

Next Generation Discovery

Planned Release – Nov 2025



Introducing: Next Generation Discovery [PAY-25168]

Innovation For: Buyers & Suppliers

Enablement Model: Automatically On

Feature Description:

Next generation SAP Business Network Discovery is an independent application created using the SAP BTP platform and SAP Fiori user experience, enabling customers to enjoy a seamless onboarding experience, eliminate delays, and achieve exceptional performance.



Next Generation Discovery Overview

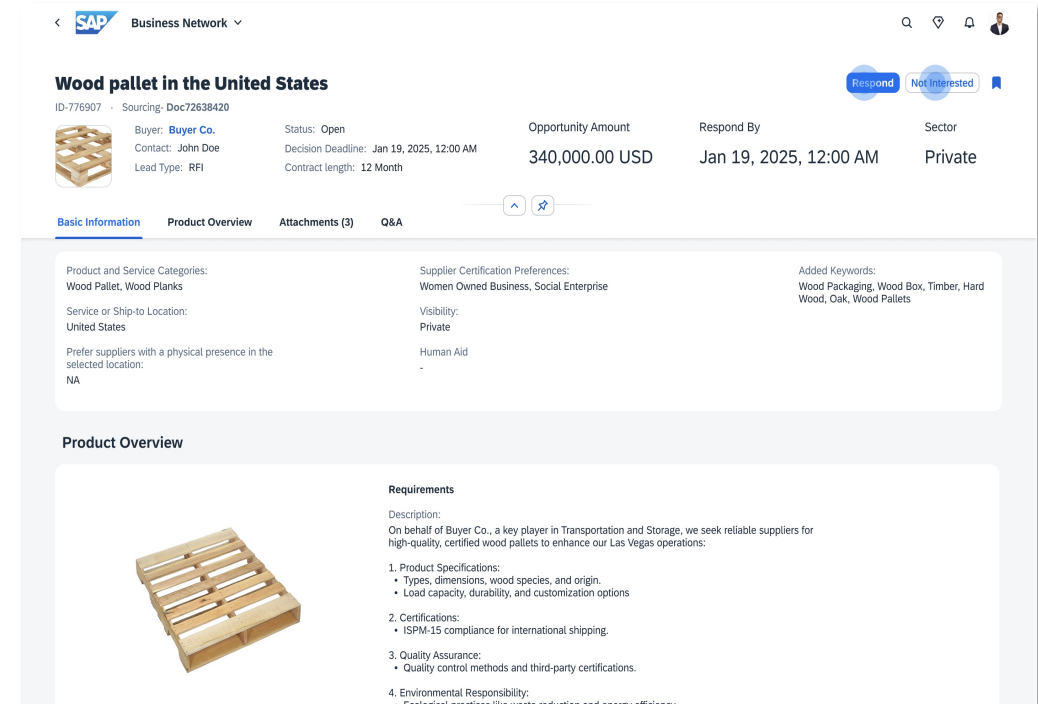
Next Generation SAP Business Network Discovery is an independent application created using the SAP BTP platform and SAP Fiori user experience enabling customers to enjoy a seamless onboarding experience, eliminate delays, and achieve exceptional performance.

SAP Ariba Sourcing (Guided sourcing and Classic sourcing) buyers

- No user experience changes while connecting to Next Generation SAP Business Network Discovery from SAP Ariba Sourcing platforms
- The functional benefits include a wide range of certification options for potential suppliers for buyers.

