



SAP Ariba 

Find Customers Ready to Buy on Ariba Network

Tripp Russell, SAP
April 1, 2019

PUBLIC

SAP Ariba Discovery Supplier Overview

Overview



What is SAP Ariba Discovery?

The screenshot shows the SAP Ariba Discovery website. At the top, there's a navigation bar with 'Ariba Network', 'Ariba Discovery' (selected), and 'Ariba Exchange'. Below this, the 'Ariba Discovery' logo is on the left, and 'Join Ariba Discovery | Feedback | Help | Log In' is on the right. A secondary bar has 'I'M BUYING' and 'I'M SELLING' links. Below that, a 'Home' link is highlighted, followed by 'Sellers', 'Customers', and 'About'. The main content area features a 'Preview Suppliers' sidebar with a list of categories like '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 body has a large heading 'Find the Right Sellers. For Any Project.' with the text 'Access over 1.5M trading partners worldwide.' Below this is an orange search bar with two input fields: 'Enter Product and Service Category' (with a note 'Based on the UNSPSC classification system') and 'Enter Location' (with a note '(City, State, Country)'). To the right of these fields is a yellow button that says 'It's Free! Start Now'. Below the search bar, 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'.

SAP Ariba Discovery is your online business matching service, tapping into the largest B2B business network for access to 2.5+ million qualified suppliers and vendors.

Where do the leads come from?

Buyer picks from a large set of **product and service categories** to describe their need(s). The buyer will also **pick ship-to or service locations** from a set.

- **United Nations Standard Products and Services Code (UNSPSC)**

The buyer publishes the **request for information (RFI)** or **request for proposal (RFP)**.

The **RFx** goes into a quarantine state until SAP Ariba Discovery can verify the information is consistent with the buyer's objective.

The RFx is released to the SAP Ariba Discovery marketplace.

Who are the buyers?

Enterprise

- Large buyers (one of them might be the reason you are here)
- Entire procurement process **may** happen through SAP Ariba solutions
- Often posted anonymously  **SAP Ariba Discovery buyer**
- Mid-RFP process buyer can create “supplier research postings”
- May have a doc within title or description  **Create supplier research posting**



Doc1687356544 - RFP Highway Maintenance Agreement-Service Area T

Ariba Discovery Buyer  - New Prospect

Posted On: 8 Mar 2019

Open for bidding on: 8 Mar 2019

Response Deadline: 28 Mar 2019 11:59 PM PDT

Who are the buyers?

Public sector

- Utility companies, universities, municipalities, and others
- **Free** to respond, regardless of subscription level



Organic

- Web search or other external means
- RFx will **not** conclude in a sourcing event within SAP Ariba solution




Supplier to buyer

- A supplier needs to source something
- RFx will **not** conclude in a sourcing event within SAP Ariba solution

Third-party network

- OMX (Canadian procurement network focused on defense)
- API, but still go to quarantine

 This is a Public Sector posting and you can respond for free.

☆ [RFI - I'm looking for **Hair** care supplies, **Hair** weaving or replacement services](#)
SISTER'S KITCHEN Posted: 5 Mar 2019 Closes: 10 Mar 2019 11:59 PM PDT
Product and Service Categories: **Hair** care supplies **Hair** weaving or replacement services
Ship-to or Service Locations: Georgia; Raleigh-Cary - North Carolina

☆ [RFI - I'm looking for **Hair** weaving or replacement services, **Hair** cutting or color services](#)
Jeanae's Hair House Posted: 18 Jan 2019 Closes: 30 Mar 2019 11:59 PM PDT
Product and Service Categories: **Hair** cutting or color services **Hair** weaving or replacement services
Ship-to or Service Locations: United States

☆ [RFI - I'm looking for **Hair** bundles](#)
Wigs by jas Posted: 4 Mar 2019 Closes: 12 Mar 2019 11:59 PM PDT
Product and Service Categories: **Hair** weaving or replacement services
Ship-to or Service Locations: Illinois

☆ [RFI - I'm looking for Hairbrushes or combs for the physically challenged, **Hair** weaving or replacement](#)
Vivre Rebelle Extensions Posted: 6 Aug 2018 Closes: 24 May 2019 11:59 PM PDT
Product and Service Categories: **Hair** care supplies **Hair** weaving or replacement services **Hair** combs or br

You receive a lead notification

Notifications are distributed to all suppliers who match with the buyers product and service categories and ship-to or service locations.

