

# Replacing Ariba for Direct & Indirect Procurement

## Single Supplier Network for all managed spend

A Fortune 500 Manufacturing organization, with over 7,000 employees and \$7B in revenue, had struggled for years to get their expensive, bloated Ariba platform to meet their Direct and Indirect Procurement needs.

The Client wanted to continue to leverage Oracle as their ERP, but was looking for a system that would provide great user experience for their end user purchasing and provide a single Supplier Network to manage all of their Direct and Indirect spend.

With BuyerQuest Procure-to-Pay, they were able to meet both objectives - delivering an easy-to-use procurement solution for their end users to find the goods and services that they needed, while also having a single point of contact for all of the suppliers within their organization. All of the spend data was also fully integrated with their Oracle ERP system, allowing for a seamless transfer back and forth.



### CHALLENGE

Despite having spent countless hours configuring and refining their Ariba Platform, it was never able to provide the ROI necessary to justify the upfront and on-going costs associated with it.

While lack of adoption was the driving issue for both Indirect and Direct spend, the reasons for this lack of engagement were different. For indirect procurement, the system was not intuitive enough for everyday employees to be able to find what they need and purchase it efficiently.

For direct procurement, the Supplier fees became an obstacle to getting full supplier participation, causing many suppliers to 'opt out' and send their invoices outside of the Ariba Network.



### SOLUTIONS

Not knowing if there was one Procure-to-Pay solution on the market that could solve both of these concerns, the Client was pleasantly surprised to learn that BuyerQuest was able to drive strong employee adoption through its Amazon-like user interface, but also had a no-cost Supplier Network that allowed for Supplier self-service and collaboration.

The Client was also able to fully integrate their Oracle ERP platform to BuyerQuest, allowing for the transfer of Purchase Orders and Invoices both in and out, ensuring that Oracle could remain the system-of-record, while BuyerQuest acted as the superior user interface between employees and suppliers.

### Problem Statement

Single Platform for Direct & Indirect Spend

### Industry

Manufacturing

### Indirect Spend

~\$1.5B

### Direct Spend

~\$6B

“

*Our business teams and users are very happy with the system experience. They are more than thrilled with the convenience they have with BuyerQuest P2P in place, since they had pain points with our previous vendor experience.*

— Jason B.  
Sr. Director, Indirect Procurement



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**RESULTS**

The Client chose a single, global go-live, and was able to successfully deploy BuyerQuest Procure-to-Pay across all of their facilities at the same time. With the help of the BuyerQuest Supplier Enablement team, all Indirect and Direct suppliers were fully integrated to the Supplier Network, allowing them to immediately begin transacting seamlessly and driving down both transactional and operational costs.

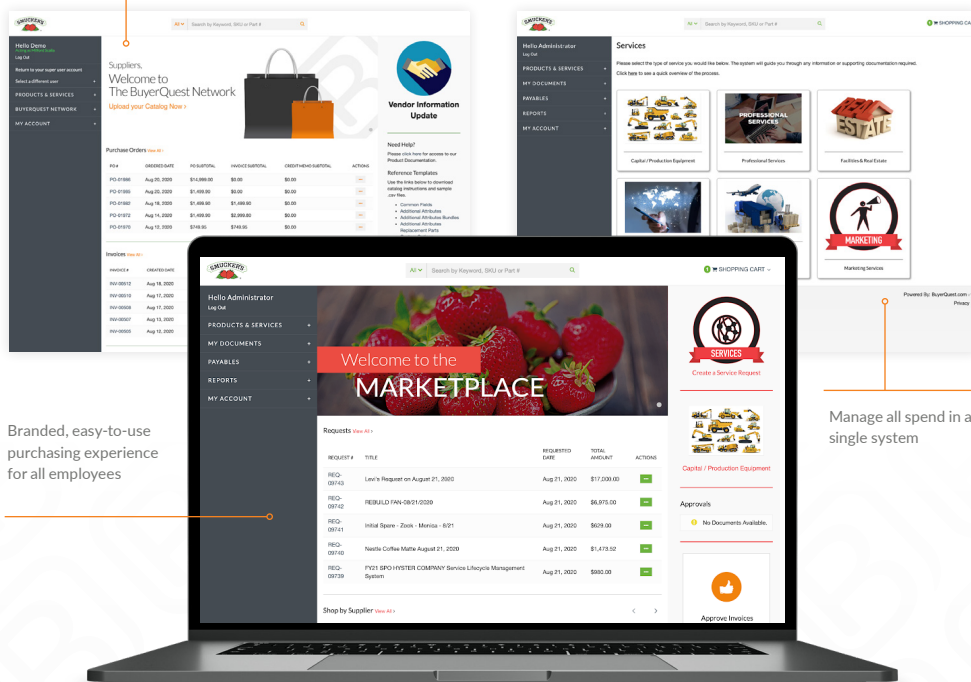
On a daily basis, through the BuyerQuest Supplier Network platform, the Client processes over 2,000 orders, with efficiency that drives cost savings for both the client and the suppliers. By providing a Supplier Network that allows for managing of Catalogs, reviewing of Purchase Orders, creation of Invoices, and tracking of Invoice statuses, the Client was able to free-up much needed Category Manager and Account Payable team members time to focus on more strategic activities.

As an additional bonus, by migrating to BuyerQuest, a cloud-based procurement system, from an on-premise version of Ariba, the Client has also achieved significant IT-related savings, allowing them to invest in other areas of the business. The costs associated with Oracle ERP were also reduced, as BuyerQuest provides an API ecosystem that allow for an uninterrupted transfer of data.

**2,000**  
Orders a Day  
Direct & Indirect Spend

**Significant TCO**  
**Improvement**  
Compared to Ariba

Supplier Network for both Direct and Indirect Suppliers



Branded, easy-to-use purchasing experience for all employees

Manage all spend in a single system

“  
It is like night and day moving to the BuyerQuest platform, reducing our Supplier communication overhead, and providing a simple system to manage all our spend.”

— Tyler B.  
Plant Manager



**Number of Requisitioners**  
7,000

**Number of Approvers**  
1,000

**BuyerQuest Product**  
Procure-to-Pay

**ERP Integration**  
Oracle

**Total Suppliers Enabled**  
Over 15,000

**Implementation Timeline**  
6 months