

Unified Private Sector Access for Non-Promote Suppliers

Planned Release - Month 08, 2026



Introducing: Unified Private Sector Access for Non-Promote Suppliers PAY-27893

Innovation For: Buyers & Suppliers

Enablement Model: Automatically On

Feature Description:

To increase adoption across private sector postings among buyers and suppliers, we have decided to make the experience better and smoother for our suppliers.

Here's what's new with this release:

- **Free leads are capped at 3:** Suppliers can now respond to up to 3 private sector postings for free, whereas they could not respond to any private sector postings before. 3 free leads include leads created from the supplier profile and price check from the supplier catalogue.
- **Description and title are visible for all private sector leads:** Any supplier can view the description and title of a private sector posting, even if they have crossed the free leads limit. If they want to respond to the leads, they will be asked to subscribe to promote package

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Solution For: Commerce Automation

Solution Area: SAP Business Network Discovery

Persona:

- Supplier sales team



Key Benefits:

- **Free trial access:** Suppliers can now respond to up to 3 private sector postings for free (previously zero).
- **Full transparency:** All suppliers can view title and description of any private sector lead, even after hitting the free limit.
- **Clear upgrade path:** Suppliers wanting to respond beyond 3 leads are prompted to subscribe to the Promote package.

Prerequisites, Restrictions, Cautions

Prerequisites:

- You need to have a valid supplier account on SBN.
- Users with “Respond to posting with on SAP Business Network Discovery” can respond to the postings

Restrictions:

- If you don't have a valid Promote subscription, you can not view attachments or ask questions once you have crossed the free lead limit.
- Only administrators can subscribe to promote subscriptions.

Feature Details: Private Sector posting screens

Before

SAP

Business Network

StandardUpgrade🔊🔔🔍🔒SP

HomeEnablementStoreDiscoveryWorkbenchCatalogsAssessmentsInsightsProposals-Questionnaires & Contracts

🔍⌵

🔔

Unlock lead details and communication features to grow your business.
View private lead details (including company name, description, title, attachments, supplier preference) and get the ability to respond to the lead by adding the [promote subscription](#)

✕

Private Lead

ID - 18364322Discovery🔔Walk-up buyer

🔍

This content is available to premium users only

🔍

This content is available to premium users only

Status: Open

Decision Deadline: 31 Jan 2045 00:00 IST

Contract Length: 99 Months

Opportunity Amount

100 - 1,000,000,000 USD

Respond By

31 Dec 2044 13:01 IST

Sector

Private

🔔

Respond

Not interested

🔖

Basic InformationPost OverviewAttachments (0)

Basic Information

Post Overview

Requirements

Description

This content is available to premium users only

Unlock all private lead details (including company name, description, title, attachments, supplier preference) and respond by adding the [Promote subscription](#).

Attachments (0)

Files

Unlock all private lead details (including company name, description, title, attachments, supplier preference) and respond by adding the [Promote subscription](#).

After

SAP

Business Network

StandardUpgrade🔊🔔🔍🔒A6L

HomeEnablementStoreDiscoveryWorkbenchCatalogsAssessmentsInsightsProposals-Questionnaires & Contracts

🔍⌵

🔔

Unlock lead details and communication features to grow your business.
View the attachment and get the ability to respond to the lead by adding [promote subscription](#)

✕

Wood Pallet in United States

ID - 1110060759Discovery🔔SAP Procurement Customer

🔍

Buyer: pay10556_buyer1

🔍

Lead Type: RFI

Status: Open

Decision Deadline: -

Contract Length: -

Opportunity Amount

100,000 USD

Respond By

20 Jul 2026 15:11 IST

Sector

Private

🔔

Respond

Not interested

🔖

Basic InformationPost OverviewAttachments (1)

Basic Information

Post Overview

Attachments (1)

Product and Service Categories:
Wood pallet

Supplier Certification Preferences:
ISO 9000 Certified (Quality Management - Fundamentals and Vocabulary)

Ship-to or Service Locations:
United States

Prefer suppliers with a physical presence in the selected location:
No

Added Keywords:
wood pallet, ISPM-15, Heat Treatment (HT)

Visibility:
Public

Humanitarian Aid:
-

Promote package suggestion

Get verified
Verify your profile to increase shortlisting chances

Missing keywords on your profile:

Learn more

Post Overview

Requirements

Description

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.

Attachments (1)

Files

Download All

View the attachment and get the ability to respond to the lead by adding [Promote subscription](#).

FAQ

For Suppliers (Enterprise & Standard, non-Promote)

Q1. What's changing for me on private sector postings? Today, your access depends on how the posting was created (sourcing, walk-up, profile search, or catalog). After this release, all private sector postings follow **one simple rule**: you get **3 free postings**, from any source, then a Promote subscription is required to respond.

Q2. What counts toward my 3 free postings? Any private sector posting you open **while logged in** — regardless of source (sourcing, walk-up, profile, catalog). A view counts whether you respond or not.

Q3. What if I browse a private posting without logging in? Anonymous views **do not** count against your 3. The counter only ticks once you're logged in and identifiable at the org level.

Q4. What can I do within my 3 free postings? Full access: view all details, view attachments, ask questions, and submit responses — same as any lead.

Q5. What happens after I hit the 3-posting limit? You'll still see the posting — title, description, buyer details, everything **except attachments**. **Only the Respond and Ask-a-Question actions are locked**; clicking either prompts you to subscribe to Promote. Previously the entire posting was hidden — this is a much softer paywall.

Q6. Does this apply to email notifications and my Workbench too? Yes. Emails, Workbench cards, and every Leads page reflect the same "view content, response-locked" state after the limit.

Q7. I'm a Promote subscriber — does anything change for me? No. Promote subscribers have unrestricted access to private sector postings.

Q8. Do my existing viewed postings count against the new limit of 3? No. At release, view counters **reset for every non-Promote supplier** — everyone starts fresh with 3 free postings.

Q9. If I access a private posting through a shared URL while logged out, what do I see? You'll see all posting details except attachments. To ask a question or respond, you'll be prompted to log in. On login, we check your org's 3-posting budget: if you're within it, you can act freely; if not, you'll be prompted to subscribe to Promote.

For Buyers (Sourcing, Walk-up, Profile, Catalogue)

Q1. Does anything change in how I create or manage private sector postings? No. The posting creation flow, visibility settings, invitations, and buyer-side experience are unchanged.

Q2. Will more suppliers see my private sector postings now? Yes — that's the intent. Previously, sourcing/walk-up privates were fully hidden from non-Promote suppliers. Now every non-Promote supplier has 3 free postings across all sources, and beyond that they can still see title/description and buyer details (just not attachments, and they can't respond without Promote). Expect increased visibility and lead quality without compromising your privacy controls.

Q3. Are attachments on my private postings still protected? Yes. Attachments remain locked for suppliers who are past their 3 free postings or who don't have Promote. Anonymous (logged-out) users also cannot see attachments.

Q4. Will suppliers still need to submit questions and responses through the standard workflow? Yes. Once a supplier is within their free limit or subscribed to Promote, the response and Q&A experience is identical to today.

Q5. Will I see any difference in the pool of suppliers responding to my private postings? You may see responses from a broader set of suppliers, since the entry barrier is lower (3 free postings across all sources vs. 0 for sourcing/walk-up today). Supplier quality signals (profile, ratings) are unchanged.

Thank you.

Contact information:

Name
Email



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