

The Benefits of an Ariba Full Account



From March 2017, the Ariba Network has been Broadspectrum's preferred method of Procurement document transmission.

From a Supplier's perspective there are a number of benefits to take up a Full Network Account on the Ariba Network, including:

- Accelerate the sales cycle while lowering the cost of sales
 - PO's are automatically transmitted on PR approval

- Allows for catalogues to be available in front of customers to boost sales.
 - Catalogues provide an enhanced and simplified buying experience which promotes a Suppliers products in the eyes of the requisitioner.
 - Catalogues ensure accuracy of content with respect to description, pricing and Unit of Measure

- Efficiently process purchase orders, send invoices, and receive payments – ensure receipt of all PO's created for you. Respond to ensure accuracy, which has the flow on affect to ensure smoother payment
 - PO's can be reviewed and responded to immediately on receipt to correct any discrepancies prior to supply, which eliminates downstream invoicing issues

- Know when you'll get paid, and for what
 - Ariba provides the visibility of when your invoices have been approved and are ready for payment

- Respond to RFP/RFI, submit proposals, and negotiate contracts
 - Network enablement allows your company to participate in secure online RFx, Tenders and eAuctions

- Get started easily and begin transacting in minutes through their simple registration and intuitive onboarding system
- Smooth and transparent transactions

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More Information can be found in:

[Ariba Network for Suppliers](#)

<https://www.ariba.com/ariba-network/ariba-network-for-suppliers/subscriptions-and-pricing>

Video - <https://www.youtube.com/watch?v=RlzlWhmxtzU&t=58s>

Ariba Fee Structure Examples:

Example Company	No of PO's	No of Invoices	Approx. \$ Spend	Level of Subscription	Subscript. Fee	Approx. Annual Cost of Trans.	Total Ariba Fees
Company A	37	42	\$34k	Standard	0	0	0
Company B	22	20	\$80k	Silver Level	\$50	\$94	\$144
Company C	106	68	\$500k	Gold Level	\$2,250	\$589	\$2839
Company D	638	903	\$836K	Platinum Level	\$5,500	\$983	\$6,796
Company E	3210	3371	\$1.84M	Platinum Level	\$5,500	\$2,170	\$7,670

For more information please refer to: [Evaluate Seller Value and Pricing](#) – click on Calculate the Value

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Ariba Supplier Support Structure

For Purchasing or Invoice related enquiries

Please contact the Purchased Order Contact or your Site Representative.

For Supplier Technical Issues with Ariba

All technical issues relating to the Ariba Network are directed through the Ariba Supplier Support channels.

<http://www.ariba.com/suppliers/how-to/find-supplier-support>