

SAP Business Network Discovery for Trading Partner Portal Buyers and Sellers PAY-12205

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Introducing: SAP Business Network Discovery

Feature Description

- SAP Business Network Discovery has been redesigned to provide additional values to the trading partners and to be a part of SAP Business Network.
- The New discovery offers simplified navigation, better matching, more control on the notification and accessibility along with other SAP Business Network components.
- SAP Business Network Discovery also offers clear distinctions from the total multiple personas and roles
- This is first of the many upcoming releases where discovery is being revamped to cater best to the buyers looking for new suppliers and suppliers wanting to expand their customer base.

Key Benefits

- Customers will get to see new and improved matching for their events created on SAP Business Network discovery
- Customers will get more control on the notifications they will receive and the new notification will be very specific to the overall Lifecyle of the posting
- Improved UI:
- New posting dashboard to easily manage and search postings created as a buyer
- New Leads dashboard to easily manage and search leads as a buyers
- One page for posting creation
- Ability to schedule the posting for future
- Better time and date management experience for the deadlines
- No quarantine status for the postings
- Ability to search open leads via leads search bar
- Central registration and onboarding experience for new customers.
- Our system will match top supplier and customers can invite them

Audience:

Buyers and Suppliers

Enablement Model:

Automatically On

Applicable Solutions: SAP Business Network

Prerequisites, Restrictions, Cautions



Prerequisites:

- The users should have "create and manage posting on SAP Business Network Discovery" permission to create posting
- Customers should have "respond to posting on SAP Business Discovery" permission to respond to the posting

Restrictions:

• Buyers using sourcing integration with legacy discovery will not be enabled with new experience

Cautions:

None

User Story

User 1:

As the procurement manager in my company I am look for competitive prices among our suppliers and constantly look for new suppliers as well to stay reduce the overhead and increase overall profitability.

User 2:

As a sales manager in my company I constantly look for new leads to increase the number of prospect to be converted as a new customers and increase the topline.

It is a constant struggle for both users to discover the right trading partners to achieve the business goals of our companies.

SAP Business Network Discovery helps the buyers with:

- Create a new requirement with minimum steps
- Access to the relevant number of suppliers by matching the business need.
- Helps doing the price check among the existing suppliers.
- Helps finding the top matching suppliers to be invited directly on the business opportunity

SAP Business Network Discovery helps the suppliers with:

- Access to relevant leads based on their profile data which are directly delivered to their dashboard
- Ability to find new leads by searching the open leads.
- Ability to bid on public sector business opportunities.
- Opportunity to get warm leads when they are being invited by the buyers directly to a business opportunities.



Innovation/Changes for user acting as a Discovery Buyer

Detailed feature description: Posting homepage Before Vs. After

Leave feedback

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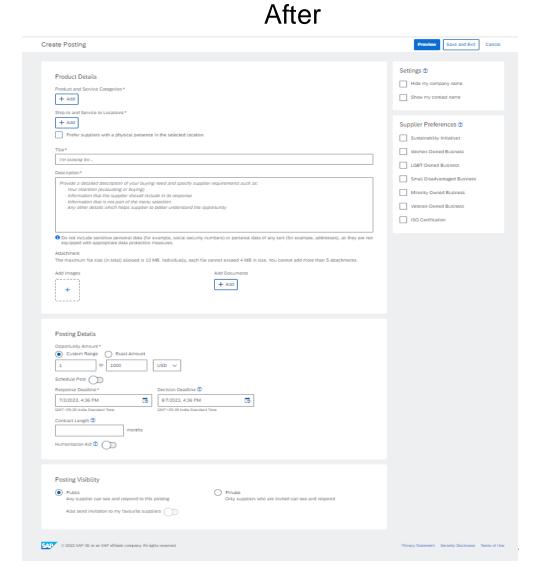
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Introducing: SAP Business Network Discovery

