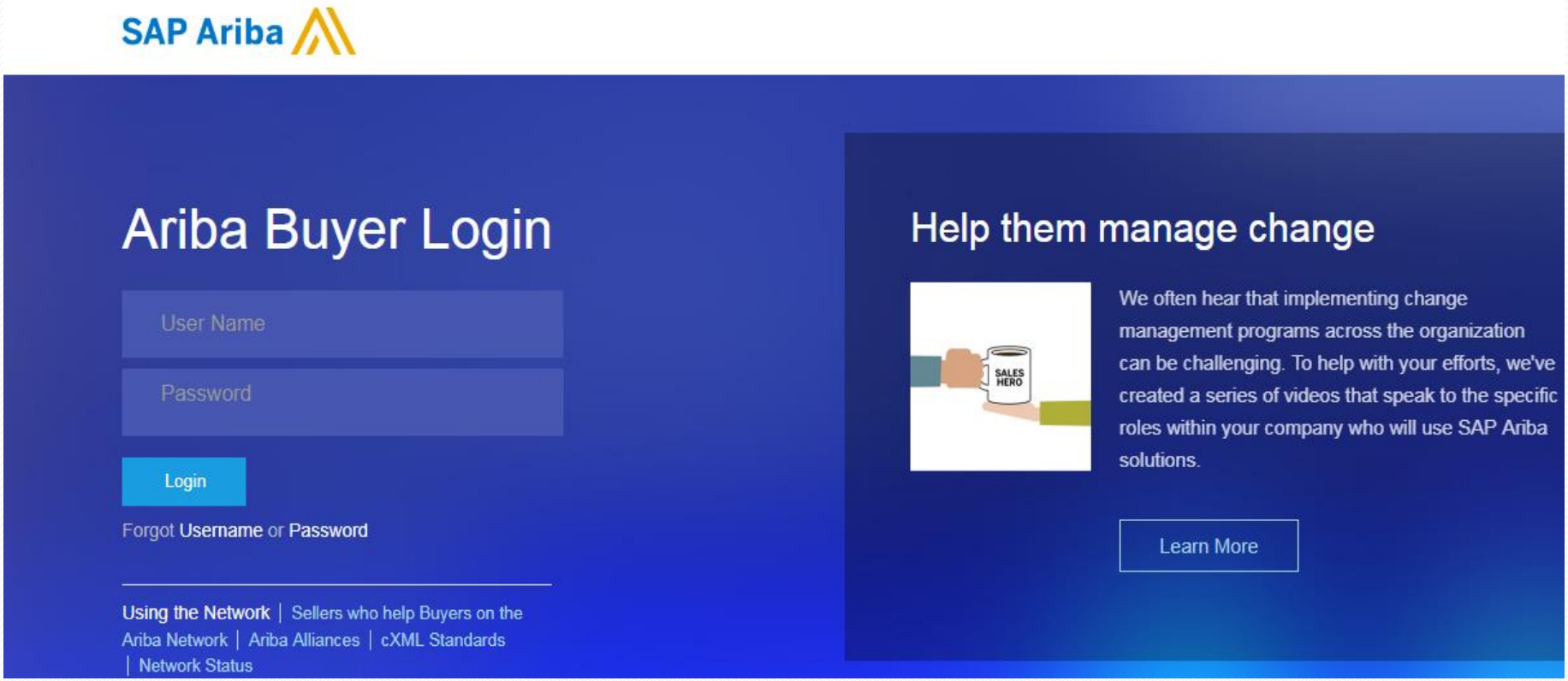
☞SAP has stopped selling SRM from Year 2017 and now they will sell Ariba instead.

☞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.



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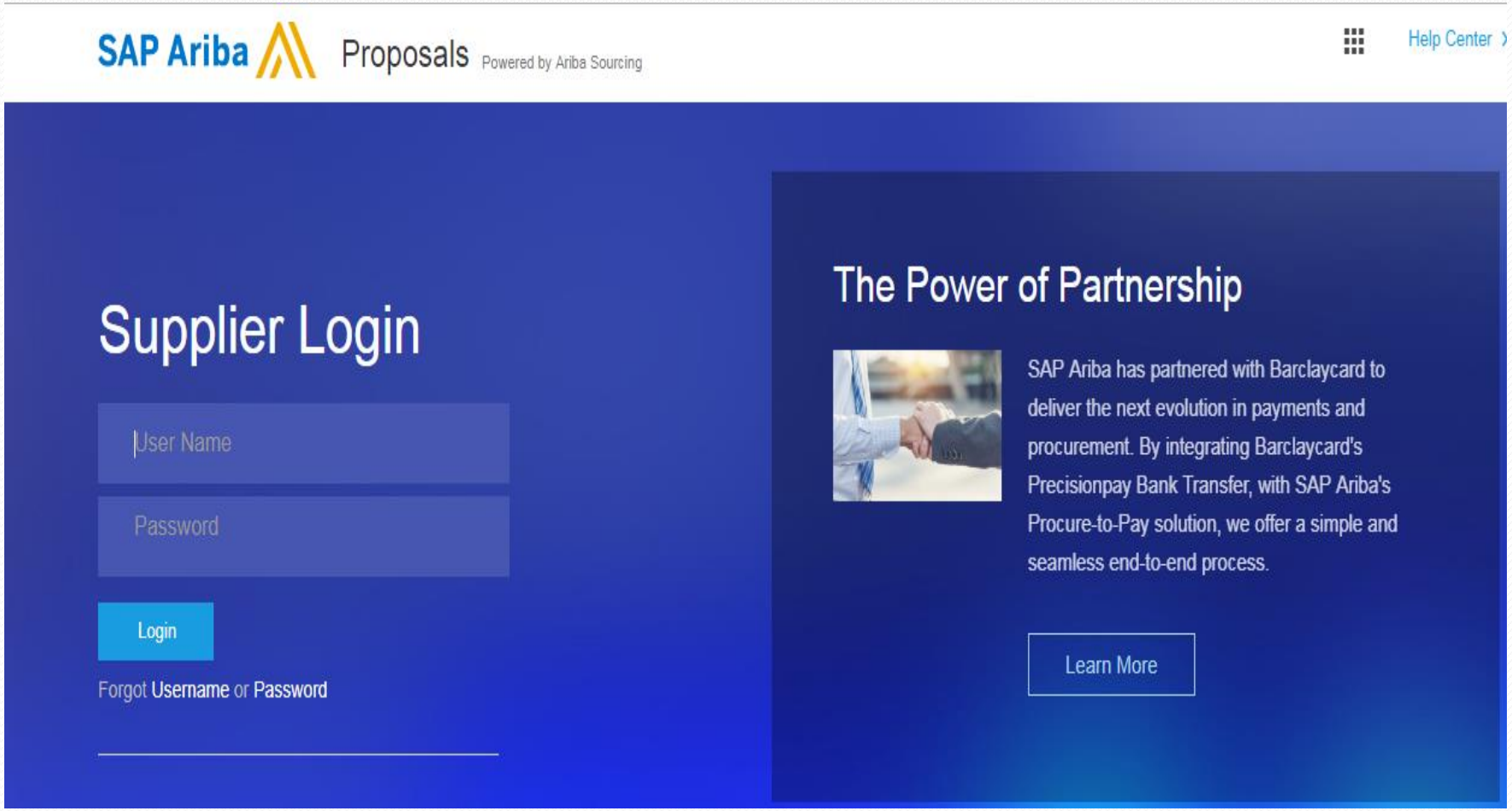

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SAP Ariba cloud Solutions

Worlds Largest Business to Business commerce Network

➔**Ariba solution backbone is Ariba network which is the world largest b2b network.**

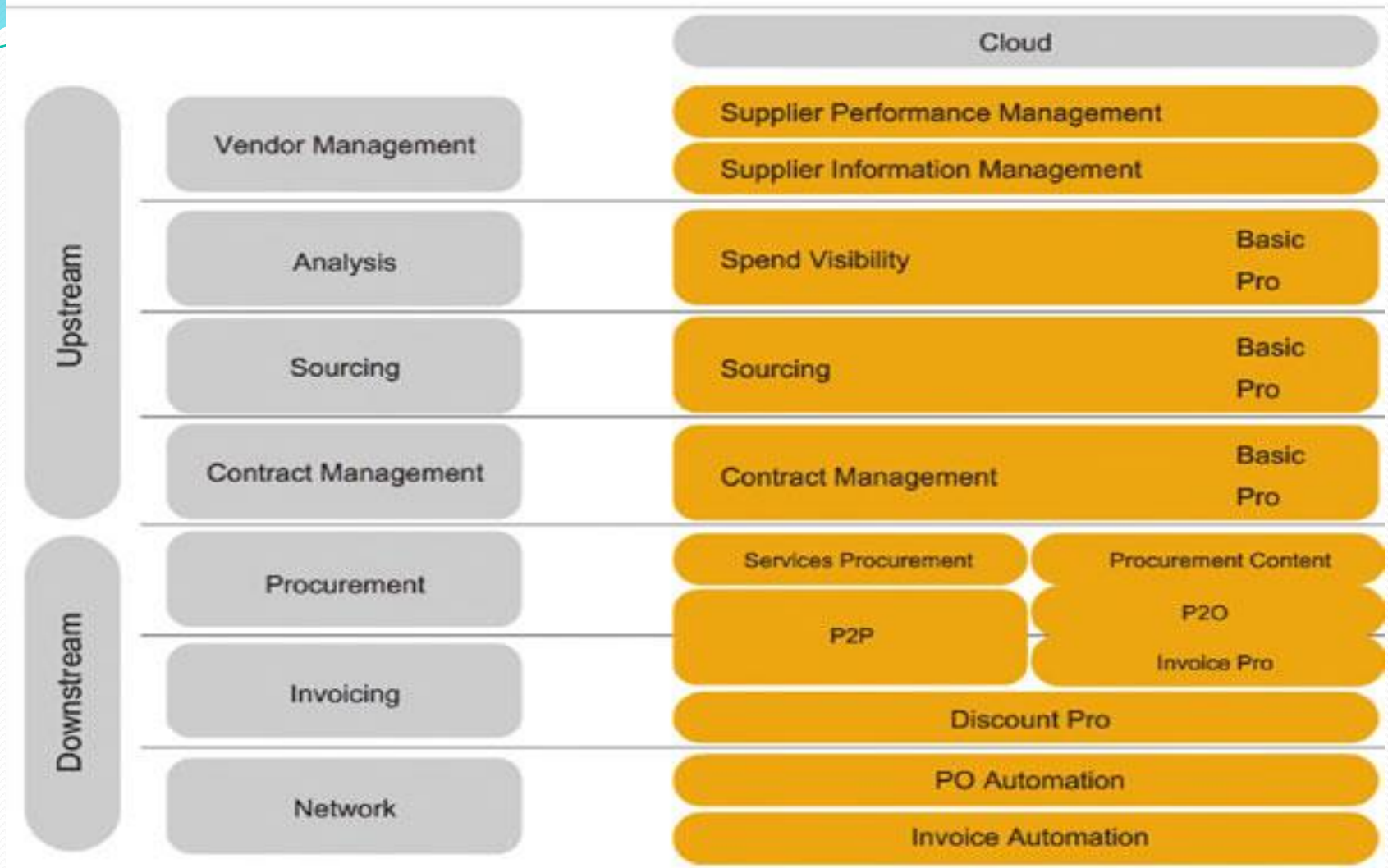
➔ **Ariba main competetors includes GEP, PROACTIS, BravoSolutions, Oracle, Procurify, Zycus, Tradeshift, Coupa and Emptoris etc.**

