

# Gaining competitive advantage for services through exposure to companies with budget to buy



Challenges	Solutions	Results
------------	-----------	---------

- Securing business from companies abroad, and specifically in the US
- Getting exposure to these companies
- Building strong, long-lasting relationships so they can provide additional services

- Found Ariba Discovery when invited by a large real estate management company to participate in an Ariba online auction
- Updated profile for better matching in their service area
- Receives daily opportunities from companies they wouldn't have found without Ariba Discovery

- Responded to 20 eIntros and 2 RFI's to buyers looking for their services
- Won several contracts with Abercrombie and Fitch for approximately 500,000 Euros
- Received a recommendation on Ariba Discovery from Abercrombie and Fitch and the opportunity to grow this business

### Profile

Delivers high quality facility management services through a combination of professional personnel and the latest technology

### Ariba Commerce Cloud Features

- Ariba Network
- Ariba Discovery service

**“I expect continued success with this supplier and based on my experience thus far, I recommend them.”**

*Recommendation from Abercrombie and Fitch on Ariba Discovery*