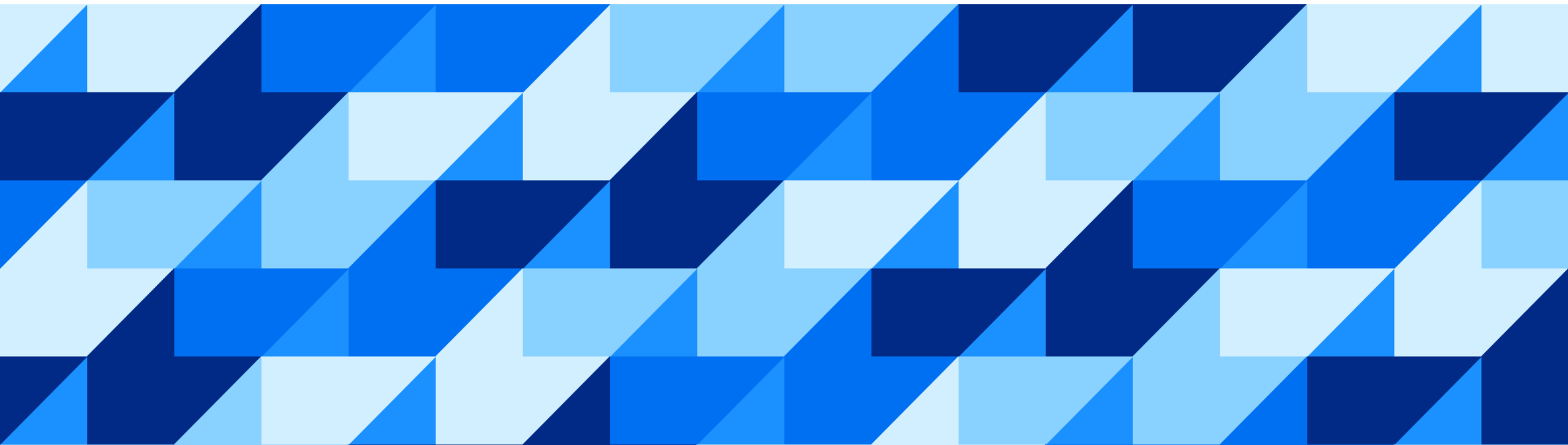
SAP Business Network Suppliers

The suppliers get to experience the faster and non-restrictive lead search option among various other improvements



Supplier view for discovery posting

Innovation/Changes for a Classic Sourcing Buyer



Restrictions, Benefits and prerequisites for creation for using the integration

Prerequisites:

All customers should be on Discovery 2.0; if you are still using classic discovery, we will contact you for migration individually.

Restrictions:

Test RFIs cannot be created from the classic sourcing realm. It can only be created if you are enabled with Guided Sourcing.

Benefits:

In App Q&A and messaging experience to interact with discovery suppliers.

Supplier certification preference

Before

Create an SAP Business Network Discovery Posting

Create posting

1 General Info 2 Financial and logistical details 3 Optional preferences 4 Review

Choose your supplier preferences

You can target suppliers that have specific diversity certifications or green initiatives.

If you choose to hide your company name, *SAP Business Network Discovery Buyer* is displayed as your company name. You can change this to an alias that better describes your company.



Preference for seller:

☐ Sustainability Initiatives

Humanitarian relief: ☐

Privacy settings:

☐ Hide my company name

☐ Show my contact name

Publishing settings:

☐ Publish to third-party sites:

After

Create an SAP Business Network Discovery Posting

Create posting

1 General Info 2 Financial and logistical details 3 Optional preferences 4 Review

Choose your supplier preferences

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If you choose to hide your company name, *SAP Business Network Discovery Buyer* is displayed as your company name. You can change this to an alias that better describes your company.



Supplier certification preference:

Select supplier certifications

Open supplier Certification preference dialog

Humanitarian relief: ☐

Privacy settings:

☐ Hide my company name

☐ Show my contact name

Publishing settings:

☐ Publish to third-party sites:

Supplier Certification Preference

Select Certifications

Search

Name
Supplier Diversity
Small Business
☒ Small Disadvantaged Business (SDB) - SBA Certified
☐ 8(a) Business Development Program - SBA Certified
☐ HUBZone (Historically Underutilized Business Zone Program) - SBA Certified
☒ Small Business Enterprise (SBE)
☐ Disadvantaged Business Enterprise (DBE)
☐ Emerging Small Business (ESB)
☐ Emerging Business Enterprise (ESBE)
☐ Udyam Registration for MSME (Micro, Small, Medium)
☐ SME Small Medium Enterprise
☐ Other
> Women-Owned Business

Create an SAP Business Network Discovery Posting

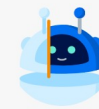
Create posting

1 General Info 2 Financial and logistical details 3 Optional preferences 4 Review

Choose your supplier preferences

You can target suppliers that have specific diversity certifications or green initiatives.