Ariba solution categories

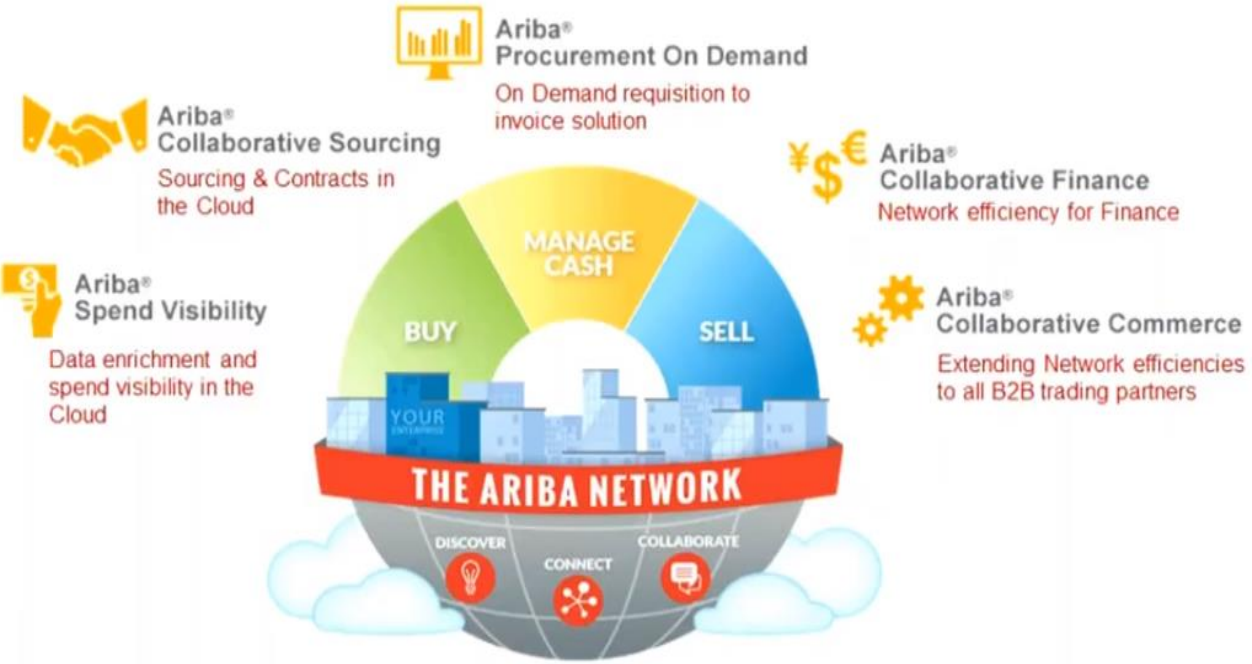
Ariba solution is divided into two categories

ARIBA UPSTREAM
Supplier Management; Sourcing; Contract Management

ARIBA DOWNSTREAM
Self Service Procurement; Collaboration, Invoicing; Discounting


Cloud
Upstream
Vendor Management
Supplier Performance Management
Supplier Information Management
Analysis
Spend Visibility
Basic
Pro
Sourcing
Sourcing
Basic
Pro
Contract Management
Contract Management
Basic
Pro
Downstream
Procurement
Services Procurement
Procurement Content
P2P
P2O
Invoice Pro
Invoicing
Discount Pro
Network
PO Automation
Invoice Automation

Ariba Solution Suite



Ariba Network

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

2+ million
Companies

EVERY **1 minute**
a company joins the network

$1000 billion
In annual commerce

114+ million
Documents annually (PO + Invoices)

11+ million
Timesheets processed annually

1.4 million
Contingent worker job placements annually

210+ million
Catalog items

16+ million
Leads annually sent to sellers

17.4 million
Users

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

Project/Category Management

SAP Ariba Sourcing

- Sourcing pipeline
- Category management
- Savings tracking

Sourcing

SAP Ariba Sourcing

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

Contract

SAP Ariba Contracts

- Contract authoring
- Workflow approval
- Contract repository

Operational Contract

SAP S/4HANA

- Contract Release
- Contract Update
- Contract Distribution

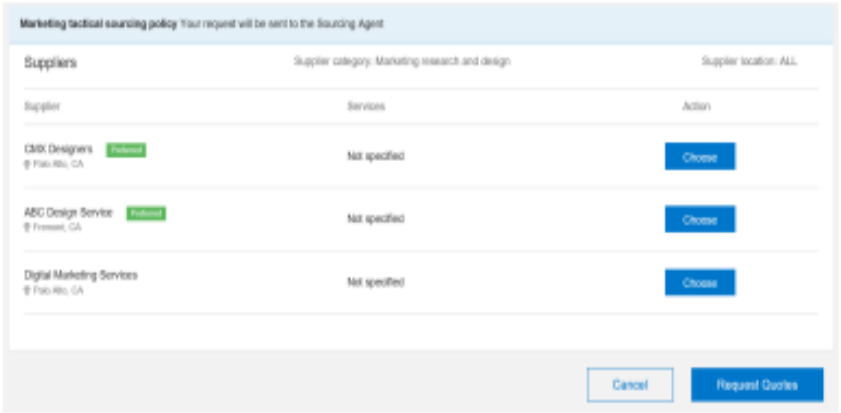
Contract Monitoring

SAP S/4HANA

- Contract Consumption

Catalog

SAP Ariba Catalog

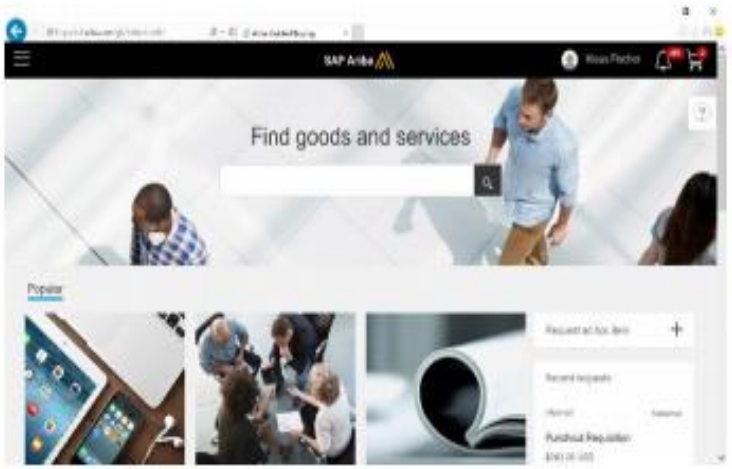


Value Drivers

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

Procurement of Indirect and Services

Guided Buying	Catalog	Purchase Order or reservation	Supplier Collaboration	Goods Receipt Invoice Receipt
SAP Ariba Buying	**SAP Ariba Catalog**	**SAP S/4HANA**	**Ariba Network**	**SAP S/4HANA**
• 1 Place to go • Consumer-grade user • Policy & price compliance	• Managed content • Spot buy marketplace • Contract Compliance	• PO execution • Inventory reservation • Inventory transfer	• POC, POA, ASN, SES • Smart invoice • Payment status	• Goods receipt • Invoice receipt • Invoice workflow