Detailed feature description: Create posting form before and after

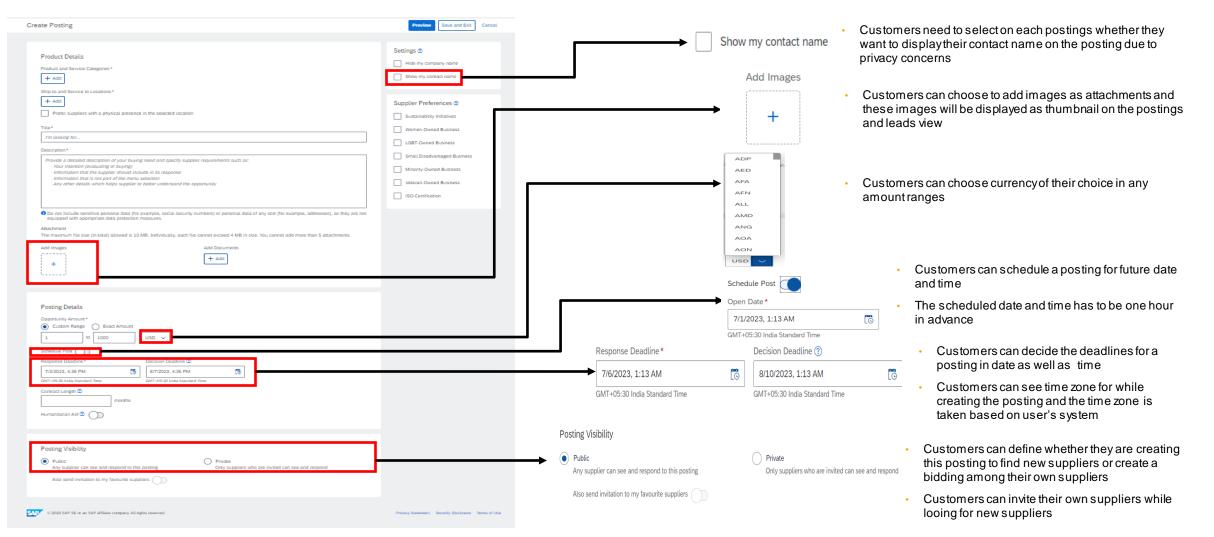
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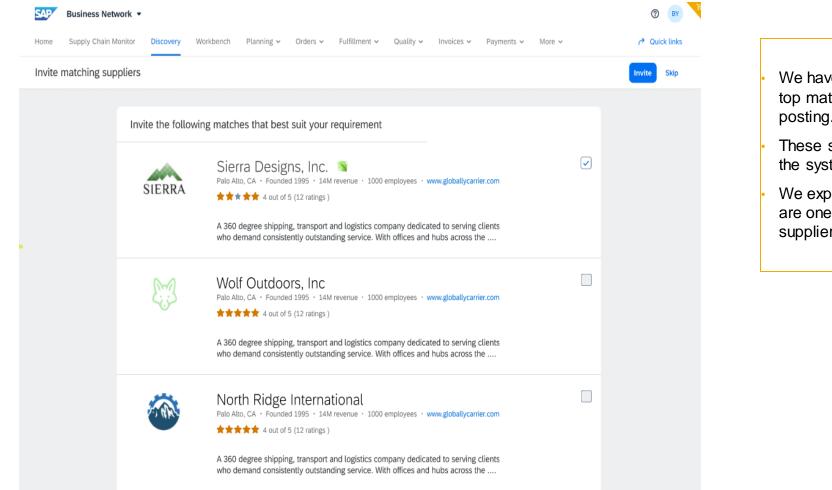


Introducing: SAP Business Network Discovery

Detailed feature description: Innovation/changes in create posting form



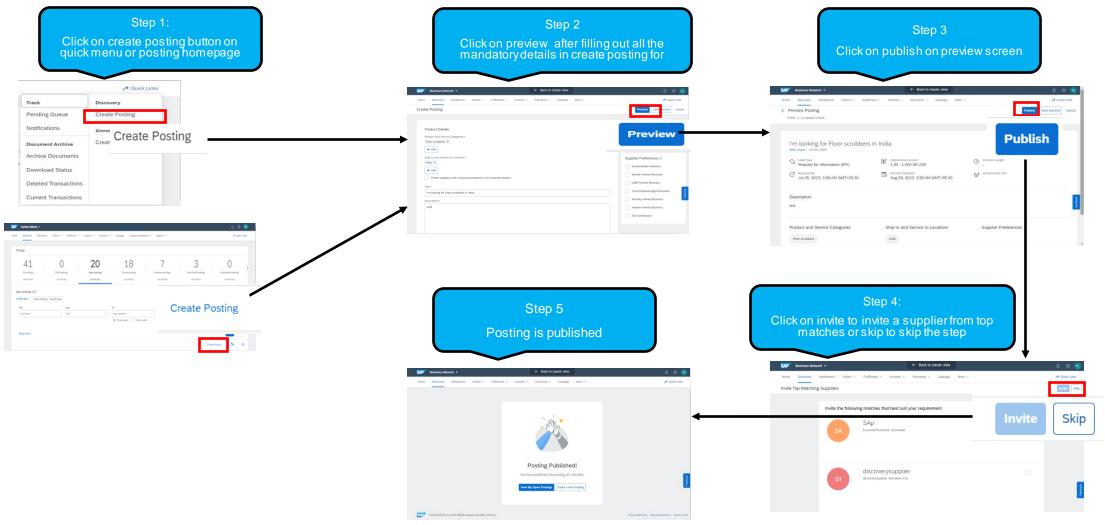
Detailed feature description: Top supplier matches



- We have introduced this new concept of showcasing our top matches to the buyer when they have published the posting.
- These suppliers are selected from their current ranking in the system and we display maximum 10 suppliers here.
- We expect the buyers to use this functionality so that they are one step closer to the selection of selecting the correct supplier.

