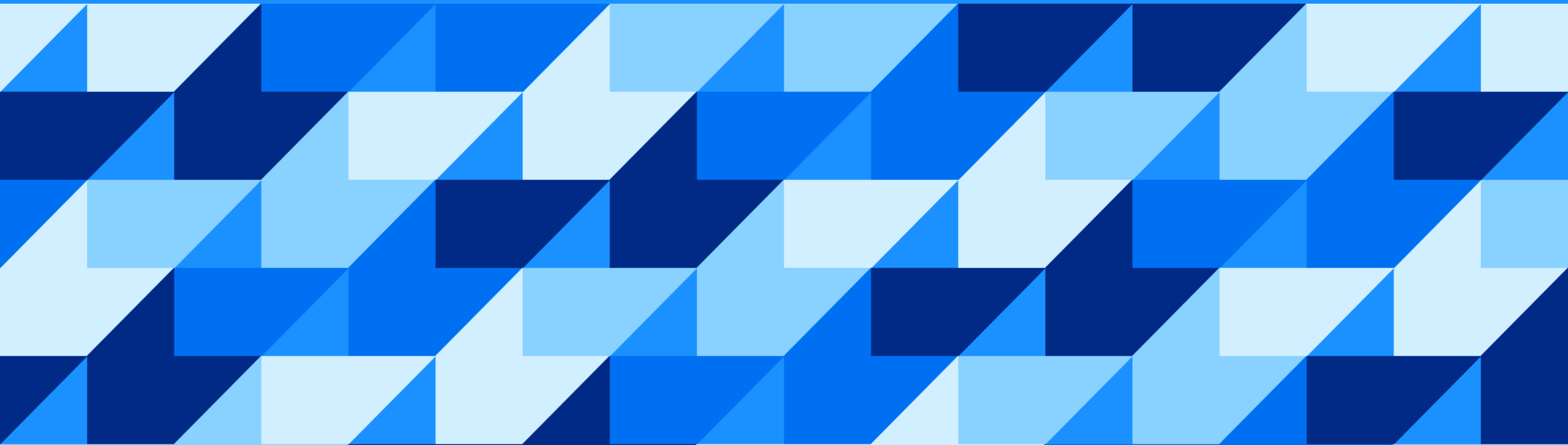


# SAP Business Network Discovery

February 2025

# Innovation/Changes for a Classic Sourcing Buyer



# SAP Business Network Discovery

## Business Challenge

Buyers want to search the network for new, alternative sources of supply. Trading Partners are looking for new business opportunities and differentiate themselves on SAP Business Network.

## Solution Highlight

SAP Business Network Discovery is a business to business e-commerce solution that matches buyers with global suppliers, supporting multiple languages and currencies. Buyers are able to discover new, trusted sources of supply and trading partners can respond to leads to grow their business. Trading Partners can also maintain robust profiles, showcasing their business details, products & services, certifications, and ratings.

## Integrations Available:

- Classic Sourcing
- Guided Sourcing
- ERP systems through quote automation (RFQs)
- Business Network Catalogue (RFIs)

## INFORMATION & RESOURCES

- [Buyer Communication Email Template](#)
- [Solution Overview video](#)
- [2308 Discovery Release](#)
- [SAP Business Network Help Portal](#)

# Benefits for SAP Business Network Discovery

- ❖ With smart search suggestions, prioritized supplier rankings, and improved search result navigation, the new search experience makes it easier for buyers to find trustworthy trading partners and initiate transactions.
- ❖ Intelligent matching with supplier profiles, keywords and catalogues on the world's largest B2B network.
- ❖ Posting creation, edits, and updates are managed through APIs, ensuring users have a seamless experience when creating posts from sourcing.
- ❖ Time and dates are always in sync between the event and discovery postings.
- ❖ New and intuitive user experience.
- ❖ Multiple currency support for all the amount ranges while creating a discovery SAP Business Network Discovery Posting.
- ❖ Response deadline, start date and decision deadline can be set in time as well as on date.

# Restrictions and prerequisites for creation for using the integration

## Prerequisites:

There are no prerequisites for existing customers that are using classic sourcing- classic discovery, the experience change will reflect automatically.

## Restrictions:

- ❖ Request for quotation can no longer be created on SAP Business Network Discovery, all the discovery postings (old and new ones) will be treated as an RFI on SAP Business Network Discovery. **This does not impact RFQs created from ERP via quote automation.**
- ❖ Emails IDs and Phone numbers can no longer be passed in the title and description of the discovery RFIs due to privacy issues.
- ❖ If the buyer wants to access Questions asked by a supplier, they need to go to the discovery RFI, using SAP Business Network Discovery under create menu.
- ❖ If the buyer wants to ask a question on supplier responses, they need to go to the specific discovery RFI, using SAP Business Network Discovery under create menu.
- ❖ “The response deadline does not get copied to the discovery RFI when the sourcing event is not scheduled. The user has to manually fill in the response deadline in the discovery RFI”
- ❖ Test RFIs cannot be created from the classic sourcing realm. It can only be created if you are enabled with Guided Sourcing.