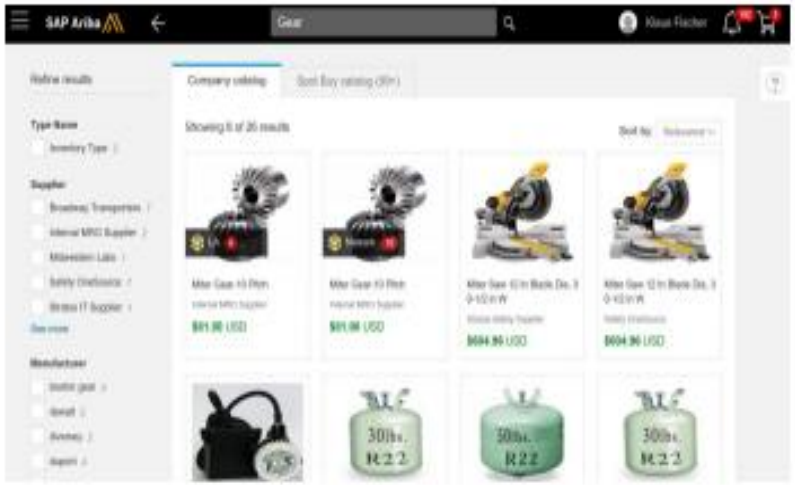


Value Drivers

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

Project Driven procurement

Plant Maintenance/ Project System	Managed Catalog	Purchase Order or Reservation	Supplier Collaboration	Goods Receipt Invoice Receipt
SAP S/4HANA	**SAP Ariba Catalog**	**SAP S/4HANA**	**Ariba Network**	**SAP S/4HANA**
▪ Work order/ Project ▪ Component planning ▪ Materials & Services	▪ Supplier managed content ▪ Contracted prices ▪ Spot buy marketplace	▪ PO execution ▪ Inventory reservation ▪ Inventory transfer	▪ POC, POA, ASN, SES ▪ Smart invoice ▪ Payment status	▪ Goods receipt ▪ Invoice receipt ▪ Invoice workflow



Value Drivers

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

Plan Driven Procurement

MRP	Requisition	Source Determination	Purchase Order	Supplier Collaboration
SAP S/4HANA	SAP S/4HANA	SAP S/4HANA	SAP S/4HANA	Ariba Network
▪ MRP run ▪ Supply plan ▪ Min/max replenishment	▪ MRP generates req's ▪ Schedule lines ▪ Scheduling agreement	▪ Auto source of supply ▪ Source lists ▪ Quota arrangements	▪ Purchase order creation ▪ Price compliance to ▪ Outline Agreements / PIRs	▪ Schedules, POC, POA, ASN ▪ Consignment, Contract Mfg ▪ Smart invoicing

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

SAP Ariba Spot Buy™

- Ariba Spot Buy Catalog solution makes easy for buyer to find and buy nosourced goods with competitive price and delivery options.

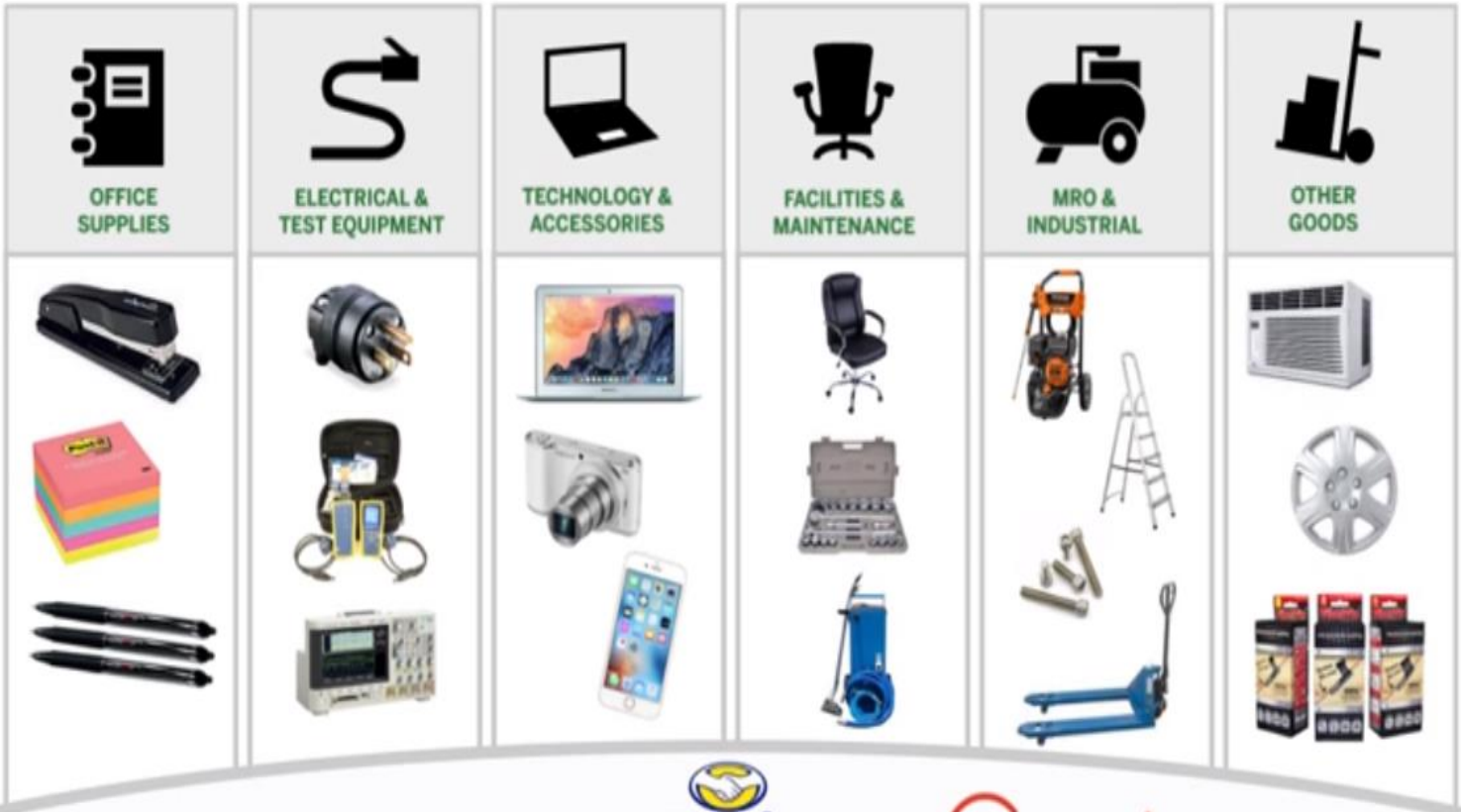
- SAP Ariba Spot Buy Catalog quickly and easily guides users to the goods they need across common business categories such as MRO, facilities, IT and accessories, electrical and test equipment, and office supplies.

- 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.

