A path forward

The world remade by COVID-19 will require a time-sensitive sourcing strategy that is sustainable in the long run and that can continue to drive business value. SAP® Ariba® Discovery is a service that matches buyers with suppliers across the globe, providing a one-stop sourcing experience in which buyers can post their procurement needs, receive and compare bids from suppliers, and award business. It is supported by the Ariba Network, which has more than 4 million suppliers and 20,000 product and service categories, supported in multiple languages and currencies.

By leveraging SAP Ariba Discovery, you can begin to expand the supply base more effectively. Deloitte can provide insights your organization will need to help address tactical supply requirements and fill urgent sourcing needs. Deloitte can collaborate with you to develop a roadmap for managing spend—including one-time sourcing—on a single integrated platform that can also deliver operational efficiencies.

Potential benefits

- Gain faster and simpler access to millions of relevant suppliers
- Reduce cost by accessing more supplier bids that buyers can compare
- Reduce supply chain risk by getting immediate access to markets
- Increase adoption through rich functionality, combined with user-friendly navigation
- Achieve enhanced visibility and control, especially over one-off purchases
- Provide an efficient platform for buyers and suppliers to collaborate online
- Reduce lead time, due to a faster sales cycle
- Increase potential revenue of suppliers by expanding the target market and customer retention, through efficient collaboration

How we can help

- In today’s environment, especially given the COVID-19 crisis, many companies are reimagining and redesigning the supply chain. Finding the appropriate sources of supply can be one of the most difficult challenges. Deloitte can help you increase the potential supply base and reduce the cost of acquiring and managing suppliers—by combining technology with strategic insight. In working with you to reduce supply chain disruption, connect to new sources of supply, mitigate supply chain risk, and provide business continuity, Deloitte can help you:
  - Provide buyers assistance, creating templates for effective discovery postings to garner maximum responses
  - Identify tactical sourcing categories to be enabled for SAP Ariba Discovery posting
    - Cleanse and classify spend data to deliver faster value in sourcing
    - Develop actionable and significant insights by capitalizing on Deloitte’s supply market intelligence
    - Develop an action plan to engage with targeted supplier base for tactical sourcing
  - Integrate SAP Ariba Discovery with other business-critical systems

The Deloitte difference

Deloitte brings a tested methodology for creating value with the “built to evolve” Kinetic Enterprise™—an intelligent, responsive, cloud-enabled organization powered by a clean core and an inclusive ecosystem of capabilities. Additionally, Deloitte brings a comprehensive Sourcing Optimization playbook and set of accelerators.

When you work with our team to transform source-to-pay, you get access to Deloitte’s deep industry-specific experience—which grows daily as we help enterprise leaders across the globe reimagine everything—and use SAP® solutions to solve complex business challenges.