Introducing: SAP Business Network Discovery

Detailed feature description: Create posting flow



Detailed feature description: Posting view before vs after

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Introducing: SAP Business Network Discovery

Detailed feature description: Manage supplier responses for the discovery RFIs

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Introducing: SAP Business Network Discovery

Detailed feature description: Manage supplier responses for the RFQs

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Innovation/Changes for user acting as discovery seller

Detailed feature description: Leads Homepage before vs after

Major Changes:

Invited leads would be the default page for anyone landing on leads homepage

Better way to search and manage the leads on workbench

Before		After		
SAP Ariba Discovery - Enterprise Account	a 0 0 e	SAP Business Network + Enterprise Account	€1 Û ① E	
le Doire le Collier		Home Enablement Integration Discovery V Workbench Orders V Fulfillment V Invoices V Payments V Catalogs V Reports V More V	Create 🗸 🕴 🚥	
I'm Buying V I'm Selling V		Need to customize your view of the data? Create your own tiles, save filters, and more by navigating to the Workbench page. Go to Workbench	×	
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Match confidence indicates in percentage how closely your company profile matches the buyer's requirements.		Invited Leads Matched Leads Saved Leads Responded Leads Won Leads		
My Leads Sort by: Date - Most Recent	Total Business Won	Last 90 days		
	\$42,768,484 JSD Till Today	Invited Leads (5)		
automatique (TRY) projet wobsit-touotaj	All Leads Looking for more business opportunities?	Image: Second system Image: Second system Image: Second system Image: Second system Customers Type input Type selection All Type input Image: Open system Partial match Exact match		
Canada	View All Leads	Show more	Apply Reset	
Computer based training software [43232502] Software [43232502] Software [43232502]	AN Support Buyer 1 replied to your response to fm looking for Floor scrubbers. View Reply 240ys ago	Save Source Type ID Title Max Opportunity Amount Response Deadline ↓ Customer Name □ Integration RFO 323730 satya_123457 €0 EUR Jul 29, 2023 Buyer	Image: Weight of the second se	
	AN Support Buyer 1 read your esponse to Tm looking for Floor	Integration RFQ 360722 satya_RFQ_1.31 €0 EUR Jul 29, 2023 Buyer Discovery RFI 363266 fm looking for Floor scrubbers in India \$1000 USD Jul 2, 2023 Buyer	Jun 20, 2023 ***	

Introducing: SAP Business Network Discovery

Detailed feature description: Leads View before and After

Before

			SAP Business Network - Enterprise Account		
			Home Enablement Discovery V Workbench Orders V	Fulfillment ~ Invoices ~ Payments ~ Catal	logs Reports ~ Messages
ooking for Floor scrubbers Posting (You must be invited by the buyer to respond to private postir	ings.)	Open	Lead Details		R
Support Buyer 1 🙊		0			
sted On: 30 Jun 2023 ven for bidding on: 30 Jun 2023 sponse Deadline: 10 Jul 2023 10:59 PM PDT		Q&A	Open		
Respond to Posting Add to Watchlist Not Interested	-	Leave feedback	Document management softw	are	
Opportunity Amount: Less than \$1000 USD	-		SAP-Test · jhon doe · Apr 26, 2023 · ID: 16120355		
Response Deadline: 10 Jul 2023 10:59 PM PDT					
(Buyers can close postings early	rty)		Lead Type Request for Information (RFI)	Opportunity Amount 1,000.00 - 100,000.00 USD	Contract Length
Posting ID: 16734543 Business Contact: Satya Prakash Gupta					
Posting Type: Request for Information			(L [■] Respond By May 02, 2023, 9:41 PM GMT+05:30	Un 06, 2023, 9:41 PM GMT+05:30	Humanitarian Relief
Company Public Profile: http://discovery.ariba.com/profil	ile/AN01000343485				
Match Confidence: 100%					
Product and Service Categories	Ship-to or Service Locations		Description		
Floor scrubbers	India			mize its document management capabilities. Currently,	based on the second of the second state of the
			management is becoming increasingly antiquated to	o meet the demands of the organization and its vendors	
Posting Summary est			Please refer to the attached documentation for mor	e details about the requirements.	
Questions & Answers					
			Categories	Service Locations	Supplier Preference
Ask Buyer a question			oucegones		Sapplier Preference
		~	Document management software	Texas	

After

Response to RFIs before vs after

Before

luyer		Req
Company: Name:	SAP-Test jhon doe	A Requ buying to gath
upplier Profile		prepar this RF
Company:	Supplier side CIG (view profile)	busine
Name:		
Email:		Imp
Phone:	Country Area Number Extension USA 1 1234 Include phone number with my response.	Explair
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changes before y	ise and then click Review and Submit. An asterisk indicates a required field. You can return to this page to make ou submit your response.	shortlis View S