SAP Ariba
Spot Buy™

QUICKLY FIND AND BUY APPROVED ITEMS



ebay BUSINESS SUPPLY

mercado Libre

mercateo

NO CONTRACTS
to negotiate

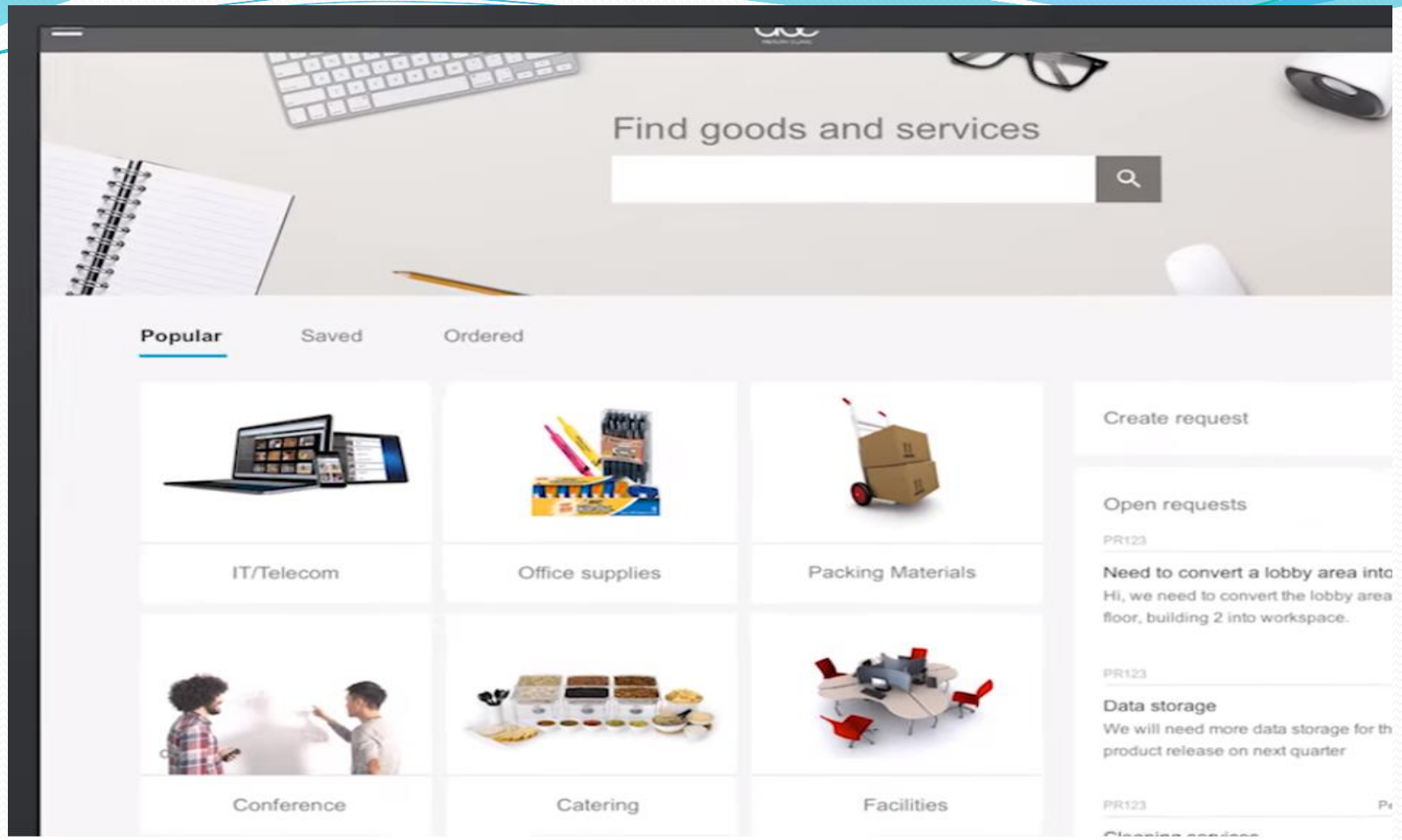
NO CATALOGS
to create

NO SUPPLIERS
to enable

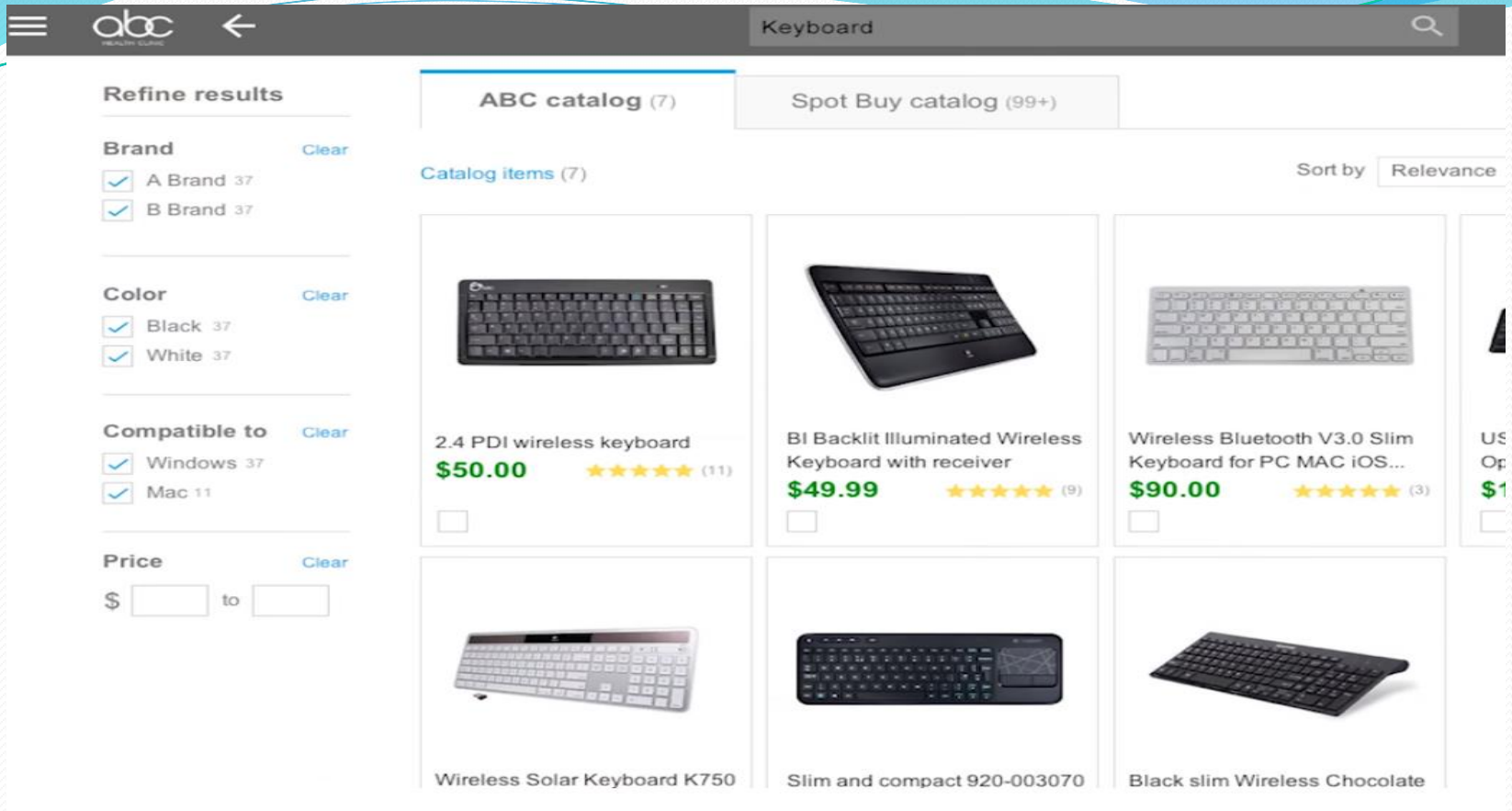
Ariba Guided Buying

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.

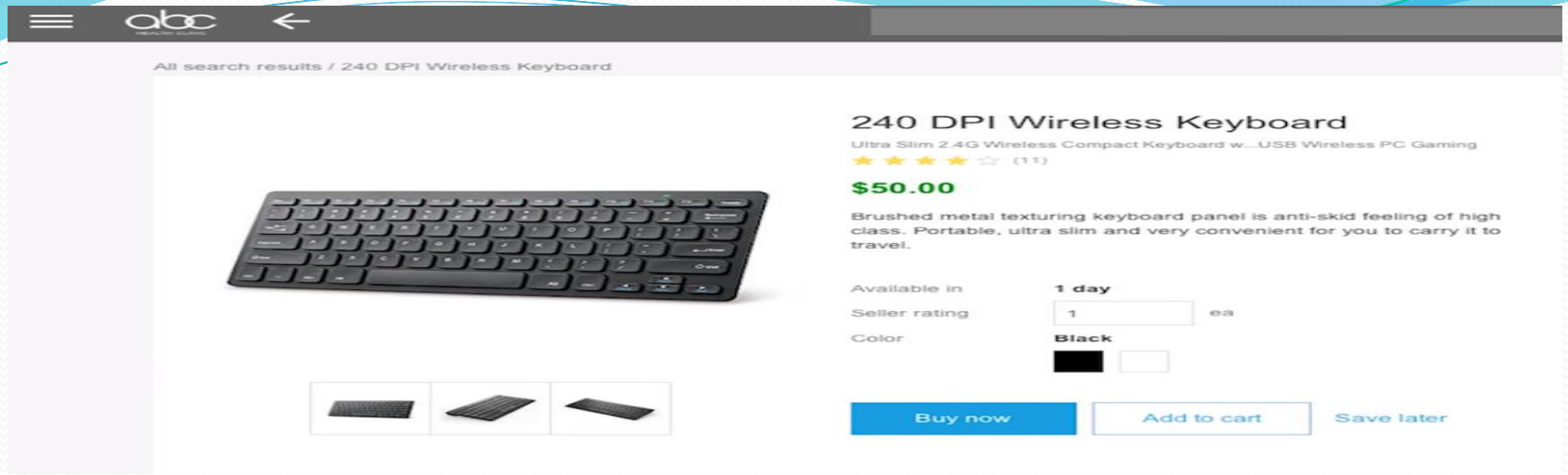
Let’s talk about few examples to understand the Guided Buying concept in details.

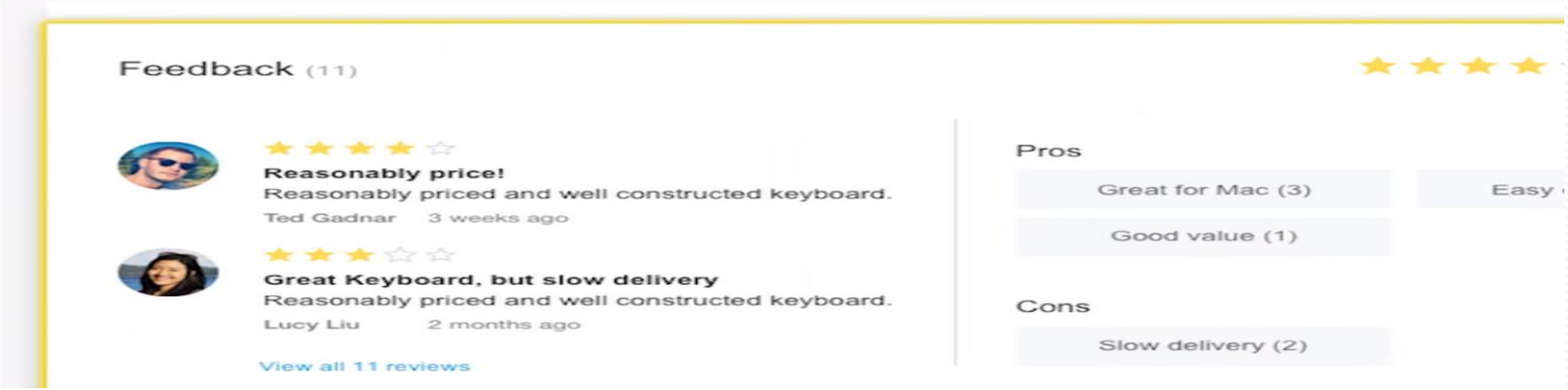


Example 1-If user want to buy keyboard then he will go to guided buying screen and enter keyboard

