



## Feature at a Glance

### SAP Business Network Discovery for Trading Partner Portal Buyers and Sellers PAY-12205

Content Owner: Satya Prakash Gupta, SAP  
Target GA: August, 2023

# Introducing: **SAP Business Network Discovery**

## Feature Description

- SAP Business Network Discovery has been redesigned to provide additional values to the trading partners and to be a part of SAP Business Network.
- The New discovery offers simplified navigation, better matching, more control on the notification and accessibility along with other SAP Business Network components.
- SAP Business Network Discovery also offers clear distinctions from the total multiple personas and roles
- This is first of the many upcoming releases where discovery is being revamped to cater best to the buyers looking for new suppliers and suppliers wanting to expand their customer base.

## Key Benefits

- Customers will get to see new and improved matching for their events created on SAP Business Network discovery
- Customers will get more control on the notifications they will receive and the new notification will be very specific to the overall Lifecycle of the posting
- Improved UI:
  - New posting dashboard to easily manage and search postings created as a buyer
  - New Leads dashboard to easily manage and search leads as a buyers
  - One page for posting creation
  - Ability to schedule the posting for future
- Better time and date management experience for the deadlines
- No quarantine status for the postings
- Ability to search open leads via leads search bar
- Central registration and onboarding experience for new customers.
- Our system will match top supplier and customers can invite them

## Audience:

Buyers and Suppliers

## Enablement Model:

Automatically On

## Applicable Solutions:

SAP Business Network



# Prerequisites, Restrictions, Cautions

## Prerequisites:

- The users should have “create and manage posting on SAP Business Network Discovery” permission to create posting
- Customers should have “respond to posting on SAP Business Discovery” permission to respond to the posting

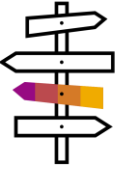
## Restrictions:

- Buyers using sourcing integration with legacy discovery will not be enabled with new experience

## Cautions:

- None

# User Story



## User 1:

As the procurement manager in my company I am look for competitive prices among our suppliers and constantly look for new suppliers as well to stay reduce the overhead and increase overall profitability.

## User 2:

As a sales manager in my company I constantly look for new leads to increase the number of prospect to be converted as a new customers and increase the topline.

It is a constant struggle for both users to discover the right trading partners to achieve the business goals of our companies.

SAP Business Network Discovery helps the buyers with:

- Create a new requirement with minimum steps
- Access to the relevant number of suppliers by matching the business need.
- Helps doing the price check among the existing suppliers.
- Helps finding the top matching suppliers to be invited directly on the business opportunity

SAP Business Network Discovery helps the suppliers with:

- Access to relevant leads based on their profile data which are directly delivered to their dashboard
- Ability to find new leads by searching the open leads.
- Ability to bid on public sector business opportunities.
- Opportunity to get warm leads when they are being invited by the buyers directly to a business opportunities.

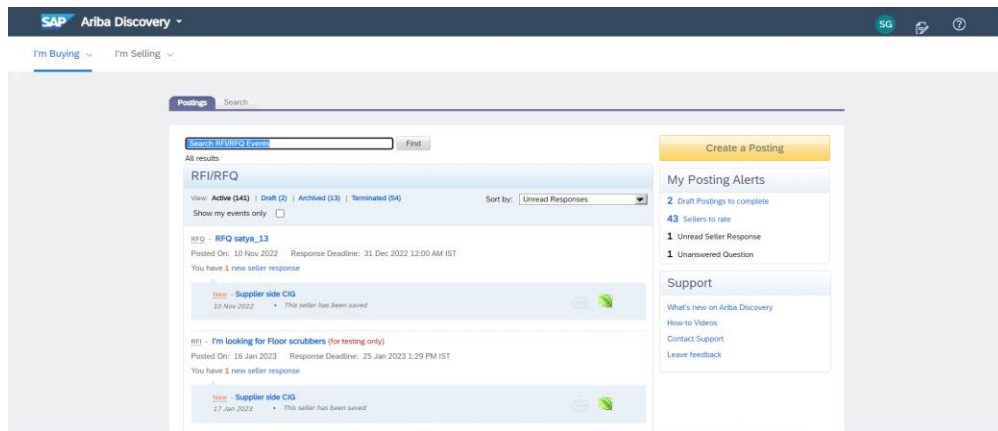
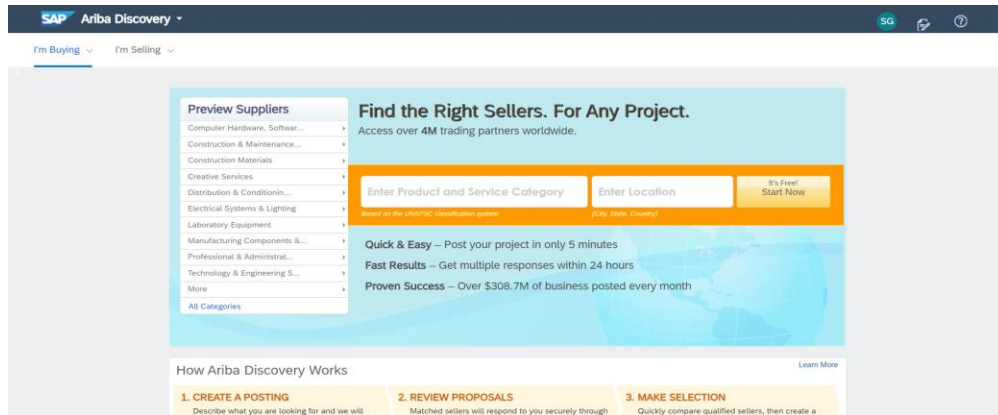
# **Innovation/Changes for user acting as a Discovery Buyer**

# Feature at a Glance

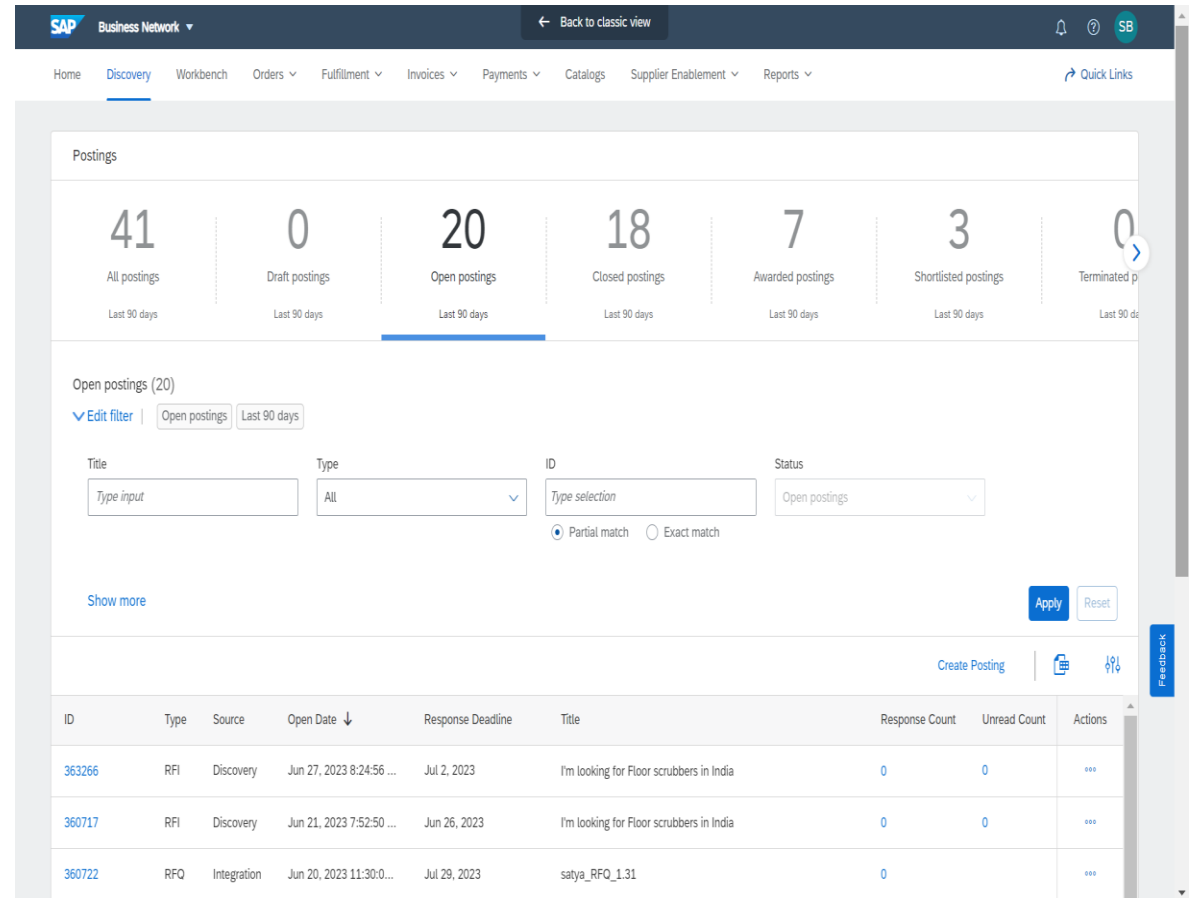
## Introducing: SAP Business Network Discovery

### Detailed feature description: Posting homepage Before Vs. After

Before



After



# Feature at a Glance

## Introducing: SAP Business Network Discovery

### Detailed feature description: Create posting form before and after

Before

**Create Posting** 1 Describe Needs 2 **Add Details** 3 Review Posting

Create a successful posting by following our best practices. [See Posting Tips >](#)

**Posting Title:** \*   This posting is for testing purposes.

**Opportunity Amount:** \*  -or-  USD

**Contract Length:**  Months

**Response Deadline:** \*

**Award Date:**

**Description:** \*

**Attachments:**

**Humanitarian Aid:**  Ukraine Help  Turkey Earthquake  None

**Preference for Seller:**  Add preferences for this posting

**Bid Requirement:**  Require a bid from sellers that respond.   
Note: Bid amounts are not required for all posting types.

