

Matching demand to sources of supply

Connecting buyers' needs with detailed supplier capabilities and qualifications

Many traditionally known sources of supply across the globe have been severely impacted by challenges related to the COVID-19 crisis, forcing many businesses to reassess risk and overhaul the supply chain. At the same time, some businesses have been looking to source completely different product lines, to respond to the current crisis. As companies continuously try to innovate—to help their businesses recover and thrive—it becomes increasingly important to have a resilient supply chain that can quickly, efficiently, and cost-effectively match demand with suitable sources of supply.

A path forward

The world remade by COVID-19 will require a time-sensitive sourcing strategy that is sustainable in the long run and that can continue to drive business value. **SAP® Ariba® Discovery** is a service that matches buyers with suppliers across the globe, providing a one-stop sourcing experience in which buyers can post their procurement needs, receive and compare bids from suppliers, and award business. It is supported by the Ariba Network, which has more than 4 million suppliers and 20,000 product and service categories, supported in multiple languages and currencies.

By leveraging **SAP Ariba Discovery**, you can begin to expand the supply base more effectively. **Deloitte** can provide insights your organization will need to help address tactical supply requirements and fill urgent sourcing needs. Deloitte can collaborate with you to develop a roadmap for managing spend—including one-time sourcing—on a single integrated platform that can also deliver operational efficiencies.

Potential benefits

- Gain faster and simpler access to millions of relevant suppliers
- Reduce cost by accessing more supplier bids that buyers can compare
- Reduce supply chain risk by getting immediate access to markets
- Increase adoption through rich functionality, combined with user-friendly navigation
- Achieve enhanced visibility and control, especially over one-off purchases
- Provide an efficient platform for buyers and suppliers to collaborate online
- Reduce lead time, due to a faster sales cycle
- Increase potential revenue of suppliers by expanding the target market and customer retention, through efficient collaboration

How we can help

- In today's environment, especially given the COVID-19 crisis, many companies are reimagining and redesigning the supply chain. Finding the appropriate sources of supply can be one of the most difficult challenges. Deloitte can help you increase the potential supply base and reduce the cost of acquiring and managing suppliers—by combining technology with strategic insight. In working with you to reduce supply chain disruption, connect to new sources of supply, mitigate supply chain risk, and provide business continuity, Deloitte can help you:
 - Provide buyers assistance, creating templates for effective discovery postings to garner maximum responses
 - Identify tactical sourcing categories to be enabled for SAP Ariba Discovery posting
 - Cleanse and classify spend data to deliver faster value in sourcing
 - Develop actionable and significant insights by capitalizing on Deloitte's supply market intelligence
 - Develop an action plan to engage with targeted supplier base for tactical sourcing
- Integrate SAP Ariba Discovery with other business-critical systems

The Deloitte difference

Deloitte brings a tested methodology for creating value with the “built to evolve” Kinetic Enterprise™—an intelligent, responsive, cloud-enabled organization powered by a clean core and an inclusive ecosystem of capabilities. Additionally, Deloitte brings a comprehensive Sourcing Optimization playbook and set of accelerators.

When you work with our team to transform source-to-pay, you get access to Deloitte's deep industry-specific experience—which grows daily as we help enterprise leaders across the globe reimagine everything and use SAP® solutions to solve complex business challenges.

Let's talk

If finding the most suitable sources of supply is a priority for your organization, we should talk. Contact us to learn how we can help you take sourcing and category management strategy to the next level—and identify opportunities to reduce spend or cut costs—so you can effectively address COVID-19-related challenges as well as future waves of disruption.

Contacts

Jigar Desai
Senior Manager
Deloitte Consulting LLP
jigdesai@deloitte.com

Sanjib Mukherjee
Managing Director
Deloitte Consulting LLP
sanjmukherjee@deloitte.com

Indrajit Roy Chowdhury
Manager
Deloitte Consulting LLP
iroychowdhury@deloitte.com

www.Deloitte.com/SAP
SAP@Deloitte.com
[@DeloitteSAP](https://twitter.com/DeloitteSAP)