

# SiteSphere delivers rapid supplier enablement for Ariba PunchOut™



## Challenges

- Seeking new ways to help customers effectively manage rich catalog content, accurately categorize products, ensure contract pricing compliance, and eliminate the inefficiencies of paper-based ordering and quotation preparation
- Time-consuming and inefficient manual processes—with a typical seller search requiring two weeks, and communication with prospective sellers dependent upon phone calls, voicemail, and email
- Wanted to continue growing its international customer base and meeting client needs by utilizing Ariba

## Solutions

- Began using the Ariba® Network in 2009 to support customers in multiple areas, including PO and eInvoicing integration via cXML or EDI, Ariba PunchOut™ and Level II PunchOut catalogs, and website development
- Became an Ariba® Supplier Solution Provider (ASSP) in 2010 to better help clients succeed with Ariba and meet buyer demands for advanced transactional capabilities and electronic content delivery
- Developed SiteSphere® Supplier product line, enabling customers to implement a B2B PunchOut catalog and a B2C store as required
- Offer a high degree of integration experience with multiple ERP platforms, including Microsoft CRM, Oracle, SAP and others

## Results

- Ariba capabilities give SiteSphere® a valuable resource in enabling its SME customers to meet demands from large companies to adopt their mode of transacting
- Ariba ASSP designation has driven growth in requests for PunchOut solutions; partnering with Ariba helps SiteSphere® provide an easy, rapid, reliable experience and deliver product content in the most appealing manner
- Through the SiteSphere® Supplier solution, customers can now launch an Ariba PunchOut™ website within 48 hours of submitting their product list
- Ariba Commerce Cloud meshes well with the cloud-based SiteSphere® solution, facilitating fast implementation, enrichment of customer-facing product specifications from any location, and lower maintenance and support costs

## Profile

Established in the United Kingdom in 1995, SiteSphere Limited is a privately held software house. The company provides a wide range of commercial website solutions and customization services that enable its B2C and B2B customers to develop and launch powerful online storefronts in the global marketplace. SiteSphere® has been providing PunchOut catalogs since 2009 and cloud-based solutions since 2000. The SiteSphere® Supplier product is behind €m eCommerce stores transacting '000s products every hour.

## Ariba Commerce Cloud Features

- Ariba® Network
- Ariba® PunchOut



**“It’s an exciting time to work in partnership with Ariba and help a wide range of suppliers make the transition to the Commerce Cloud using trusted SiteSphere® PunchOut solutions.”** Peter Chapman, Supplier Solutions Director, SiteSphere Limited [www.sitesphere.com](http://www.sitesphere.com)