# Creation of SAP Business Network Discovery posting for Public Sector event

Before

**Discover New Suppliers**  
Find additional suppliers for your project in as little as two days with Ariba Discovery!  
To get started, create a posting below. Posting takes 5 minutes and it's free! [Learn More](#)

**Create a Supplier Research Posting**

Adding additional suppliers to your sourcing project helps to drive down costs and reduce risks. Use this form to create a posting on SAP Business Network Discovery and suppliers will be automatically matched to your needs. [View Testimonials](#)

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

Posting Title: \*

Product and Service Categories: \*

Barley cleaning or hulling equ...

Ship-to or Service Locations: \*

United States

Prefer Sellers with a physical presence in the selected location.

Opportunity Amount: \*

Contract Length:  Months

Response Deadline: \*

Award Date:

Description:

Attachments:

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

\* indicates a required field

After

**1**

**2**

**3**

**4**


**1** Rule  
If you would like to proceed to the invite supplier step, Proceed To Invite Participants

**2** Team  
Discover New Suppliers  
Find additional suppliers for your event in as little as two days with SAP Business Network Discovery!  
To get started, create a posting by clicking SAP Business Network Discovery Posting. Creating postings takes only 5 minutes and it's free! [Learn More](#)

**3** Suppliers  
Create an SAP Business Network Discovery Posting

**4** Content  
Find new suppliers  
SAP Business Network Discovery

Posting Response (0)

Supplier Name	Supplier ID	Contact	Address	Responses	Status
 <p>Find the right suppliers for your project. Connect with millions of suppliers from more than 190 countries.</p> <input type="button" value="Create SAP Business Network Discovery posting"/>					

Let's get started  
Select all relevant commodities to maximize your reach. Then, provide a clear and concise posting title and description for relevant responses.

Commodities \*

Regions \*

Prefer suppliers physically present in the selected location

Posting title \*

Posting description \*

Attachments (0)

No files found.  
Browse only one file at a time or use the 'Upload' button. Only images and documents up to 4MB are allowed

Opportunity amount: \*  
 Custom range  Exact amount  
 to

Contract length:  
 months

Response deadline: \*

Award date:

Preference for seller:  
 Sustainability Initiatives

Humanitarian relief:

Privacy settings:  
 Hide my company name

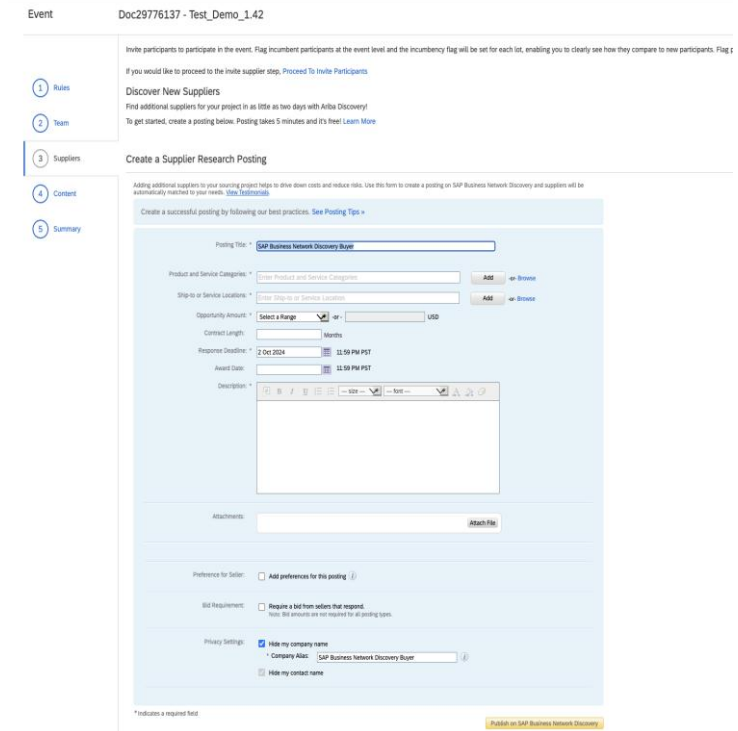
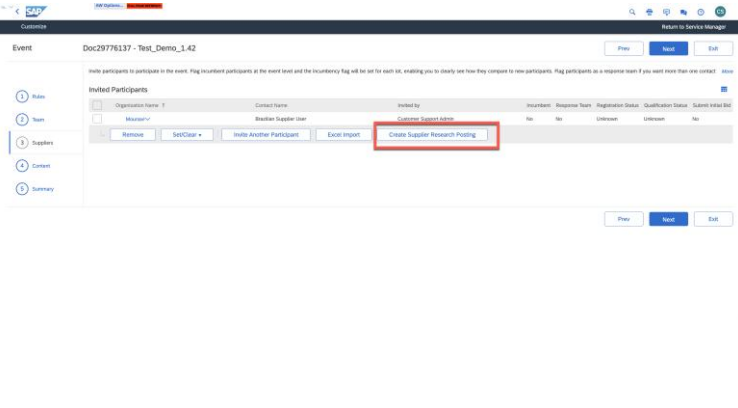
Company alias: \*

