

Advanced Order-to-Cash Capabilities Reduces DSO by 27 Days

Challenges	Solutions	Results
<ul style="list-style-type: none">• 2,300 stores worldwide (825,000 products each)• Individual stores responsible for order accuracy, line item number, PO entry, and other aspects of electronic fulfillment• Lack of integration of broad commerce practices with individual store transactions	<ul style="list-style-type: none">• Deployed Ariba technology to enable prospects to buy electronically<ul style="list-style-type: none">• Online catalogs• Off-Catalog' ordering and 'Quote to Order' functionality• Electronic purchase orders, change orders, order cancellations, order acknowledgment• Paperless PO-Flip™ and cXML invoicing• Obtained Ariba Ready platinum-level certification, validating Fastenal's best-in-class supplier capabilities<ul style="list-style-type: none">• New customer implementation in minutes• Automated order-to-cash processes to reduce invoice "days out" and maximize discounts	<ul style="list-style-type: none">• Reduced days outstanding to 9.5 days (versus 37 days for paper invoices)• Purchase order error rate reduced by 83 percent• Real-time purchase order and acknowledgement delivery

Company
Fastenal

Profile
North America's largest fastener distributor

Ariba Commerce Cloud Features
Ariba Network for business collaboration
Ariba online catalog solutions

“Ariba has received Fastenal’s highest ranking in terms of functionality, adaptation, and supplier on-boarding...A true benchmarked win-win for the customer and the electronically enabled supplier base.” Keith Klos, E-Business Sales Manager, Fastenal