**Privacy Settings:**  Hide my company name  Hide my contact name

**Next: Preview**

After

**Create Posting**

**Product Details**

Product and Service Categories \*

Ship-to and Service to Locations \*

Prefer suppliers with a physical presence in the selected location

**Title:** \*

**Description:** \*

Provide a detailed description of your buying need and specify supplier requirements such as:

- Your intention (evaluating or buying)
- Information that the supplier should include in its response
- Information that is not part of the menu selection
- Any other details which helps supplier to better understand the opportunity

Do not include sensitive personal data (for example, social security numbers) or personal data of any sort (for example, addresses), as they are not equipped with appropriate data protection measures.

**Attachment**

The maximum file size (in total) allowed is 10 MB. Individually, each file cannot exceed 4 MB in size. You cannot add more than 5 attachments.

**Add Images**

**Add Documents**

**Posting Details**

**Opportunity Amount:** \*  Custom Range  Exact Amount

to

**Schedule Post:**

**Response Deadline:** \*

GMT+05:30 India Standard Time GMT+05:30 India Standard Time

**Contract Length:**  months

**Humanitarian Aid:**

**Posting Visibility**

Public  Private

Any supplier can see and respond to this posting Only suppliers who are invited can see and respond

Also send invitation to my favourite suppliers

**Settings**

Hide my company name  Show my contact name

**Supplier Preferences**

Sustainability Initiatives  Women-Owned Business  LGBT-Owned Business  Small Disadvantaged Business  Minority-Owned Business  Veteran-Owned Business  ISO Certification

**Next: Preview**

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# Feature at a Glance

## Introducing: SAP Business Network Discovery

### Detailed feature description: Innovation/changes in create posting form

The screenshot shows the 'Create Posting' form with several sections and callouts:

- Product Details:** Includes 'Product and Service Categories', 'Ship-to and Service to Locations', 'Title', and 'Description'.
- Settings:** Includes 'Hide my company name' and 'Show my contact name' (highlighted with a red box).
- Supplier Preferences:** Includes 'Sustainability Initiatives', 'Women-Owned Business', 'LGBT-Owned Business', 'Small Disadvantaged Business', 'Minority-Owned Business', 'Veteran-Owned Business', and 'ISO Certification'.
- Attachment:** Includes 'Add Images' (highlighted with a red box) and 'Add Documents'.
- Posting Details:** Includes 'Opportunity Amount', 'Schedule Post', 'Open Date', 'Response Deadline', and 'Decision Deadline'.
- Posting Visibility:** Includes 'Public' and 'Private' options (highlighted with a red box).

Callouts and annotations:

- 'Show my contact name' (checkbox) is highlighted with a red box and a callout.
- 'Add Images' (button) is highlighted with a red box and a callout.
- 'USD' (currency) is highlighted with a red box and a callout.
- '7/3/2023, 4:36 PM' (Response Deadline) is highlighted with a red box and a callout.
- '7/6/2023, 1:13 AM' (Response Deadline) is highlighted with a red box and a callout.
- '7/1/2023, 1:13 AM' (Open Date) is highlighted with a red box and a callout.
- '7/6/2023, 1:13 AM' (Response Deadline) is highlighted with a red box and a callout.
- '8/10/2023, 1:13 AM' (Decision Deadline) is highlighted with a red box and a callout.
- 'Public' (Posting Visibility) is highlighted with a red box and a callout.

- Customers need to select on each postings whether they want to display their contact name on the posting due to privacy concerns
- Customers can choose to add images as attachments and these images will be displayed as thumbnail on the postings and leads view
- Customers can choose currency of their choice in any amount ranges
- Customers can schedule a posting for future date and time
- The scheduled date and time has to be one hour in advance
- Customers can decide the deadlines for a posting in date as well as time
- Customers can see time zone for while creating the posting and the time zone is taken based on user's system
- Customers can define whether they are creating this posting to find new suppliers or create a bidding among their own suppliers
- Customers can invite their own suppliers while looking for new suppliers



# Feature at a Glance




## Introducing: SAP Business Network Discovery

### Detailed feature description: Top supplier matches

The screenshot displays the SAP Business Network Discovery interface. At the top, there is a navigation bar with the SAP logo and 'Business Network' dropdown. Below this is a menu with options: Home, Supply Chain Monitor, Discovery (highlighted), Workbench, Planning, Orders, Fulfillment, Quality, Invoices, Payments, and More. A 'Quick links' button is also present. Below the navigation bar, there is a section titled 'Invite matching suppliers' with 'Invite' and 'Skip' buttons. The main content area shows a list of three supplier matches, each with a checkbox for selection. The first match, 'Sierra Designs, Inc.', is selected. Each match includes a logo, company name, location (Palo Alto, CA), founding year (1995), revenue (14M), employee count (1000), website (www.globallycarrier.com), and a 4 out of 5 star rating based on 12 ratings. A brief description of each company is provided below the ratings.

Invite matching suppliers Invite Skip

Invite the following matches that best suit your requirement

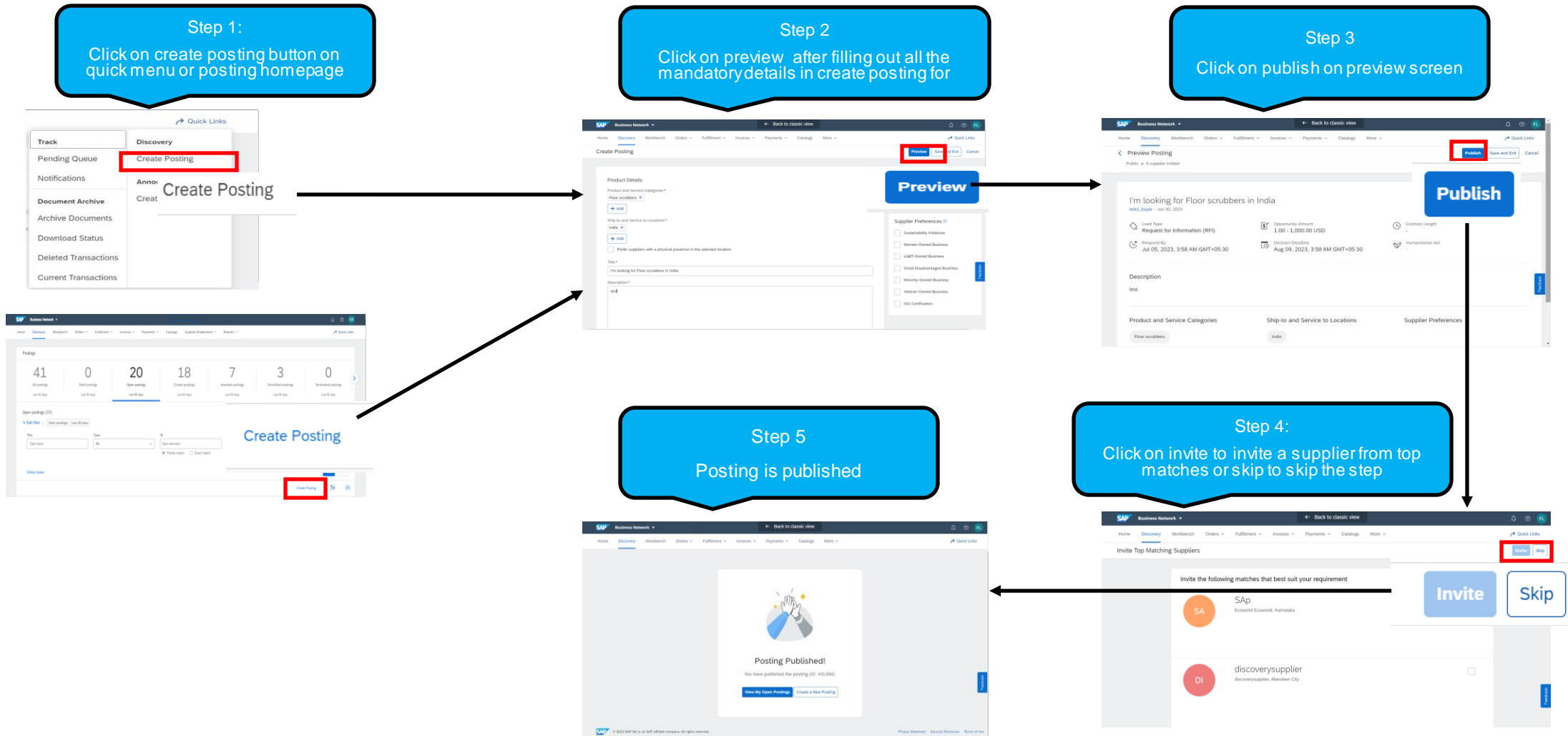
-  **Sierra Designs, Inc.**  
Palo Alto, CA · Founded 1995 · 14M revenue · 1000 employees · [www.globallycarrier.com](http://www.globallycarrier.com)  
★ ★ ★ ★ 4 out of 5 (12 ratings)  
A 360 degree shipping, transport and logistics company dedicated to serving clients who demand consistently outstanding service. With offices and hubs across the ....
-  **Wolf Outdoors, Inc**  
Palo Alto, CA · Founded 1995 · 14M revenue · 1000 employees · [www.globallycarrier.com](http://www.globallycarrier.com)  
★ ★ ★ ★ 4 out of 5 (12 ratings)  
A 360 degree shipping, transport and logistics company dedicated to serving clients who demand consistently outstanding service. With offices and hubs across the ....
-  **North Ridge International**  
Palo Alto, CA · Founded 1995 · 14M revenue · 1000 employees · [www.globallycarrier.com](http://www.globallycarrier.com)  
★ ★ ★ ★ 4 out of 5 (12 ratings)  
A 360 degree shipping, transport and logistics company dedicated to serving clients who demand consistently outstanding service. With offices and hubs across the ....

- We have introduced this new concept of showcasing our top matches to the buyer when they have published the posting.
- These suppliers are selected from their current ranking in the system and we display maximum 10 suppliers here.
- We expect the buyers to use this functionality so that they are one step closer to the selection of selecting the correct supplier.

