

Sales Increase by 15 Percent with Ariba

Challenges	Solutions	Results
<ul style="list-style-type: none"> • Customers using various methods to place orders • Improving invoice accuracy • Identifying new prospects by using more-efficient business development approaches • Lack of scalable approach of using referrals for new business 	<ul style="list-style-type: none"> • Deployed Ariba technology to allow buyers and suppliers to quickly find each other • Deployed Ariba technology to enable prospects to buy electronically <ul style="list-style-type: none"> ♦ Online catalogs ♦ Paperless invoicing ♦ Programs for specific order-to-cash cycle objectives • Obtained Ariba Ready certification to validate Telepress' electronic commerce capabilities 	<ul style="list-style-type: none"> • 15 percent new revenue via Ariba solutions <ul style="list-style-type: none"> ♦ Discovered and won several accounts using Public RFX • 50 percent orders now processed electronically • Buyer-supplier transactions now paperless <ul style="list-style-type: none"> ♦ 300+ invoices/day processed ♦ Increased accuracy ♦ Decreased time spent in accounting ♦ Improved Days Sales Outstanding (DSO)



Company
Telepress

Profile
Leading business card and stationery provider

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

“Over 50 percent of our daily orders are coming in via the Ariba Supplier Network and new customer growth attributable to our relationship with Ariba accounts for 15 percent of new revenue. It has allowed us the opportunity to better serve existing customers and to gain new business.” Tricia Johnson, Director of eCommerce & Business Development, Telepress