If you choose to hide your company name, *SAP Business Network Discovery Buyer* is displayed as your company name. You can change this to an alias that better describes your company.



Supplier certification preference:

Small Business Enterprise (SBE) × 1 more Select supplier certifications

Humanitarian relief: ☐

Privacy settings:

☐ Hide my company name

☐ Show my contact name

Publishing settings:

☐ Publish to third-party sites:

Benefits:

- Supplier certificates on the Create posting page are organized into distinct groups, enhancing usability and searchability.
- Ensures a more streamlined and organized user interface.

Migration Process: No action required from your side, and no experience change



Buyers using classic sourcing and Guided Sourcing will be enabled with Next Generation SAP Business Network Discovery without manual steps.

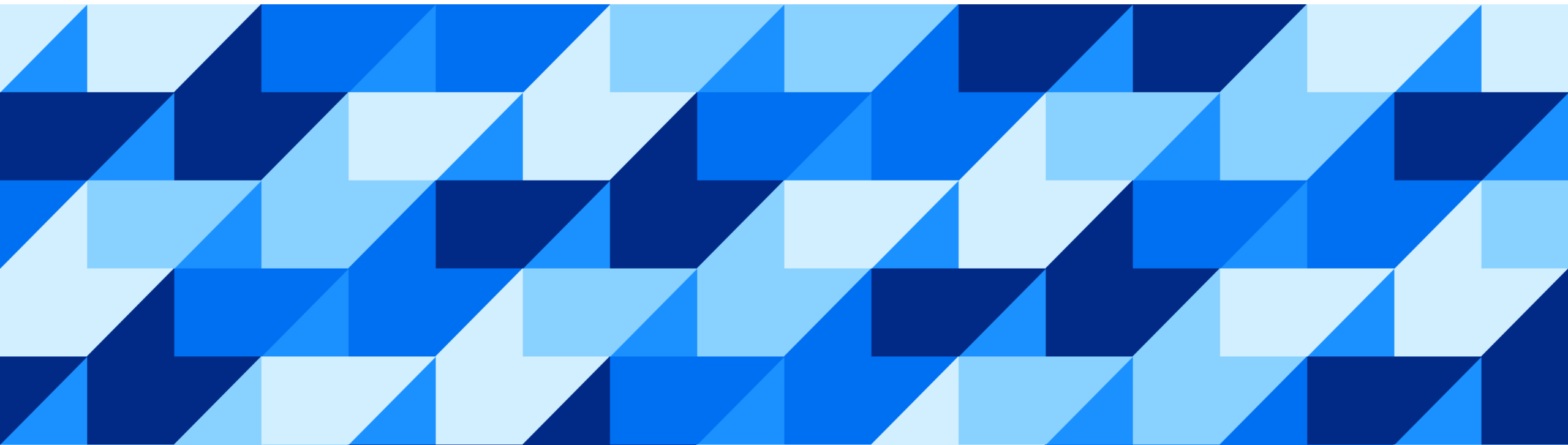


The existing open and closed RFIs will be automatically migrated to Next Generation SAP Business Network Discovery.



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

Innovation / Changes for SAP Business Network Suppliers



Benefits of using Next Generation SAP Business Network Discovery

- ❖ Leads are listed more quickly in the all leads search, and notifications are sent promptly.
- ❖ Suppliers can now set up intelligent alerts that automatically notify them when new leads match their specific criteria—whether by customer name, geographic region, or opportunity value—ensuring they never miss high-value prospects.
- ❖ Suppliers can leverage generative AI to craft polished, personalized responses and effortlessly tailor their communication style to match any desired tone—making every interaction more effective and impactful..
- ❖ Enriched company profile with the latest certification support.
- ❖ Suppliers can act as buyers on SAP Business Network Discovery and create RFIs and search for other suppliers on their own to fulfil their buying needs.