# Feature at a Glance

## Introducing: SAP Business Network Discovery

### Detailed feature description: Create posting flow



# Feature at a Glance

## Introducing: SAP Business Network Discovery

### Detailed feature description: Posting view before vs after

#### Major Changes:

- Expanded view of each elements.
- Image thumbnail support

#### Before

View All Postings | Previous Posting | Next Posting

### I'm looking for Floor scrubbers

Private Posting (Private postings are only visible to invited sellers.)

Posted On: 30 Jun 2023  
Open for bidding on: 30 Jun 2023  
Response Deadline: 11 Jul 2023 11:29 AM IST

**Open** - Matching in Progress

0 Views | 0 Seller Responses | 0 Q&A

Hide Details | Edit Posting | Close Posting to Responses | Leave feedback

**Opportunity Amount:** Less than \$1000 USD (Bid amount not required)  
**Response Deadline:** 11 Jul 2023 11:29 AM IST  
**Posting ID:** 16734543  
**Suppliers Invited:** 1 [View >](#)  
**Posting Type:** Request for Information  
**Privacy:** Participating supplier list hidden

**Product and Service Categories**  
• Floor scrubbers

**Ship-to or Service Locations**  
• India

**Posting Summary**  
test

**Seller Responses**  
Currently no responses - [Edit this posting](#)

**Disclaimer**  
By contacting any of the suppliers listed in this communication, you agree to the following: (1) Ariba does not personally endorse any of the suppliers listed in this communication and does not make any representations or warranties with respect to the suppliers or their goods and services; (2) Ariba is not responsible for the conduct of such supplier in any transaction; (3) Ariba is not responsible for quality of any goods or services delivered as a result of any transaction and (4) any transaction between you and the supplier will be between yourselves and not Ariba.

#### After

SAP Business Network

Home | Supply Chain Monitor | **Discovery** | Workbench | Planning | Orders | Fulfillment | Quality | Invoices | Payments | More | Quick links

Posting details | Close posting | Edit

Status	Matched suppliers	Invited suppliers	Not interested suppliers	Number of views	Total responses	Unread responses
Open	40	10	20	20	5	3

### I'm looking for Sleeping bags to California

Avante Logistics · Lisa Smith · April 1, 2022 · ID: PST19837 · Catalog posting

Type: RFI

Opportunity amount: 55K USD - 10K USD


Contract length: 3 months

Response by: May 30, 2022 5:00 PM PST

Decision deadline: Aug 30, 2022 10:00 PM PST

Humanitarian relief: Covid

**Description**

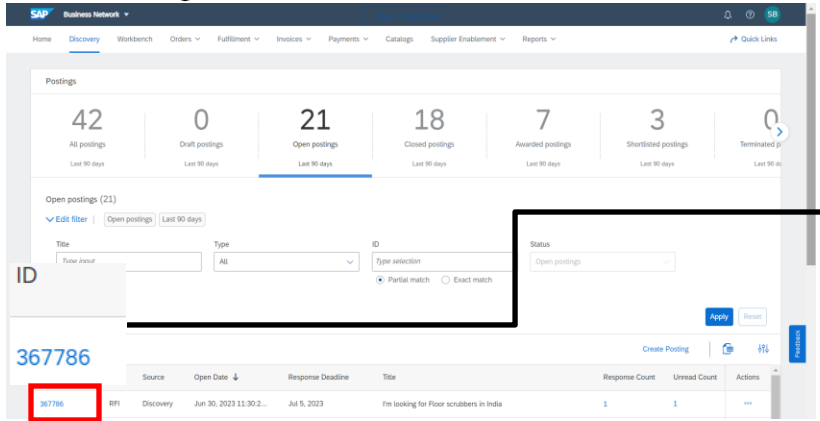
Image thumbnail: 

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Interdum molestie dui hac velit quisque cursus pharetra. Viverra tempus semper nec tincidunt dui eget quisque. Lectus augue augue phasellus vel, magna eu sem sem. In tincidunt aliquam elit purus eget maecenas id nisi. Vestibulum egestas orci aliquam vel ut augue risus rhoncus nisi. Lectus amet imperdiet et laoreet leo, ornare vel, viverra. Vitae dui etiam ac mauris vel Interdum molestie dui hac velit quisque cursus pharetra. Viverra tempus semper nec tincidunt dui eget quisque. Lectus augue augue phasellus vel, magna eu sem sem. In tincidunt aliquam elit purus eget maecenas id nisi.

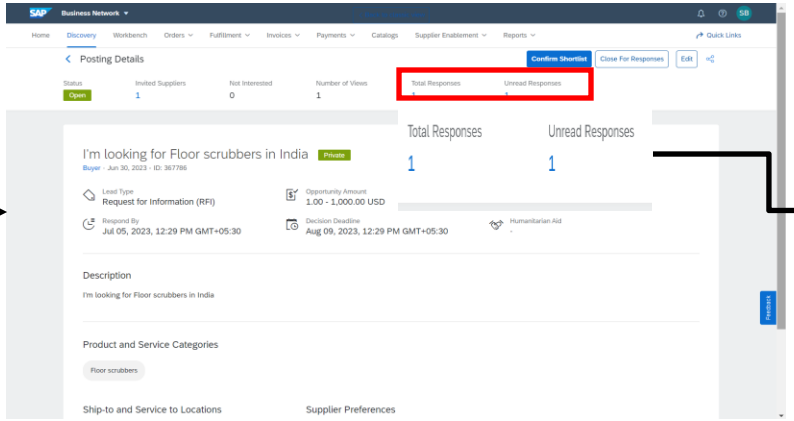
## Introducing: SAP Business Network Discovery

### Detailed feature description: Manage supplier responses for the discovery RFIs

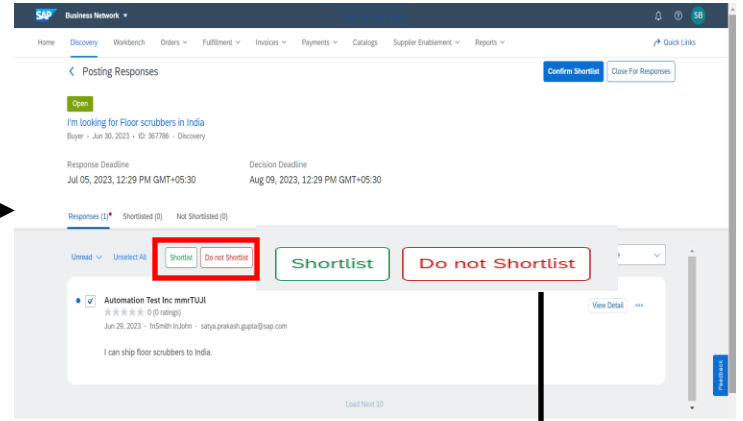
Step 1:  
Click on the posting ID on the posting homepage



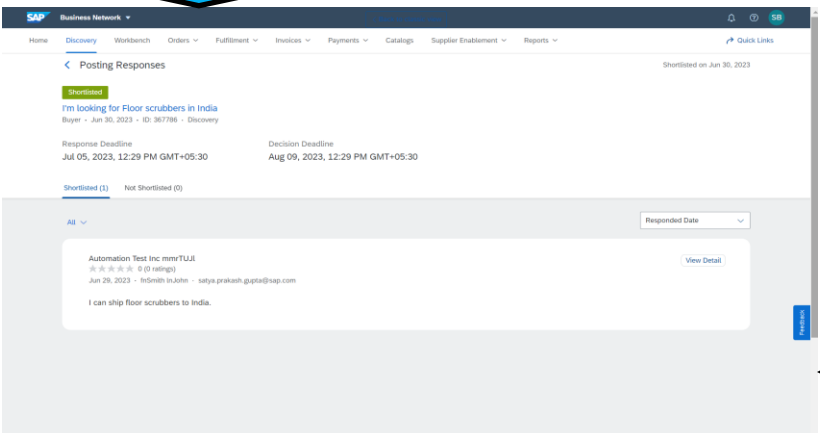
Step 2:  
Click on the unread response or total response



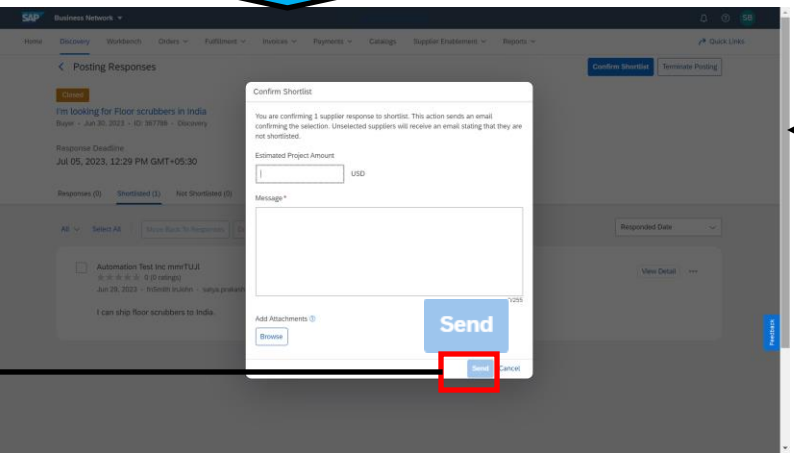
Step 3:  
Shortlist the supplier, by selecting the supplier response



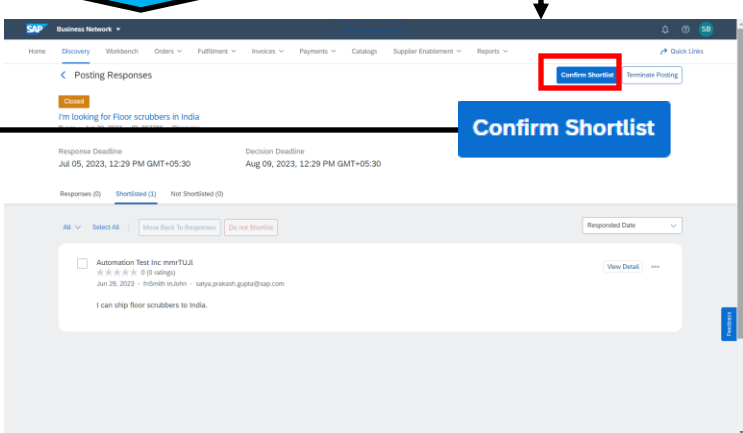
Step 6:  
Posting is shortlisted now



Step 5:  
Finalize the messaging and estimated project amount (optional) you want to send to the shortlisted suppliers and click send



Step 4:  
Click on confirm shortlist to finalize your selection. The posting has to be in closed status to finalize the selection



# Feature at a Glance

## Introducing: SAP Business Network Discovery

### Detailed feature description: Manage supplier responses for the RFQs

Step 1:  
Click on the posting ID on these open posting tile

ID	Type	Source	Open Date	Response Deadline	Title	Response Count	Unread Count	Actions
360722	RFQ	Integration	Jun 20, 2023 11:30:00	Jul 26, 2023	satya_RFO_1.31	1		...

