



# Release Review

## SAP Business Network Discovery

Target General Availability: August, 2023

# Introducing: SAP Business Network Discovery

## Feature Description

SAP Business Network is now accessible directly on **SAP Business Network's Trading Partner Portal** with a completely new user experience

Buyers who typically post opportunities through SAP Business Network Discovery as a standalone solution will now be redirected to the network and see enhancements such as the refreshed user experience, better control and scheduling for postings, and improved matching.

Suppliers will see enhancements such as the refreshed user experience, new leads management dashboard, and improved notifications.

## Key Benefits

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 suppliers can respond to leads to grow their businesses.

### With this release:

- Posting opportunities and responding to leads are more streamlined – with a refreshed user experience embedded within the SAP Business Network Trading Partner Portal
- Buyers and Suppliers can now more easily manage and search their SAP Business Network Discovery opportunities with new dashboard capabilities
- Suppliers will have better control over their leads with new and improved notifications
- Buyers can search for suppliers who help meet their goals, like sustainability initiatives, with new supplier preferences

## Audience:

Buyers and Suppliers

## Enablement Model:

Automatically On

## Applicable Solutions:

SAP Business Network



# Prerequisites, Restrictions, and Cautions

## Prerequisites:

- Buyer users should have “create and manage posting on SAP Business Network Discovery” permission to create posting
- Supplier users should have “respond to posting on SAP Business Discovery” permission to respond to postings

## Restrictions:

For buyers currently leveraging supplier discovery capabilities via SAP Ariba Sourcing, the new SAP Business Network Discovery experience and capabilities will be available once SAP Ariba Guided Sourcing is integrated with SAP Business Network Discovery in a future release. Migration from SAP Ariba Sourcing to SAP Ariba Guided Sourcing will be required at that time to access the new experience and capabilities.

## Cautions:

None

# User stories

## Global SAP Buyers

SAP Business Network Discovery helps buyers:

- Receive and compare competitive bids
- Match with ideal suppliers on the world's largest B2B network
- Compare pricing and capabilities from your existing supply base
- Generate RFI's in real time or schedule for future posting
- Manage '3 bids and a buy' processes
- Easily create or update requirements



As a procurement professional, finding new sources of supply can be time consuming and labor intensive. Dynamic pricing and supply chain disruption can make this even harder.

With SAP Business Network Discovery, I can now come directly to SAP Business Network where I can broadcast your needs to the **world's trusted** B2B network's global supplier base.

## SAP Business Network Suppliers

SAP Business Network Discovery helps suppliers:

- Grow business with access to sales opportunities posted by global SAP buyers
- Bid on public sector business opportunities
- Respond and manage leads right from the Trading Partner Portal's "Discovery" dashboard

As a sales manager, I am measured by growth KPI's. I am always on the hunt for new prospects and leads. One area of focus is to grow our presence in the public sector.

With SAP Business Network Discovery, I can review and respond to buyer opportunities that match with my business as well as bid on public sector postings. Responding and managing leads is easy and convenient with custom notifications and a lead management dashboard.



# Feature Details: SAP Business Network Discovery

Access leads & postings from the “Discovery” tab

Suppliers can now search all leads via the “Lead Search” drop-down

Quickly view updates with the “Discovery” widget

The screenshot displays the SAP Business Network Discovery interface. At the top, the 'Discovery' tab is highlighted in the navigation menu. Below the navigation, there is a search bar with a 'Leads' dropdown menu and filters for 'In Location' and 'By Product'. The main content area shows a grid of metrics:

Metric	Value	Time Period
Orders to invoice	20	Last 31 days
Orders	40	Last 31 days
Rejected invoices	5	Last 31 days
Remittances	\$ 0.0 USD	Last 31 days
Early payment offers	\$ 0.0 USD	Next 90 days
Scheduled payments	\$ 0.0 USD	Next 90 days
Invoices	35	Last 31 days
Pinned documents	0	Last 31 days
Open postings	0	Last 90 days
Matched Leads	1000+	Last 90 days
Invited Leads	6	Last 90 days

**Did you know?** As an SAP Business Network supplier, you can also act as a **buyer** with the ability to create postings and search for your own new sources of supply.

