



## **NORTH EAST FEDERATION ON INTERNATIONAL TRADE (NEFIT)**

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### **Roll-out of SAP Ariba Discovery:**

Hello everyone,

Warm greetings from TEAM NEFIT.

The situation with COVID-19 is unpredictable, still developing, and affecting global supply chains. The world is more connected than ever. As a result, disruption, in any form, can now spread faster and wider than what has been historically possible.

Hence SAP has opened access to SAP Ariba Discovery. Any buyer can post immediate sourcing needs and any of the more than four million suppliers on Ariba Network can respond – with no fees through June 30, 2020 – to communicate their ability to deliver needed goods and services.

NEFIT have collaborated with SAP to roll-out this offer to our member companies.

Please use the links below:

For Suppliers:

<https://service.ariba.com/Discovery.aw/ad/quoteSearch>

For Buyers:

<https://service.ariba.com/Discovery.aw/125043029/aw?awh=r&awssk=SlSgokN7&dard=1>

Stay home and stay safe.

With regards.

TEAM NEFIT

[www.nefitindia.com](http://www.nefitindia.com)

# **SAP ARIBA DISCOVERY**

## **HELPING BUYERS & SUPPLIERS CONNECT**

### **OVERVIEW**

#### **1. Background**

The current COVID 19 pandemic has created disruption and supply shortages across the globe, with increased demand for medical equipment, Personal Protective equipment, infrastructure requirements etc. the known sources of supply are not enough to meet demand. Digital access and business intelligence have become critical aspects to help bring in stability, visibility and new sources of supply. SAP can help provide data driven insights to new sources of supply through our platform SAP Ariba Discovery

*We're opening access to SAP Ariba Discovery so you can post immediate sourcing needs and suppliers can respond – without paying fees in the current scenario.*

#### **2. SAP Ariba Discovery**

SAP Ariba Discovery is a digital platform also referred to as supplier network to connect buyers and suppliers. Buyer can find new sources of supply for their requirements from over 4Mn suppliers listed across 190 countries on the Network. Suppliers can find new buyers for their products and services.

*'Singapore Health has leveraged Ariba Discovery to find more suppliers for masks to all citizens in the fight against coronavirus.' – Ministry of Health, Singapore*

Buyers post their requirements on the platform, search suppliers for that category and invite specific suppliers to respond to their requirements. Or they can publish it to the entire global community of suppliers for interested parties to respond.

Suppliers just need to create their profile and outline their offering for buyers to view. Suppliers can respond to the requirements posted by buyers

A short video on SAP Ariba Discovery can be found [here](#)

#### **3. How do Buyers find alternate suppliers?**

Four simple steps to post a requirement on Discovery.

- Go to [SAP Ariba Discovery](#)
- Mention the item you are looking for & the location state or country where you need it

- If the requirements to get a closer match you can preview and invite the suppliers from the filtered list. Alternatively, they can publish to the entire supplier community.
- The system will prompt you to create a login profile and you post the request

The interested suppliers can then respond back to the buyers. Buyers can subsequently monitor the response status to their requirements.

#### 4. Benefits for Buyer

- Buyers can quickly post their requirements on Ariba Discovery for free
- Reach out to a larger global community of suppliers on a structured platform meant for finding new supplier sources
- Reduce time to find new sources of supply
- Potentially integrate & bring these suppliers into their Sourcing system for further qualification

#### 5. What does this mean for Suppliers?

SAP Ariba Discovery provides Suppliers with an effective lead-generation tool and get in front of a larger customer community. This is an opportunity for suppliers to help the community deal with disruptions across the globe. They can respond to the requirements posted by Buyers.

Suppliers can use the promo code **SAPARIBA2020** to respond for free through June 30, 2020 and open the door to new customers and new sources of revenue right now

New Suppliers not on the network can join in now and promote themselves on the Network by enhancing their profiles and providing details of their offerings. The registration for suppliers is free and is a very quick and simple process.

#### 6. Conclusion

This is the time for buyers and suppliers to come together and aid the global community in reducing supply disruptions. SAP Ariba Discovery portal is helping buyers and suppliers to digitally connect with the goal of aiding the global community.