Step 2:  
Click on the bids tab

Line Item	Name	Buyer Part ID	Commodity	Estimated Price	Quantity	Delivery by
30	Test case2 R/F 721		Aerial cameras	0.00 EUR	10 EA	22 Jul 2022
30	Test case2 R/F 721		Aerial cameras	0.00 EUR	10 EA	22 Jul 2022

Step 3:  
Open the specific response

View Supplier Bid Information

Line Item	Name	Buyer Part ID	Commodity	Estimated Price	Quantity	Delivery by
30	Aerial cameras		Aerial cameras	0.00 EUR	10 EA	22 Jul 2022

Step 6:  
Posting moves to awarded posting tile

ID	Type	Source	Open Date	Response Deadline	Title	Response Count	Unread Count	Actions
360722	RFQ	Integration	Jun 20, 2023	Jul 26, 2023	satya_RFO_1.31	1		...

Step 5:  
Supplier response is awarded now, click back

Winner Selected (Business has been awarded)

Supplier	Vendor ID	Awarded by	Awarded on	Line Items	Total Price	Award	Response
Automation Test Inc corpFLU	satya	satya@comcast.com	30 Jun 2023 11:52 AM IST	AR	0.00 EUR	Line Items 20, 10	View response

Step 4:  
Click on the award button

Award

**Innovation/Changes for user acting as  
discovery seller**

# Feature at a Glance

## Introducing: SAP Business Network Discovery

### Detailed feature description: Leads Homepage before vs after

#### Major Changes:

- Invited leads would be the default page for anyone landing on leads homepage
- Better way to search and manage the leads on workbench

#### Before

The screenshot shows the SAP Ariba Discovery interface. The top navigation bar includes 'SAP Ariba Discovery' and 'Enterprise Account'. Below the navigation, there are tabs for 'I'm Buying' and 'I'm Selling'. The main content area features a 'My Leads' section with a table of leads. The table has columns for 'Posting', 'Ending', and 'Opportunity Amount'. Two leads are visible: 'RFI - Automatic Identification Technology (AIT) Project W6381-180019' and 'RFP - EDUCATIONAL AND INSTRUCTIONAL SOFTWARE'. To the right of the table, there is a 'Total Business Won' widget showing '\$42,768,484 USD Till Today' and a 'Notifications' section with two messages from 'AN Support Buyer 1'. The interface is clean and focused on lead management.

#### After

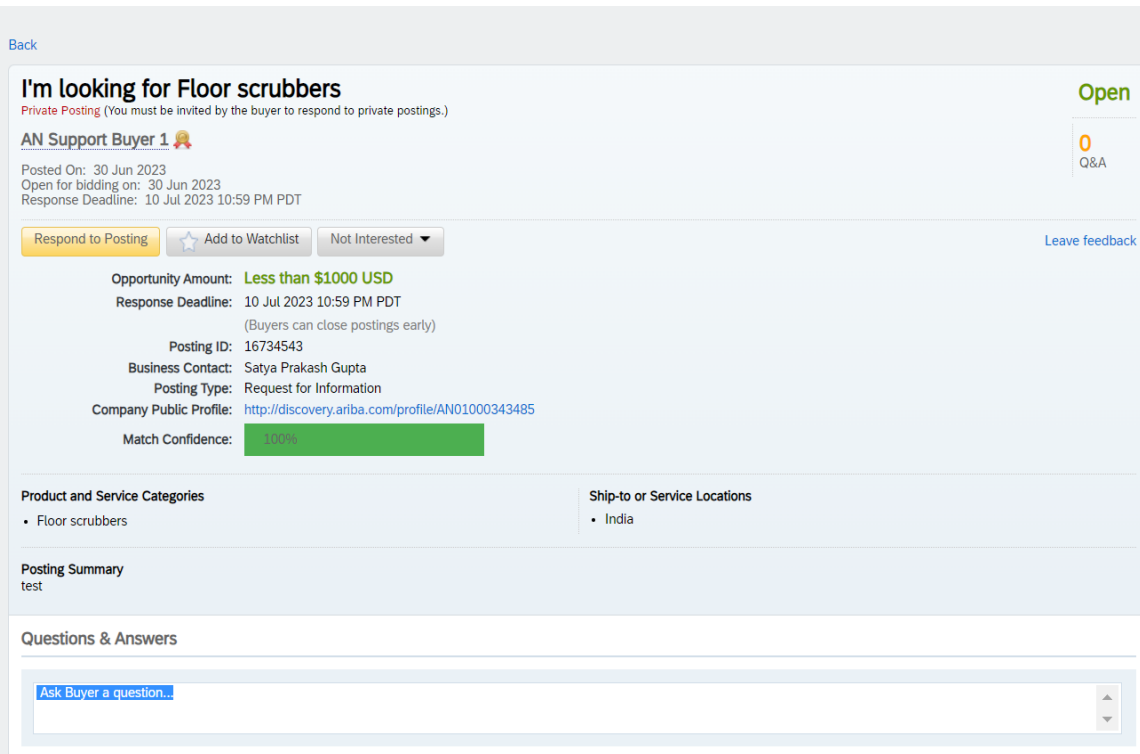
The screenshot shows the updated SAP Business Network Discovery interface. The top navigation bar now includes 'SAP Business Network' and 'Enterprise Account'. Below the navigation, there are tabs for 'Home', 'Enablement', 'Integration', 'Discovery', 'Workbench', 'Orders', 'Fulfillment', 'Invoices', 'Payments', 'Catalogs', 'Reports', and 'More'. A notification banner at the top says 'Need to customize your view of the data? Create your own tiles, save filters, and more by navigating to the Workbench page. Go to Workbench'. The main content area features a 'Leads' section with a dashboard of metrics: '5 Invited Leads', '1000+ Matched Leads', '4 Saved Leads', '8 Responded Leads', and '10 Won Leads'. Below the metrics, there is a filter section for 'Invited Leads (5)' with options for 'Last 90 days' and 'Open'. The filter section includes input fields for 'Title', 'ID', 'Type', and 'Customers', and radio buttons for 'Partial match' and 'Exact match'. Below the filter section, there is a 'Show more' button and an 'Apply' button. At the bottom, there is a table of leads with columns for 'Save', 'Source', 'Type', 'ID', 'Title', 'Max Opportunity Amount', 'Response Deadline', 'Customer Name', 'Open Date', and 'Actions'. The interface is more modern and data-driven.

# Feature at a Glance

## Introducing: SAP Business Network Discovery

### Detailed feature description: Leads View before and After

Before



The 'Before' view shows a listing for 'I'm looking for Floor scrubbers'. It includes a 'Back' link, a 'Private Posting' warning, and a 'Respond to Posting' button. The listing details include the opportunity amount, response deadline, posting ID, business contact, and company public profile. A 'Match Confidence' bar shows 100%. The 'Product and Service Categories' section lists 'Floor scrubbers', and 'Ship-to or Service Locations' lists 'India'. There is a 'Posting Summary' section and a 'Questions & Answers' section with a text input field.

Back

### I'm looking for Floor scrubbers

Private Posting (You must be invited by the buyer to respond to private postings.)

AN Support Buyer 1

Posted On: 30 Jun 2023  
Open for bidding on: 30 Jun 2023  
Response Deadline: 10 Jul 2023 10:59 PM PDT

Respond to Posting Add to Watchlist Not Interested Leave feedback

Opportunity Amount: **Less than \$1000 USD**  
Response Deadline: 10 Jul 2023 10:59 PM PDT  
(Buyers can close postings early)  
Posting ID: 16734543  
Business Contact: Satya Prakash Gupta  
Posting Type: Request for Information  
Company Public Profile: <http://discovery.ariba.com/profile/AN01000343485>  
Match Confidence: 100%

