

# Tupperware Brands achieves more than 15% savings and increases productivity by 40%

| Challenges | Solutions | Results |
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- Identifying new sellers worldwide that offer required materials to support new company initiatives
- Time-consuming process to research the marketplace and stay up-to-date with the latest sourcing materials and labor cost
- Transitioning global team to adapt new technologies and processes

- Began using Ariba Discovery to easily identify sellers located in targeted regions, with specific commodities; enabling the team to quickly and more efficiently source products
- Using Ariba Discovery, the Sourcing team received responses from multiple sellers whose capabilities matched their business requirements
- By having access to more than 500,000 global sellers on Ariba Discovery, researching market trends and maintaining their seller contact database took less time and became much easier

- Faster to find qualified sellers – previously took a week or more to find new sellers. Ariba Discovery enables the team to connect with new sellers within a few days
- After posting an RFP on Ariba Discovery and receiving multiple responses from sellers, Tupperware Brands was able to better negotiate cost – leading to a 15 percent savings
- Significantly grew seller base by building new relationships through Ariba Discovery
- Increased productivity by 40 percent - Prior to using Ariba Discovery, the Sourcing team called each seller to qualify – With Ariba Discovery, the team can quickly review responses and easily qualify sellers
- The ease-of-use of Ariba Discovery’s service has made it quicker and easier to on board Global sourcing teams

### Company

Tupperware Brands

### Profile

One of the most trusted names in house wares, Tupperware Brands, headquartered in Orlando, FL has a sales force of more than 2.6 million people located in 140 different countries. Tupperware Brands provides a broad range of products including cookware, cutlery, storage, food preparation and beauty products.

### Ariba Commerce Cloud Features

- Ariba Sourcing
- Ariba Discovery

*“Before using Ariba Discovery, our team spent countless hours, days, and weeks trying to find new and qualified sellers. With Ariba Discovery, I can easily post my requirements and within a few days receive responses from multiple sellers.”*

**Randy Griswold, Sr. Sourcing Manager, Tupperware Brands**