- Opportunity value is determined by the buyer, which determines the response fee.
- A match confidence is assigned to each notification.
- Based on categories in your profile vs categories buyer chose

E-mail notification

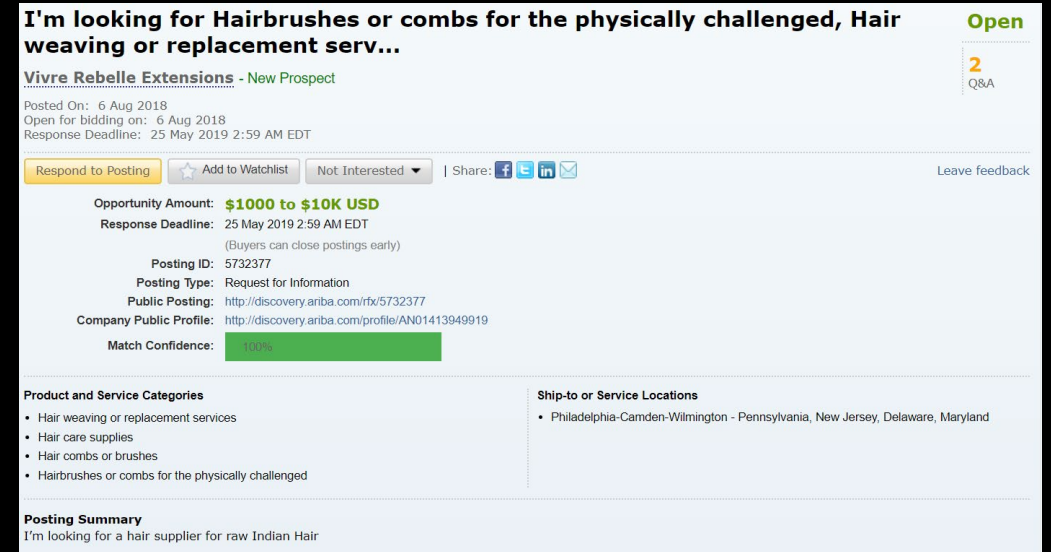


RFI
Auditing Services - Commercial Service Dealer Network
Elemica

What: Year end audits, Sales or marketing programs
Where: Canada , United States
Amount: \$100K to \$500K USD
Closes: 8 Jun 2017

[View Lead](#) **Best Match**

In browser



I'm looking for Hairbrushes or combs for the physically challenged, Hair weaving or replacement serv... **Open**

Vivre Rebelle Extensions - New Prospect

Posted On: 6 Aug 2018
Open for bidding on: 6 Aug 2018
Response Deadline: 25 May 2019 2:59 AM EDT

[Respond to Posting](#) [Add to Watchlist](#) [Not Interested](#) | Share: [f](#) [t](#) [in](#) [e](#) [Leave feedback](#)

Opportunity Amount: **\$1000 to \$10K USD**
Response Deadline: 25 May 2019 2:59 AM EDT
(Buyers can close postings early)
Posting ID: 5732377
Posting Type: Request for Information
Public Posting: <http://discovery.aniba.com/rfx/5732377>
Company Public Profile: <http://discovery.aniba.com/profile/AN01413949919>
Match Confidence: **100%**

Product and Service Categories

- Hair weaving or replacement services
- Hair care supplies
- Hair combs or brushes
- Hairbrushes or combs for the physically challenged

Ship-to or Service Locations

- Philadelphia-Camden-Wilmington - Pennsylvania, New Jersey, Delaware, Maryland

Posting Summary
I'm looking for a hair supplier for raw Indian Hair

How do you respond?

CAST IRON SLUICE GATES

Ariba Discovery Buyer 🏆 - New Prospect

Posted On: 11 Mar 2019
Open for bidding on: 11 Mar 2019
Response Deadline: 5 Apr 2019 12:59 AM EDT

[Respond to Posting](#) [Add to Watchlist](#) [Not Interested](#) | Share: [f](#) [t](#) [in](#) [✉](#)

[Leave feedback](#)

Community Amount: **\$20,000.00 to \$200,000.00 USD**

Response Deadline: 5 Apr 2019 12:59 AM EDT
(Buyers can close postings early)

Posting ID: 6517461(Doc1694898322)

Posting Type: Request for Information

Public Posting: <http://discovery.ariba.com/rfx/6517461>

Match Confidence: 0%

Product and Service Categories

- Single bar gate
- Double bar gate

Ship-to or Service Locations

- Buffalo-Niagara Falls - New York

Posting Summary

THE NEW YORK POWER AUTHORITY (HEREAFTER, THE "AUTHORITY" OR "NYPA") INVITES YOU TO SUBMIT A FIRM LUMP SUM PRICE PROPOSAL TO FURNISH AND DELIVER TWO (2) CAST IRON SLUICE GATES FOR THE AUTHORITY'S NIAGARA POWER PROJECT LOCATED IN LEWISTON, NY.