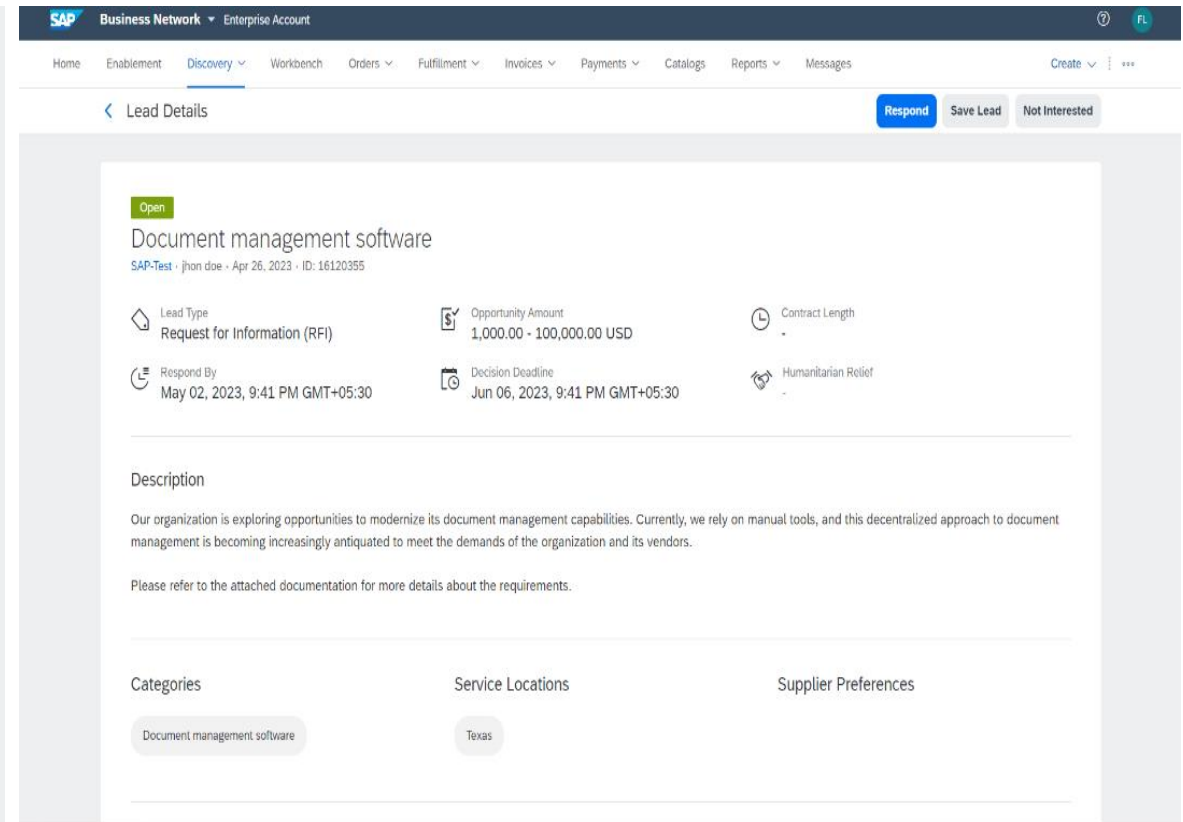
Product and Service Categories  
• Floor scrubbers

Ship-to or Service Locations  
• India

Posting Summary  
test

Questions & Answers  
Ask Buyer a question...

After



The 'After' view shows a detailed lead for 'Document management software'. It includes a navigation bar with 'Business Network' and 'Enterprise Account'. The lead details section shows 'Lead Type: Request for Information (RFI)', 'Opportunity Amount: 1,000.00 - 100,000.00 USD', 'Contract Length', 'Respond By: May 02, 2023, 9:41 PM GMT+05:30', 'Decision Deadline: Jun 06, 2023, 9:41 PM GMT+05:30', and 'Humanitarian Relief'. The 'Description' section contains text about modernizing document management capabilities. The 'Categories' section lists 'Document management software', 'Service Locations' lists 'Texas', and 'Supplier Preferences' is also present.

Business Network Enterprise Account

Home Enablement Discovery Workbench Orders Fulfillment Invoices Payments Catalogs Reports Messages Create

### Lead Details

Respond Save Lead Not Interested

Open

### Document management software

SAP-Test · jhon doe · Apr 26, 2023 · ID: 16120355

Lead Type: Request for Information (RFI)  
Opportunity Amount: 1,000.00 - 100,000.00 USD  
Contract Length: -  
Respond By: May 02, 2023, 9:41 PM GMT+05:30  
Decision Deadline: Jun 06, 2023, 9:41 PM GMT+05:30  
Humanitarian Relief: -

Description

Our organization is exploring opportunities to modernize its document management capabilities. Currently, we rely on manual tools, and this decentralized approach to document management is becoming increasingly antiquated to meet the demands of the organization and its vendors.

Please refer to the attached documentation for more details about the requirements.

Categories: Document management software  
Service Locations: Texas  
Supplier Preferences



# Response to RFIs before vs after

## Before

Respond to Posting **1 Provide Details** 2 Review and Submit

**Buyer**

Company: SAP-Test  
Name: jhon doe

**Supplier Profile**

Company: [Supplier side CIG \(view profile\)](#)  
Name: F L  
Email:   
Phone: 

Country	Area	Number	Extension
USA 1		1234	

  
 Include phone number with my response.

**Details**

Enter your response and then click Review and Submit. An asterisk indicates a required field. You can return to this page to make changes before you submit your response.

\* Response:

Attachments:  [Attach File](#)

**Request For Information**

A Request For Information (RFI) is a real buying opportunity posted by a buyer looking to gather information from potential sellers in preparation for seller selection. Respond to this RFI for an opportunity to win new business.

**Important Tip**

Explain why you are qualified for this opportunity. This is your chance to distinguish yourself from the competition and showcase your qualifications. The buyer uses your response to determine if you should be shortlisted or awarded business.

[View Samples»](#)  
[Download QuickStart Guide»](#)

## After

SAP Business Network Enterprise Account

Home Enablement **Discovery** Workbench Orders Fulfillment Invoices Payments Catalogs Reports More

Lead Details

**Open**

I'm looking for Floor scrubbers in India

SAP-Test - jhon doe - Jun 29, 2023 - ID: 16725889

Lead Type: Request for Information (RFI) | Opportunity Amount: 1.00 - 1,000.00 USD | Contract: - | Response By: Jul 04, 2023, 7:22 PM GMT+05:30 | Decision Deadline: Aug 08, 2023, 7:22 PM GMT+05:30

Description: test

Categories: Floor scrubbers | Service Locations: INDIA

**Respond to Lead**

Contact Information

Company:

Name:  | Email:

Phone Number: 

Country	Area	Number	Extension
ABW +297			

Detail

Respond\*

Add Documents

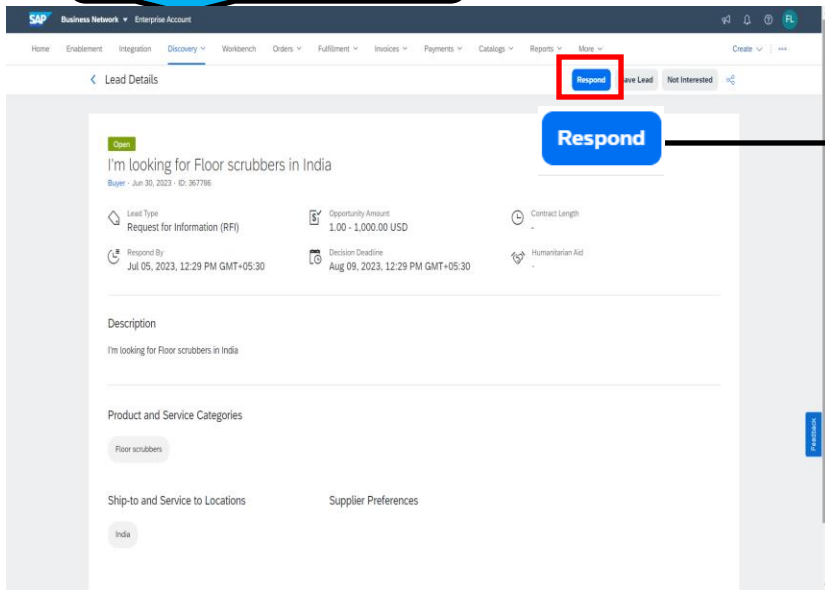
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# Feature at a Glance

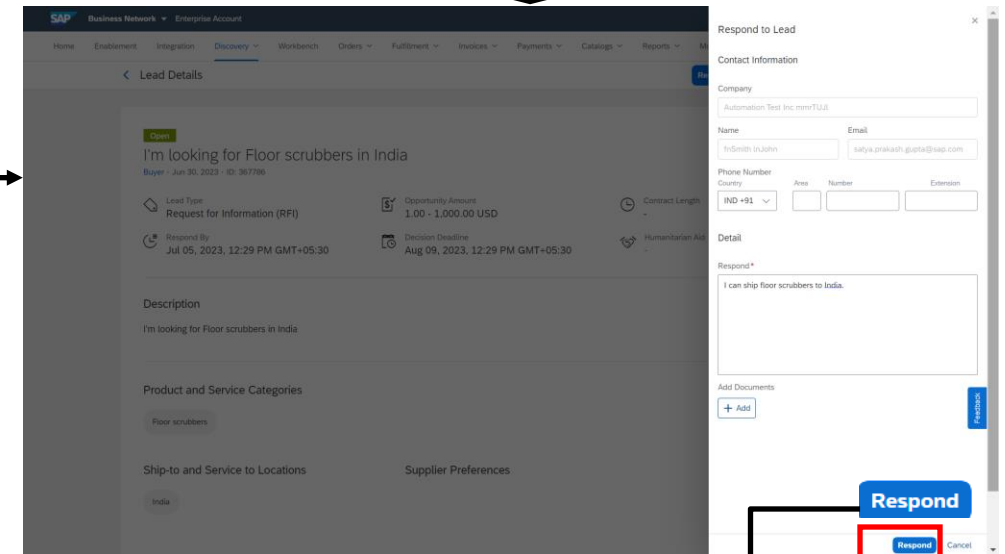
## Introducing: SAP Business Network Discovery

### Detailed feature description: How to respond to a Discovery RFI

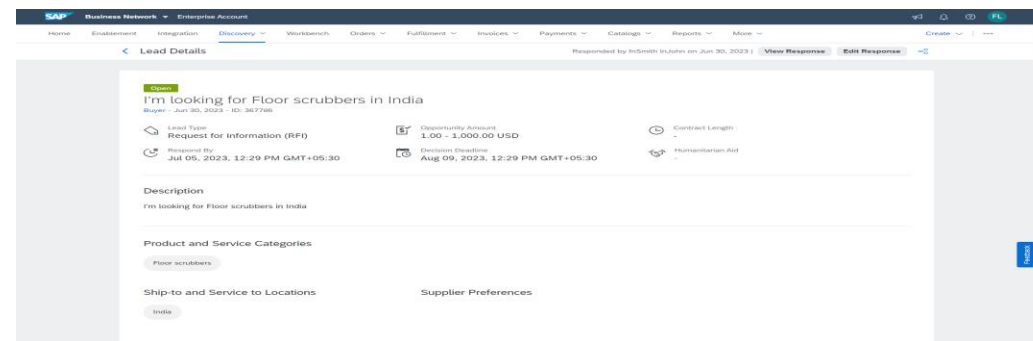
Step 1:  
Click on respond on the lead detail page



