

# Ariba Discovery FAQs



## What is Ariba Discovery™?

Ariba Discovery is an innovative business matching service, that eliminates the hassle of finding qualified partners and business leads by instantly matching buyer requirements to supplier capabilities. Fully integrated with Ariba Sourcing™ On Demand, the cloud-based service allows buyers to quickly identify and qualify sellers from a global community of over 350,000 selling organizations and gives sellers of all sizes access to new business opportunities with leading buying organizations, many of whom are Global 2000 buyers, that are in active purchasing cycles.

## When did Ariba Discovery first launch?

Ariba Discovery was first launched in July, 2008.

## How many companies participate in Ariba Discovery?

Currently we have about 350,000 sellers, located in 140 different countries, transacting with over 15,000 world-class buying organizations.

## How do I access Ariba Discovery?

There are several ways. For most, the simplest way is to enter <http://discovery.ariba.com> in your browser to go directly to the Ariba Discovery site. If you are an Ariba Sourcing customer, you can click on "Invite Suppliers" when it is presented. Or, you may click on the "To Learn More, Click Here" button under the "Need To Find New Suppliers Quickly" tab. This will take you to the "Create A Discovery Posting" link within Ariba Discovery. You can also go to [www.ariba.com](http://www.ariba.com), select the "login" drop down menu on the top of the page, and select "Discovery".

## What does the service cost to buyers and sellers?

Currently, the service is free for buyers. Sellers can register for the service for free or can upgrade their account to the Advantage level, offered at \$399 USD for a 12-month subscription. The Advantage program allows sellers to receive benefits such as an expanded supplier profile, preferred listing on seller preview pages within Ariba Sourcing, and enhanced reporting capabilities.

## What makes Ariba Discovery's information unique compared to other supplier discovery resources?

Ariba Discovery leverages seller information from the Ariba Network, which supports 110 billion USD in annual transactions. In addition, sellers have the ability to list out their diversity certifications, green initiatives, references, catalogs, brochures, Ariba Network references, and much more on their profile. Ariba also reports information on each seller such as number of transacting relationships and Ariba Ready status, providing a deeper level of qualification information. Many of the sellers on Ariba Discovery are also eEnabled for electronic transactions with leading procurement and invoicing solutions, further enhancing their vendor status.

## What are eIntros?

eIntros is a new feature that enables buyers and sellers to find each other by providing new business networking opportunities. Buyers are offered an introduction to candidate sellers who have indicated an interest in the buying categories sourced by buyers. Buyers can decide which suppliers with which to network, ask further questions or take them through additional qualification processes; or, the buyer can choose to ignore the introduction invitation.

## What are the benefits of the Ariba Discovery and IBM's LotusLive integration?

LotusLive is a series of online office tools from IBM to help businesses collaborate simply and effectively in a security-rich environment. By integrating LotusLive Meeting functionality with Ariba Discovery, buyers can collaborate more efficiently with suppliers by setting up Web conferences, sharing documents, and collaborating on postings.

For buyers interested in organizing LotusLive meetings, Ariba has an exclusive 90-day trial period for buyers to try out the service. After that 90-day period, buyers will have to purchase a subscription to LotusLive. The price is variable, depending on exactly what service level is purchased and usage activity. LotusLive subscriptions start at \$6/month. For more information about LotusLive, go to <http://www.ariba.com/discovery/lotuslive.cfm> or [www.lotuslive.com](http://www.lotuslive.com).

There is no cost to sellers to participate in a LotusLive meeting.

## Buyer Questions

### How is Ariba Discovery different from Ariba Sourcing?

Ariba Discovery and Ariba Sourcing are separate solutions from Ariba that complement one another. Ariba Discovery is a web-based matching service that helps companies quickly find, qualify and network with potential trading partners and includes a lightweight RFP/RFI creation tool as part of its offerings. Ariba Sourcing provides an outstanding set of tools to manage strategic sourcing events, including multiple line items and reverse auctions.