Show my contact name

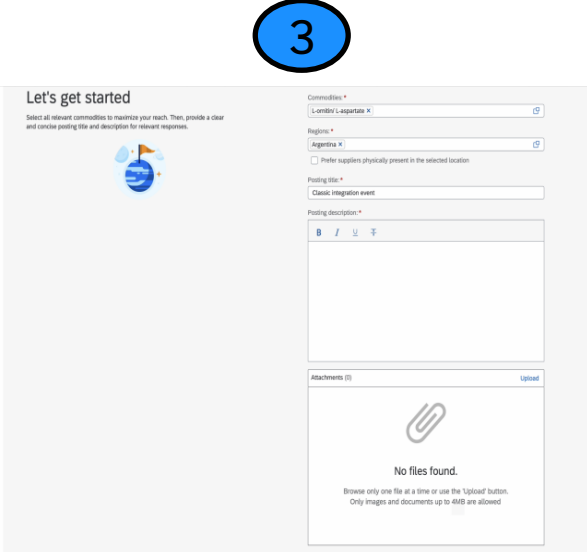
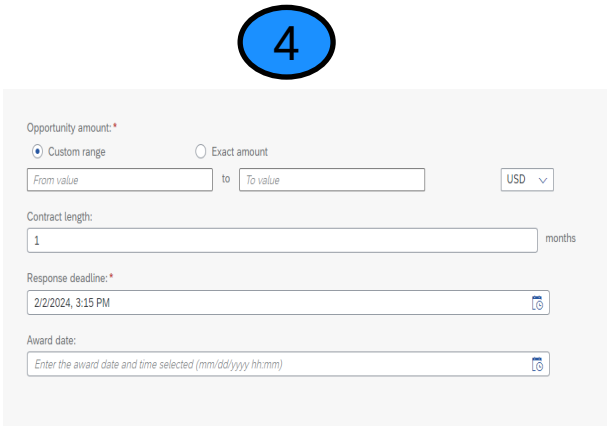
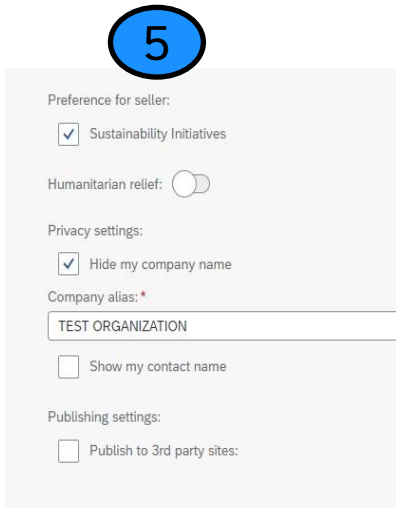
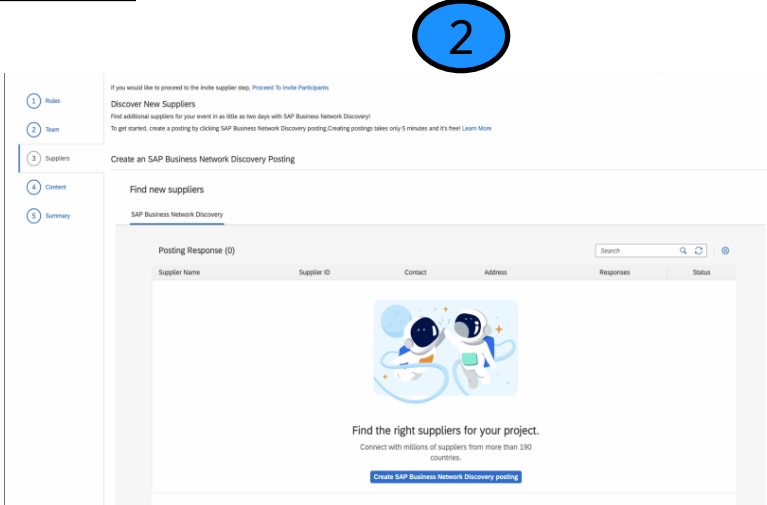
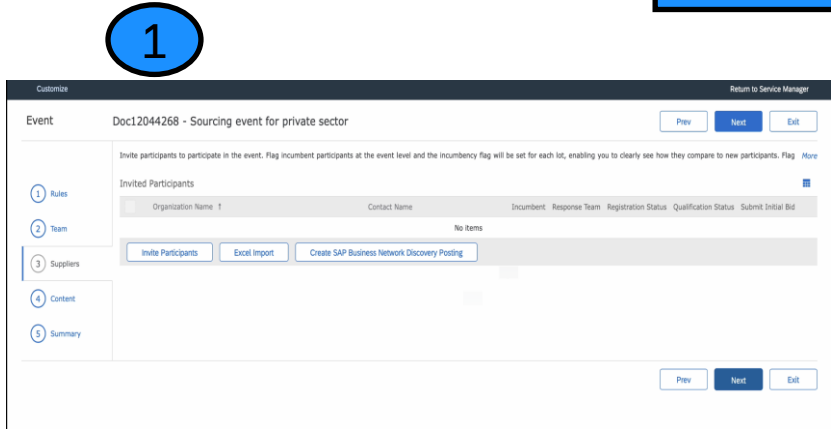
Publishing settings:  
 Publish to 3rd party sites:

# Creation of SAP Business Network Discovery posting for Private Sector event

Before



After



# Detailed feature description: Managing a posting

Before

Doc29769395 - Test\_Demo\_1.41 Time remaining in open bidding: 29 days 23:57:45

Overview Bid Console Content Suppliers Discovery Suppliers Team Report Messages Log Scenario Award Actions