Step 2:  
Submit the response by filling the necessary details



Step 3:  
Response is submitted

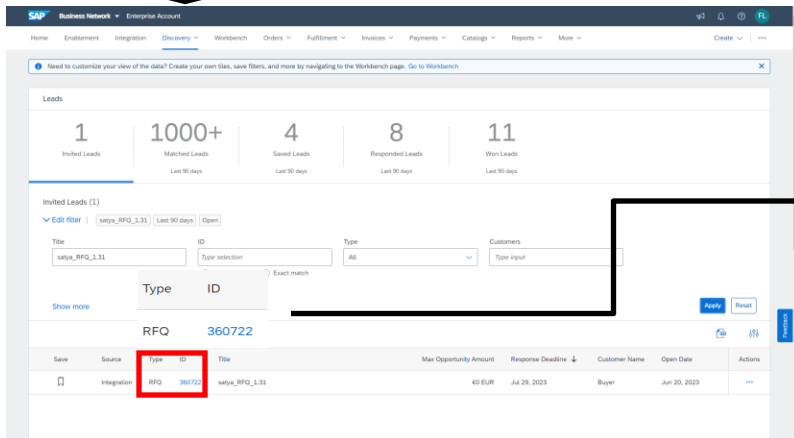


# Feature at a Glance

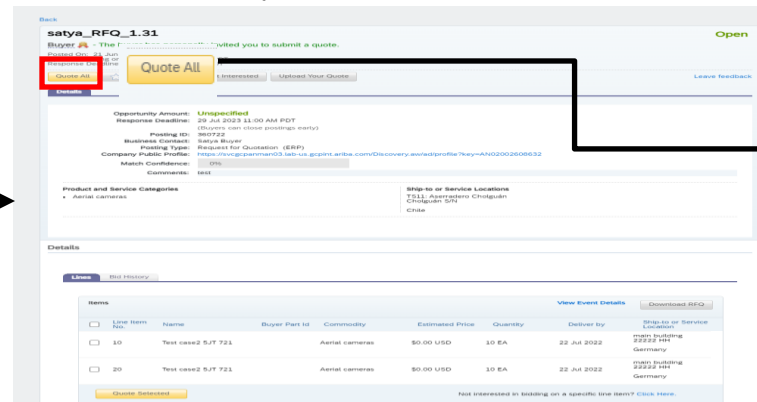
## Introducing: SAP Business Network Discovery

### Detailed feature description: How to respond to a RFQ

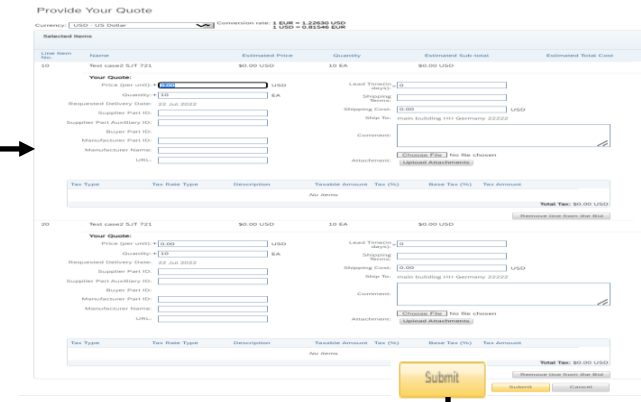
Step 1:  
Click on the posting ID on the invited leads tile



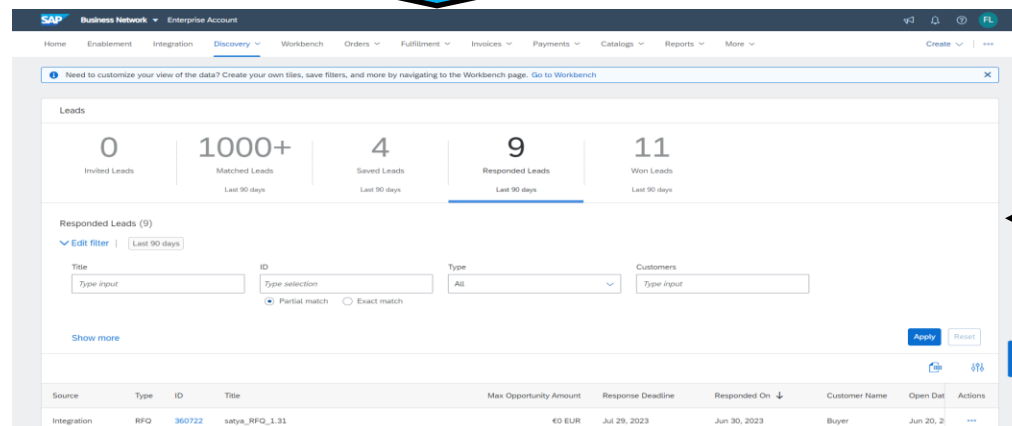
Step 2:  
Click on quote all on RFQ details page



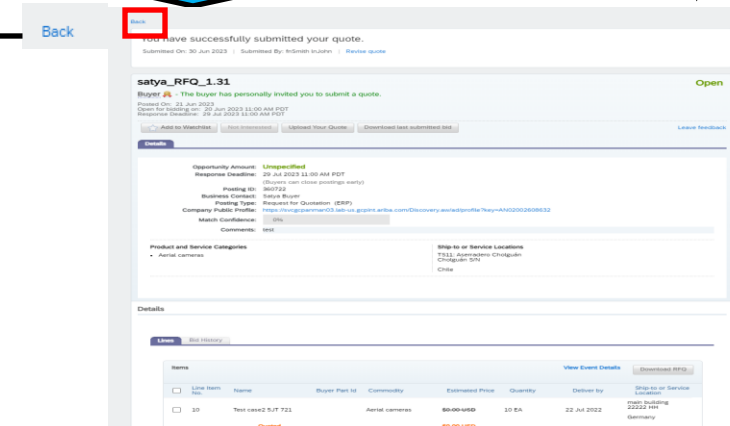
Step 3:  
Submit the response



Step 5:  
The RFQ moved to the responded leads tile



Step 4:  
Click on the back button

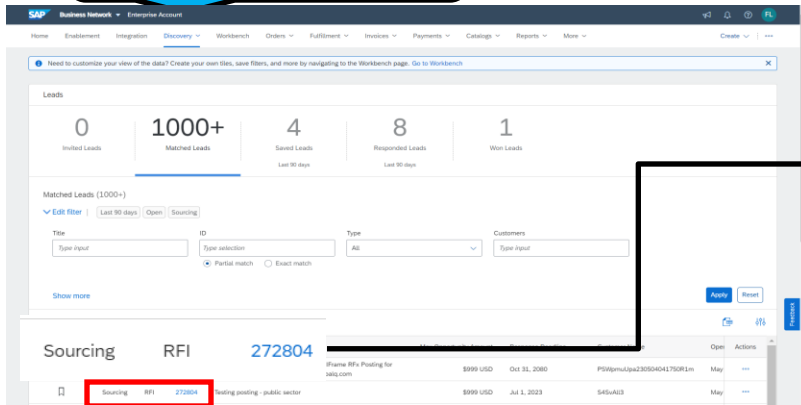


# Feature at a Glance

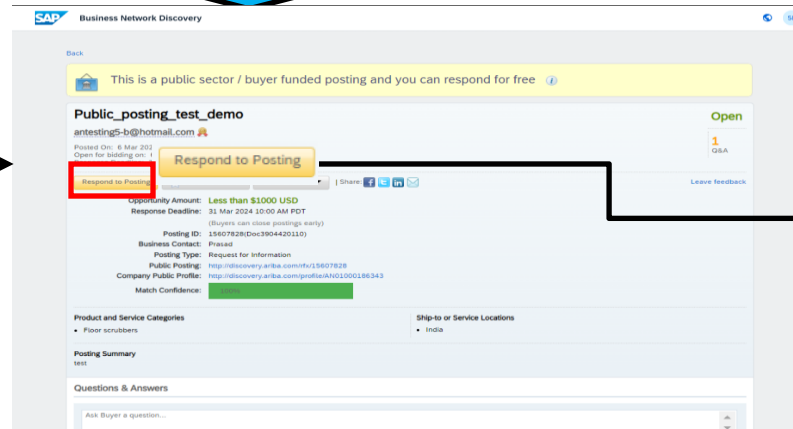
## Introducing: SAP Business Network Discovery

### Detailed feature description: Responding to public sector events

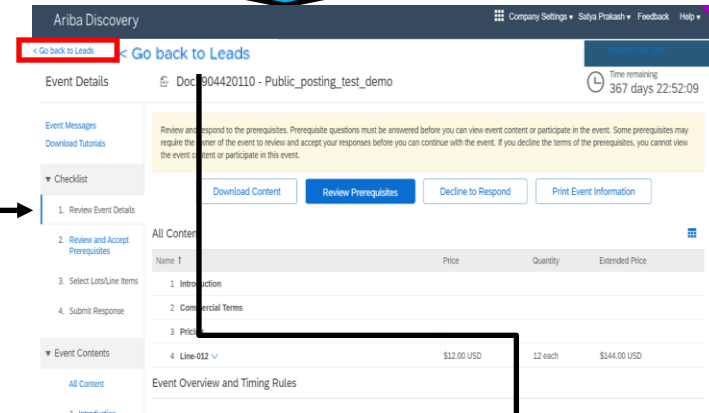
Step 1:  
Click on the posting ID on the open posting tile



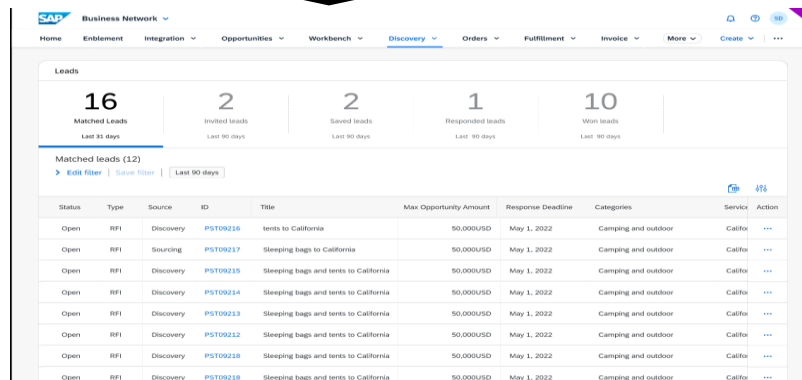
Step 2:  
Click on respond to posting button



