

次世代の発見

リリース予定 – 2025 年 11 月



紹介 : Next Generation Discovery [PAY-25168]

イノベーション対象 : バイヤーとサプライヤー

イネーブルメントモデル : 自動的に有効化

機能の説明:

次世代の SAP Business Network Discovery は、SAP BTP プラットフォームと SAP Fiori ユーザエクスペリエンスを使用して作成された独立したアプリケーションであり、顧客はシームレスなオンボーディングエクスペリエンスを実現し、遅延をなくし、卓越したパフォーマンスを実現することができます。



次世代ディスカバリの概要

Next Generation SAP Business Network Discovery は、SAP BTP プラットフォームと SAP Fiori ユーザーエクスペリエンスを使用して作成された独立したアプリケーションであり、顧客はシームレスなオンボーディングエクスペリエンスを実現し、遅延をなくし、卓越したパフォーマンスを実現することができます。

SAP Ariba Sourcing (Guided Sourcing および従来のソーシング) バイヤー

- SAP Ariba Sourcing プラットフォームから次世代 SAP Business Network Discovery への接続時のユーザーエクスペリエンスの変更なし
- この機能のメリットには、バイヤーの見込みサプライヤに対する幅広い認証オプションが含まれます。

SAP Business Network サプライヤ

サプライヤは、その他のさまざまな改善点の中から、より迅速で制限のないビジネスチャンスの検索オプションを利用できるようになります。

Wood pallet in the United States

ID:776907 · Sourcing: Doc72638420

Buyer: Buyer Co. Status: Open

Contact: John Doe Decision Deadline: Jan 19, 2025, 12:00 AM

Lead Type: RFI 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

Supplier Certification Preferences: Women Owned Business, Social Enterprise

Service or Ship-to Location: United States **Visibility:** Private

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

Human Aid

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

Product Overview

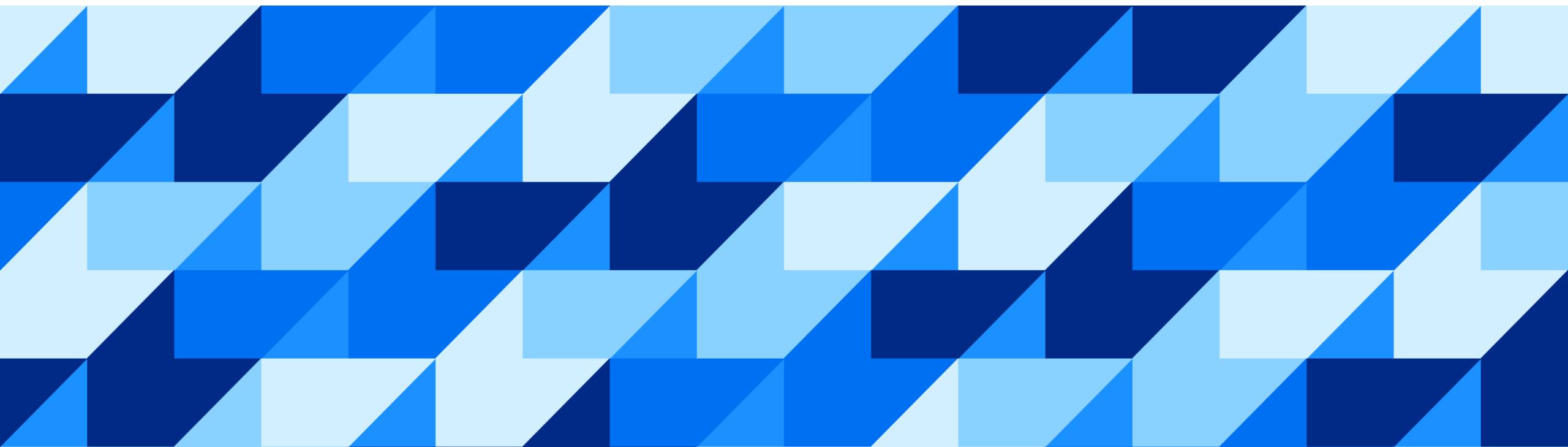
Requirements

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:

1. Product Specifications:
 - Types, dimensions, wood species, and origin.
 - Load capacity, durability, and customization options
2. Certifications:
 - ISPM-15 compliance for international shipping.
3. Quality Assurance:
 - Quality control methods and third-party certifications.
4. Environmental Responsibility:
 - Ecological practices like waste reduction and energy efficiency.

