



How to extend the sourcing capabilities within SAP Ariba



In the world of procurement, SAP Ariba has served as a best-of-breed platform for digitizing the procurement function and combining all the moving parts in order to achieve greater efficiency. However, some organizations find that the sourcing functionality doesn't possess the level of capability necessary to run more complex sourcing activities at scale. In these cases, an additional solution is often required to augment Ariba's capabilities and provide sophisticated functionality that achieves superior results over the long term.

When considering which tool to augment Ariba with, here are some of the key considerations that you should be considering:

Flexibility A sourcing solution can only provide value if it is able to fit seamlessly into your entire technology ecosystem – delivering native integration for all of the components of the procurement process. As such, you should be considering a solution flexible enough to adapt to your organization's unique characteristics and requirements. This is particularly important if you are procuring a complex mix of goods and services with various profiles, risk levels, and operational quirks.

User Interface While you want sophisticated features under the hood, it's crucial that your sourcing solution is easy to use for all your stakeholders. The intuitiveness of the interface will determine how effective it is for your users and thus for your company. It needs to strike a balance between offering the key information that you need, while remaining lightweight and highly functional.

Scenario Analyses Strong sourcing tools can go beyond the surface level when it comes to bid evaluations and enable highly sophisticated scenario analyses to be run. This is a game-changer in terms of long-term cost saving and recognizing opportunities for creative and unique procurement strategies.



Agility Accelerating the sourcing of goods and services is often a key requirement for organizations considering these solutions, but this must be approached carefully, without compromising the quality of the procurement function. You need an agile solution that marries function and speed through automated workflows and efficient data processing.

Strategic Alignment A sourcing tool must be tied into the wider organizational strategy if it is to drive results. You want to onboard a solution with the ability to feed out of strategic directives and provide the necessary data and reporting that supports ongoing impact measurement.

Support Lastly, you want to ensure that you have access to vendor support when you need it. Implementing these solutions can be a tricky process and having someone to call when you run into challenges can be a considerable cost and time saver – particularly in the early stages of change management.

We believe that the best solution that matches these key criteria is **Coupa Sourcing Optimization**. It's a fully featured SaaS solution that provides sophisticated sourcing functionality while remaining completely configurable to your organization's unique needs. It is the global leader in the sourcing optimization space and has quickly become the go-to product for advanced sourcing in industries of all kinds.

If this is of interest, **Supply Chain Partner** can help you make it a reality. **Get in touch today** and let's explore how Coupa Sourcing Optimization can supercharge your procurement function and deliver cost savings and efficiencies for years to come.