Bidders are hereby directed to make use of the New York Power Authority's website at www.nypa.gov in order to obtain instructions on participating in the bidding process through Ariba. Bidders obtaining bid documents from sources other than NYPA Ariba do so at their own risk.

How do you respond?

Respond to Posting

1 Provide Details

2 Review and Submit

Your response fee is \$9.00 USD. Upgrade to Advantage, and respond for free!

Buyer

Company: Vivre Rebelle Extensions

Name: Sakaiyah Whetstone

Supplier Profile

Company: Austere Design (view profile)

Name: Byron Russell

Email: tripp.russell@sap.com

Phone:

Country

Area

Number

Extension

USA 1

☒ Include phone number with my response.

Details

Enter your response and then click Review and Submit. An asterisk indicates a required field. You can return to this page to make changes before you submit your response.

* Response:

B

I

U

1 (8 pt)

font

Attachments:

Attach File

Cancel

Review and Submit

Posting Summary

Corridendum 1: Change of Specification in the attachment.

Nanyang Technological University (NTU) is calling this Invitation to Quote ("ITQ") on 4 Mar 2019. The ITQ closing date and time is 12 Mar 2019, 2359 (Singapore time). Please click on "Response to Posting" only on 4 Mar 2019 onwards to participate in this ITQ.

CLARIFICATIONS OF ITQ

Please do not post your clarifications through other channels, such as Ariba discovery Q&A or event messages.

For enquiries, please email Ng-Siom Siew Ling at ASSLSIOM@ntu.edu.sg.

SUBMISSION REQUIREMENT

All proposals must be submitted through the sourcing event by clicking 'submit entire response'. Any proposal submitted through other channels, such as Ariba discovery Q&A or event messages, etc. will result in disqualification at the discretion of NTU. Training guide on how to submit your bid is available on NTU website: [HTTP://WWW3.NTU.EDU.SG/SUPPLIERS/GUIDES.ASP](http://WWW3.NTU.EDU.SG/SUPPLIERS/GUIDES.ASP)

IMPORTANT NOTES

1. Once you have submitted your bid and plan to change your currency, you are unable to change the currency.
2. Kindly ignore the opportunity amount as shown above which has been defaulted to USD 500.

© 2019 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC

10

What does it cost?

Standard subscriber

■ Response fee

There are 4 instances where supplier responses to postings are free

- An Advantage/Advantage Plus subscriber
- A Gold/Platinum tier supplier
- Responding to a Quote Automation invitation from their customer
- Responding to a Quadrem buyer Quote Automation opportunity in Ariba Discovery

For all other postings, standard Ariba Discovery fees apply.

Free up to \$1,000 USD

\$9 up to \$10,000 USD

\$19 up to \$50,000 USD

\$49 up to \$100,000 USD

\$119 up to \$1,000,000 USD

\$149 over \$1,000,000 USD

What does it cost?

	Standard	Most Popular Advantage	Advantage Plus
	Free to Join <i>No annual fee</i> Sign Up	\$599.00 USD / year <i>Less than \$50 USD / month</i> Sign Up	\$1,999.00 USD / year <i>Less than \$167 USD / month</i> Sign Up
Showcase your company			
Create a company profile and appear in buyer search results	Included	Included	Included
Allow buyers to contact you and be able to respond to them directly	20 messages per year	50 messages per year	Unlimited
Get a premium profile and prioritized listing in buyer search results		Included	Included
Network with buyers at Ariba LIVE			Included
Get easy access to active buyers			
Receive email notifications when new RFI/RFQ postings match your business	Included	Included	Included
View buyer RFI/RFQ postings online and ask questions	Included	Included	Included
Respond to RFI/RFQ postings and collaborate with buyers	Response fees based on deal size	Included	Included
Maximize your presence			
Receive priority customer service and expert advice to increase your success rate			Included

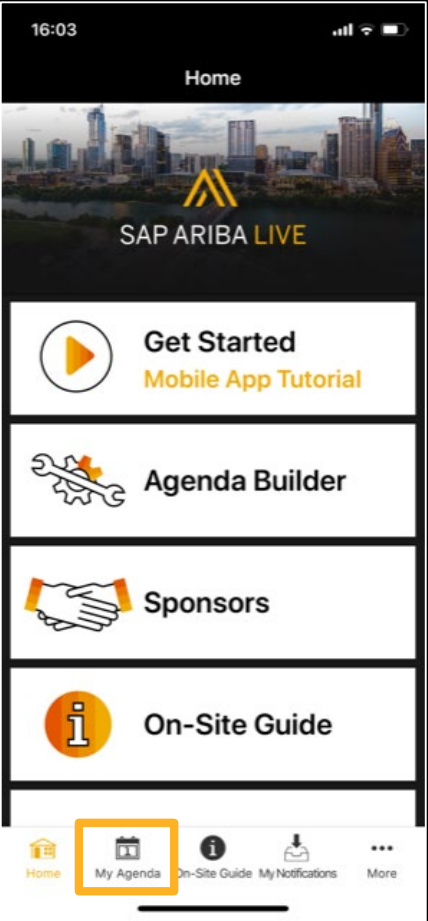
Troubleshooting

Exception encountered?

