

## Keelvar Sourcing Optimizer with SAP Ariba Sourcing



### Support more sourcing event needs

Key to improving sourcing outcomes is having the right technology solution to support business requirements and goals. Customers across the globe today use both SAP Ariba and Keelvar's sourcing optimization platform to address a broader range of needs, with the most appropriate solution selected based on sourcing event criteria.

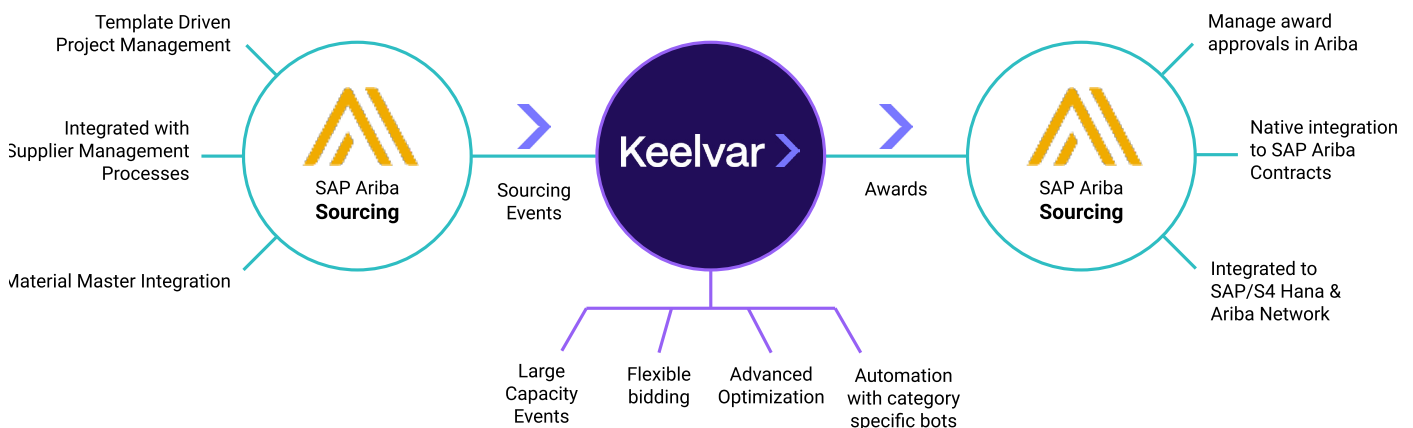
### Two solutions combine for more spend competitively sourced

Having Keelvar Sourcing Optimizer available alongside an SAP Ariba implementation allows customers to complement their solution set with a best-of-breed sourcing tool, one that delivers powerful capabilities for spends where bidding event size and/or decision complexity are important considerations.

Complexities can be found in many sourcing needs across all spend categories: transportation and logistics; packaging materials; indirect services and MRO (maintenance, repair, and operations); and direct materials. Even smaller scale events may benefit from collecting creative bid proposals from suppliers where the best award decision looks beyond lowest price and involves multiple stakeholders. Those complexities historically were often handled offline and through workarounds in custom spreadsheets requiring significant manual development, cleansing, and maintenance.

Partnering SAP Ariba Sourcing with Keelvar's Sourcing Optimizer allows more sourcing to be centrally managed, digitized, tracked, and analyzed.

### SAP Ariba Sourcing and Keelvar



## A sourcing tool decision guide

Customers benefit from guidance about which characteristics may suggest use of SAP Ariba Sourcing or Keelvar Sourcing Optimizer. This guidance may vary somewhat by organization, but typically customers use three categories of criteria to determine the most appropriate and effective enabling technology.

By adding Keelvar Sourcing Optimizer alongside SAP Ariba, you gain an easy solution when you need more advanced features for collecting flexible supplier information and bids, cost modeling, and award scenario analysis with your spend stakeholders.

Keelvar also offers an additional boost with our Autonomous Sourcing, that drive efficiencies and best practice standardization for tactical spot buying.

Download: Sourcing Optimizer datasheet  
Download: Autonomous Sourcing datasheet

SAP Ariba



Keelvar

### 1. Event scale

Fewer



More

Event scale and scope, which can include any combination of number of items, number of invited suppliers for bidding, number of locations, etc.

### 2. Bid inputs & calculations

Lowest bid



Total value

The number and variety of bid inputs collected and cost calculations related to those bid inputs

### 3. Award allocation

Single award



Award complexity or splitting

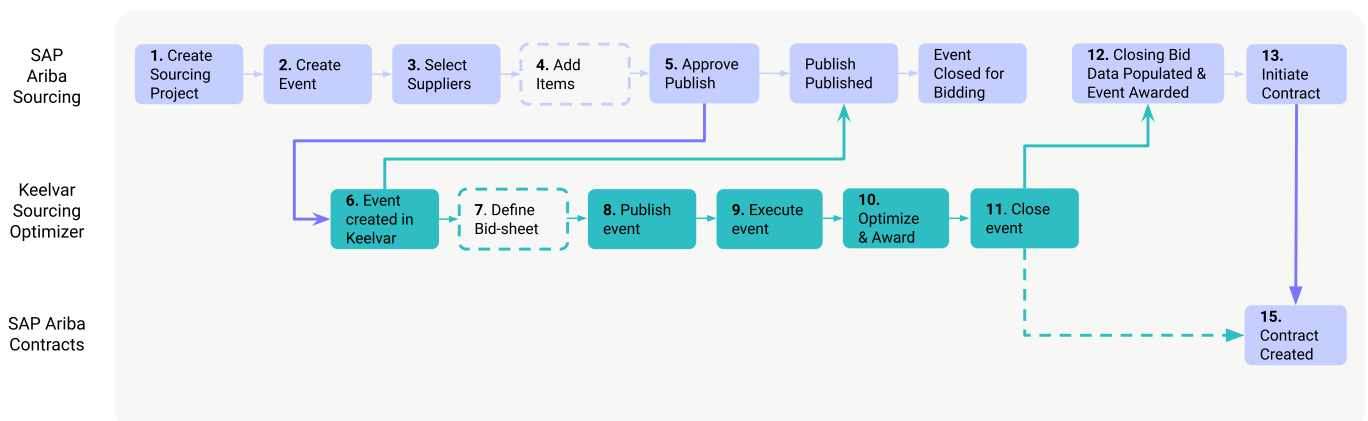
The potential complexity of award decisions vs. looking at just one lowest price winner

## How it works

Keelvar's Sourcing Optimizer seamlessly integrates with SAP Ariba, allowing users to choose the right tool for the job from within a familiar user interface.

As an SAP Application Extension Partner, Keelvar's Sourcing Optimizer directly integrates with SAP Ariba via API. Data flows seamlessly from SAP Ariba Sourcing to Keelvar through this integration.

The Keelvar Sourcing Optimizer Connector first pulls item master data and suppliers from SAP Ariba Sourcing into Keelvar. Buyers trigger the desired sourcing event in SAP Ariba and then send it to Keelvar.



In Keelvar, the Ariba-initiated event is created and launched, bids are collected and validated, cost models are built, and optimized award scenarios are analyzed. The final award data is sent to SAP Ariba Contracting for downstream processing.

Keelvar

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