### As a buyer, what are the benefits of posting to Ariba Discovery vs. using a search engine?

A recent Aberdeen study shows that 30% of a strategic sourcing professional's time is spent on discovering and qualifying suppliers. That includes gathering market data, identifying suppliers, making contact, and obtaining capability information. Ariba Discovery significantly reduces this time by automating this business process, providing seller reviews, information on other specialized characteristics like green initiatives, and visibility into the number of transacting relationships sellers have with other buying organizations on the Ariba Network.

### Can Ariba Discovery be used for spot buys and RFQs?

Yes. Ariba Discovery has a lightweight bidding and award system. Many Global 2000 companies use Ariba Discovery as a complement to Ariba Sourcing to send out quick RFQs to suppliers for low spend categories or unanticipated rush projects.

### If I have a list of suppliers already identified, why should I use Ariba Discovery?

Our research shows that each time you add an additional supplier to a sourcing event (RFI, RFP, Auction), on average you will save 1.5 percent on that project. Further, vendor lists should always be continually updated with the most capable and competitive vendors in the field—especially ones that can support special requests like minority-, veteran-, and women-owned businesses and those with up-and-coming green initiatives. By accessing the network of suppliers at Ariba, you can connect with suppliers that are actively engaged with leading buying organizations around the world. More vendors equals more options, giving you reduced risk, competitive events and quality goods and services.

## Seller Questions

### As a seller, how does Ariba Discovery make it easier to find new customers?

Ariba Discovery allows sellers to promote their products and services and reach thousands of high-quality global buyers who are in an active purchase cycle. Automatic matching capabilities push buyers' relevant business postings to sellers so they can choose the ones that work best for their business. User-friendly dashboard management and search features make it simple for sellers to locate, review, and respond to buyers' postings while staying continually informed of the status of their responses.

### How are sellers notified of buyer postings?

Buyers who log into Ariba Discovery directly can create postings that are matched to Ariba Discovery sellers who best meet their buying criteria. For Ariba Sourcing customers, when they create a new posting they have the opportunity to have that event matched to sellers within Ariba Discovery. In addition, Ariba Discovery will automatically preview up to five Advantage sellers that match a buyer posting commodity selection during the posting creation process. eIntros are automatically generated with each Ariba Sourcing posting and sent to suppliers that match a seller commodity category, which provides another outreach opportunity. These notifications do not contain a buyer's personal information, but provide an opportunity for sellers to respond and notify buyers of their interest in a specific posting event. Buyers can choose to respond based on the relevance to their particular event.

### How can I develop more personal relationships with buying companies?

Ariba Discovery allows sellers to provide detailed information about their industries, commodities, sales territories, green initiatives, and other diversity classifications, as well through online references and endorsements from other Ariba Discovery buyers. eIntros allow sellers to network directly with specific buyers whose postings correspond to their commodity categories. Sellers can also upgrade their Ariba Discovery account to receive preferred listings by category on the Ariba Sourcing seller preview page.

### What if the leads I receive do not match my business?

Ariba Discovery has developed an innovative matching process that leverages a variety of seller-provided profile information, standard UNSPSC commodity codes, Ariba Network data, and proprietary algorithms to help ensure that the postings you receive are well-matched to your business. In addition, an email link at the bottom of each buyer posting enables you to immediately indicate when you receive a posting that does not align with the products and/or services you provide—providing critical feedback to assist Ariba in driving better matches in the future.

### How will I find out if I have been short-listed by a buyer or awarded a contract?

Ariba Discovery automatically generates a notification when a buying organization has read your response to a posting. A series of alerts prompts buying organizations to provide short lists and rate participating sellers on multiple criteria such as responsiveness and thoroughness in communicating, trustworthiness and credibility, performance reliability, and overall quality. When a posting you're involved in has closed, you'll get an action summary that includes the number of short lists and awards made, giving you greater insight and closure even on bids you don't win. For the bids you win, buyers can choose to notify you directly based on the information provided within your proposal response or via your profile information. Finally, an opt-out control panel in your profile allows you to better manage the specific types of messages you receive.

#### Ariba Inc.

807 11th Avenue, Sunnyvale, CA 94089

Toll-free (USA): 1 866 772 7422 | Outside USA: +1 650 390 1000

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

