



JAGGAER ➔



Top 10 Reasons Ariba Customers Switch to JAGGAER



01

Product Innovation

JAGGAER has set the standard for innovation in today's rapidly evolving procurement software space. In 2022, we publicly announced our Autonomous Commerce strategy, followed by new product launches for intelligent contract management (Contracts AI), and payments (JAGGAER Pay).

Throughout 2023, we solidified our commitment to innovation by rolling out additional improvements in UI, enriching our AI offer (Assist, Advise and Adopt) with new functionalities, and launching Advanced Rates.

The full suite of JAGGAER Advanced Rates combined with JAGGAER Advanced Sourcing Optimizer (ASO), JAGGAER Contracts and JAGGAER Supplier Management provides an easy view of all historic negotiations and interactions, visualizes all contracted rates, has different workflows to update rates, allows traceability of rates modifications along with a full and complete Source-to-Contract process.







02

Superior Customer Engagement

Recognizing that our customers are the lifeblood of our company, customer success is at the heart of JAGGAER's core values.

We collect customer input during our regional user group and customer advisory board meetings, via an automated feature enhancement request process that we call Engage.

Within the Engage platform, customers can:

			
Submit new ideas	Check the status of an existing idea	Vote on ideas submitted by other customers	Engage with the community through comments

By incorporating customer input into every product release cycle, we ensure our solutions are addressing real-world business requirements.



03

Faster Time to Value

Increasingly, enterprise applications are evolving like consumer apps – intuitive for rapid adoption, networked to share best practices, and intelligent to be a force multiplier. These are some of the core tenets of our Autonomous Commerce strategy, and they ultimately result in faster time to value for our customers.

Gone are the days of year-long software implementations. Enterprises need value quickly, and JAGGAER is delivering it to them in months, not years.

04

Better Cost to Value Ratio

Back in the day, cost reduction was the singular focus of procurement organizations. That has changed. CEOs are now asking their procurement departments to maximize the value they're delivering to the organization, not just reduce costs.

Value comes in the form of improved sustainability, supply chain resilience and digital transformation. We're helping procurement professionals to maximize the value they deliver.

05

Ease of Use

In 2022, we rolled out an entirely new UI/UX that has modernized our look and feel and simplified how users interact with our already functionally rich solutions. Coupled with intelligent user guides and contextual automated assistants, the JAGGAER ONE solution is extremely easy to use.

In 2023, two groundbreaking features were introduced to enhance operational efficiency and elevate user satisfaction. Our AI-Based Commodity Code Selection improves efficiency through advanced automation and a user-friendly procurement experience, significantly reducing time and effort in product classification.

The AI-based PO Invoice Matching Recommendations feature automates and simplifies invoice matching, ensuring accuracy and process efficiency. Through continuously listening to our customers and applying cutting-edge technology, we aim to streamline procurement, making it more efficient and accessible for all.

06

Flexible Integration Architecture

As the leader in Autonomous Commerce, JAGGAER offers products to support business process flows of Source-to-Contract, Procure-to-Pay, and Supply Chain Collaboration. We understand how important it is for your business applications portfolio to be well-integrated. Our integration services enable you to extend JAGGAER into ERPs, custom applications, Identity and Access Management systems, and more, allowing you to access more than 70 business objects via over 300 integration endpoints.

07

Solution Extensibility

Extensibility is a critical success factor for any enterprise application even though it doesn't get the attention it deserves. We know better.

Applications that lack extensible integration architectures or those that can't be configured to meet the specific needs of a customer invariably fail. That's why we've developed an embedded business process management tool and form builder that operates natively within our platform. Leveraging these tools, we're able to deliver tailored process workflows and screens that address the specialized 'last mile' requirements of our customers.



08

Direct Involvement in Implementations

JAGGAER Professional Services utilizes their Best-in-Class Methodology with proven best practices and 25 years of experience to ensure a successful implementation. JAGGAER always allocates at least one experienced Professional Services resource involved in every implementation, even when our customers engage with an SI partner. Staying engaged with our customers throughout an implementation helps us deliver better results for our customers and build stronger long-term relationships.



09

Comprehensive All-in-One Solution

Nobody has deeper or broader functional capabilities that span the entire source-to-pay spectrum—across both Indirect and Direct Materials use cases—than JAGGAER, period. Even in specialized areas like Contract Lifecycle Management (CLM), JAGGAER's capabilities rival the best of breed vendors.

That's not to say we can do it all. Within rapidly evolving areas like supply chain risk management and sustainability, we partner with and offer plug-and-play access to the leading solution providers.

So, by our definition, an all-in-one solution means seamless access to the best procurement capabilities the market has to offer, integrated by JAGGAER, contracted by JAGGAER and supported by JAGGAER.



10

Supplier-Friendly Strategy

The promise of Autonomous Commerce can't be realized without equal involvement from both buyers and suppliers. Seamless collaboration between these two parties results in tremendous efficiency gains and risk reduction.

For this reason, JAGGAER is investing heavily in both buyer-centric and supplier-centric capabilities. For example, we're leveraging AI to deliver smart-match recommendations, aligning buyer needs and supplier capabilities. We're also delivering capabilities that enable suppliers to autonomously respond to RFPs issued by buyers, and continuously learn from and improve outcomes related to buyer award decisions.

As more suppliers benefit from our toll-free supplier network, more will flock to our network, giving buyers more options. That's good for everyone.

Americas
+1 919 659 2600
sales@jaggaer.com

Europe
+43 1 80 490 80
sales@jaggaer.com

EMEA
+9714 360 1300
info-mena@jaggaer.com

APAC
+61 (2) 8072 0644
apac_sales@jaggaer.com