Discovery 公募のサプライヤビュー

従来のソーシングバイヤーのイノベーション
/変更



統合を使用するための制限事項、利点、および作成の前提条件

前提条件

すべての顧客は Discovery 2.0 を使用している必要があります。従来の Discovery をまだ使用している場合は、移行について個別にご連絡いたします。

制限:

テスト情報依頼書(RFI)は、従来のソーシングレルムから作成することはできません。これは、Guided Sourcing で有効化されている場合にのみ作成することができます。

利点:

アプリでの Q&A およびメッセージ操作による Discovery サプライヤとのやり取り。

仕入先認定特恵関税

変更前

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:

変更後

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:

Select supplier certifications

Humanitarian relief:

Privacy settings:

Hide my company name

Show my contact name

Publishing settings:

Publish to third-party sites:

Supplier Certification Preference

Select Certifications

Name
Supplier Diversity
Small Business
<input checked="" type="checkbox"/> Small Disadvantaged Business (SDB) - SBA Certified
<input type="checkbox"/> 8(a) Business Development Program - SBA Certified
<input type="checkbox"/> HUBZone (Historically Underutilized Business Zone Program) - SBA Certified
<input checked="" type="checkbox"/> Small Business Enterprise (SBE)
<input type="checkbox"/> Disadvantaged Business Enterprise (DBE)
<input type="checkbox"/> Emerging Small Business (ESB)
<input type="checkbox"/> Emerging Business Enterprise (ESE)
<input type="checkbox"/> Udyam Registration for MSME (Micro, Small, Medium)
<input type="checkbox"/> SME Small, Medium Enterprise
<input type="checkbox"/> Other
> Women-Owned Business

Search

Ok Cancel

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:

利点:

- [公募イベントの作成] ページのサプライヤ認証は個別のグループに編成され、操作性と検索性が向上します。
- ユーザインターフェースがより合理化および整理されます。

移行プロセス：お客様側でのアクションは不要で、エクスペリエンスの変更もありません。



従来のソーシングおよび Guided Sourcing を使用しているバイヤーは、手動による手順なしで次世代 SAP Business Network Discovery で有効化されます。