For Information

Information (RFI) is a real unity posted by a buyer looking mation from potential sellers in r seller selection. Respond to opportunity to win new

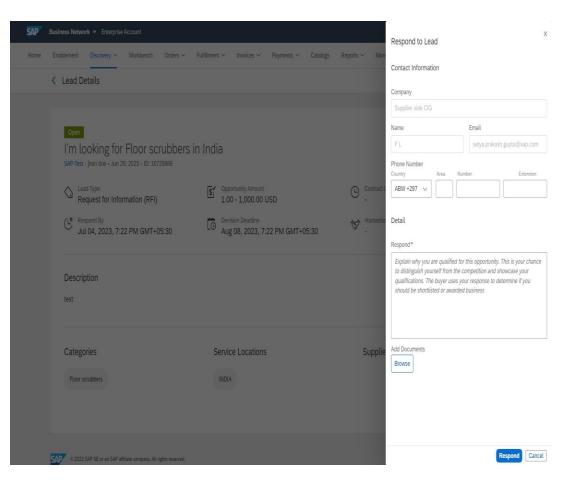
nt Tip

ou are gualified for this his is your chance to distinguish the competition and showcase ions. The buyer uses your etermine if you should be awarded business.

S»

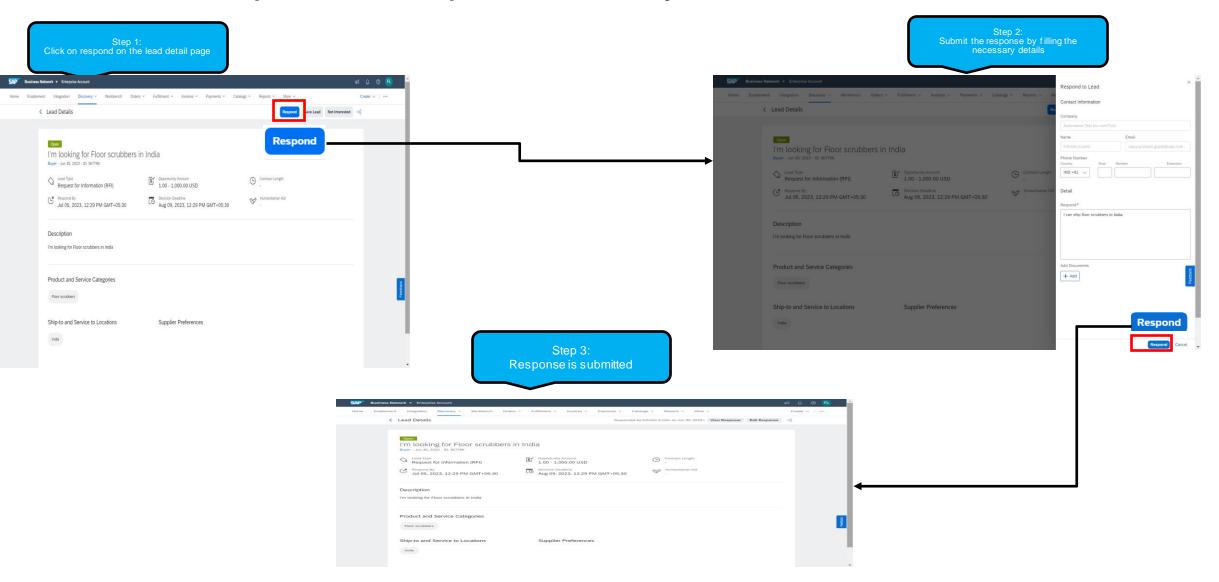
ckStart Guide»