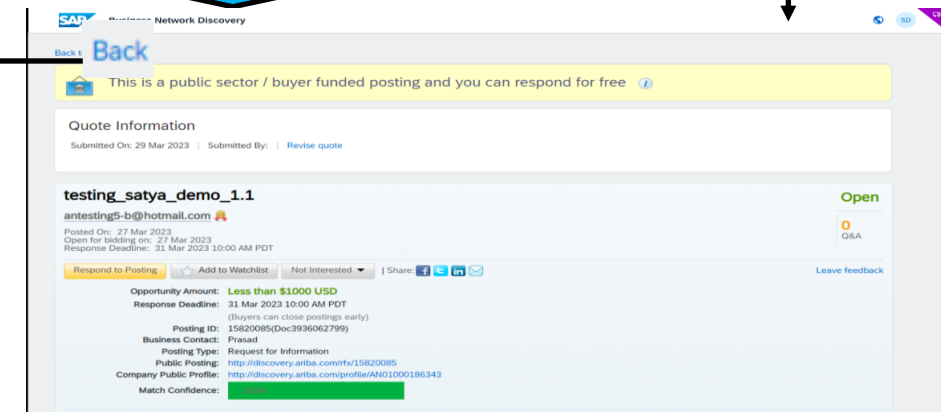
Step 3:  
You will land on the sourcing event, accept the prerequisites and respond. Once done click back or go back to leads



Step 5:  
Land on the leads tile from where you have started



Step 4:  
Click on the back button

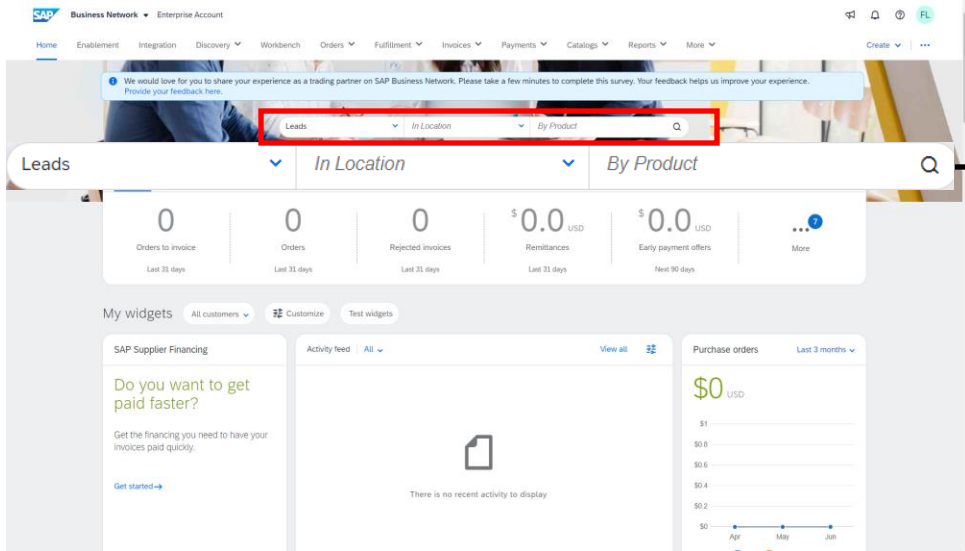


# Feature at a Glance

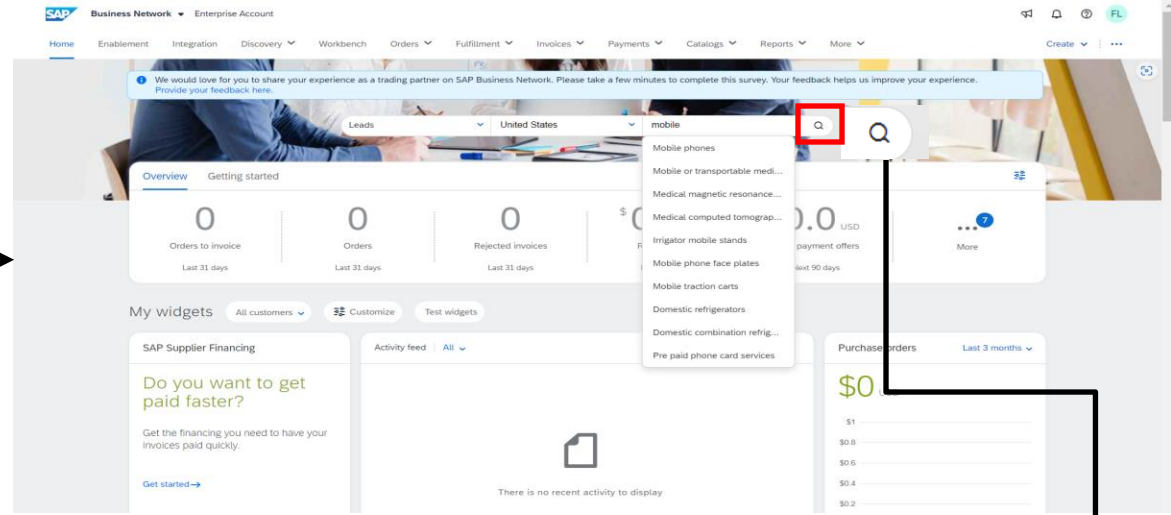
## Introducing: SAP Business Network Discovery

### Detailed feature description: How to search for leads

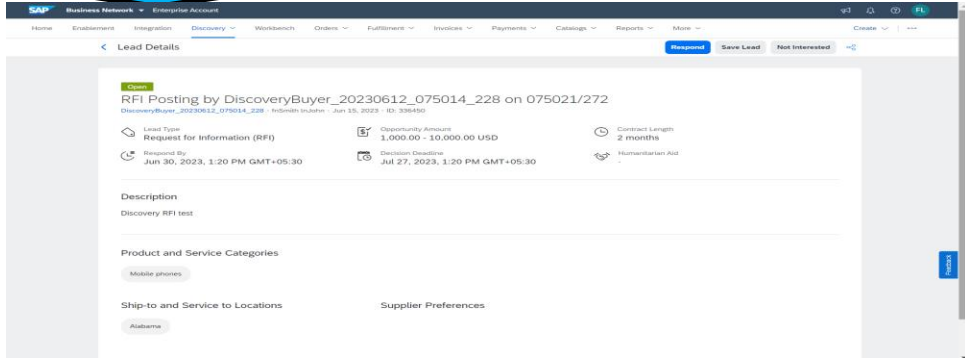
Step 1:  
Select the leads search if it's not the default search for you



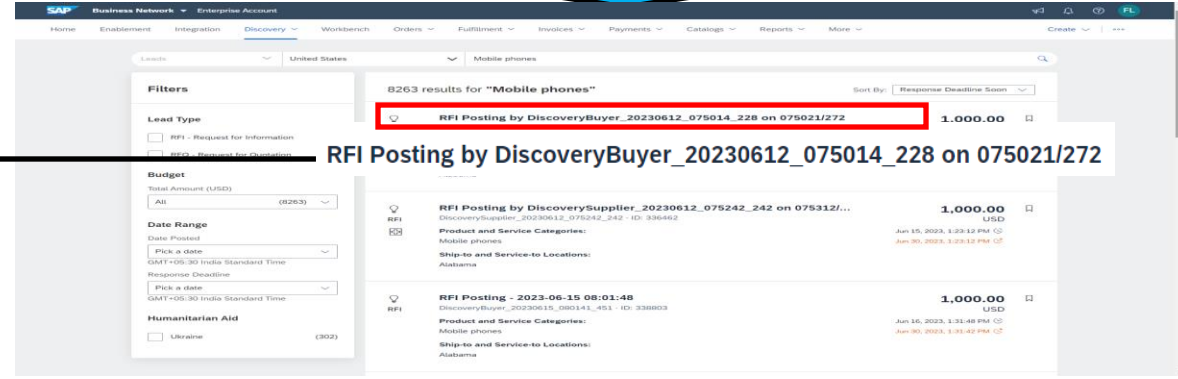
Step 2:  
Type in the v values and select them from the drop down, click on the search icon



Step 4:  
Land on the leads detail



Step 3:  
All leads matching to the key word will appear, click on any of the leads title



# Notificaations

# Feature at a Glance

# Introducing: SAP Business Network Discovery

## Detailed feature description: Notification configuration for buyer and suppliers

### Before for buyer

Ariba Discovery Buyer Settings

You may use this section to configure aspects of SAP Business Network Discovery.

Company alias:

LotusLive Meetings ID:

LotusLive Dial-in information:

Do not allow sellers to view my profile on postings

For sourcing events show the award button

Notify when a buyer sends a message

Notify buyer when a supplier with inactive relationship or invalid vendor key responded to an event

Notify me when a supplier responds to my posting

Notify buyer when event is closed

Save Close

### After for buyers

Notifications

Enter up to three email addresses per field. Use a comma to separate multiple email addresses. Ensure that you have any required user consents before adding email addresses for sending notifications. If the \* indicates required field

Network Notification Discovery

Notify me, when

A supplier responds to my posting

A supplier revises the response

A scheduled posting is published

An RFI posting is closed

An RFO posting is closed

Save Close

### Before for Suppliers

Customer Relationships Users Notifications Account Hierarchy Application Subscriptions Account Registration API management Account Type Change Log

General Network Discovery Sourcing & Contracts Messaging

Ensure that you have any required user consents before adding email addresses for sending notifications. The Preferred Language configured by the user controls the language used in these notifications.

Business Opportunity

Send a notification when invited to a new business opportunity on Ariba Discovery.

Receive a daily digest of postings that match your capabilities.