Supplier searching for leads

Before

Filters

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

12661 results for "Tent"

Sort by: Respond deadline...

Sleep Tent in the California

RFI

Avante Logistics · ID: xxxxxxx

40,000.00 USD

Dec 1, 2023 5:00 PM PST

Feb 1, 2023 3:40 PM PST

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

Save this search

*Name of Saved Search/Alert:

Tent in California - USA

Email me:

Select

Select

Weekly

Every Two Weeks

Monthly

Save

Cancel

49,000.00 USD

Nov 12, 2023 5:00 PM PST

Feb 1, 2023 3:41 PM PST

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 +2

Ship-to and Service to Location:

48,800.00 USD

Nov 1, 2023 5:00 PM PST

Feb 1, 2023 3:42 PM PST

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 +2

Ship-to and Service to Location:

Benefits:

- In a free-text non-restrictive search, the search accuracy has been improved.
- Customers can save the search and create an alert to notify them and others to new leads that match their saved search criteria.

After

Business Network

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Create

Search Leads

1229 Leads

Filters

Clear all

Sort by: Respond deadline...

Lead Type

☐ RFI - Request for Information (86)

☐ RFQ - Request for Quotation (33)

Budget Amount

Minimum Amount (USD):

All (31)

Sector

Sector:

Public

Date Range

Data Posted:

Pick a date

Response Deadline:

Pick a date

Humanitarian Aid

☐ Ukraine (2)

Wood Pallet In the United States

RFI · ID-776907

Wooden containers which are packed in cartons need to be stacked on wooden pallets for onward movement and storage of the same and filled barrels, additives barrels needs to be stacked on wooden pallets / runners. All wooden pallets must be heat-treated prior to use and have an ISP... +2

Service locations: California, USA

Category: Wood Pallet

Max Budget: 29K USD

Decision Deadline: 19 Jan 2025

Contract Length: 12 Months

Wooden pallets (x12) - Suministros 5.0

Wood Planks in California

RFI · ID-776903

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Create

Wood Pallet and Skids in California - USA

119 results for "Wood Pallet"

Sort by: Respond deadline...

Filters

Clear all

Sort by: Respond deadline...

Lead Type

☐ RFI - Request for Information (86)

☐ RFQ - Request for Quotation (33)

Budget Amount

Minimum Amount (USD):

All (31)

Sector

Sector:

Public

Date Range

Data Posted:

Pick a date

Response Deadline:

Pick a date

Humanitarian Aid

☐ Ukraine (2)

Wood Pallet In the United States

RFI · ID-776903

Wooden containers which are packed in cartons need to be stacked on wooden pallets for onward movement and storage of the same and filled barrels, additives barrels needs to be stacked on wooden pallets / runners. All wooden pallets must be heat-treated prior to use and have an ISP... +2

Service locations: California

Category: Wood Pallet

Max Budget: 50K USD

Decision Deadline: 19 Jan 2025

Contract Length: 12 Months

Wooden pallets (x12) - Suministros 5.0

Wood Planks in California

RFI · ID-776903

Save this search

*Name of Saved Search/Alert:

Wood Pallet in the United States

Email me:

Daily

Select

Email:

john.d@etipalletsupply.com

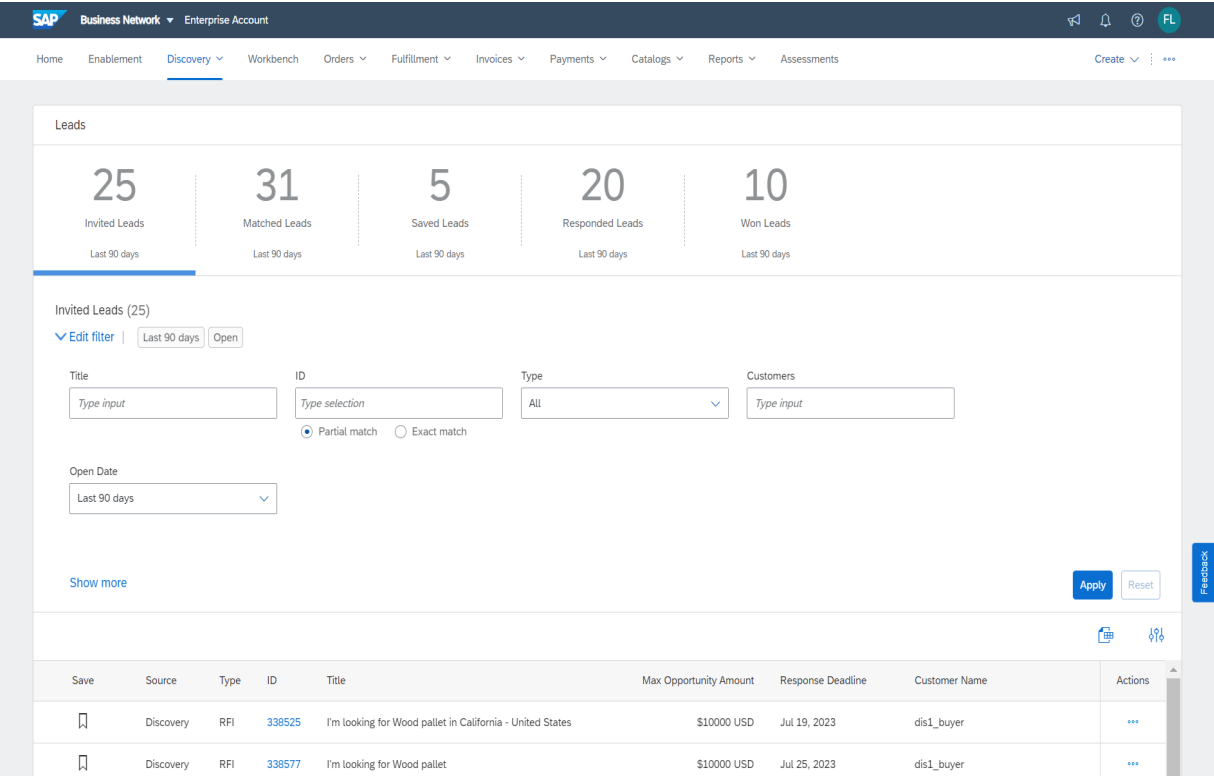
Save

Cancel

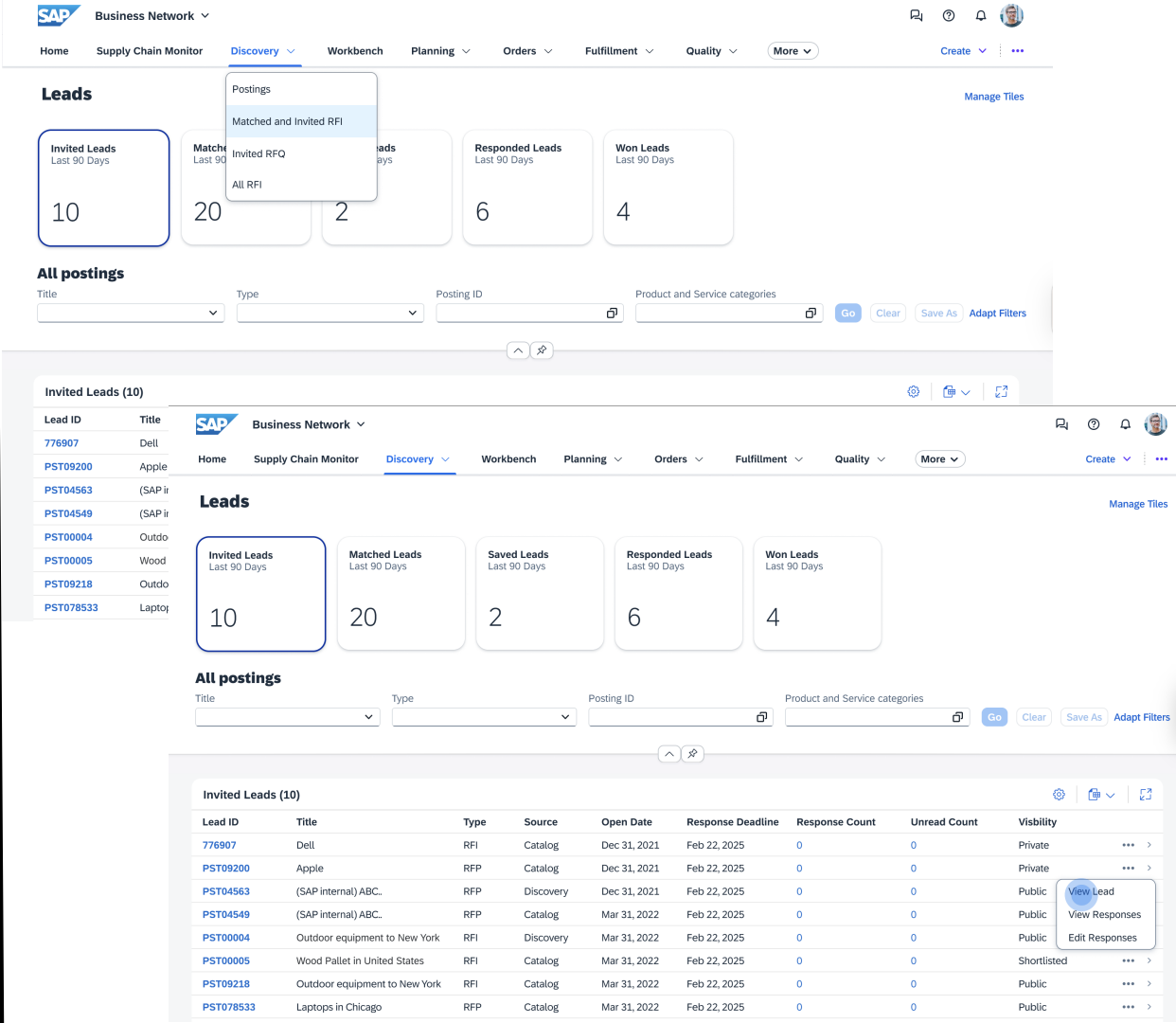
10

Leads Homepage before vs after

Before



After



Before

Benefits:

- Clear call-outs for different sections for easier navigation at each stage of the posting.

Business Network

Wood pallet in the United States

ID-776907
Sourcing: Doc72638420

Buyer: **Buyer Co.**
Contact: John Doe
Lead Type: RFI

Status: Open
Decision Deadline: Jan 19, 2025, 12:00 AM
Contract length: 12 Month

Opportunity Amount
340,000.00 USD

Respond By
Jan 19, 2025, 12:00 AM

Sector
Private

Basic Information
Product Overview
Attachments (3)
Q&A

Product and Service Categories:
Wood Pallet, Wood Planks

Service or Ship-to Location:
United States

Prefer suppliers with a physical presence in the selected location:
NA

Supplier Certification Preferences:
Women Owned Business, Social Enterprise

Visibility:
Private

Human Aid
-

Added Keywords:
Wood Packaging, Wood Box, Timber, Hard Wood, Oak, Wood Pallets

Product Overview

Requirements

Description:

On behalf of Buyer Co., a key player in Transportation and Storage, we seek reliable suppliers for high-quality, certified wood pallets to enhance our Las Vegas operations:

- Product Specifications:
 - Types, dimensions, wood species, and origin.
 - Load capacity, durability, and customization options
- Certifications:
 - ISPM-15 compliance for international shipping.
- Quality Assurance:
 - Quality control methods and third-party certifications.
- Environmental Responsibility:

Response to private sector RFIs

Before

After

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Product and Service Categories(2):

Notebook computers

Mobile phones

Ship-to or Service Locations(2):

India

United States

Arial

14pt

Generate

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

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Response to Lead

ID-776907

Lead: Wood pallet in the United States

Service or Ship-to Location: United States

Decision Due: Aug, 2025, 12:01 AM

Sector: Private

Opportunity Amount: 340,000.00 USD

Product and Service Categories: Wood Pallet, Wood Planks

Respond By: Oct 8, 2025, 12:01 AM

Humanitarian Aid:

Posting Title:

Quantity:

Dear Buyer Co.