# Feature Details: SAP Business Network Discovery User Dashboards



**Supplier View Dashboard**

Leads

- 6 Invited Leads (Last 90 days)
- 200 Matched Leads (Last 90 days)
- 4 Saved Leads (Last 90 days)
- 13 Responded Leads (Last 90 days)
- 15 Won Leads (Last 90 days)

Matched Leads (200)

Filters: Title, ID, Type, Customers, Open Date

Show more

Save	Source	Type	ID	Title	Max Opportunity Amount	Response Deadline	Customer Name	Open Date	Actions
	Discovery	RFI	376442	S4 Supplier Research posting - 2023-07-14 01:36:08	\$100000 USD	Aug 1, 2023	auto_buyer1	Jul 14, 2023	...
	Discovery	RFQ	376440	S4 Quick Quote posting - 2023-07-14 01:34:25	\$100000 USD	Aug 1, 2023	auto_buyer1	Jul 14, 2023	...

**Buyer View Dashboard**

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)

Filters: Title, Type, ID, Status

Show more

ID	Type	Source	Max Opportunity Amount	Open Date	Response Deadline	Title	Response	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	...

New user dashboards bring greater visibility to the supplier discovery, bid, and response processes.

Users can take action directly from the **“Discovery”** tab on the **SAP Business Network Trading Partner Portal**.

# Feature Details: Buyer Posting Preferences

In addition to matching on commodities and geographical locations, buyers can now add preferences, such as **sustainability initiatives**, to postings created on SAP Business Network Discovery.

Suppliers who have added sustainability ratings or certifications to their profile will match to these postings.

**Product Details**

Product and Service Categories\*

Ship-to or Service Locations\*

Prefer suppliers with a physical presence in the selected location

**Title\***

**Description\***  
*Provide a detailed description of your buying need and specify supplier requirements such as:*  
· Your intention (evaluating or buying)  
· Information that the supplier should include in its response  
· Information that is not part of the menu selection  
· Any other details which helps supplier to better understand the opportunity

**Supplier Preferences ?**

- Sustainability Initiatives
- Women-Owned Business
- LGBT-Owned Business
- Small Disadvantaged Business
- Minority-Owned Business
- Veteran-Owned Business
- ISO Certification

**Attachment**  
The maximum file size (in total) allowed is 10 MB. Individually, each file cannot exceed 4 MB in size. You cannot add more than 5 attachments.

**Add Images**

**Add Documents**

**i** Do not include sensitive personal data (for example, social security numbers) or personal data of any sort (for example, addresses), as they are not equipped with appropriate data protection measures.

# Feature Details: Custom Supplier Notifications

General Network **Discovery** Sourcing & Contracts

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

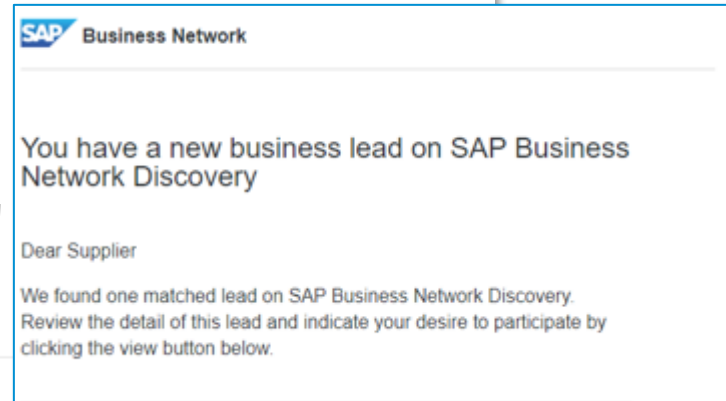
- Invited to a new lead
- Matched to a new lead ⓘ
  - Receive individual notification about each lead
  - Receive a digest of all matched leads in one day
- A buyer sends a message
- A buyer reads my response to a lead
- Response is Shortlisted
- Response is Awarded
- Response is not Shortlisted/Awarded
- 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

**Postings**

Notify me, when

- A supplier responds to my posting
- A supplier revises the response
- A scheduled posting is published
- An RFI posting is closed

With SAP Business Network Discovery, as a supplier, you can now **customize** your notifications – both the timing and the type of notifications – to best fit your needs.





## For More Information:

- [SAP Business Network Help Portal](#)
  - FAQ – Buyer & Supplier
  - How-To Documentation
  - Demo Videos



Posting Published!

You have published the posting (ID: 272461).

[View My Open Postings](#)

[Create a New Posting](#)

*Buyers can also reach out to their Customer Success Professional for more information and questions.*

# Thank you.



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