**Test\_Demo\_1.41** Open - Matching in Progress

Buying Organization: gpcqual04-002  
 Posted On: 23 Sep 2024  
 Open for bidding on: 23 Sep 2024  
 Response Deadline: 23 Oct 2024 1:15 AM PDT

Hide Details | Manage Posting | Share | [Leave feedback](#)

Opportunity Amount: Less than \$1000 USD (Bid amount not required)  
 Response Deadline: 23 Oct 2024 1:15 AM PDT  
 Posting ID: 190999(Doc29769395)  
 Suppliers Invited: 0  
 Posting Type: Request for Information  
 Privacy: Participating supplier list hidden  
 Public Posting: <https://svcgpanman05.lab-us.gcprint.ariba.com/Discovery.awadViewRFI?id=190999>  
 Company Public Profile: <https://svcgpanman05.lab-us.gcprint.ariba.com/Discovery.awadProfile?key=ANQ2000021479>

Product and Service Categories  
 • Barley cleaning or hulling equipment Ship-to or Service Locations  
 • United States

Posting Summary  
 See

Seller Responses  
 Review responses to your posting from Discovery sellers below and either import them or save them for the future. [Learn More](#)  
 Currently no responses

After

Doc12044230 - Classic integration event Time remaining in preview: 00:04:01

SAP Ariba Sourcing has a new user interface. [Click here to see a video that highlights the changes to the interface.](#)

Overview Content Suppliers Discovery Suppliers Team Report Messages Log Scenario Award Actions

Find new suppliers

SAP Business Network Discovery

Views: 0 Supplier Responses: 0 Preview link: <https://svcgpanman05.lab-us.gcprint.ariba.com/Discovery.awadViewRFI?id=449870>

Posting Response (0) Search Q ↻ Edit posting ⊞

Supplier Name	Supplier ID	Contact	Address	Responses	Status

SAP Ariba Discovery SG ?

I'm Buying I'm Selling

Postings Search

Find Create a Posting

All results

RFI/RFQ  
 View: Active (141) | Draft (2) | Archived (13) | Terminated (54) Sort by: Unread Responses  
 Show my events only

RFQ - RFQ satya\_13  
 Posted On: 10 Nov 2022 Response Deadline: 31 Dec 2022 12:00 AM IST  
 You have 1 new seller response

RFI - I'm looking for Floor scrubbers (for testing only)  
 Posted On: 16 Jan 2023 Response Deadline: 25 Jan 2023 1:29 PM IST  
 You have 1 new seller response

Support  
 What's new on Ariba Discovery  
 How-to Videos  
 Contact Support  
 Leave feedback

SAP Business Network ? SB

Home Discovery Workbench Orders Fulfillment Invoices Payments Catalogs Supplier Enablement Reports Quick Links

Postings

52 All postings Last 90 days | 0 Draft postings Last 90 days | 26 Open postings Last 90 days | 11 Closed postings Last 90 days | 9 Awarded postings Last 90 days | 6 Shortlisted postings Last 90 days | 0 Terminated postings Last 90 days

Open postings (26)  
 Edit filter | Open postings | Last 90 days

Title:  Type: All ID:  Status: Open postings  
 Partial match  Exact match

Show more Apply Reset

ID	Type	Source	Max Opportunity Amount	Open Date	Response Deadline	Title	Responses	Actions
369864	RFQ	Discovery	\$99999 USD	Jul 5, 2023 3:21:52 PM	Jul 31, 2023	PRQ==Pault opportunity amount20230705	0	...
369863	RFI	Discovery	\$99999 USD	Jul 5, 2023 3:17:08 PM	Jul 24, 2023	Pault opportunity amount20230705	0	...



# Detailed feature description: Inviting a supplier to the event (Private Sector)

Before

The screenshot shows the SAP Ariba interface for a sourcing event. The top navigation bar includes 'Overview', 'Content', 'Suppliers', 'Discovery Suppliers', 'Team', 'Report', 'Messages', 'Log', 'Scenario', and 'Award'. The main content area displays details for 'Test\_Demo\_1.42', including the buying organization 'Automation Test Inc cvGsmoE' and contact information. A yellow box highlights the 'Import to Event' button in the 'Import to' dropdown menu. Other buttons like 'Save Seller', 'Not Interested', 'Import to Supplier Database', and 'Report Abuse' are also visible. A 'Time remaining' indicator shows 29 days 21:48:10.

After

The screenshot shows the SAP Ariba interface after inviting suppliers. The top navigation bar is the same. The main content area displays 'Find new suppliers' for 'SAP Business Network Discovery'. It shows 'Views: 2' and 'Supplier Responses: 2'. A table titled 'Posting responses (2)' lists the invited suppliers:

Supplier Name	Supplier ID	Contact	Address	Responses	Status
<input type="checkbox"/> Aratravel Turismo Medicate	AN01528588514	BD BD	Aradeo		shortlisted
<input type="checkbox"/> Two Towers cafe	AN1196348224	Jerry Scotti	Praha		shortlisted

Below the table, there are buttons for 'Update Published Event' and 'Revert Draft'. The interface also shows a 'Customize' section and a 'Doc11700374 - Untitled Sourcing Project1' with a 'Time remaining in preview' of 00:05:40. The 'All Content' section shows a table with columns for 'Name', 'Initial Price', 'Historic Price', and 'Reserve Price'. The table includes a 'Totals' row and a 'Public visibility Private Sector' row with a 'Quantity' of 10 each and an 'Extended Price' of \$100.00 USD.