Thank you for considering E.L. Pallet Supply Co. for your wood pallet needs in Las Vegas. Our pallets comes in various types and sizes made from responsibly sourced high-quality wood. They are durable, customizable and meet ISPM-15 standards for international shipping.

We can supply 20,000 pallets and offer competitive pricing, bulk discounts and flexible contracts. Our efficient shipping ensures delivery within 2-3 weeks. We prioritize sustainability with eco-friendly practices and third-party quality certifications. We have a strong track record in Las Vegas and can provide client references upon request.

Structure:

Paragraph

Adjust Length:

250 Words

800 Words

Language

English

Tone of voice:

Casual

Neutral

Formal

Apply

Cancel

Attachments

Upload

File Name

Submit

Cancel

Notification Settings and Notifications

Before

SAP

Business Network

Enterprise Account

?

FL

Account Settings

SaveClose

Customer RelationshipsUsersNotificationsAccount HierarchyApplication SubscriptionsAPI managementAccount Type Change LogGenerative AI

Discovery

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

☒A buyer sends a message

☒A buyer reads my response to a lead

☒Response is Shortlisted/Imported

☒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

Notify other users, when

☒Invited to a new lead

☒Matched to a new lead

After

SAP

Business Network

©

SD

Notifications

Edit

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 notific

Learn More

Discovery

Information: By entering this personal data, you acknowledge that you have authority to allow transfer of this personal data to 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 citizen has been stored by your organization in a separate data repository residing within the Russian federation.

Leads

Invited to a New Lead

Send a notification when invited to a new lead

☒

A Buyer Sends a Message

Send a notification when invited to a new lead

☒

Response is Shortlisted / Imported

Send a notification when a response is shortlisted or imported

☒

Response is Not Shortlisted / Awarded

Send a notification when a response is not shortlisted or awarded

☒

A Lead is Terminated

Send a notification when a lead I have been invited to or responded to is terminated

☒

A Lead is Closed

Send a notification when a lead I have been invited to or responded to is closed

☒

Matched to a New Lead

Send a notification when matched to a new lead

☒

Notification Preferences

☒Receive an individual notification about each lead

☐Receive a digest of all matched leads in one day

A Buyer Reads My Response to a Lead

Send a notification when a buyer reads my response to a lead

☒

Response is Awarded

Send a notification when a response is awarded

☒

A Lead is Updated with New Information

Send a notification when a lead that I was invited to or responded to is updated with new information

