## SAP Ariba + Unice Spot Buy mercateo

Your custom B2B marketplace

## MANAGING TACTICAL SPEND

the last-mile of spend management



Cost/Risk

Lo

#### STRATEGICALLY SOURCED 80% of spend / 20% of suppliers High complexity

Bo% of spend / 20% of suppliers
 High complexity
 Category management

Category management
 RFx/Auctions

#### TACTICAL

20% of spend/80% of suppliers
Lower complexity
Buy desk / BPO
3 bids and a buy

## Rationalize long-tail Reduce process time and cost Increase user adoption And compliance SAP Ariba

management

Reduce cost of sourcing and vendor

Spot Buy ™

Hi

## AD-HOC

• Expensed items • Free-form email Contain abuses
 Reduce cost
 Improve efficiency

#### TIME

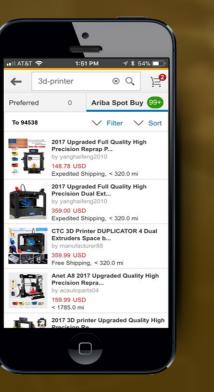
The IDEAL marketplace is...

EASY TO BUY GOODS FROM TRUSTED SUPPLY WITH BUILT IN CONTROL

SAP Ariba /



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







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**CONTROL** suppliers, commodities and price thresholds

**SUPPLIERS** 

CONTENT

PRICE

**SAP** Ariba



## Thousands of suppliers Millions of items

## SAP ARIBA SPOT BUY IN EUROPE

**BUYERS** 

SAP ARIBA PROCUREMENT

SAP ERP/SRM

**OTHER ERP** 

• Accelerate user adoption and satisfaction

Single vendor & single creditor setup

Content that matches YOUR needs

# SAP Ariba

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Spot Buy ™

Expand reach of qualified customers

**SELLERS** 

mercateo

**SAP ARIBA SELLERS** 

UNITE

COMMUNITY

- Lower cost of sale
- Compliant process

# SAP ARIBA SPOT BUY OPTIONS

option

command

### **OPTION 1**

#### SAP Ariba Buying includes Spot Buy

#### Guided Buying



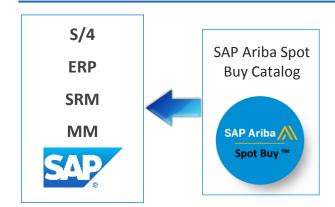


## **OPTION 2**

Spot Buy plugs into on-premise SAP

option

command



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SAP Ariba