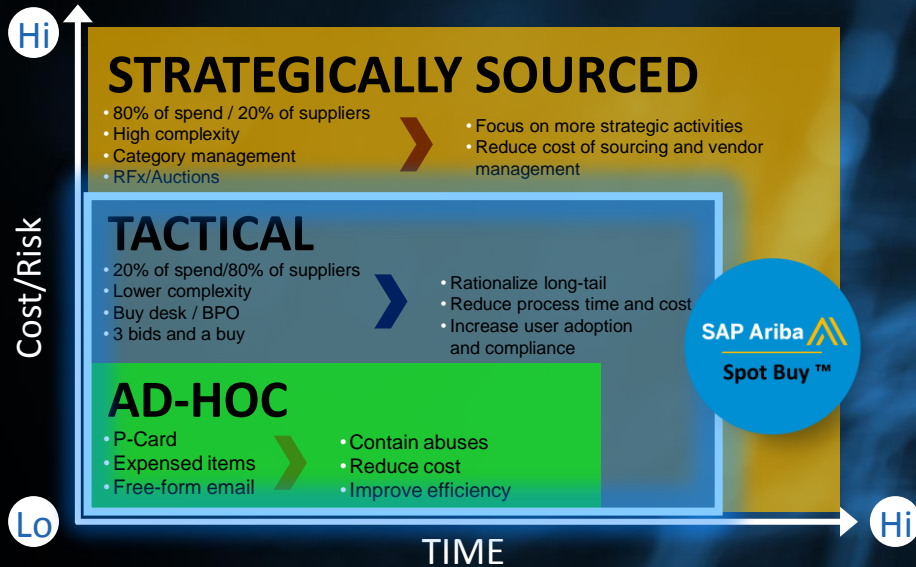


SAP Ariba  + **UNITE**
Spot Buy 

Your custom B2B marketplace

MANAGING TACTICAL SPEND

the last-mile of spend management



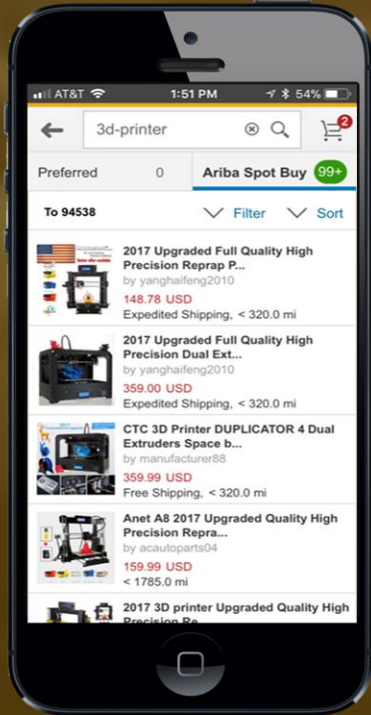
The IDEAL marketplace is...

EASY TO BUY GOODS
FROM TRUSTED SUPPLY
WITH BUILT IN CONTROL





EASY to find and buy what you need fast from millions of items



TRUSTED source of pre-enabled and vetted supply



Thousands of suppliers
Millions of items



CONTROL suppliers, commodities and price thresholds



SUPPLIERS



CONTENT



PRICE

Note: SAP Ariba™ Spot Buy subject to regional availability

SAP ARIBA SPOT BUY IN EUROPE

BUYERS

SAP ARIBA
PROCUREMENT

SAP ERP/SRM

OTHER ERP



SELLERS

mercateo
shop

SAP ARIBA SELLERS

UNITE
COMMUNITY

- Accelerate user adoption and satisfaction
- Single vendor & single creditor setup
- Content that matches YOUR needs

- Expand reach of qualified customers
- Lower cost of sale
- Compliant process

SAP Ariba SPOT BUY OPTIONS

OPTION 1

SAP Ariba Buying includes Spot Buy

Guided Buying



IT Hardware & Services

Marketing

Print



Contracted

Spot Buy



OPTION 2

Spot Buy plugs into on-premise SAP