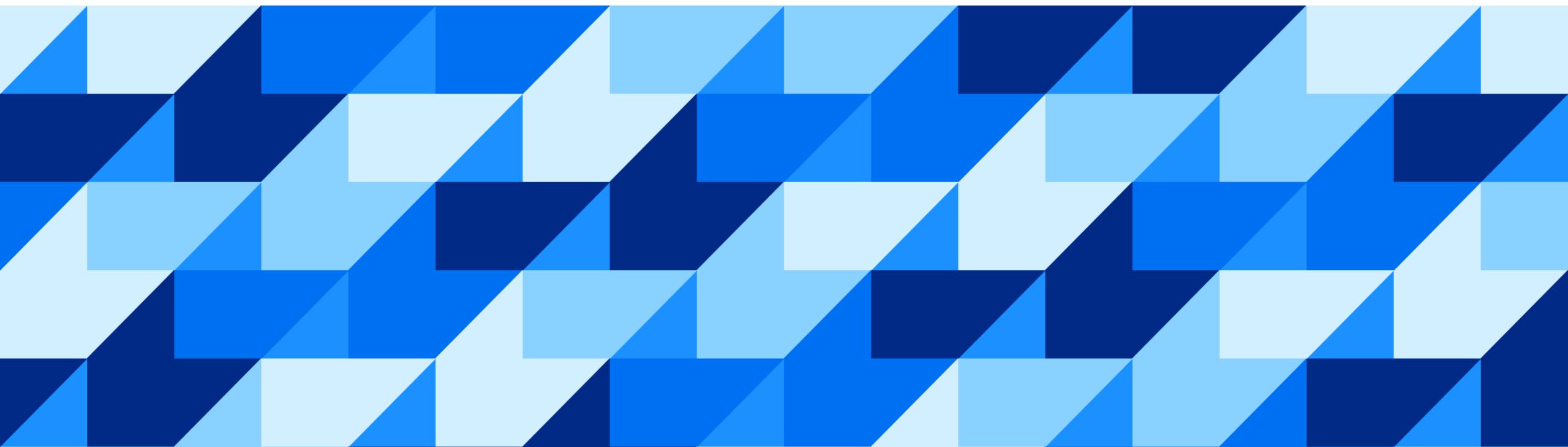


既存の未処理および終了した情報依頼書 (RFI) は、次世代 SAP Business Network Discovery に自動的に移行されます。



新しい公募イベントは、次世代 SAP Business Network Discovery で作成されます。

SAP Business Network サプライヤ向けのイ ノベーション/変更



次世代の SAP Business Network Discovery を使用する利点

- ❖ すべてのビジネスチャンス検索でビジネスチャンスがより迅速に一覧表示され、通知が迅速に送信されます。
- ❖ サプライヤは、新しいビジネスチャンスが特定の基準 (顧客名、地域、または案件の価値など) に一致した場合に、価値の高い見込み顧客を見逃さないように自動的に通知するインテリジェントアラートを設定できるようになりました。
- ❖ サプライヤーは、生成 AI を活用して、洗練されたパーソナライズされた回答を作成し、希望するトーンに合わせてコミュニケーションスタイルを簡単にカスタマイズすることができます。これにより、あらゆるやり取りがより効果的かつ影響力を持ちます。
- ❖ 最新の認証サポートによる会社プロファイルの強化。
- ❖ サプライヤは、SAP Business Network Discovery でバイヤーとして機能し、情報依頼書 (RFI) を作成し、購入ニーズを満たすためにほかのサプライヤを自身で検索することができます。

サプライヤによるビジネスチャンスの検索

変更前

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

变更前

Sleep Tent in the California

Avante Logistics · ID: xxxxxxx

Product and service categories: distributor, 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 equipment +2

Ship-to and Service to Location: North Carolina, Indiana, Wyoming, Northern Mariana Islands, Utah, Guam +2

40,000.00 USD

Dec 1, 2023 5:00 PM PST ↗ Feb 1, 2023 3:40 PM PST ↗

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 ↗

48,800.00 USD

Nov 1, 2023 5:00 PM PST ↗ Feb 1, 2023 3:42 PM PST ↗

Product and service categories: distributor, 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:

変更後

SAP Business Network

Home Enblement Integration Opportunities Workbench Discovery Orders Fulfillment Invoice More

Search Leads: 1229 Leads

Filters: Lead Type, Budget Amount, Sector, Date Range

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

Wood Pallet and Skids in California - USA

119 results for "Wood Pallet"

Filters: Lead Type, Budget Amount, Sector, Date Range

Wood Pallet In the United States

RFI · ID: 776903

Save this search

*Name of Saved Search/Alert: Wood Pallet In the United States

Email me: Daily

Email: john.d@eipalletsupply.com

Wooden pallets 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

利点:

- フリー テキスト非制限検索では、検索の精度が向上しました。
- 顧客は、検索を保存してアラートを作成し、保存した検索条件に一致する新しいビジネスチャンスを通知することができます。

ビジネスチャンスのホームページ(変更前と変更後)

変更前

The screenshot shows the SAP Business Network interface with the 'Discovery' tab selected. At the top, there are five summary cards for 'Leads': Invited Leads (25), Matched Leads (31), Saved Leads (5), Responded Leads (20), and Won Leads (10). Below these are two search/filter sections: one for 'Invited Leads (25)' and another for 'Open Date' (Last 90 days). At the bottom, a table lists two RFI entries: one for a Wood pallet in California and another for a Wood pallet in Chicago.

変更後

The screenshot shows the SAP Business Network interface with the 'Discovery' tab selected. The layout is more modern and organized. At the top, there are five summary cards for 'Leads': Invited Leads (10), Matched Leads (20), Saved Leads (2), Responded Leads (6), and Won Leads (4). Below these are two search/filter sections: one for 'All postings' and another for 'Invited Leads (10)'. At the bottom, a table lists the same two RFI entries as the previous screenshot.