If the site has **SAP Ariba Supplier Management enabled**, the suppliers are automatically Invited/Imported with the status Not Invited.

If the site has SIPM (old architecture):

- User who belong to **Supplier/Customer Manager group** are Inviting/Importing the supplier with the status Approved
- User who does not belong to Supplier/Customer Manager group are Inviting/Importing the supplier with the status Unapproved.

# Supplier Search and Discovery (Before)

The screenshot shows the SAP Sourcing interface. At the top, there are navigation tabs: HOME, SOURCING, SUPPLIERS, FOR YOU, and MORE... A search bar is present with the text "Search using Title, ID, or any other term". On the left, there are sections for "Common Actions" (Create, Manage) and "Recently Viewed". The main area displays "Event Status" with a donut chart showing 4 Drafts and "Supplier Approvals" with a large number 20 Approved. A dropdown menu is open, listing various report types like "Analytical Report", "Compound Report", and "Contract Request".

Supplier Discovery Postings

Title	End Date	Status
I'm looking for Floor scrubbers	8/31/2024	Closed
I'm looking for Floor scrubbers	7/13/2024	Closed
Do not respond-2	6/28/2024	Closed
I'm looking for Notebook computer	6/6/2024	Closed
I'm looking for Marine hatchery equipment	6/11/2024	Archived

The screenshot shows the SAP Business Network Discovery landing page. It features a header with the SAP logo and "Business Network Discovery". Below the header, there are navigation options: "I'm Buying", "I'm Selling", and a message about Ariba Discovery changes. The main content area is titled "How SAP Business Network Discovery Works" and includes a section "Describe your buying needs" with a sub-header "And let SAP Business Network Discovery match you with qualified sellers". This section contains three numbered steps: 1. Create a Posting, 2. Review Proposals, and 3. Make Selection. A yellow button "It's Free! Post now" is prominently displayed. Below this, there are three icons representing different benefits: "Get Matched to the Suppliers You Need", "Achieve Sourcing Efficiency", and "Tap into the Global Supplier Network".

# Supplier Search and Discovery (After)

The screenshot shows the SAP Business Network dashboard. At the top, there is a 'Customize' header and a user profile 's4 buyer'. The main navigation bar includes 'HOME', 'SOURCING', 'FOR YOU', 'SUPPLIER MANAGEMENT', and 'MORE...'. A search bar is present with the text 'Search using Title, ID, or any other term'. On the left, there are 'Common Actions' and 'Recently Viewed' sections. The central area displays 'Detailed Reports' with links like 'Accepted Suppliers Summary' and 'Event Overview Report'. On the right, there is a 'Recent' dropdown menu with 'Manage' and 'Create' options, and a list of actions including 'Analytical Report', 'Contract Request (Procurement)', and 'SAP Business Network Discovery' (highlighted with a mouse cursor).

The screenshot shows search results for 'Recycled Pallet Wood' in the SAP Business Network. The search bar contains 'Recycled Pallet Wood' and shows '8 Trading Partners Found'. The results are filtered by 'Categories and Locations' and 'Trading Partner Status'. Two suppliers are listed: 'Promote Supplier' (PS) located in Arkansas City, Arkansas, and 'Poľnohospodárske družstvo Žiar nad Hronom' (PD) located in Žiar nad Hronom, Banskobystrický kraj. Each supplier profile includes details on categories, service locations, certifications, and relationships.

The screenshot shows the 'Company Profile' for 'Promote Supplier' (PS). The profile includes details such as 'Employees: 100', 'Founded: 2012', 'Business Type: Manufacturer', and 'Address: Arkansas, United States'. A dialog box titled 'Import Seller into Ariba Sourcing' is open, with 'Import as approved Seller' selected. The dialog also has a 'Cancel' button. The background is dimmed to show the supplier profile details.

The screenshot shows the 'Company Profile' for 'Promote Supplier' (PS) with a 'Contact' dropdown menu open. The dropdown options are 'Invite', 'Request Certifications', and 'Import' (highlighted with a red box). The profile details are visible in the background, including 'Employees: 100', 'Founded: 2012', 'Business Type: Manufacturer', and 'Address: Arkansas, United States'.

# Keyword Based matching (Only available for RFIs that are not linked to an event)

The screenshot shows the 'Create Posting' interface. At the top, there is a 'Preview' and 'Cancel' button. Below that, a warning message states: 'Do not provide sensitive or personal data of any sort.' The main content area includes a 'Description' field with placeholder text and a '500 characters remaining' indicator. A 'Generate AI Keywords' button is located below the description. To the right, there is a 'Supplier Preference' section with several checkboxes: Sustainability Initiatives, Women-owned Business, LGBT-owned Business, Small Disadvantaged Business, Minority-owned Business, Veteran-owned Business, and ISO certificate. An arrow points from this interface to the next one.

