

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

Content Owner: Satya Prakash Gupta, SAP Target GA: August, 2023



### 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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#### Before

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After

RFI - Tm looking for Floor scrubbers (for testing only) Posted On: 16 Jan 2023 Response Deadline: 25 Jan 2023 1:29 PM IST

You have 1 new seller response

### Introducing: SAP Business Network Discovery

### Detailed feature description: Create posting form before and after

### Before

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Preference for Seller:	Add preferences for this posting ①	
Bid Requirement:	Require a bid from sellers that respond. Note: Bid amounts are not required for all posting types.	
Privacy Settings:	Hide my company name	



### 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	<b>a</b> 0 0 <b>e</b>	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	×	
Invitations Matches Watchilst Responses Wins 83 9 58 15		Leads 5 1000+ 4 8 10		
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		
	<b>\$42,768,484</b> 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 <sup>■</sup> 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
		<b>~</b>	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
Petails		yourse your q
Fatar		respon
changes before y	se 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
Response:	ise and then cuck Keview and Submit. An asterisk indicates a required field. You can return to this page to make ou submit your response.	
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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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Invited Leads (1)	Product and Service Categories Ship to or Service Locations • Aerial cameras Cholguide DN Cholguide DN	Tex Type Tex Rate Type Deworkpriser TexeNot Tex (N) Base TexeNot TexeNot TexeNot Annual An Increa
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) East meth	Law Rollesory	
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)
	1.1	And to Wandhild Internetistic Upload Your Quees Deserteed last submitted last
	111 Ion Leads	
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Responded Leads (9)	<b>→</b>	Particle Type: Throanston Constantin (ERP) Company Public Particle: March Cambra (Constanting) Constanting Constan
✓ Edit filter   Linit 50 days		Comments test Comments test Product and Service Locations Arraid common Service Locations Arraid common Service Locations Comparison
	Type Aput	Chridgium SN Chride
Partial match     Cack match		Details
Show more	Agory Rest	Loss Bill History
	Concentration of the second se	Rema Vere Deals Department Arg
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)
<ul> <li>Receive individual notification about each lead</li> </ul>	
<ul> <li>Receive a digest of all matched leads in one day</li> </ul>	
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
	<b>a</b>		
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 <sup>1</sup> Constructionages 4 Address <sup>14</sup> Loss 2 Loss 2		Ariba Network is Free     Ariba Network	nd streamline communications.
Conversions Conversions Addess Conv Co		Ariba Network is Free     Ariba Network	nd streamline communications. ease seles leads.
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.
Conversions Conversions Addess Conv Co		• industria a requirement     • industria a requirement     • industria a requirement     • industria a requirement     • Industria	nd streamline communications. ease seles leads.
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count information		<ul> <li>• industries a variation for a second metric description of a second metric des</li></ul>	nd streamline communications.



#### 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	<b>10,000.00</b> 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	<b>10,000.00</b> USD Jun 09, 2023, 1:28:04 PM (응 Jul 09, 2023, 1:30:00 PM (응

After

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