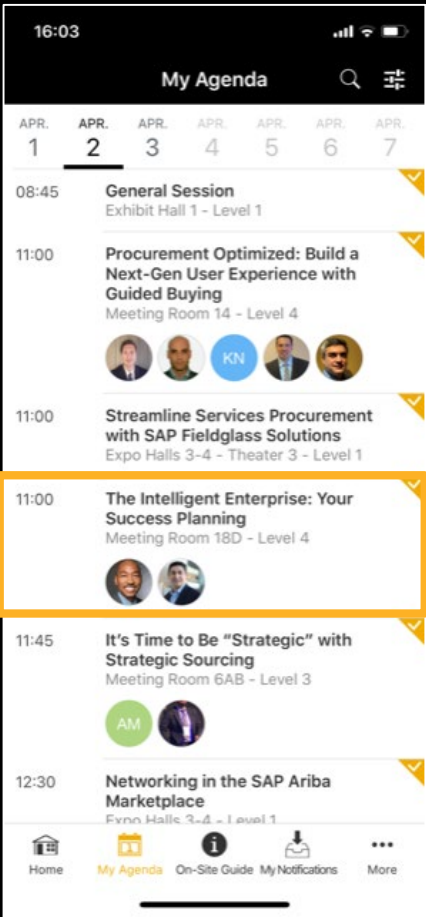
- Clear cached images and Web files from your browser's history

Please complete the session survey

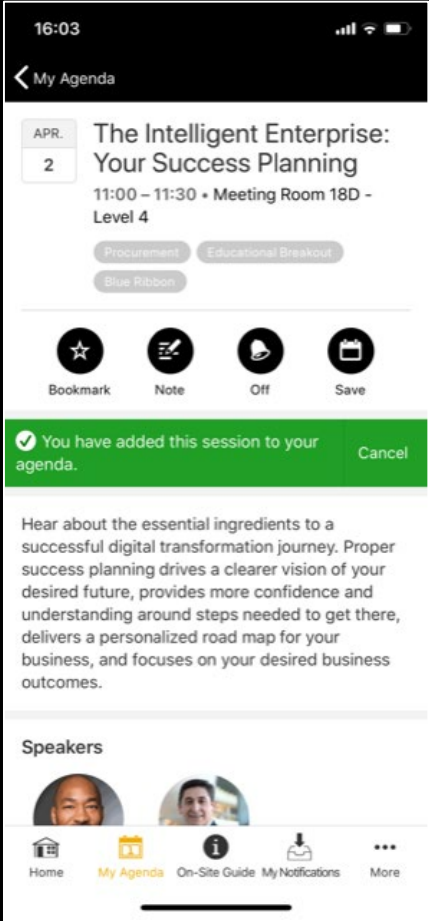
Open Agenda



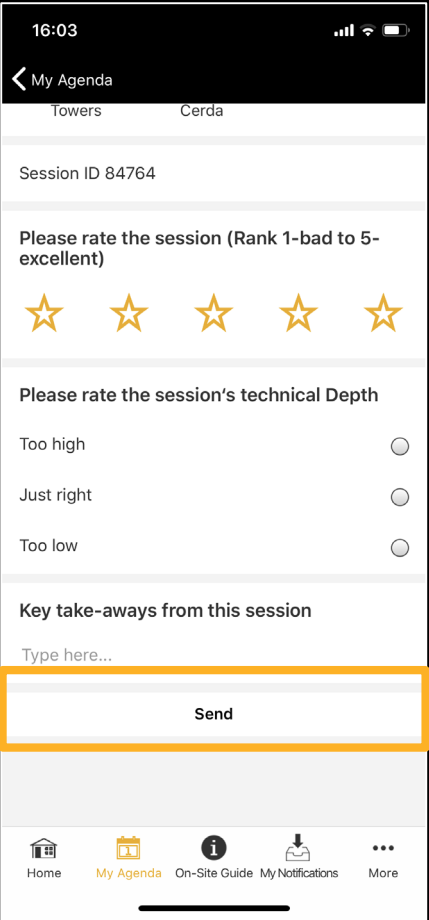
Locate Session



Scroll Down to Survey



Rate Session



Thank you.

Contact information:

Tripp Russell
SAP