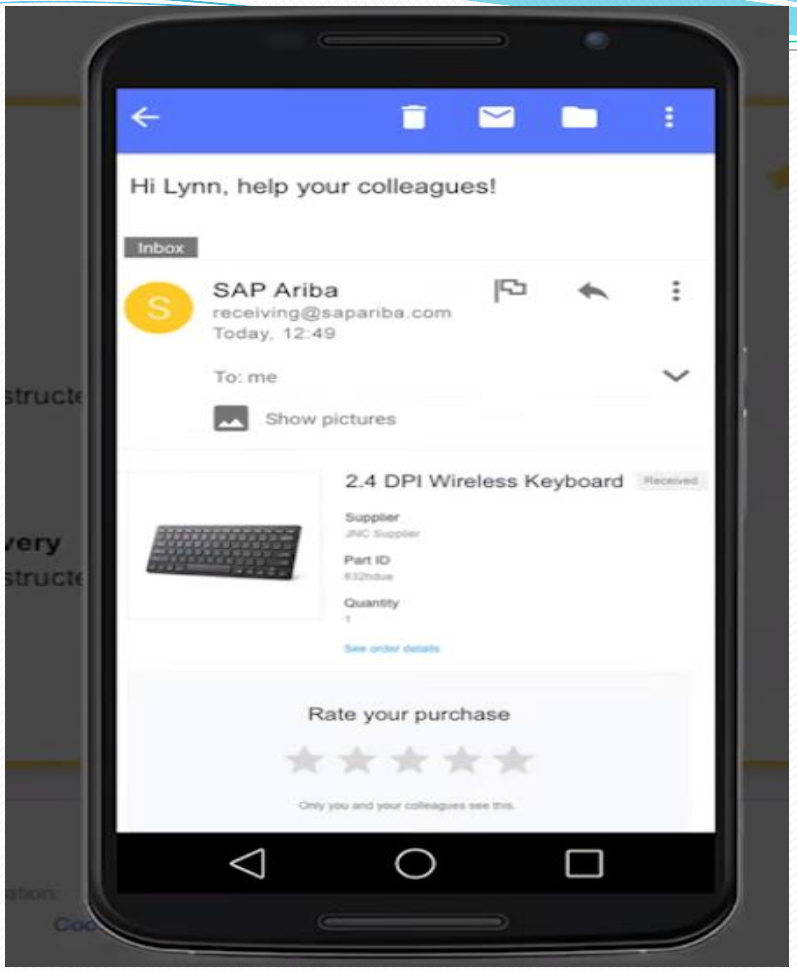


Keyboard catalog will be opened to choose as per his requirement and he will select accordingly.



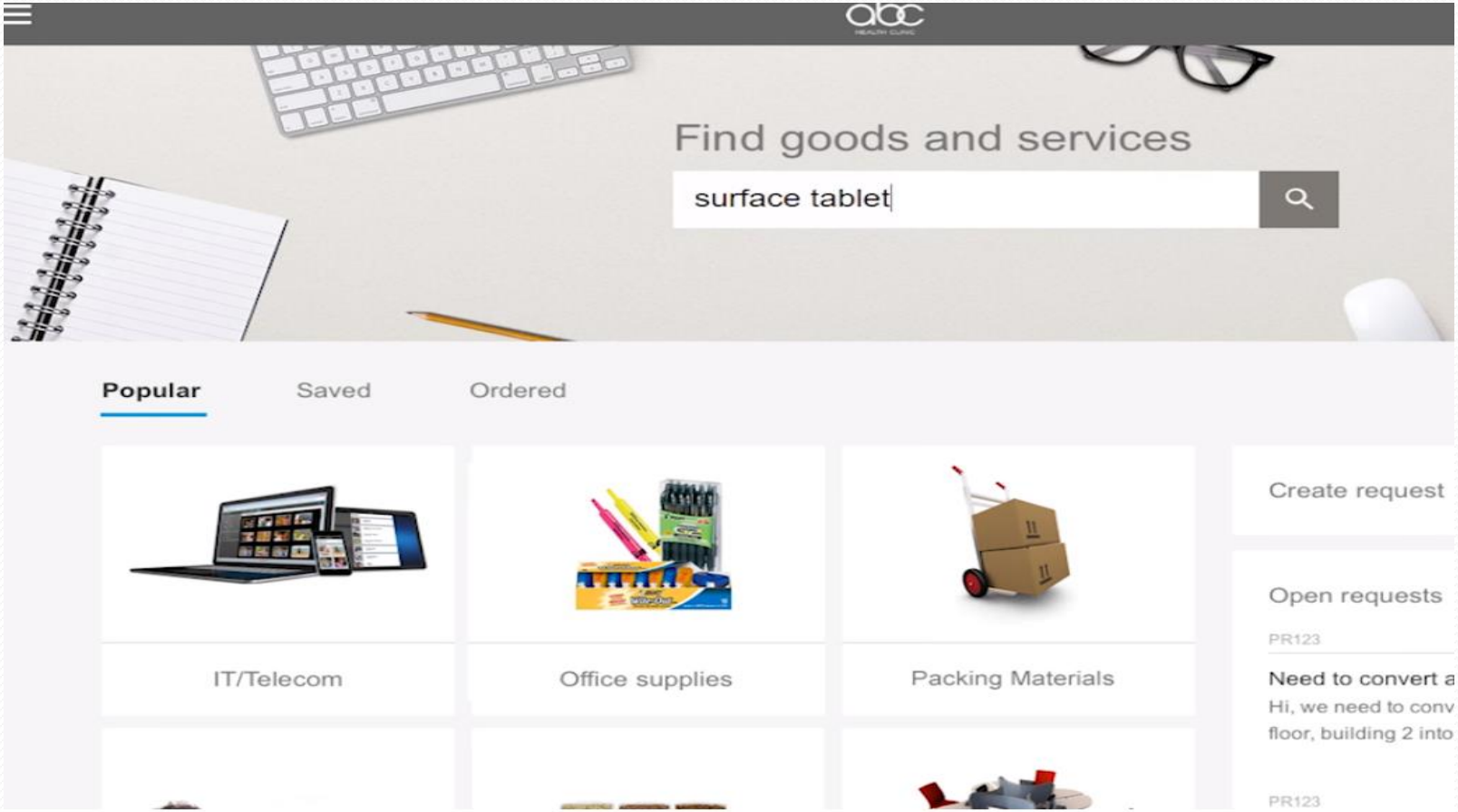


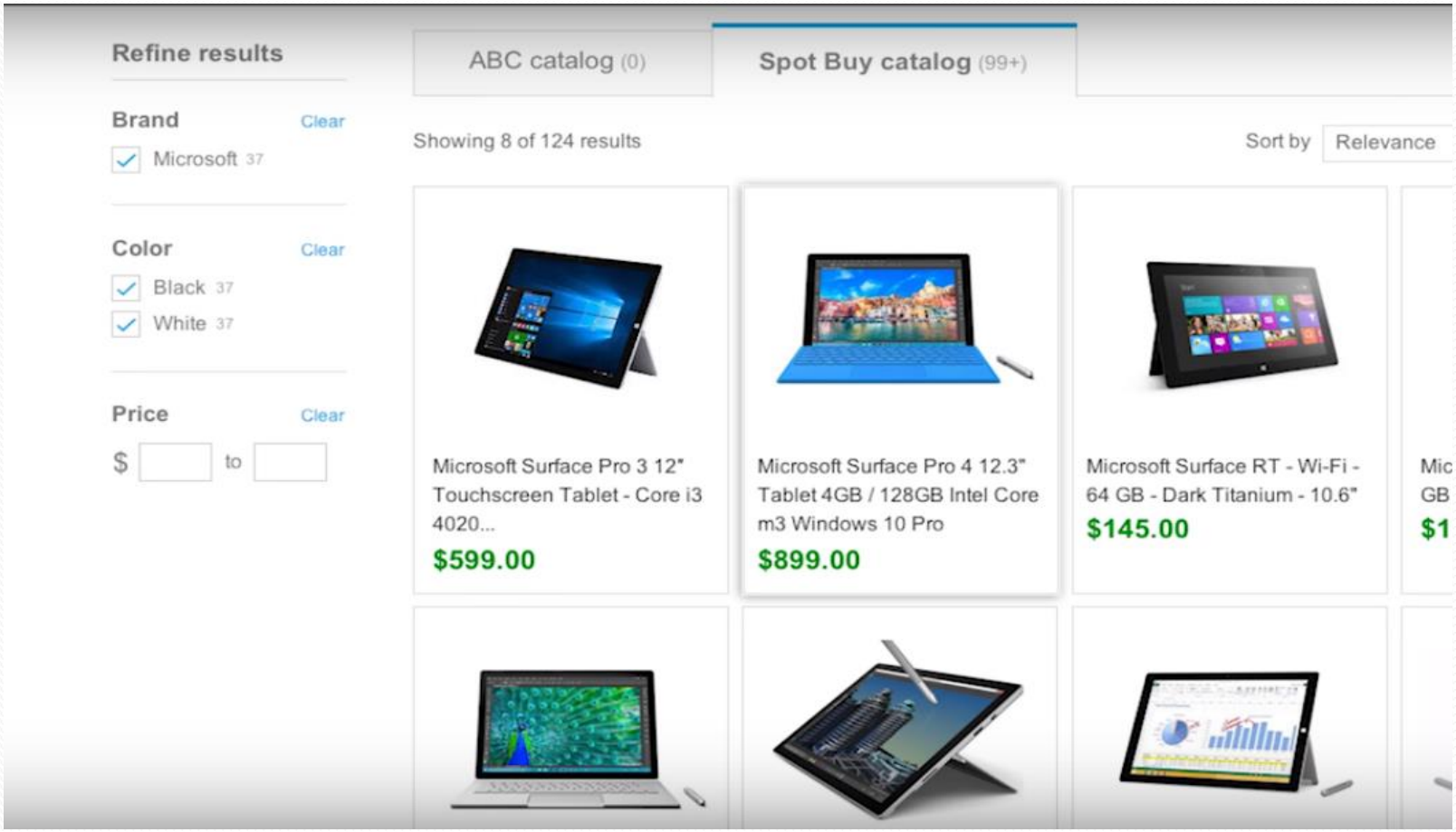
User will be guided by the feedback from Colleagues around him that have already purchased keyboard and let him know which one is the best