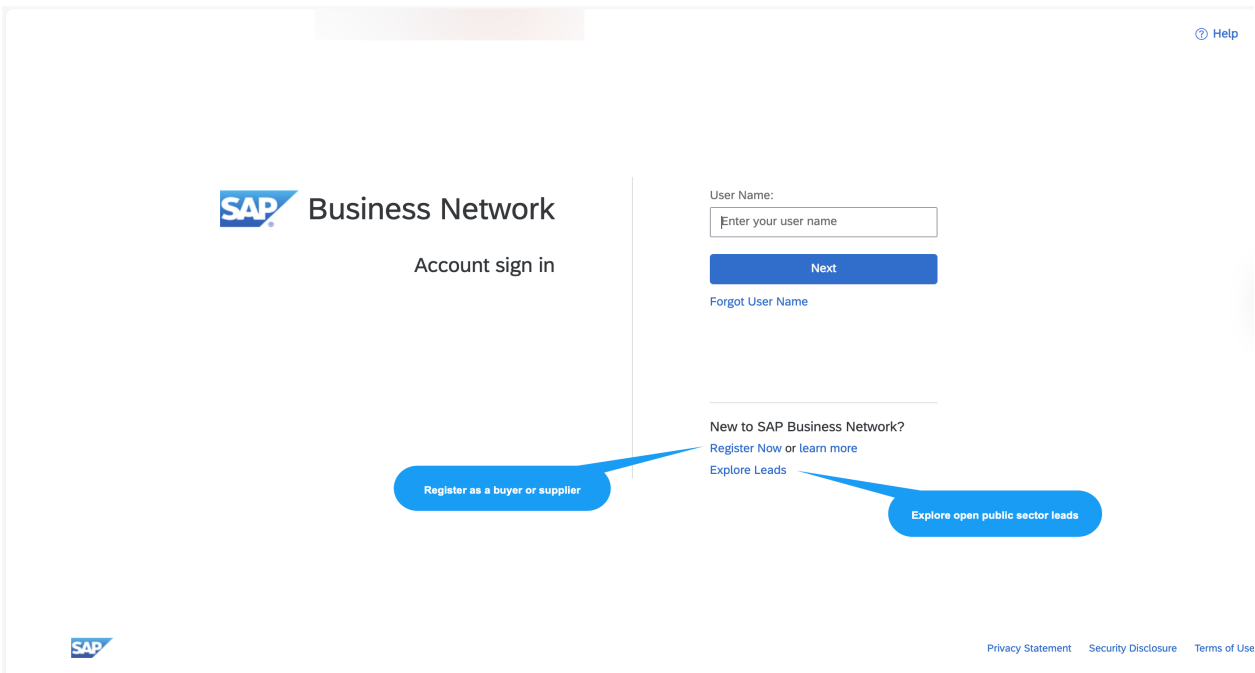
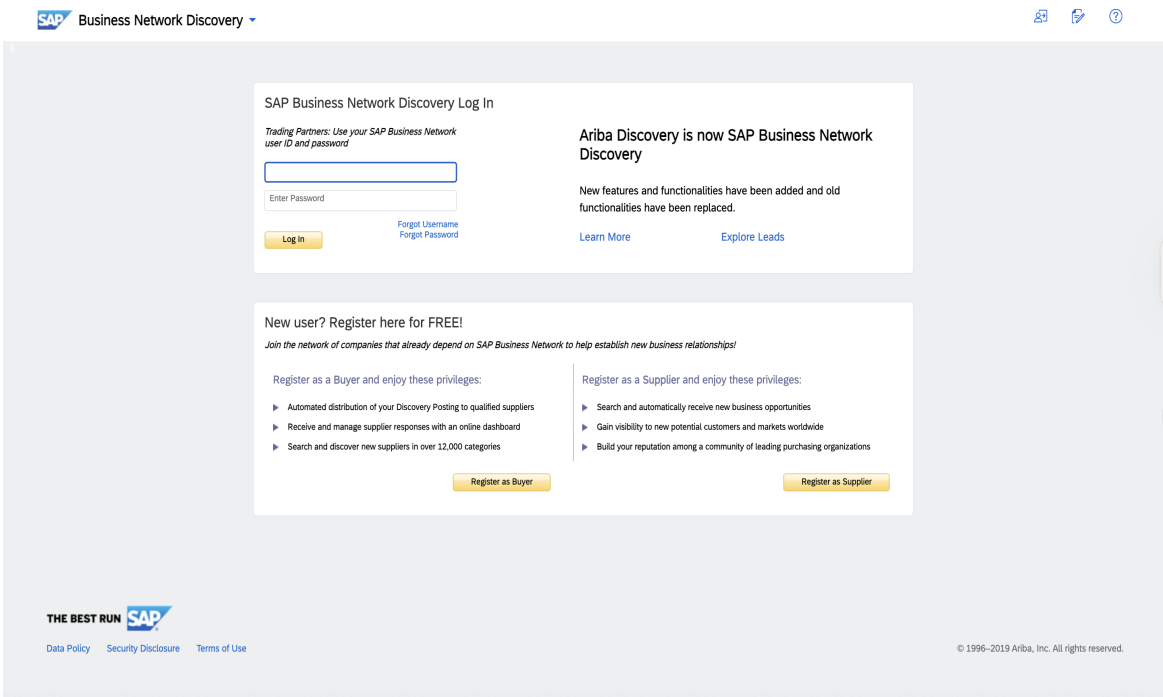
☒

14

Login Page: The URL stays the same, no bookmark changes required

Before

After



Thank you.

Contact information:

Name

Email



Follow us



www.sap.com/contactsap

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