After



Introducing: SAP Business Network Discovery

Detailed feature description: How to respond to a Discovery RFI



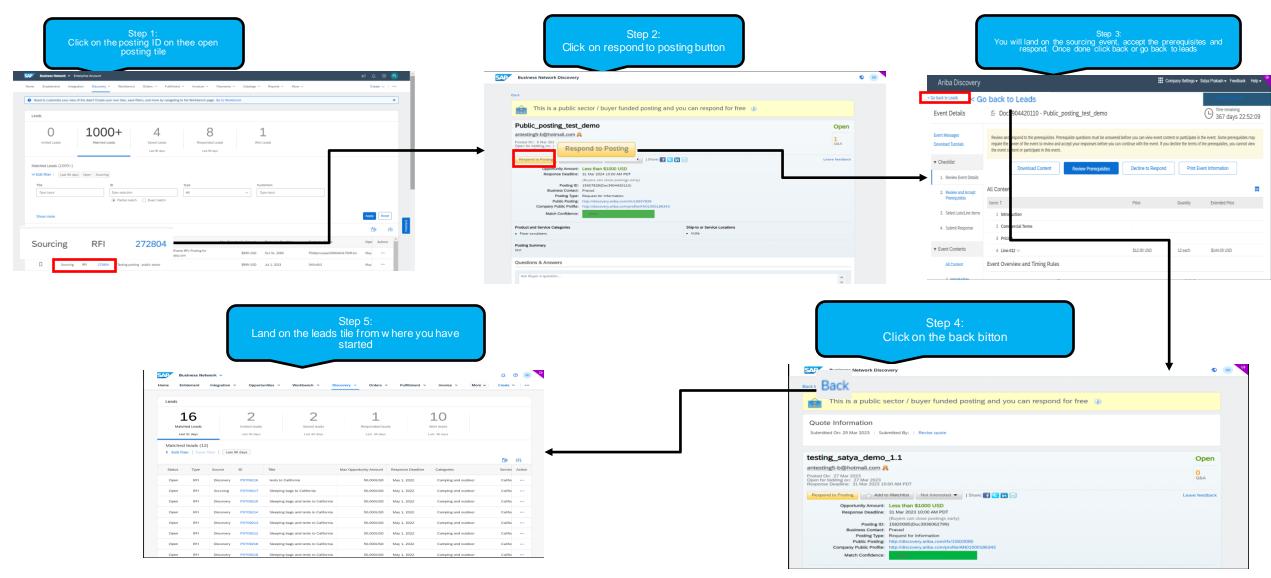
Introducing: SAP Business Network Discovery

Detailed feature description: How to respond to a RFQ

Step 1: Click on the posting ID on the invited leads tile	Step 2: Click on quote all on RFQ details page	Step 3: Submit the response
SVP Balters Menor L. Energine Account of Discours V. Workson, Orden V. Enlineer V. Index V. Provents V. Carlon V. Boots V. More V. Carlon V. Boots V. Interventional V. Carlon V. Boots V. Bo	satya_RFQ_1.31 Open	Provide Your Quote Converso (1990-19 Total Conversion rate 1 000 + 23050 1000 Total table 1 000 + 23050 Tota
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	ConterAll Conterested Uplead Voor Ounte Leave feedback	Your Quote: USD Lead Time(in_p) Price (per unit) + 000 USD Lead Time(in_p)
Laads	Opportunity Annount: Unspecified Response Deadline: 39 JA 3023 31.00 AM POT	Guardity / Li KA Singlered Seguerated Decey 20, A 2022 Singlered Biophysic Field 10, A 2022 Using Control (III) (III) (
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Show more April 1995	tems View Event Details Download RFD	Manufacturer Part ID:
RFQ 360722 🕒 👘 📲	Long Herm Name Buyer Part Id Commodity Estimated Price Quantity Deliver by Status 10 Text case2 5/f 721 Aerial cameres 50.00 USD 10 EA 22 Art 202 2222 2222	Tex Type Tex Rate Type Description Taxable Armsunt Tex (%) Base Tex (%) Tex Armsunt
Serve Source Type ID Title Max Opportunity Amount Response Deadline 🕹 Coutomer Name Open Date Actions	Germany 20 Test case2 5/7 721 Aertist cameras \$0.00 USD 10 EA 22 .nl 2022 2232	All danses Textual Text (50.00.015) C (c)upun)
П Integration NFO 300722 мари_EFO_3.31 49 EUR Jul 29, 2023 Видит Jun 20, 2023 ***	Germany Opume Beleviced Not interested in folding on a specific line item? Click Here.	Submit Carried Star from the file
Step 5: The RFQ moved to the respon	ded leads tile	Step 4: Click on the back bbutton
SAP Business Network + Enterprise Account	41 L @ R	
Home Enablement Integration Discovery v Workbench Orders v Fulfillment v Invoices v Payments v Catalogs	Beports V More V Create V +++	Submitted On: 30 Jun 2023 Submitted Dy: th5mitt InJohn Revise quote
Need to customize your view of the data? Create your own tiles, save filters, and more by navigating to the Workbench page. Go to Workbench	x	satya_RF0_1.31 Open
Leads		Huger A - The buyer has personally invited you to submit a quote. Pound On: 21 Jan 2023 Quest for Elbance (20 Jan 2023 LICO AM POT Quest for Elbance (20 Jan 2023 LICO AM POT Common (20 Jan 2023 LICO AM POT)
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Source Type ID Title Max Opportunity Amount Response		Line Item Name Buyer Part Id Commodity Estimated Price Quantity Deliver by Ship to or Service Lineation
Integration RFQ 360722 satys_RFQ_1.31 40 EUR Jul 29, 20	223 Jun 30, 2023 Bluyer Jun 20, 2 ***	10 Tent central 5.17 721 Arreid centraria 60.009-bit00 10 EA 22 Art 2022 Tent building 2022 Hit Generary Outline 80.00 VLDD

