



# Ariba Ready

## Ariba Supplier Programs

Validate solutions. Promote capabilities.

### Increase sales on the Ariba Supplier Network



Ariba® Ready™ is a special designation for suppliers that demonstrate specific transactional functionality and content requirements on the Ariba® Supplier Network™. The program also provides exclusive marketing resources to promote Ariba Ready status to new and existing customers.

Ariba Ready suppliers are identified on the Ariba Supplier Network—making it easy for buyers to find suppliers that offer efficiencies in supplier enablement, including content delivery to end-users and transaction processing.

Suppliers can feature the Ariba Ready logo on their web sites and on a full range of their marketing materials, including print materials and presentations. The logo adds credibility when marketing to new businesses and expanding current business relationships. As suppliers evolve their eBusiness capabilities, the Ariba Ready program can continue to validate capabilities and support marketing efforts.

### Ariba Ready designations

Ariba Ready validates suppliers on several transaction and content methodologies:

- **CIF Catalog.** The Catalog Interchange Format is a popular entry-level way to create an eCatalog. Ariba templates simplify the process of creating or adapting CIF catalogs to meet the specification for the Ariba Supplier Network.
- **Ariba® PunchOut™.** Using PunchOut, suppliers can efficiently maintain the most current catalog and pricing on a web store, and be able to present particular products for specific buyers.
- **Ariba Invoice and Payment.** Ensures efficiency and accuracy throughout the invoice processing and payment cycle using EDI or cXML.
- **Ariba Express Content.** Enables suppliers to provide buyers with certified, “ready-to-use” and preloaded content for commonly used goods and services.
- **Ariba Level 2 PunchOut.** An advanced system for search indexes and line item level punch out, providing buying organizations with an optimal search experience.

### Ariba Ready benefits

- Validate your eBusiness content and integration capabilities
- Provide efficient supplier enablement
- Market your capabilities to buying organizations on the Ariba Supplier Network
- Grow your business with new and existing customers on the Ariba Supplier Network



## Ariba Ready Program

Every supplier on the Ariba Supplier Network can use the Ariba Ready Program to validate their B2B capabilities and optimize marketing and sales opportunities on this premier global trading platform.

As buyers search for suppliers, they look for Ariba Ready companies—so they can take advantage of streamlined search, procurement, and payment processes.

Ariba Ready suppliers can use the following resources to market and expand their eBusiness solution.

### Technical resources

- Ariba Ready portal test account validates transaction and content solutions on the Ariba Supplier Network.
- CIF catalog templates simplify entry and content management.
- Easy-to-use online technical documentation provides tips and step-by-step development procedures for Ariba PunchOut.

### Marketing resources

- Receive Ariba Ready designation at [ariba.com](http://ariba.com), which is searchable by buying organizations.
- Use the Ariba Ready logo on supplier web sites, collateral materials, business cards, and other marketing materials.
- Benefit from a listing in Ariba Ready Supplier Pavilion, a premier online area in the Ariba Knowledge Base which presents Ariba Ready suppliers to Ariba Buyer customers and prospects.
- Enjoy opportunities to exhibit and sponsor events at Ariba LIVE, the premier conference for procurement executives and professionals.



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## Program qualifications

To qualify for the Ariba Ready program, your company must:

1. Be registered on the Ariba Supplier Network
2. Have scalable and repeatable processes for transacting with and providing content to Ariba® Buyer™ customers
3. Be in production with at least one Ariba Buyer customer
4. Demonstrate other competencies such as order processing, exception handling, returns management, and customer support.

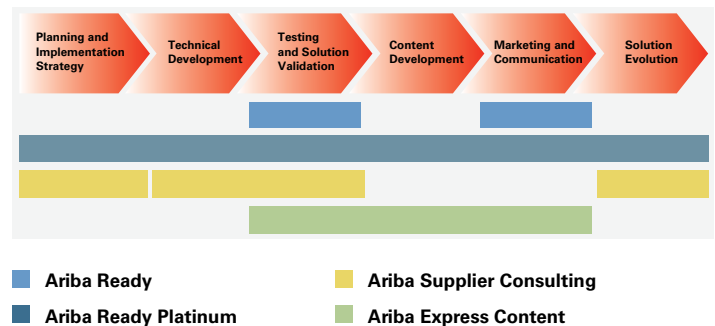
If you are looking for assistance in building your eBusiness capabilities, talk to Ariba about Ariba Supplier Consulting Services.



## Ariba Supplier Programs

Select from several programs to meet your needs in developing and deploying eBusiness solutions for the Ariba Supplier Network.

### Supplier Process



- Ariba Ready
- Ariba Ready Platinum
- Ariba Supplier Consulting
- Ariba Express Content