

Sr. No.	Description	SAP Ariba	SCH Portal	SAP Ariba	SCH
I	Functional			5.0	3.9
	Supplier Network	Access to a global supplier network to discover and connect with suppliers.	No global supplier network	5.0	0.0
	E-Sourcing	E-sourcing tools for managing supplier negotiations, sourcing events, and contracts electronically	E-sourcing tools for managing supplier negotiations, sourcing events, and contracts electronically	5.0	5.0
	Collaboration Tools	Collaboration features to facilitate communication and collaboration between procurement teams, suppliers, and stakeholders	Collaboration features to facilitate communication and collaboration between procurement teams, suppliers, and stakeholders	5.0	5.0
	Supplier Performance Management	Available	Available	5.0	5.0
	Industry-Specific Functionality	Tailored solutions for specific industries	Tailored solutions for specific industries	5.0	4.0
	Global Capabilities	Multi-language and multi-currency support for global operations	English with multi currency	5.0	4.0
	Procurement Analytics	Available	Available	5.0	5.0
	Product Support	Global SAP support	EIMs only	5.0	3.0
II	Technical			3.6	4.0
	Mobile Accessibility	Available	Available	5.0	5.0
	Integration Capabilities	Integration with SAP ERP systems and other third-party applications	Integration with SAP ERP systems and other third-party applications	5.0	5.0
	Customization (SAAS)	Minimal	Not Possible	3.0	0.0
	Customization (On Premise)	Not Available	Possible	0.0	5.0
	Upgrade Ability	SAAS Model	SAAS Model	5.0	5.0
III	Other Criteria			4.5	4.0
	Reliability			5.0	4.0
	Scaleable for growth			5.0	4.0
	Brand Value (1-5)			5.0	4.0
	Support Quality (1-5)	AMS & OEM	OEM	5.0	4.0
	Local Presence	Yes	No	5.0	0.0
	Customer Type	SME & Large Enterprize	SME	5.0	4.0
	Implementation by priciles	Available (preferred is partner)	Only by OEM	4.0	4.0
	Payment Mode (Subscription)	Yearly Advance	Yearly Advance	3.0	3.0
	Pricing basis - users, employees, entities	User based	User Based	5.0	5.0
	Price protection available (in years)	3 Years	2 Years	5.0	4.0
	Minimum Usage Guarantee	3 Years	2 Years	4.0	5.0
	Exit Clause	Minimum Usage Guarantee	Minimum Usage Guarantee	4.0	5.0
	Implementation Scope (Organizational)	ZAD Group	ZAD Group	5.0	5.0
	Implementation Scope (Integration)	Integration with ZAD PM/SM	Integration with ZAD PM/SM	5.0	5.0
	Implementation Approach	2 Phases : Core & Integration Analytics	2 Phases : Core & Integration Analytics	4.0	4.0
	Implementation Time (expected)	5 months	5 months	4.0	4.0

	Training Approach	Train the Trainer	Train the Trainer	4.0	4.0
	Post Go Live Support	4 weeks	2 weeks	5.0	3.0
	Risks				
	Delay in implementation	Lower recurring cost	Higher recurring cost	5.0	4.0
	Implementation / Product failure	Easy to move back to SAP CORE by stopping ARIBA subscription.	Easy to move back to SAP CORE by stopping ARIBA subscription.	4.0	4.0
	Adaptability by the existing users	Easy to use (Users are familiar with SAP screens)	Easy to use (developed by SAP partner)	4.0	4.0
IV	Costing (US\$)			4.5	4.0
	Fixed Cost (US\$)	44,232.88	49,232.88	4.0	5.0
	Implementation - One Time	40,000.00	45,000.00		
	ERP Infrastructure setup cost	1,232.88	1,232.88		
	Contingencies	3,000.00	3,000.00		
	Annual Recurring Cost (US\$)	38,444.50	64,000.00	5.0	3.0
	App License Subscription	34,444.50	60,000.00		
	Support Cost (AMS)	-	-		
	Manpower	-	-		
	Contingencies	4,000.00	4,000.00		

Average Without Cost	4.37	3.94
Average Cost	4.50	4.00
Average (Overall)	4.44	3.97

Cost Comparison

Fixed Cost (One Time)

Sr. No.	Items	Description	No of years		3	
			SAP ARIBA US\$	SCH Portal US\$	SAP ARIBA QAR	SCH Portal QAR
1	Implementation Service	Implementation Partner Charges	40,000	45,000	146,000	164,250
2	ERP Infrastructure setup cost	Training Room, ERP Control Room Setup etc	1,233	1,233	4,500	4,500
3	Contingencies		3,000	3,000	10,950	10,950
Total Fixed Cost			44,233	49,233	161,450	179,700
Annual Fixed Cost			14,744	16,411	53,817	59,900

Annual Recurring Cost

Sr. No.	Items	Description	SAP ARIBA	SCH Portal	SAP ARIBA	SCH Portal
			US\$	US\$	QAR	QAR
1	App License Subscription	OEM License (Annual)	34,445	60,000	125,722	219,000
2	Support Cost (AMS)	AMS Charges	-	-	-	-
4	Contingencies	Contingencies	4,000	4,000	14,600	14,600
Total Recurring Cost (for 1 year)			38,445	64,000	140,322	233,600
Total Recurring Cost (for 3 years)			115,334	192,000	420,967	700,800
Total Annual Cost			53,189	80,411	194,139	293,500
First Year Cash Payment			82,677	113,233	301,772	413,300
Total Cost (for 3 years)			159,566	241,233	582,417	880,500

Sr. No.	Description	SAP ARIBA	SCH Portal
1	License Fee	Yearly in Advance	Yearly in Advance
2	Implementation	50% in Advance 50% after the go-live	50% in Advance 50% after the go-live

ERP Infrastructure Setup Cost

3.65

Fixed Cost (One Time)

Sr. No	Items	Description	Cost (QAR)	Cost (US\$)
1	Laptop	for consultant	4,500	1,233
3	Contingencies - Fixed	QAR 100,000	36,500	10,000
Total (QAR)			41,000	11,233

Recurring Cost (Annual)

Sr. No	Items	Description	Cost (QAR)	Cost (US\$)
1	Contingencies - Recurring		18,250	5,000
2				
Total (QAR)			18,250	5,000