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





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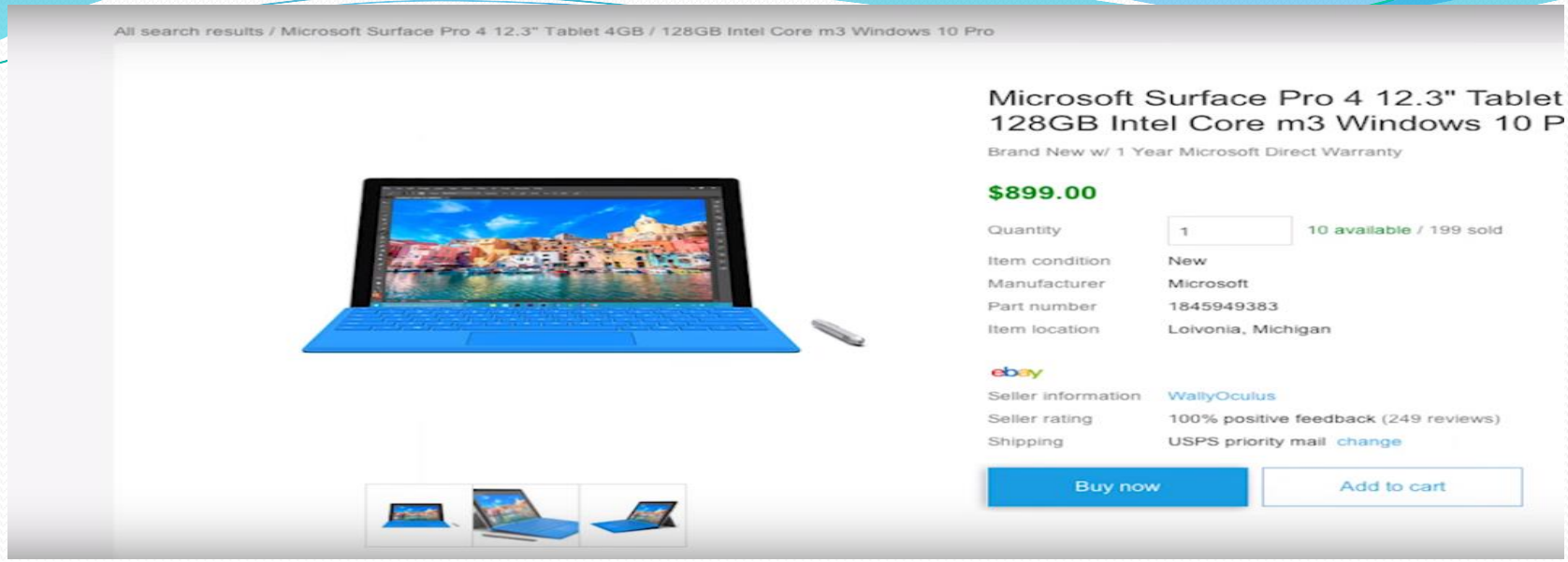
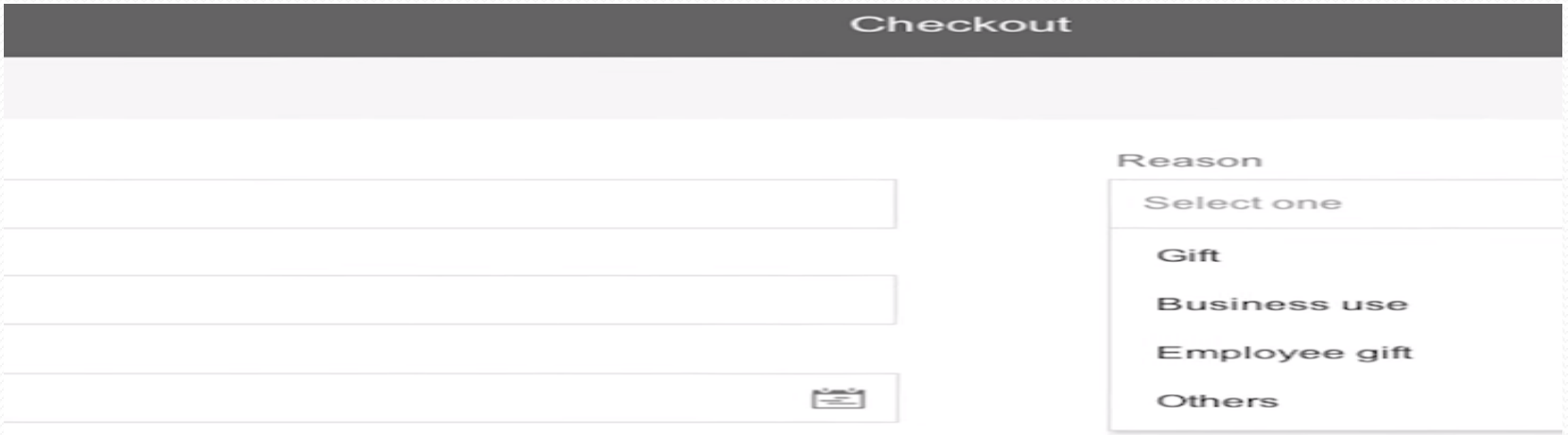
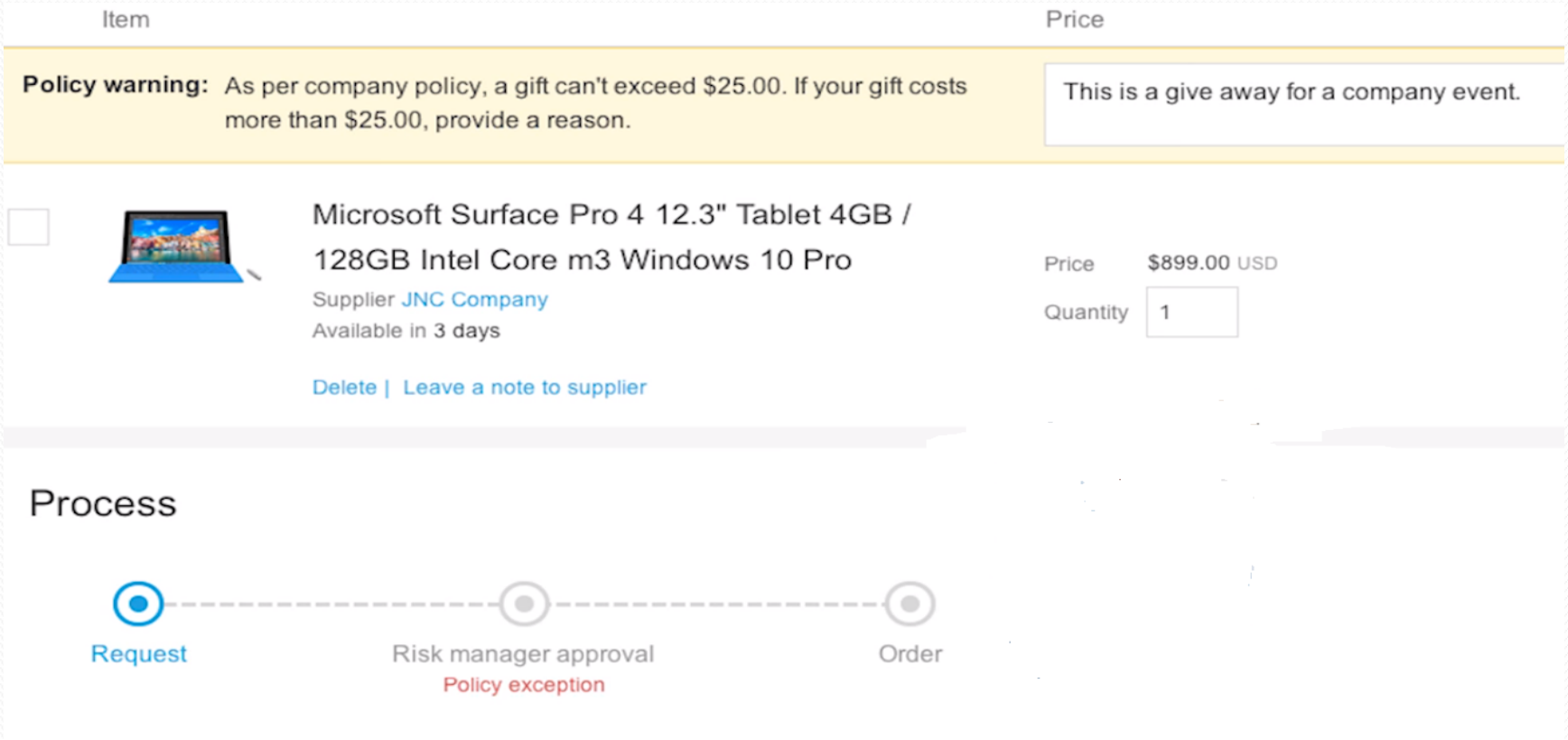
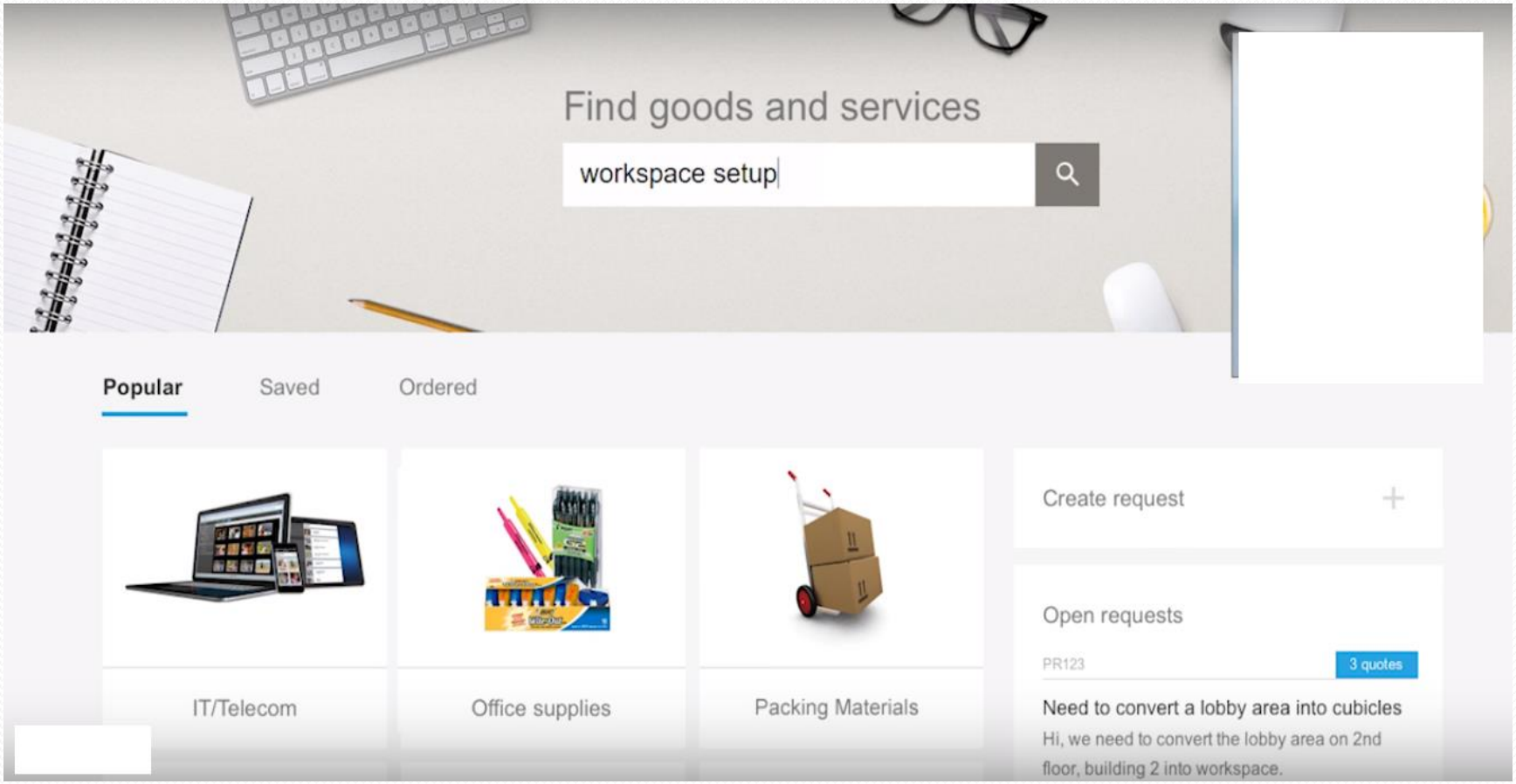




