ARAVO

DATA SHEET

ARAVO DISCOVER

Selecting the Right Suppliers Improves Your Bottom Line

In today's global marketplace, profits and productivity are largely dependent upon choosing the right suppliers. High supplier support costs and poor service slow your time to market and reduce margins when you can least afford it. But finding the best supplier is often a hit or miss proposition.

Identifying, validating, and pre-qualifying potential new suppliers can be a slow and costly process when you most need speed and agility. Manual supplier registration processes, combined with little or no visibility into key supplier selection criteria, leaves you unable to sort the wheat from the chaff. And don't forget governmental regulatory requirements around diversity supplier access. That's why best-in-class companies don't leave supplier discovery to chance. Rather, they rely on automated self-service solutions to collect and manage potential supplier information, and to build a strong supply base with which to accelerate innovation, improve bottom-line performance, and deliver competitive advantage.

KEY BENEFITS

- Reduce the cost of new supplier discovery processes
- Speed time to market through effective supplier selection
- Focus internal resources on supplier strategy
- Streamline potential and unanticipated supplier registration
- Develop and execute sophisticated new supplier discovery campaigns
- Effectively conform to government regulations regarding diversity supplier access to your supplier network

SOLUTION SUMMARY

Aravo Discover is the industry's leading SaaS solution for automating and managing new supplier discovery. For customer after customer, it's the first step in the deliberate process to cultivate new supplier relationships, helping to leverage suppliers to shorten time to market, reduce supplier management costs, and deliver competitive advantage. With support for uninitiated walk-up, as well as buyer-initiated, supplier registration, *Aravo Discover's* web-based supplier portal gets your staff off the phone and onto value-added processes. Relying on a rich set of workflow, survey authoring, and feedback tools, *Aravo Discover* not only streamlines supplier registration and pre-qualification, but ensures that you are meeting enterprise and regulatory supplier access and information collection requirements. And when it comes time to find that new supplier, *Aravo Discover's* multi-criteria supplier search let's you quickly focus on the suppliers that best fit your needs.

> **"Companies that take the time to closely evaluate all aspects of supplier complexity and its impact on transaction costs, risks, responsiveness, and innovation are on the right track to improving the overall effectiveness of their supply management."**
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> *- Thomas Choi, Director Center for Supply Networks, Arizona State University*

> ARAVO BEST PRACTICES: PROCESS EXAMPLES

Aravo Discover is a core component of Aravo's market-leading Supplier Information Management (SIM) platform. By automating and managing new supplier registration, pre-qualification, and discovery, *Aravo Discover* allows you to reduce supplier management costs while driving improvements in time to market and competitive advantage.

SUPPLIER REGISTRATION

Aravo Discover simplifies supplier registration by allowing you to automate the collection, review, and validation of information from new suppliers, by eliminating the inefficient phone calls/faxes/data entry, and by ensuring that suppliers are routed to the right commodity teams for review and approval. Best-practice Supplier Registration steps include:

1. A new supplier contacts you to register for future opportunities; or a user/buyer invites a new supplier to register via an email invitation.
2. For unsolicited supplier contact, the supplier is directed to a self-service web-portal at which to self-register.
3. If a user or buyer wishes to invite one or more candidate suppliers to register, an email invitation is created that contains a link to a self-service web-portal at which they can register.
4. On the web-portal, suppliers complete customizable surveys that capture supplier relevant business and regulatory information such as location, products/services offered, and diversity and small business characteristics based upon pre-determined information requirements.
5. User-defined workflows manage the routing, review, approval, and validation of collected data.
6. Additional email validation requests may be generated to verify selected survey responses.

KEY FEATURES

- Web portal for buyer-initiated or walkup supplier registration
- Email invitations and automated validations
- Customizable surveys with conditional branching
- User-defined approval and validation workflows
- Best practice survey and workflow templates based on geography, vertical industry, etc.
- Time-stamp, audit trail, and repository of all approvals
- Real-time dashboards for monitoring of all registration processes

SUPPLIER PRE-QUALIFICATION & DISCOVERY

Aravo Discover allows you to pre-qualify suppliers via criteria determined by the commodity manager. Authorized users can then search the pre-qualified supplier network to discover suppliers that match user-defined selection criteria such as products and services offered.

1. System configuration determines supplier pre-qualification criteria to be captured at registration. Only suppliers who meet these criteria become available.
2. A user initiates a new supplier discovery in a supplier search screen where selection criteria such as geography or products/services offered can be entered.
3. A result set of candidate suppliers is returned, and the user can make selections for further processing.

KEY FEATURES

- Customized, configurable supplier pre-qualification
- Configurable workflows for routing and review of qualifications data
- Industry-specific validations framework for credentials review and approval
- Centralized supplier network
- User-defined supplier discovery search criteria
- Real-time dashboards for monitoring of all qualifications processes

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About Aravo

The world's best-run businesses utilize Aravo's SaaS Supplier Information Management platform to reduce the cost of managing suppliers by up to 72% and to transform their supplier on-boarding, compliance, enablement, and risk management challenges into competitive advantage. General Electric, Goldman Sachs, Accenture, and Deutsche Bank rely on Aravo to manage information and processes for over 1.5 million global suppliers. Aravo is based in San Francisco, with offices in Chicago, New York, and Ahmedabad, India, and is backed by over $50 million in investment from Cisco Systems, Big Sky Partners, and the Charles Schwab family. For more information regarding Aravo's award-winning solutions please visit http://www.aravo.com or view our blogs at http://www.2sustain.com and http://atrisk.net

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