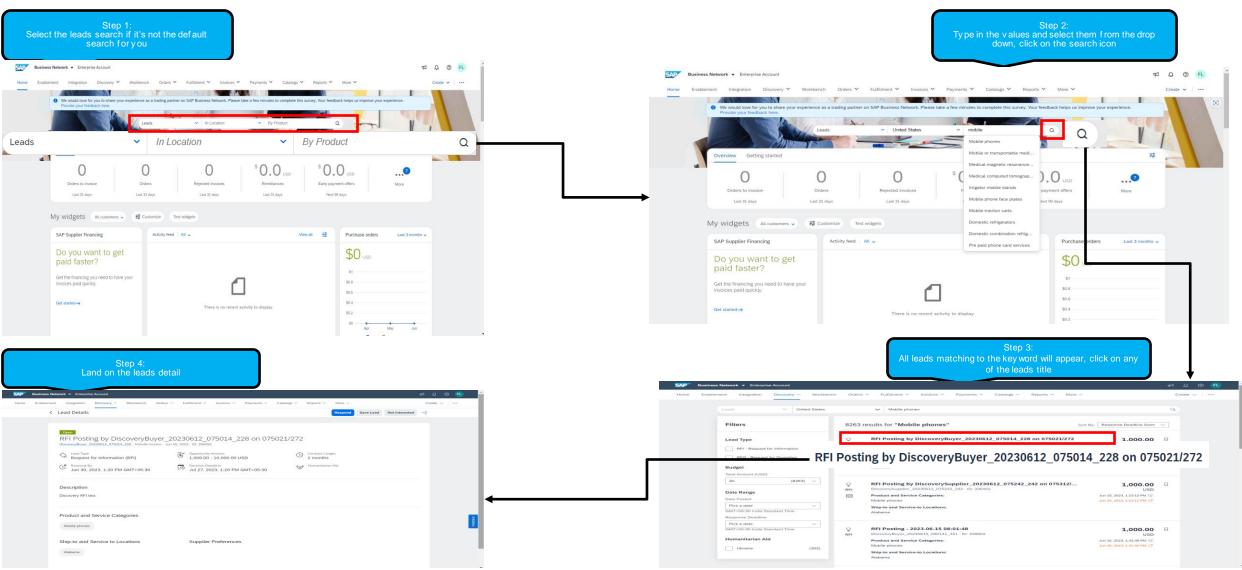
Introducing: SAP Business Network Discovery

Detailed feature description: Responding to public sector events



Introducing: SAP Business Network Discovery

Detailed feature description: How to search for leads



Notificaations

Detailed feature description: Notification configuration for buyer and suppliers

Before for buyer

Ariba Discovery Buyer Settings	Save	Close
You may use this section to configure aspects of SAP Business Network Discovery.		
Company alias:		
LotusLive Dial-in information:		
Do not allow sellers to view my profile on postings 🛐		
For sourcing events show the award button		
V Notify when a buyer sends a message		
Votify buyer when a supplier with inactive relationship or invalid vendor key responded to an event		
Notify me when a supplier responds to my posting		
Notify buyer when event is closed		
	Save	Close

Before for Suppliers

Customer Relationships Users Notifications Account Hierarchy Application Subscriptions Account Registration API management Account Type Change Log
General Network Discovery Sourching & Contracts Messaging
Ensure that you have any regulard user consents before adding end addresses for sending notifications. The Preferred Language configured by the user control that lenguage used in these notifications.
Business Opportunity
Send a notification when invited to a new business opportunity on Ariba Discovery.
Receive a daily digest of postings that match your capabilities.
Votify when a boyer sends a message
Posting
Notify when a buyer reads my posting response
Violify when a posting I responded to is cancelled
Votify when a buyer invites me to a posting
Notify of changes to postings I have responded to
Status
Notify when shortlisted
Vholify when awarded
Visitly when not awarded
Activity
Send a monthly activity report
By entering this personal data, you acknowledge that you have authority to allow transfer of this personal data to Ariba for processing in the 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 cliters has been stored by your organization in a separate data repository residing within the Russian

After for buyers

tifications Save Close
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. If the More indicates required field
Network Notification Discovery
Notify me, when
A supplier responds to my posting
A supplier revises the response
A scheduled posting is published
An RFI posting is closed
An RFQ posting is closed
Save

After for Suppliers

General Network Discovery Sourcing & Contracts	
Ensure that you have the required user consents before adding email addresses for send The Preferred Language configured by the user controls the language used in these notif	Ing notifications. Academs
Leads	
Notify me, when	Notify ather users, when
Invited to a new lead	Invited to a new lead "Emails separate by comma (Max 5)
Matched to a new lead ①	Matched to a new lead " Emails separate by comma (Max 5)
 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 invitediresponded 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	

