

HCL's free offer for on-boarding and using Ariba Discovery

As a response to the global COVID-19 crisis, SAP announced the free access offer to Ariba Discovery in March 2020. It allows buyers to post their immediate sourcing requirements, and suppliers to respond with their ability to deliver the required goods and services.

So whether you are a buyer, a seller or both – and regardless of whether you currently use Ariba products or not – this beneficial offering can help you address current interruptions in your supply chain by helping you to quickly identify other sellers or customers in the marketplace.

What is Ariba Discovery?

Ariba Discovery is a tool that resides on the SAP Ariba Network, the largest B2B network of its kind hosting over 4 million suppliers globally with 17 available languages; over 20, 000 categories of products and services; and supporting over \$25 Billion in new businesses every year.

Optimally, the SAP Ariba Network integrates with your ERP and the entire Ariba suite of products, such as Procure to Pay and Sourcing, to deliver powerful transaction automation, collaboration and business intelligence across your entire source to pay processes.

Under the present free offering, you do not need to be an existing Ariba customer to harness some of the power of the Ariba Network – and HCL is offering to show you how.



HCL's Free Offering

For Buyers – Let's do a live posting together so you can find what you need today

HCL will be happy to deliver a short and customized free session to your users through a webinar. This session will be more of a real, live posting than a training session where we will help you with the best practices of sourcing tailored to your industry and circumstances.

For Sellers – Let's get you and your products/services visible on the Ariba network right now

HCL will be happy to deliver a free and customized session to your key users through a webinar that will:

- Help you establish an effective profile to maximize your ability to be discovered by buyers
- Coach you on how to manage leads, respond to postings and reply to formal Rfx events on the Ariba Network.

If you want to find out more, please contact us at the following email address: SAP_MFG@hcl.com

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