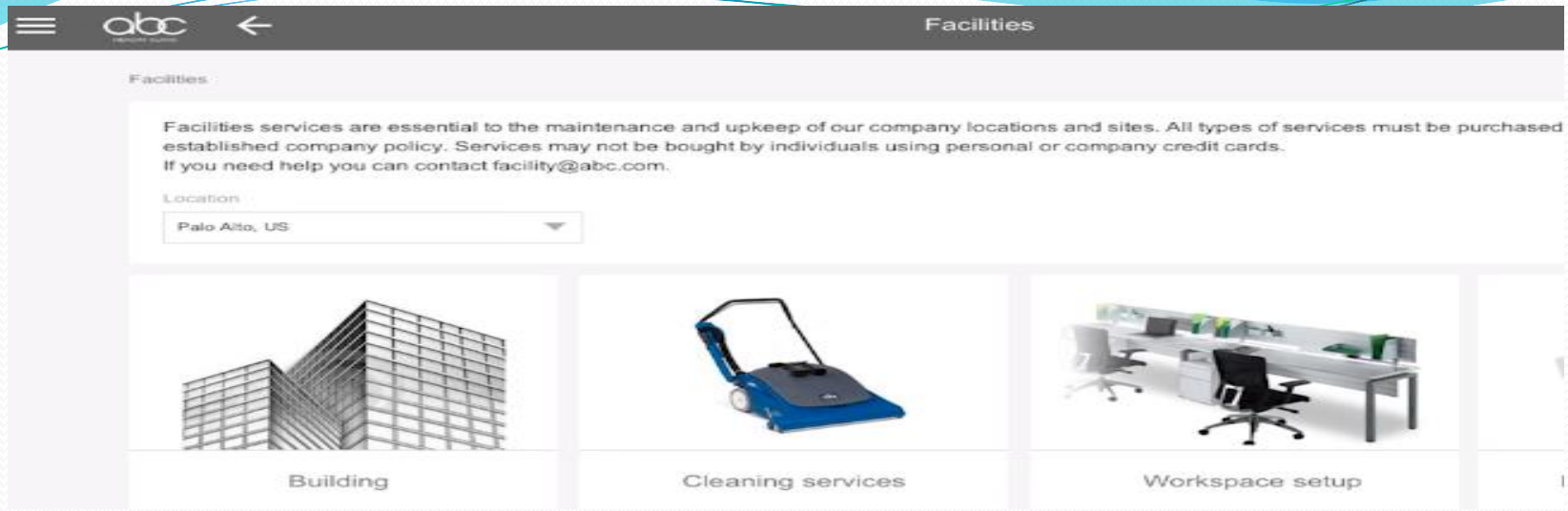
During checkout he need to give reason as per business policy why he is buying tablet

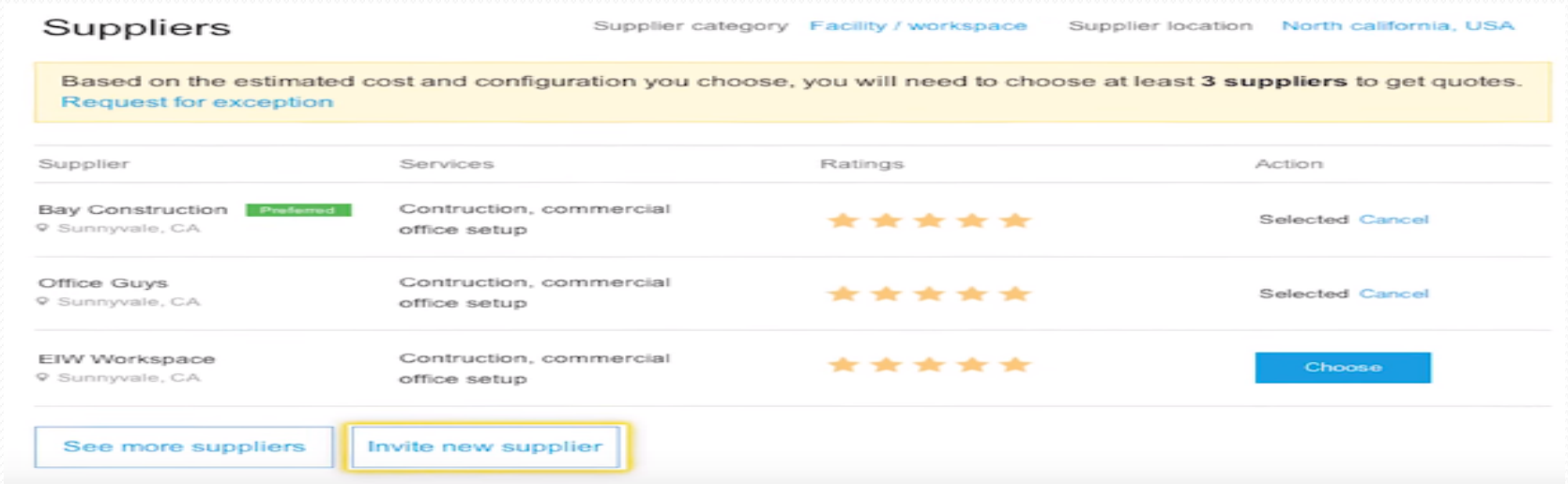


System will give policy warning message as per above and prevent from purchasing and need special approval from manager. Such type of policy restrictions can be customized in Ariba as per business requirement.