情報依頼書 (RFI) のサプライヤ側の表示前後の表示

変更前

[Lead Details](#)

[Respond](#) [Save Lead](#) [Not Interested](#) [🔗](#)

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:

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

変更後

[SAP Business Network](#)

Wood pallet in the United States
ID: 776907 · Sourcing: Doc72638420

Buyer: Buyer Co. **Status:** Open **Opportunity Amount:** 340,000.00 USD **Respond By:** Jan 19, 2025, 12:00 AM **Sector:** Private
Contact: John Doe **Decision Deadline:** Jan 19, 2025, 12:00 AM **Contract length:** 12 Month

Basic Information **Product Overview** **Attachments (3)** **Q&A**

Product and Service Categories: Wood Pallet, Wood Planks **Supplier Certification Preferences:** Women Owned Business, Social Enterprise **Added Keywords:** Wood Packaging, Wood Box, Timber, Hard Wood, Oak, Wood Pallets

Service or Ship-to Location: United States **Visibility:** Private **Human Aid:** -

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

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:

1. **Product Specifications:**
 - Types, dimensions, wood species, and origin.
 - Load capacity, durability, and customization options.
2. **Certifications:**
 - ISPM-15 compliance for international shipping.
3. **Quality Assurance:**
 - Quality control methods and third-party certifications.
4. **Environmental Responsibility:**
 - Environmental practices like waste reduction and carbon offsetting.

利点:

- ・ さまざまなセクションのコールアウトをクリアして、転記の各段階でのナビゲーションを容易にします。

民間セクターのRFIへの回答

変更前

SAP Business Network

Home Enblement Integration Opportunities Workbench Discovery Orders Fulfillment Invoice More Create ...

Respond to Lead

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

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

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

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

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]

Arial 14pt **Generate** **Rephrased text**

変更後

SAP Business Network

Home Enblement Integration Opportunities Workbench Discovery Orders Fulfillment Invoice More Create ...

Response to Lead

ID-776907
Lead: Wood pallet in the United States
Opportunity Amount: 340,000.00 USD
Service or Ship-to Location: United States
Product and Service Categories: Wood Pallet, Wood Planks
Decision Due: Aug, 2025, 12:01 AM
Respond By: Oct 8, 2025, 12:01 AM
Sector: Private
Humanitarian Aid:

Improve Text

Posting Title:
Quantity:
Feedback:
Dear Buyer Co.
Thank you for considering E.L. Pallet Supply Co. for your wood pallet needs in Las Vegas. Our pallets come 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