This screenshot shows the 'Generate AI Keywords' modal dialog. It features a 'Keywords' section with an input field and a '+' button. Below that, there is a list of 'Added keywords' displayed as tags: Keyword 1, Keyword 2, Keyword 3, Keyword 4, Keyword 5, Keyword 6, Keyword 7, Keyword 8, Keyword 9, and Keyword 10. A 'Cancel' button is visible in the bottom right corner. An arrow points from this modal to the final screenshot.

## Benefits:

- Automatic keyword generation from the description and title of the posting.
- Keywords will be used further to search for specific suppliers based on their profile and catalog

This screenshot shows the '2. Additional Information\*' section. It includes a 'Title' field with the text 'Outdoor Equipments' and a 'Description' field with placeholder text and a '500 characters remaining' indicator. Below the description field, there is a 'Generate AI Keywords' button. At the bottom, there is a 'Keywords' section with a list of tags: Keyword 1, Keyword 2, Keyword 3, Keyword 4, Keyword 5, Keyword 6, Keyword 7, Keyword 8, and a '2 More' link with an external link icon.

# Migration Process



Buyers using classic sourcing and Classic discovery will be enabled with SAP Business Network Discovery without any feature or parameter enablement.

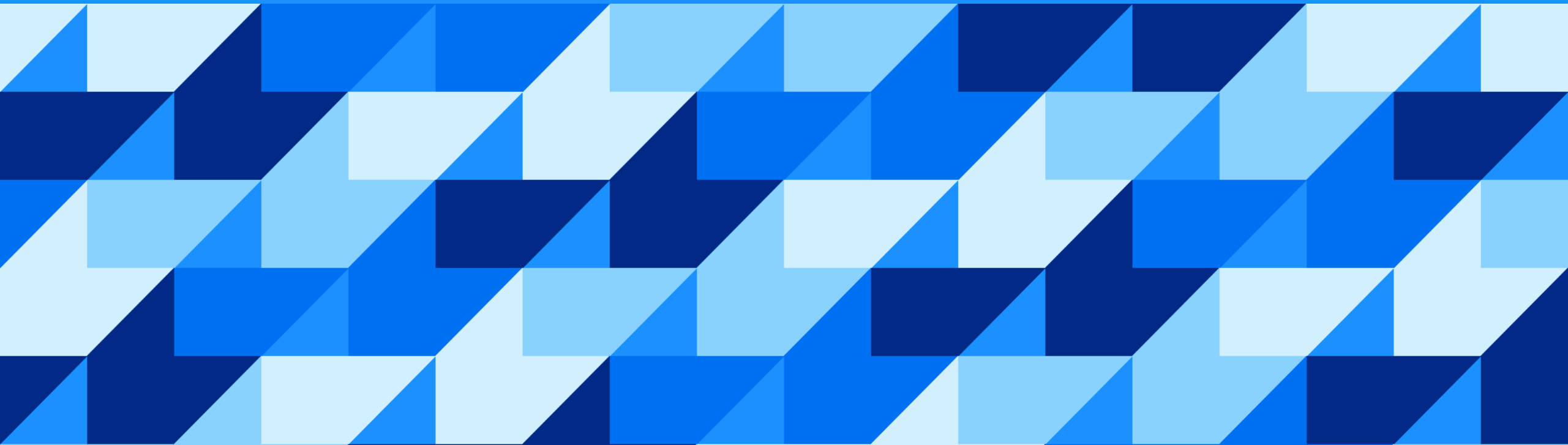


The existing open and closed RFIs will be automatically migrated to SAP Business Network Discovery.



The new postings will be created on SAP Business Network Discovery.

# Innovation / Changes for SAP Business Network Suppliers



# Benefits of using SAP Business Network Discovery

- ❖ Improved notifications for matching and further processes.
- ❖ Abilities to choose the notification preferences.
- ❖ Respond and manage leads from the Trading Partner Portal's "Discovery" dashboard.
- ❖ Intelligent Matching based on catalogue uploads along with company profile.
- ❖ Enriched company profile with the latest certification support.
- ❖ Leads search box on the homepage to search for new leads.
- ❖ Automatic response generation via generative AI.

# Leads Homepage before vs after

Before

Invitations 95 | Matches 1000 | Watchlist 2 | Responses 3 | Wins 2

Match confidence indicates in percentage how closely your company profile matches the buyer's requirements.

My Leads Sort by: Date - Most Recent

Posting	Ending	Opportunity Amount
RFI RFI Posting - [2023-03-31 16:32:07 by auto_buyer1] auto_buyer1 Match Confidence: 0%	0 days left (New) 15 Apr 2023 1:32 AM PDT	\$1,000.00 to \$10,000.00 USD
RFI Catalog posting - [2023-03-31 09:02:17] by auto_buyer1 auto_buyer1 Match Confidence: 0%	0 days left (New) 15 Apr 2023 2:02 AM PDT	\$1,000.00 to \$10,000.00 USD
RFI Catalog posting - [2023-03-31 09:02:59] by auto_buyer1 auto_buyer1 Match Confidence: 0%	0 days left (New) 15 Apr 2023 2:02 AM PDT	\$1,000.00 to \$10,000.00 USD
RFI Posting Title - 20230331_090339 by auto_buyer1 auto_buyer1 Match Confidence: 0%	0 days left (New) 30 Apr 2023 2:05 AM PDT	\$1.00 to \$1,000.00 USD