Introducing: SAP Business Network Discovery

Detailed feature description: Sample notifications before and after

Before

	New business lead on SAP Business Networ	k Discovery	
	Ariba Commerce Cloud <no_reply@ariba.co Tuesday, May 27, 2020 at 4:30 PM To: Doe, John <john.d@aryzta.com></john.d@aryzta.com></no_reply@ariba.co 	m>	
Dear Supplier side CIG,		SAP Business Net	work
The following business opportunity is a Best Match:		You have a new Network Discov	w business lead on SAP Business very
Cloud based project information management application [Solution de logiciel-service application de			d lead on SAP Business network Discovery, Review and indicate your desire to participate by clicking elow.
gestion des informations sur le projet]		Opportunity Type	Request for information
		Product category	Camping and outdoor equipment
What: Document management software, File versioning software, Content		Ship-to and service location	California
workflow software		Title	I am looking for XXXX
Where: Canada		Opportunity value	\$100K to \$500K USD
Closes: 9 Aug 2023 11:00 AM PDT		Deadline	Oct 24, 2022
		Description	Lorem ipsum dolor sit amet, consectetur adipiscing elit. Est nibh velit facilisi vel ultrMore
View Your SAP Ariba Discovery profile has matched a new business opportunity		Respond	
		If you are unable to accest browser: https://service.ar	ss the page, copy the link below and paste it into your web niba.com/Discovery.aw/ad/busopp?Key-ju9774878374
		* The link is valid for 24 h	tours only.
		Sincerely,	
You are receiving Ariba Discovery leads that match your company profile.			ecuse the opportunity matches the product and service categories s on your company profile of your ANID182873. Update your
		If you do not wish to receive f	further notifications, click Unsubscribe.

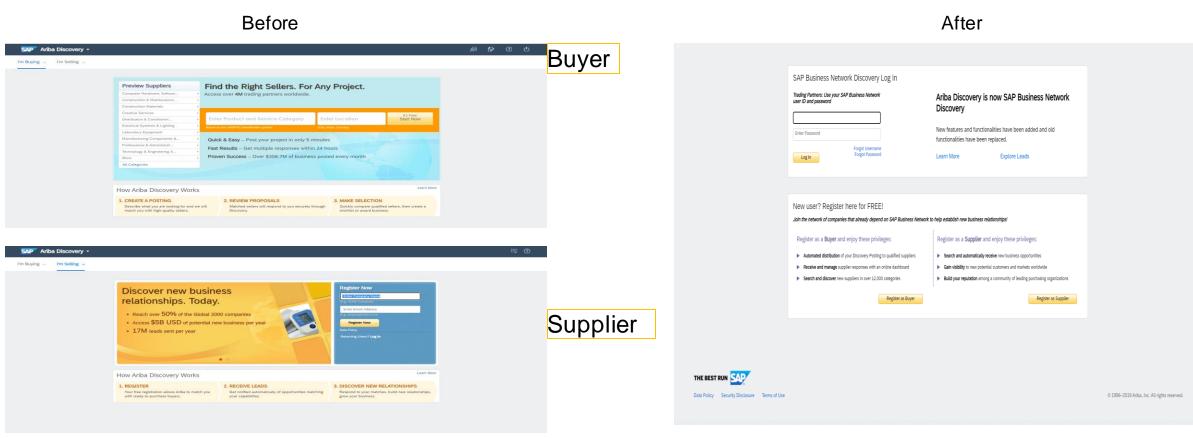


Pre login page, leads and registration

Detailed feature description: Pre login page before and After

Changes:

- Buyer and supplier's login will be the same
- · Buyers will not be able to create posting without logging in first



Introducing: SAP Business Network Discovery

Detailed feature description: Registration form

Before

	Buyer		
Ariba Discovery 👃			Ø
w Buyer Registration			* Indicates a required fiel
Enter your user account information			
Name *	First Name	SAP Business Network Privacy Statement	
Email -	This is my username		
Usemame -		Must be in email format(e.g. john@newco.com)	
	Enter Password	Passwords must contain a minimum of eight characters including upper and lower case letters, numeric digits, and special characters.	Ø
	Repeat Password		
Enter your basic company information			
Company Name =			
Country/Region United Address Line 1			
Line 2			
Line 3			
State * Alabar	ma [US-AL] V		
Zip *		to other uses and the robble based on mumble within the SAP Runitizes Memoryk and the antificable confile within usetion. Bissue are the SAP Runitizes	
I have read and agree with the Terms of Use and I hereby agree that Ariba Discovery, connectient how we process personal data.	ted to SAP Dusness herivork will make parts of my (company) information accessible	to other users and the public based on my role within the SAP business remotif and the applicable profile visibility settings, these see the SAP business	vess Network Privacy Statement to
			ster Now Cancel
	a		
sy information	Supplier		
Company Name:*		Ariba Network standard account is Free	
Company Norms:* Country/Regime * United Bases 3084	Supplier	Instrume a required for Ariba Network Standard account is Free Ariba Network Standard account is free Ariba Network Standard account is free Ariba Network Standard account is free Ariba Network Standard account is free Ariba Network Standard account is free Ariba Network Standard account is free	
Company Name:*		Ariba Network Standard account is Free St	
Company Norma ¹ Constructionages 4 Address ¹⁴ Loss 2 Loss 2		Ariba Network is Free Ariba Network	nd streamline communications.
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Sciences Hamil Juna Hamil (Jung) Average Lina J Average Lina J Average Lina J Average Average		Aviable Network A	nd streamline communications. ease seles leads.
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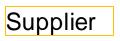
After