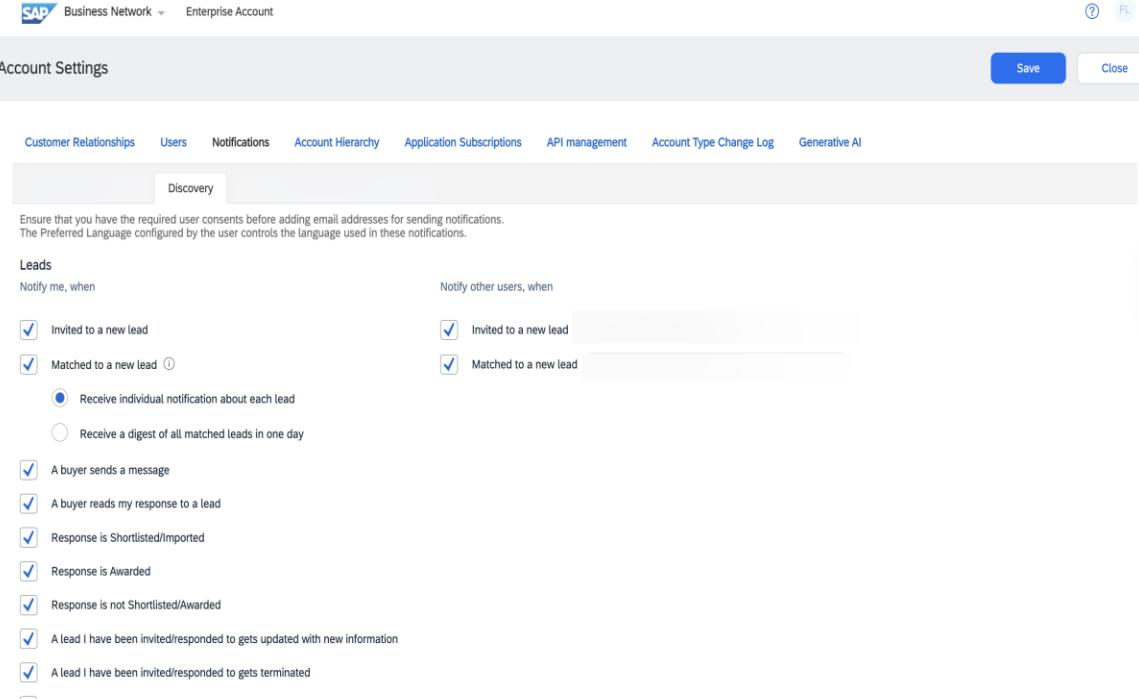
Rephrased text
456/1000

Attachments
Upload
File Name

Submit Cancel

通知設定および通知

変更前



SAP Business Network - Enterprise Account

Account Settings

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

Notify other users, when

Invited to a new lead
Matched to a new lead

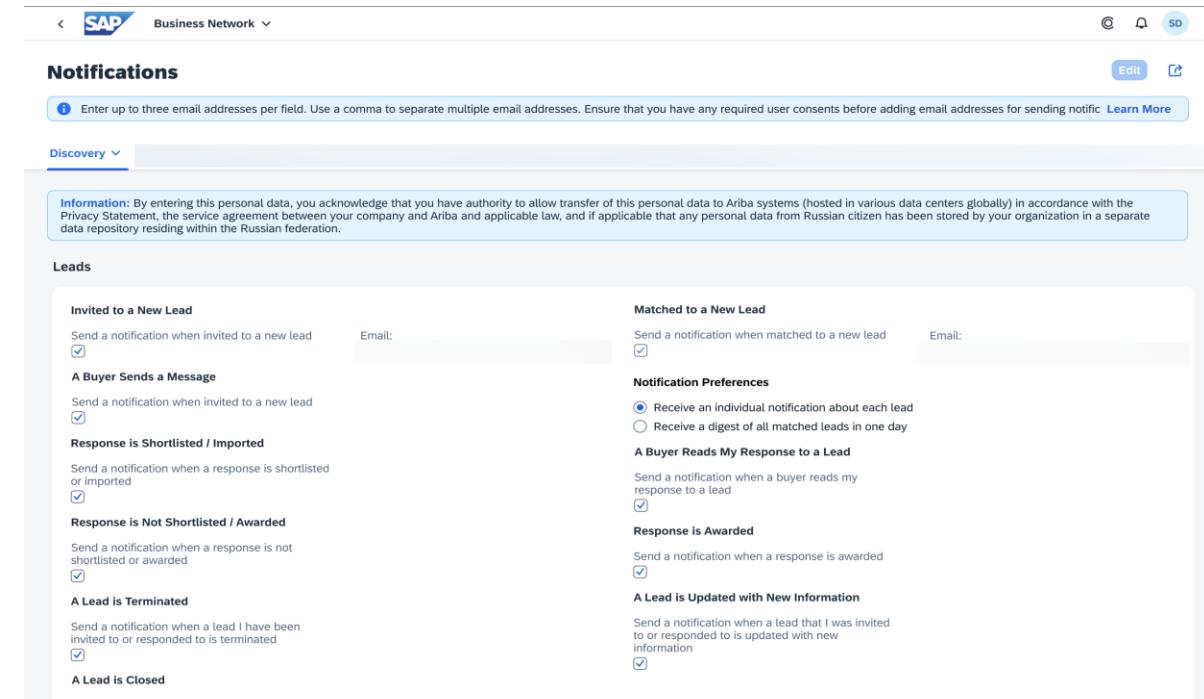
Invited to a new lead Invited to a new lead

Matched 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

変更後



SAP Business Network

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. [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

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 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 updated with new information

ログインページ: URL は変わりません。ブックマークを変更する必要はありません

○

変更前

変更後

ありがとうございました。

連絡先情報:

名称: Satya Prakash Gupta
メール : satya.prakash.gupta@sap.com



フォロー



www.sap.com/contactsap

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