Total Business Won  
\$200,000 USD Till Today

All Leads  
Looking for more business opportunities?  
[View All Leads](#)

Notifications  
Paul-20230428--001two\_s\_new01 has closed. [View Posting](#)  
31 days ago  
[View Response](#)  
42 days ago  
dis1\_buyer rated their interaction with you. [View Ratings](#)  
42 days ago  
dis1\_buyer read your response to won open test - 001. [View Posting](#)  
42 days ago  
2023427\_yn\_003 has closed. [View Posting](#)  
2 months ago  
[View all](#)

Before

SAP Business Network Enterprise Account

Home | Enablement | Discovery | Workbench | Orders | Fulfillment | Invoices | Payments | Catalogs | Reports | Assessments | Create

Leads

25 Invited Leads (Last 90 days) | 31 Matched Leads (Last 90 days) | 5 Saved Leads (Last 90 days) | 20 Responded Leads (Last 90 days) | 10 Won Leads (Last 90 days)

Invited Leads (25)  
[Edit filter](#) | [Last 90 days](#) | [Open](#)

Title:  ID:  Type:  Customers:   
 Partial match  Exact match

Open Date:

[Show more](#) [Apply](#) [Reset](#)

Save	Source	Type	ID	Title	Max Opportunity Amount	Response Deadline	Customer Name	Actions
<input type="checkbox"/>	Discovery	RFI	338525	I'm looking for Wood pallet in California - United States	\$10000 USD	Jul 19, 2023	dis1_buyer	...
<input type="checkbox"/>	Discovery	RFI	338577	I'm looking for Wood pallet	\$10000 USD	Jul 25, 2023	dis1_buyer	...

## Benefits:

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



# Supplier searching for leads

Before

RFI/RFQ Matches (2)

wood pallets Find Advanced Search »

All results » wood pallets »

**Refine Match Criteria**

- Posting type: No items
- Date Started: No items
- Date Closed: After 7 days (1), Next 7 days (1)
- Product and Service Categories: No items
- Ship-to or Service Locations: No items
- Project Amount: \$10K to \$50K USD (1), Unspecified (1)
- Posting status: No items

**Search Results for wood pallets 1 - 2 of 2** Sort by: Relevance

- RFI - I'm looking for **Wood pallet** \$10K to \$50K USD (Est.)  
dis1\_buyer Posted: 14 Jul 2023 Closes: 24 Jul 2023 11:59 PM PDT  
Product and Service Categories: **Wood pallet**  
Ship-to or Service Locations: California
- RFI - I'm looking for **Wood pallet** in California - United States \$10K to \$50K USD (Est.)  
dis1\_buyer Posted: 14 Jul 2023 Closes: 19 Jul 2023 1:21 AM PDT  
Product and Service Categories: **Wood pallet**  
Ship-to or Service Locations: California

After

Filters

12661 results for "Tent" Sort by: Respond deadlin...

**Lead type**: All (47000)

**Budget**: Total amount (USD) All (12661)

**Date range**: Date posted Pick a date UTC-08:00 Pacific Time (US&Canada) Respond deadline Pick a date UTC-08:00 Pacific Time (US&Canada)

**Humanitarian aid**:  Ukraine (46)  Turkey Earthquake (28)

**Save Search**: Save this search Saved search

**Save this search** dialog box:  
\*Name of Saved Search/Alert: Tent in California - USA  
Email me: Select  
Frequency: Weekly (selected), Every Two Weeks, Monthly

**Search Results:**

- Sleep Tent in the California** 40,000.00 USD  
RFI Avante Logistics · ID: xxxxxxxx  
Product and service categories: distributors, Egg inspection Agricultural bracketing or pelting machines, Pollination equipment or supplies, Fertilizer spreaders or distributors, Searched product or collecting equipment, Livestock identification equipment Fertilizer spreaders or distributors, Egg inspection or collecting equip... +2  
Ship-to and Service to Location: North Carolina, Indiana, Wyoming, Northern Mariana Islands, Utah, Guam +2  
Dec 1, 2023 5:00 PM PST  
Feb 1, 2023 3:40 PM PST
- 49,000.00 USD**  
Nov 12, 2023 5:00 PM PST  
Feb 1, 2023 3:41 PM PST
- 48,800.00 USD**  
Nov 1, 2023 5:00 PM PST  
Feb 1, 2023 3:42 PM PST

**Benefits:**


- New and improved way of searching for new leads apart from the matching leads and invited leads
- Searching and finding new leads can be done on trading partner portal.

