



SAP Ariba 

Feature at a Glance

Quote expiration and reusability

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Feature at a Glance

Introducing: Quote expiration and reusability

Ease of implementation  High Touch
Geographic relevance  Global

Customer challenge

Price quotes provided by suppliers through an RFQ in guided buying had no expiration date. Therefore, a guided buying user could get a quote and use it in a request even after it had become invalid. Also the quote could be used only for one request.

This was a challenge, which resulted in issues around order fulfillment and invoicing.

Meet that challenge with SAP Ariba

This feature allows suppliers to submit quotes in response to guided buying RFQs by specifying dates when the quotes expire and indicating whether they can be used in multiple requests.

New terms in the Guided Buying Quote template are available that allow suppliers to specify this information.

Experience key benefits

Suppliers now have better control over when a quote is valid, resulting in improved fulfillment of orders and fewer invoicing issues.

Solution area

SAP Ariba Buying with guided buying capability
SAP Ariba Buying and Invoicing with guided buying capability

Implementation information

This feature is automatically on for all customers with the applicable solutions but requires **customer configuration**.

'Expiration date' and 'reusability' terms need to be configured in Guided buying quote template in SAP Ariba sourcing need

Prerequisites and Restrictions

Guided buying template in SAP Ariba sourcing must be configured correctly to allow for suppliers providing an expiration date and making the quote reusable.

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The screenshot displays the SAP Ariba sourcing interface. At the top, a process flow shows five steps: 'Request for quote created' (checked), 'Awaiting Quotes' (unchecked), 'Quotes Received' (checked), 'Accept Quote' (checked), and 'Requisition Created' (checked). Below this, a quote card for RFO219 is shown with the text 'cathy RFO does Quote xml care about dates' and an 'Awarded' status. The estimated price is \$1,200.00 USD. A 'Respond by date' field is present, and a 'More' dropdown is visible.

On the left, a 'Cost Terms Template' section is highlighted with a yellow box. It includes fields for 'Total Cost', 'Allow quote to be reused or not', and 'Quote Validity Date'. A yellow callout bubble points to the 'Allow quote to be reused or not' field with the text: 'New terms in Guided buying quote template in SAP Ariba sourcing'.

At the bottom, the 'Invited suppliers' section is shown. It lists two suppliers: 'CathySupplier' and 'EPrint Technologies'. The 'CathySupplier' entry is highlighted with a yellow box and includes a 'Buy again' button. A yellow callout bubble points to the 'Buy again' button with the text: 'Quote validity indicated with the expiration date' and 'Reusability of the quote indicated with the fact that the item can be bought again within the expiration date'.