

ariba@work

CUSTOMER SPOTLIGHT



“We wanted to create an enterprise spend management system, encompassing all categories of goods and services. Ariba had the powerful, flexible technology we needed—and now we're well on our way to realizing our vision.”

—Cindy Morrell, Vice President eProcurement,
Union Bank of California

UBOC SEEKS TO CREATE NEXT-GENERATION EPROCUREMENT APPLICATION

UnionBanCal Corporation is a commercial bank holding company, with Union Bank of California, N.A. (UBOC) being its major subsidiary. The company provides a wide range of financial services to consumers, small businesses, middle market companies and major corporations, nationally and internationally. When UBOC sought an innovative way to help employees procure goods and services more efficiently, the company designed MyStore, an eProcurement application that is available to all 8,700 employees at UBOC's 273 locations throughout California, Washington, Oregon, Texas, New York, and the Pacific Rim.

THE ARIBA ADVANTAGE

UBOC had a vision of the type of application it wanted to build: one that would enable all its employees to procure virtually every type of good or service more quickly and cost-effectively. After an extensive evaluation, UBOC chose to build their MyStore application on Ariba® Buyer™. Key factors in the decision included Ariba's global open network and proven supplier enablement methodology, which has created one of today's largest B2B supplier communities.

UBOC EXTENDS ARIBA VALUE TO MORE CATEGORIES OF SPEND

UBOC's procurement professionals and casual end-users both find Ariba Buyer's visual displays approachable and easy to use. UBOC is using Ariba to automate stock replenishment requisitioning and receiving, reducing the time it takes from the low-stock notice to full receipt at the third-party dock. In the near future, UBOC will be using Ariba's Contract Execution Value Chain Extensions to address a broad range of spending types including professional services, contingency workforce, technology projects and services and telecommunications. UBOC has already used these extensions to complete live, production transactions for real estate leases, utilities and consulting services. This enables UBOC to more than triple its addressable spend through the Ariba system, creating an innovative and comprehensive spend management solution with visibility and management for these new categories.



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