Notify when a buyer sends a message

Posting

Notify when a buyer reads my posting response

Notify when a posting I responded to is cancelled

Notify when a buyer invites me to a posting

Notify of changes to postings I have responded to

Status

Notify when shortlisted

Notify when awarded

Notify when not awarded

Activity

Send a monthly activity report

By entering this personal data, you acknowledge that you have authority to allow transfer of this personal data to Ariba for processing in the Ariba systems (hosted in various data centers globally) in accordance with the Privacy Statement, the service agreement between your company and Ariba, and applicable law, and, if applicable, that any personal data from Russian citizens has been stored by your organization in a separate data repository residing within the Russian Federation.

### After for Suppliers

General Network Discovery Sourcing & Contracts

Ensure that you have the required user consents before adding email addresses for sending notifications. The Preferred Language configured by the user controls the language used in these notifications.

Leads

Notify me, when

Invited to a new lead

Matched to a new lead

Receive individual notification about each lead

Receive a digest of all matched leads in one day

Notify other users, when

Invited to a new lead

Matched to a new lead

A buyer sends a message

A buyer reads my response to a lead

Response is Shortlisted

Response is Awarded

Response is not Shortlisted/Awarded

A lead I have been invited/responded to gets updated with new information

A lead I have been invited/responded to gets terminated

A lead I have been invited/responded to gets closed

Postings

Notify me, when

A supplier responds to my posting

A supplier revises the response

A scheduled posting is published

An RFI posting is closed

By entering this personal data, you acknowledge that you have authority to allow transfer of this personal data to Ariba for processing in the Ariba systems (hosted in various data centers globally) in accordance with the Privacy Statement, the service agreement between your company and Ariba, and applicable law, and, if applicable, that any personal data from Russian citizens has been stored by your organization in a separate data repository residing within the Russian Federation.

## Introducing: SAP Business Network Discovery


### Detailed feature description: Sample notifications before and after

#### Before

ARIBA DISCOVERY

Dear Supplier side CIG,

The following business opportunity is a Best Match:



RFQ  
Cloud based project information management application [Solution de logiciel-service application de gestion des informations sur le projet]

What: Document management software, File versioning software, Content workflow software  
Where: Canada  
Closes: 9 Aug 2023 11:00 AM PDT

[View Lead](#) **Your SAP Ariba Discovery profile has matched a new business opportunity**

You are receiving Ariba Discovery leads that match your company profile.

[Update your company profile to receive better leads](#)

#### After

New business lead on SAP Business Network Discovery

AC Ariba Commerce Cloud <no\_reply@ariba.com>  
Tuesday, May 27, 2020 at 4:30 PM  
To: Doe, John <john.d@aryzta.com>

**SAP Business Network**

You have a new business lead on SAP Business Network Discovery

Dear,

We found one matched lead on SAP Business network Discovery. Review the detail to this lead and indicate your desire to participate by clicking the Respond button below.

Opportunity Type	Request for information
Product category	Camping and outdoor equipment
Ship-to and service location	California
Title	I am looking for XXXX
Opportunity value	\$100K to \$500K USD
Deadline	Oct 24, 2022
Description	Lorem ipsum dolor sit amet, consectetur adipiscing elit. Est nibh velit facilisi vel ultr.... <a href="#">More</a>

[Respond](#)

If you are unable to access the page, copy the link below and paste it into your web browser: <https://service.ariba.com/Discovery.aw/ad/busopp?Key-ju9774878374>

\* The link is valid for 24 hours only.

Sincerely,  
SAP Business Network team

You have been received this because the opportunity matches the product and service categories and ship to or service location on your company profile of your AND182873. [Update your company profile to receive better leads](#)

If you do not wish to receive further notifications, click [Unsubscribe](#).



**Pre login page, leads and registration**

## Introducing: SAP Business Network Discovery

### Detailed feature description: Pre login page before and After

Changes:

- Buyer and supplier's login will be the same
- Buyers will not be able to create posting without logging in first

Before

Buyer

Supplier

After

THE BEST RUN SAP

Data Policy Security Disclosure Terms of Use

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# Feature at a Glance

## Introducing: SAP Business Network Discovery

### Detailed feature description: Registration form

Before

Buyer

**SAP Arriba Discovery**

#### New Buyer Registration

1 Enter your user account information

Name:  First Name  Last Name SAP Business Network Privacy Statement

Email:   This is my username

Username:  Must be in email format (e.g. john@arriba.com)

Password:  Enter Password  Repeat Password Passwords must contain a minimum of eight characters including upper and lower case letters, numeric digits, and special characters.

2 Enter your basic company information

Company Name:

Country/Region:  United States (USA)

Address:  Line 1  Line 2  Line 3

City:

State:  Alabama (US-AL)

Zip:

I have read and agree with the Terms of Use and I hereby agree that Arriba Discovery, connected to SAP Business Network will make parts of my company's information accessible to other users and the public based on my role within the SAP Business Network and the applicable profile visibility settings. Please see the SAP Business Network Privacy Statement to learn how we process personal data.

Supplier

**SAP Arriba Discovery**

#### New Supplier Registration

Company information

Company Name:

Country/Region:  United States (USA)

Address:  Line 1  Line 2  Line 3

City:

State:  Alabama (US-AL)

Zip:

User account information

Name:  First Name  Last Name SAP Business Network Privacy Statement

Email:   This is my username

Username:  Must be in email format (e.g. john@arriba.com)

Password:  Enter Password  Repeat Password Passwords must contain a minimum of eight characters including upper and lower case letters, numeric digits, and special characters.

Language:  English

Tell us more about your business

Product and Service Categories:

Where to Service Customers:

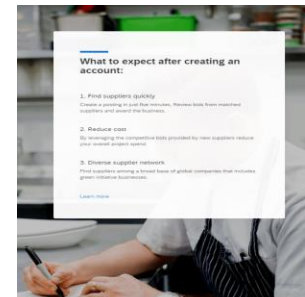
Tax ID:  Enter your new App Store for iOS number.

DUNS Number:  Enter the nine digit number issued by Dun & Bradstreet.

I have read and agree with the Terms of Use and I hereby agree that Arriba Discovery, connected to SAP Business Network will make parts of my company's information accessible to other users and the public based on my role within the SAP Business Network and the applicable profile visibility settings. Please see the SAP Business Network Privacy Statement to learn how we process personal data.

After

Buyer



**SAP Business Network**

#### New Buyer Registration

Create a free company account to connect with your customers on SAP Business Network.

Company information

Company (Legal) name:

Country/Region:  United States (USA)

Address line 1:

Address line 2:

Address line 3:

City:

State:  Choose a state

Zip:

Administrator account information

First name:  Last name:

Email:

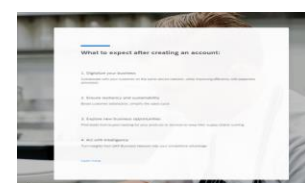
Use my email as my username

Password:  Enter password  Repeat password

I have read and agree with the Terms of Use

I hereby agree that SAP Business Network will make parts of my company's information accessible to other users and the public based on my role within the SAP Business Network and the applicable profile visibility settings. Please see the Privacy Statement to learn how we process personal data.

Supplier



**SAP Business Network**

#### New Supplier Registration

Create a free company account to connect with your customers on SAP Business Network.

Company information

Company (Legal) name:

Country/Region:  United States (USA)

Address line 1:

Address line 2:

Address line 3:

City:

State:  Choose a state

Zip:

User account information

Name:  First Name  Last Name SAP Business Network Privacy Statement

Email:   This is my username

Username:  Must be in email format (e.g. john@arriba.com)

Password:  Enter Password  Repeat Password Passwords must contain a minimum of eight characters including upper and lower case letters, numeric digits, and special characters.

Language:  English

Tell us more about your business

Product and Service Categories:

Where to Service Customers:

Tax ID:  Enter your new App Store for iOS number.

DUNS Number:  Enter the nine digit number issued by Dun & Bradstreet.

I have read and agree with the Terms of Use and I hereby agree that Arriba Discovery, connected to SAP Business Network will make parts of my company's information accessible to other users and the public based on my role within the SAP Business Network and the applicable profile visibility settings. Please see the SAP Business Network Privacy Statement to learn how we process personal data.

# Feature at a Glance

## Introducing: SAP Business Network Discovery

### Detailed feature description: Supplier searching for leads before login

Before

The screenshot shows the SAP Ariba Discovery interface. At the top, there are navigation tabs for 'I'm Buying' and 'I'm Selling'. Below this, a section titled 'Discover New Business Opportunities' encourages users to get matched to active buyers. A search bar with a 'Find' button and an 'Advanced Search' link is present. The main content area displays 'Search Results 1 - 10 of 19,454' with a 'Sort by: Relevance' dropdown. On the left, a 'Refine Match Criteria' sidebar lists categories like 'Humanitarian Relief' (737), 'Posting type' (16639), 'Date Started' (759), 'Date Closed' (795), and 'Product and Service Categories' (1455). The search results list includes details for RFI and RFQ items, such as 'RFQ - Test\_Event\_ABVSPQ2017111202' and 'RFQ - RK\_public\_Test\_Posting\_15July\_004', with their respective posted dates, closing dates, and product/service categories.

After

The screenshot shows the SAP Business Network interface. At the top, there are navigation tabs for 'Leads' and 'Type or select location'. Below this, a search bar with a search icon is present. The main content area displays '21 results' with a 'Sort By: Response Deadline Soon' dropdown. On the left, a 'Filters' sidebar lists categories like 'Lead Type' (RFI - Request for Information (19), RFQ - Request for Quotation (2)), 'Budget' (Total Amount (USD) All (19)), 'Date Range' (Date Posted, GMT+05:30 India Standard Time, Response Deadline, GMT+05:30 India Standard Time), and 'Humanitarian Aid' (Ukraine (1)). The search results list includes details for RFI items, such as 'discovery-41', 'discovery-42', and 'discovery-43', with their respective SAP Ariba IDs, budgets (50,000.00 USD, 10,000.00 USD, 10,000.00 USD), product and service categories, and ship-to and service-to locations.



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