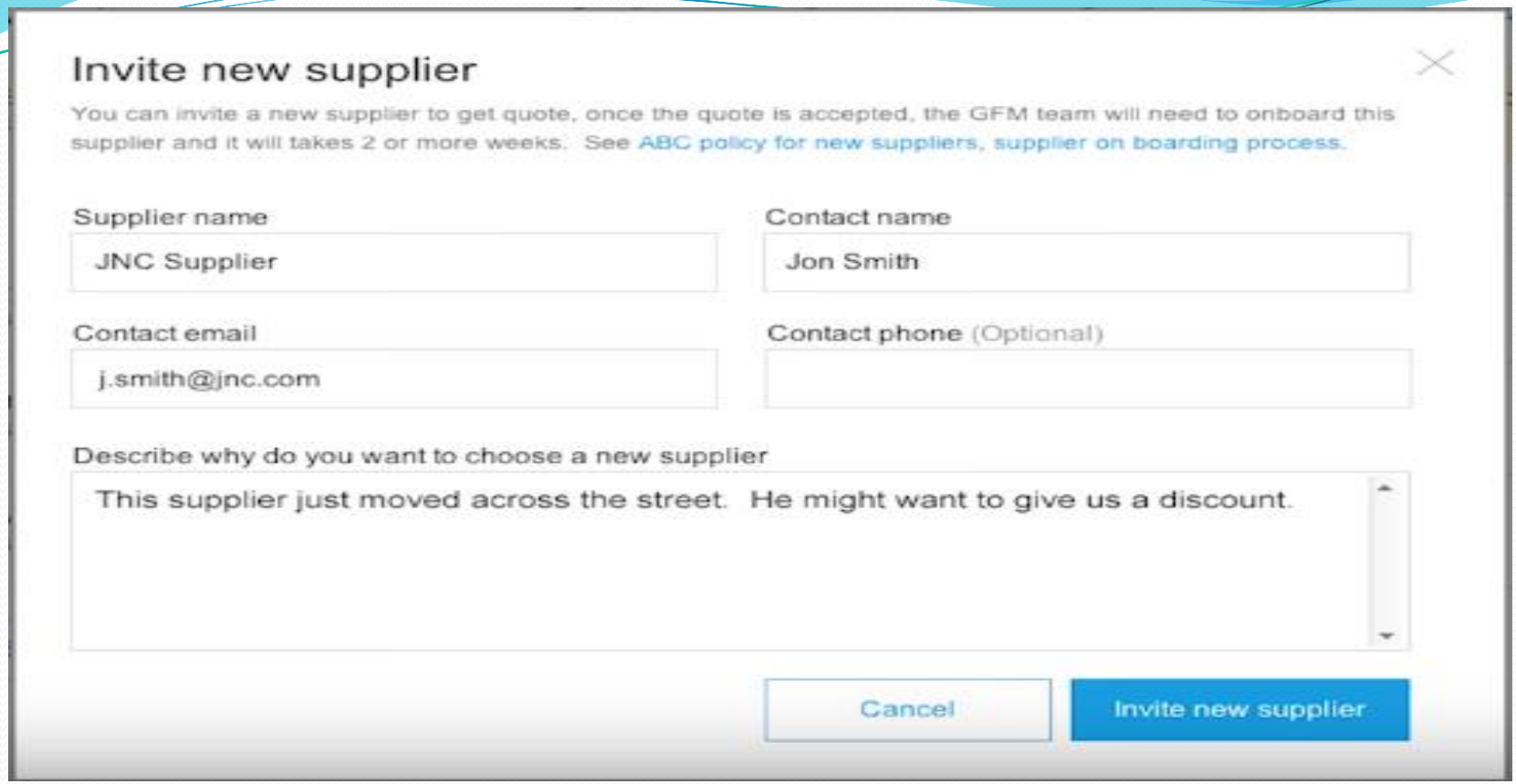


Example 3- Now user is requesting a quote for workspace setup

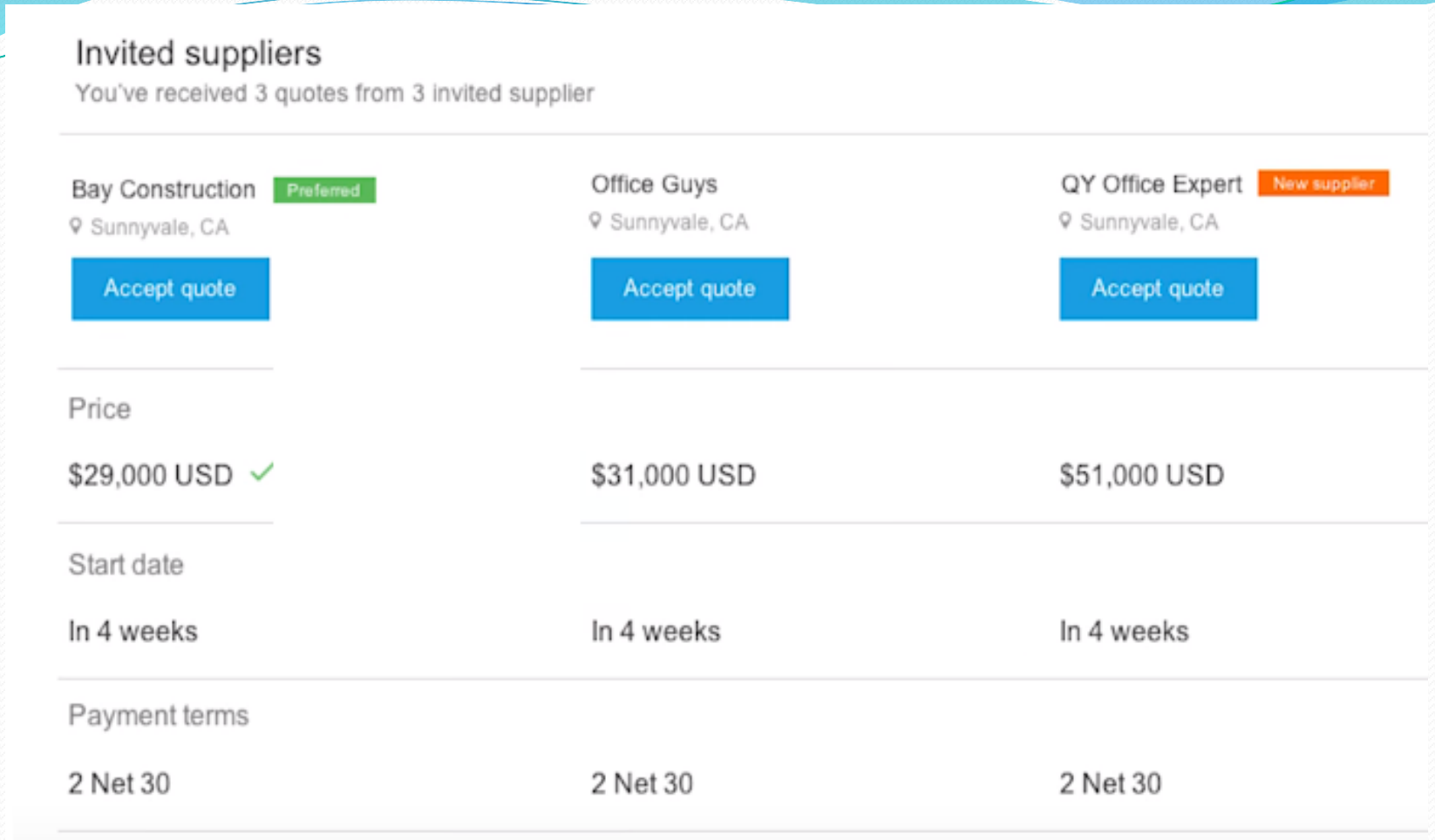




So as per policy user need to select at least three suppliers to get the quote



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

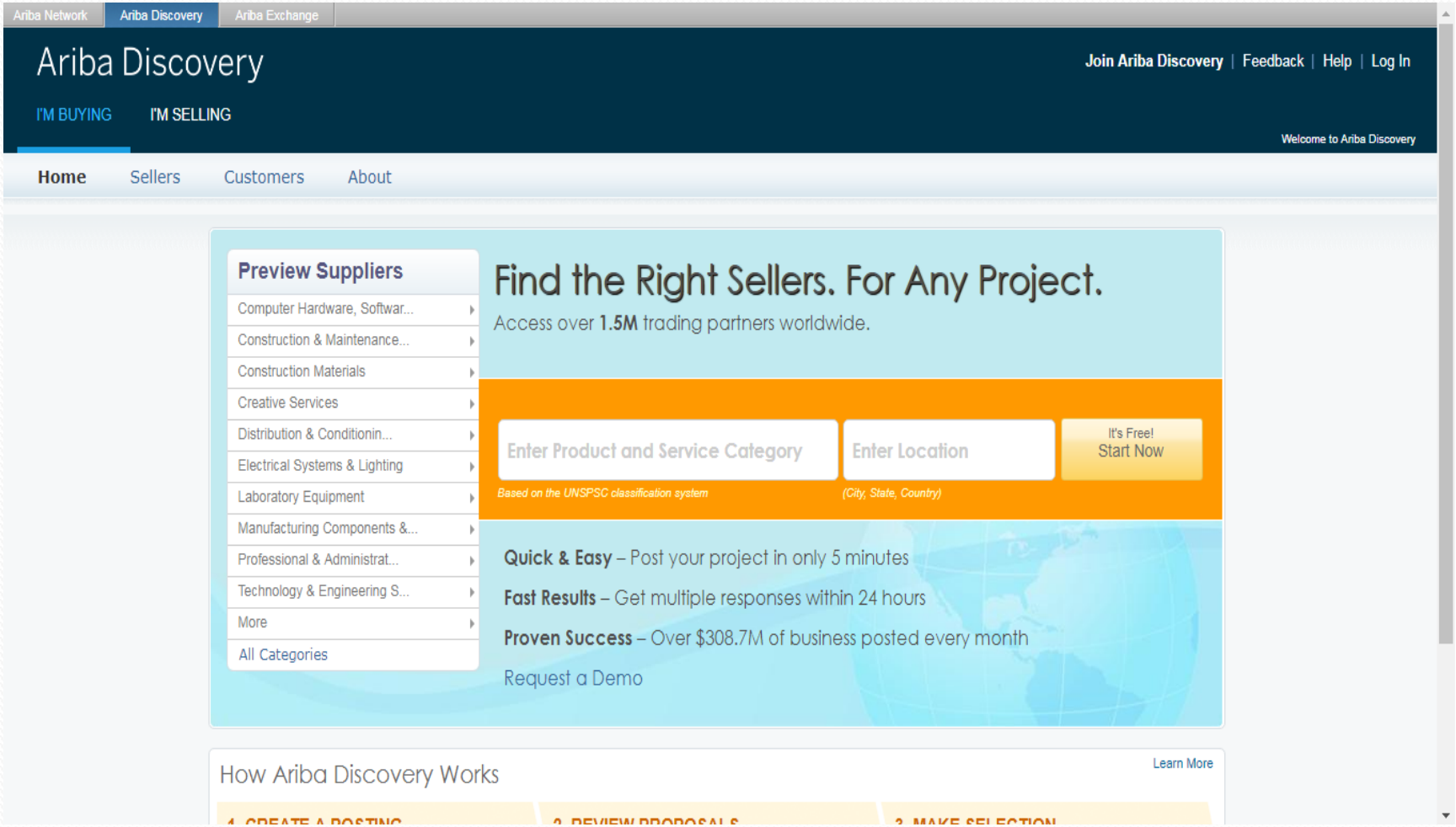


Once user receives quotes, he can then select the best offer and proceed with the request.

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



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 :)