Interesty agree that SAP Business Network will make parts of my company is information accessible to other users are the public based on my role within the SAP Business histoprix and the applicable profile wildbirly sattings. Please use the Presey Steament to learn here we process personal data.





La contra data da la su data desarra da ser da se de la contra da se d

Detailed feature description: Supplier searching for leads before login

Before

₿ (?) SAP Ariba Discovery -I'm Buying V I'm Selling V Discover New Business Opportunities Get matched to active buyers and access 350B USD in buying power Ariba Discovery will match you to real business opportunities from the world's leading companies. Don't waste your time targeting prospects that are not ready to buy. Focus your efforts on Ariba Discovery, and quickly and effectively market yourself to relevant buyers. Find Advanced Search » All results Sort by: Relevance Refine Match Criteria Search Results 1 - 10 of 19.454 -(123...) Humanitarian Relief (737) Help Ukraine RFQ - Test_Event_ABVSPQ2017111202 Less than \$1000 USD (Est.) C2-buyer4@ariba.com Posted: 12 Nov 2017 Closes: 22 Dec 2032 2:35 AM PST Posting type Product and Service Categories: Aerial cameras, Digital cameras (16639) Request for Information (2815) Request for Quotation Ship-to or Service Locations: United States Minor Outlying Islands; United States; San Jose-Sunnyvale-Santa Clara - California Date Started RFQ - RK_public_Test_Posting_15July_004 \$10K to \$50K USD (Est.) Last 14 days (759) Vijaykumar Posted: 15 Jul 2018 Closes: 28 Mar 2028 1:00 AM PDT (316) Last 7 days Last day (98) Product and Service Categories: Fish food flakes, Commercial fishing line tackle (1879) Last month Over 1 month ago (17575) Ship-to or Service Locations: United Kingdom; San Jose-Sunnyvale-Santa Clara - California Date Closed RFQ - RK_public_Test_Posting_15July_005 \$10K to \$50K USD (Est.) After 7 days (795) Vijaykumar Posted: 15 Jul 2018 Closes: 28 Mar 2028 1:00 AM PDT (419) (55) Next 7 days Next day Product and Service Categories: Fish food flakes, Commercial fishing line tackle Product and Service Categories Ship-to or Service Locations: United Kingdom; San Jose-Sunnyvale-Santa Clara - California Computer Hardware, Software & (1455) RFQ - RK_public_Test_Posting_15July_006 \$10K to \$50K USD (Est.) Telecom Construction & Maintenance (2429) Vijaykumar Posted: 15 Jul 2018 Closes: 28 Mar 2028 1:00 AM PDT Services Industrial Manufacturing (1746) Services Product and Service Categories: Fish food flakes, Commercial fishing line tackle (1233) Professional & Administratives

Leads V Type or select to	cation V Type or select category	
Filters	21 results	Sort By: Response Deadline Soon
Lead Type RFI - Request for Information (19) RFQ - Request for Quotation (2) Budget Total Amount (USD)	Q discovery-41 RFI SAP Ariba - ID: 431098 Product and Service Categories: Mobile phones Ship-to and Service-to Locations: Albania	ວິດ,000.00 ມີ USD Jun 09, 2023, 12:4313 PM ເອີ Jul 05, 2023, 12:4500 PM (ອີ
All (19) Date Range Date Posted Pick a date GMT+05:30 India Standard Time Response Deadline	Q discovery-42 RFI SAP Ariba - ID: 431099 Product and Service Categories: Mobile phones Ship-to and Service-to Locations: Albania	10,000.00 USD Jun 09, 2023, 12:54:04 PM (S Jul 09, 2023, 1:00:00 PM (S
Fick a date ✓ GMT+05:30 India Standard Time Humanitarian Aid Ukraine (1)	discovery-43 RFI SAP Ariba - ID: 431100 Product and Service Categories: Mobile phones Ship-to and Service-to Locations: Albania	10,000.00 USD Jun 09, 2023, 1:28:04 PM (응 Jul 09, 2023, 1:30:00 PM (응

After

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