# Supplier View of RFIs before and After

Before

Back

### I'm looking for Wood pallet

dis1\_buyer 

Posted On: 14 Jul 2023  
Open for bidding on: 14 Jul 2023  
Response Deadline: 24 Jul 2023 11:59 PM PDT

[Respond to Posting](#) [Add to Watchlist](#) [Not Interested](#) | Share: [f](#) [e](#) [in](#) [✉](#) [Leave feedback](#)

**Opportunity Amount:** \$10,000.00 USD  
**Response Deadline:** 24 Jul 2023 11:59 PM PDT  
(Buyers can close postings early)  
**Posting ID:** 338577  
**Business Contact:** fnSmith InJohn  
**Posting Type:** Request for Information  
**Public Posting:** <https://svcgcpnqa02.lab-us.gcpint.ariba.com/Discovery.aw/ad/viewRFX?id=338577>  
**Company Public Profile:** <https://svcgcpnqa02.lab-us.gcpint.ariba.com/Discovery.aw/ad/profile?key=AN2000112409>  
**Match Confidence:** 0%

**Product and Service Categories**

- Wood pallet

**Ship-to or Service Locations**

- California - United States

**Posting Summary**


We are a building products manufacturer, located in Sacramento. We are exploring wood pallet supply opportunities for our North Western U.S. manufacturing facilities.

**Dimensions**

1110x1140x75 MM

Please share your price list when responding.


After

< **Lead Details** [Respond](#) [Save Lead](#) [Not Interested](#) 

Lead Detail Q&A

**Open**

### Wood pallet in United States

SAP-Test  Procurement Customer · Feb 14, 2025 · ID: 22426215 · Discovery

**Lead Type:** Request for Information (RFI) **Opportunity Amount:** 100,000.00 INR **Contract Length:** - **Respond By:** Feb 19, 2025, 01:23 AM GMT+05:30

**Decision Deadline:** Mar 26, 2025, 01:23 AM GMT+05:30 **Humanitarian Aid:** - **Sector:** Private **Visibility:** Private

**Description**


We are reaching out to gather information for a potential need for wood pallets within our organization. As a leading company in our industry, we are seeking high-quality wood pallets for our operations throughout the United States.

**RFI Purpose:**

This Request for Information (RFI) is issued solely for information and planning purposes and does not constitute a formal Request for Proposal (RFP) or a promise to issue an RFP in the future. The purpose of this RFI is to gather information about the product, services, and capabilities of suppliers in the market.

**Requirement:**

- Standard-sized wood pallets, 48 x 40 inches, suitable for the transportation and storage of various goods.
- The wood used in the pallets must be high-quality, durable, and able to bear heavy loads.
- Pallets must be heat-treated and comply with ISPM 15 regulations.
- The ability to supply large quantities on a regular basis.



## Benefits

- Expanded view of each elements.
- Image thumbnail support

# Response to private sector RFIs

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: [redacted]  
Phone: USA 1 [redacted] 1234 [redacted]  
 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: [Text Area]  
Attachments: [Attach File]

Cancel Review and Submit

**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.  
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After

SAP Business Network

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Respond to Lead Submit Cancel

Product and Service Categories(2):  
Notebook computers Mobile phones

Ship-to or Service Locations(2):  
India United States

Dear [Buyer],  
[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 ]  
Best regards,  
[Richard Wing]  
[Sierra Design]  
[richard.w@sierradesign.com]

**Contact Information**  
Frank Seller  
Ariba technologies Pvt. Ltd.  
ABW +297  
Area  
Number  
Extension  
jinlong.ding@sap.com

**Lead Information**  
Laptopand Mobile phones  
1,500,000.00 USD  
May 20, 2024 7:06 PM GMT +05:30  
6 months

## Benefits

- Suppliers can use generative AI for response submission.
- Intuitive UI and better performance.

# Feature Details: Discovery Posting Response Generation using Gen AI

Supplier chooses to respond to a Discovery Lead

Supplier provides a few prompts / bullet points for their response

AI capability generates response text

Supplier reviews and accepts or adjusts and then submits to buyer

## Challenge

- Creating quality responses to buyer leads is time consuming and error prone for the supplier
- Inadequate supplier responses results in poor matching and selection

## Solution

- SAP LLM library OpenAI and Advanced GPT-4 large language model to generate responses for postings

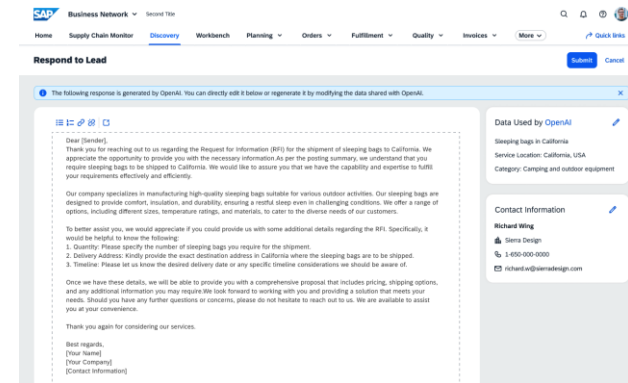
## Benefits

- Enables suppliers to respond to RFIs in a timely manner, even when dealing with complex and detailed requests.
- Using Gen AI for RFI response can help suppliers reduce costs associated with manual labor and resource allocation.
- Gen AI generated RFI response reduces the likelihood of errors or omissions.
- Gen AI generated RFI responses are grammatically correct and consistently written

## Target Customers (of the solution the AI capability is embedded within)

- Supplier Administrator
- Supplier Sales

## Average Business Value for Customers



- Value add for Suppliers with Promote package
- Better RFI responses lead to better conversion rate, increasing the adoption of Discovery with Buyers and Suppliers

Thank you.

