

What's New In the August 2023 Release for Buyers

Previously known as SAP Ariba Discovery, the supplier discovery solution is rebranded to **SAP Business Network Discovery** and will introduce a **new user experience** to help you streamline sourcing tasks and find alternate sources of supply faster.

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OVERVIEW

What is SAP Business Network Discovery?

SAP Business Network Discovery is the premier service for matching global corporate buyers and suppliers on the business commerce network trusted by millions of companies across 190 countries. In 2022 alone, buyers on SAP Business Network Discovery posted US\$69 billion in annual business opportunities and millions of suppliers generated new leads. Fully integrated with the SAP Ariba Sourcing solution and the advanced edition of the SAP Ariba Buying solution, this cloud-based service allows buyers to work with the industry's highest-quality supply base.

What is new in the August 2023 release?

- Refreshed user experience to create postings, manage RFQs/RFIs, and award business to selected suppliers directly within SAP Business Network
- Ability to set supplier preferences and be matched based on your specifications, such as indicating that you want to support minority-owned businesses
- Improved notifications to keep you better informed throughout the RFI process
- Ability to define clear time and date for response and decision deadlines, all displayed in the user's local system's time zone
- Real-time publishing of postings with the ability to schedule future postings
- SAP Ariba Discovery is rebranded to SAP Business Network Discovery

What are the associated costs of SAP Business Network Discovery?

SAP Business Network Discovery is free for both buyers and suppliers. Buyers can create postings and suppliers can respond to postings at no cost.

Why are we making this change?

SAP Business Network Discovery has been matching high quality leads with millions of suppliers for more than two decades. We are excited to now offer the supplier discovery features in a refreshed, streamlined experience.

Why don't I see the new SAP Business Network Discovery experience?

USER EXPERIENCE CHANGES

The new SAP Business Network Discovery experience is being released in phases to groups of users at a time, beginning on August 18th, 2023. If you've logged in to SAP Business Network and don't see the Discovery tab yet, your account is still in the process of being enabled. The full rollout should be complete by the end of September. Please note that SAP Business Network Discovery is a new experience on the SAP Business Network Trading Partner Portal. If you are leveraging supplier discovery capabilities via SAP Ariba Sourcing, you will continue to post business opportunities and get matched to relevant suppliers in your existing supplier discovery experience. If you'd like to take advantage of the enhancements in this release, you can create a post directly from the SAP Business Network Trading Partner Portal.

What if our company finds our sources of supply through SAP Ariba Sourcing and uses SAP Business Network Discovery as a standalone solution?

You can continue to access your supplier discovery capabilities through SAP Ariba Sourcing with no interruptions to your experience. If you also create postings directly on SAP Business Network Discovery as a standalone solution, you will now do so via the "Discovery" tab within SAP Business Network.

Will our users need an SAP Business Network login?

Buyer users will need an SAP Business Network login to access SAP Business Network Discovery through the Trading Partner Portal. Users who are creating or searching for posts through SAP Ariba Sourcing can continue to do so with no changes.

How do we access the new supplier sustainability ratings?

Sustainability ratings can be viewed on a supplier's profile on SAP Business Network under Sustainability Ratings. Suppliers can self-report their sustainability ratings or showcase their verified badge from EcoVadis. When you create a posting through the new SAP Business Network Discovery experience, you can set supplier preferences, such as sustainability initiatives, to help you target suppliers who meet your criteria.

PROCESS CHANGES

What happens to our existing postings?

Your existing postings will remain live and will be displayed in the posting dashboard on SAP Business Network. To take action on a posting, click on the posting in the dashboard.

Are there any changes to how we manage RFQs?

RFQ's will be displayed in the posting dashboard. You can check the responses by clicking on the RFQ or the response number. Please note: A new response will not be displayed under unread responses. You can access new responses by clicking on the response count.

How quickly are our posts visible to suppliers?

Your business postings are now available to suppliers in real time. The previous quarantine process has been removed. Now, you can also schedule postings to be published at a future date and time.

Where is the Q&A section?

Q&A will continue to be available for business postings created in SAP Ariba Sourcing. The Q&A functionality will be introduced in the new SAP Business Network Discovery experience in an upcoming release.

How do I increase the number of responses to my postings?

SAP Business Network Discovery does its best to ensure that every buyer receives responses to their postings and we are continually adding more suppliers. Suppliers are more likely to respond to larger, more detailed opportunities. To increase visibility for your posting, consider consolidating business opportunities into postings with larger values and providing as much product or service detail as possible.

OPTIMIZING SAP BUSINESS NETWORK DISCOVERY

