

EXPERTISE

Ariba 9r1 Upgrade Services



“Do More with Less” is part of the New Normal – **Get in front of it.**

Recession or no, procurement professionals like you are under increasing pressure to reach higher savings goals with fewer resources. But how do you increase savings while decreasing costs?

ARIBA HAS THE ANSWER: UPGRADE TO 9r1

Ariba’s most comprehensive release yet—version 9r1—represents more than four years of innovation by 300 engineers. 9r1 allows you to:

- Extend your spend management coverage
- Reduce total cost of ownership
- Increase user adoption

9r1 delivers a refreshed technology stack, improved integration capabilities, and many new features that will deliver value to your organization. Visit www.ariba.com/Solutions/9r1 for details on the new features and benefits of each module.

FOR MOST COMPANIES, TECHNOLOGY UPGRADES ARE CHALLENGING INITIATIVES DUE TO:

- Availability of skilled resources
- Lack of familiarity with specialized upgrade tools and processes
- Limited knowledge of new enhancements and functionality
- Ability to address approach to customization or reimplementation
- Little or no experience working with changes to APIs and underlying technologies

ARIBA ANSWERS EACH OF THESE CHALLENGES: UPGRADE TO 9r1 WITH THE PROVEN RESOURCES, METHODOLOGIES, AND PEOPLE OF ARIBA GLOBAL SERVICES.

9r1 Upgrade Success

Ariba Consulting has more 9r1 upgrade experience than any other firm with engagements at more than 80 percent of all 9r1 projects, many of which are now LIVE in production. Only Ariba Consulting has significant experience with 9r1 upgrades.

Limited Risk Approach

The ultimate success for Ariba depends on our clients being successful. In order to manage costs and to represent confidence in performing this upgrade, Ariba will propose a Fixed Fee project to protect customers from any potential cost over runs.

IT’S THE FASTEST WAY TO GET THE POWER OF 9r1 INTO THE HANDS OF YOUR PEOPLE.

If you’re talking to other providers, make sure to ask them these questions:

- How many Ariba 9r1 upgrades have you done?
- How many staff do you have with 9r1 upgrade experience
- When was the last time you spoke with an Ariba developer?

Preferred Access to Ariba Engineering, Support, and Product Management

Ariba consultants have a direct connection with key people within Ariba and can move issues quickly through to resolution. This is a critical advantage for customers and supports the goal of delivering the fixed fee project on time and on budget. Ariba's access to Engineering and Support will be critical to quick resolution of any issues or design decisions required.

Critical Project Resources – Our People

Ariba has more than 1,800 employees focused on spend management, working from our main offices and in remote locations throughout the world. Furthermore, the project resources available to customers are the most tenured and experienced in the industry. Our technical resources average more than five years of experience at Ariba and bring their best practice knowledge from hundreds of implementations of Ariba solutions to every new project.

Proven Methodology

Project Approach - Leveraging SMART Methodology

Highest-Quality Implementation

Built around five themes critical to implementation quality and success

Spend
Management
Accelerated
Results
Toolkit



Documented Method



Management Tool (ACM)



Module Toolset (SMART Packs)

9r1 ASSESSMENT

Full gap/fit analysis for your current deployment against 9r1 features. The project evaluates current customizations and future business requirements while providing recommendations for a migration strategy to 9r1.

FULL SERVICE UPGRADE

The Ariba Upgrade Service is a comprehensive set of services that will migrate your Ariba applications, customizations and data to a new release. With the Ariba Upgrade Service, you can significantly improve the efficiency and cost effectiveness of your upgrade project because you get resources who focus on upgrades, leverage standard and specialized upgrade tools, and take advantage of best practices methodology. The Ariba Upgrade Service allows you to more quickly take advantage of new enhancements and features available in the latest release as well as expand your deployment of other Ariba solutions.

Ariba provides the full migration of your current deployment to 9r1, including all customizations and data. The first half of the project is done offsite in Ariba's Technology Solution Center, followed by onsite delivery of the upgraded solution for system testing, integration finalization, and production cutover.

No one has more experience with 9r1 Upgrade than Ariba Global Services.

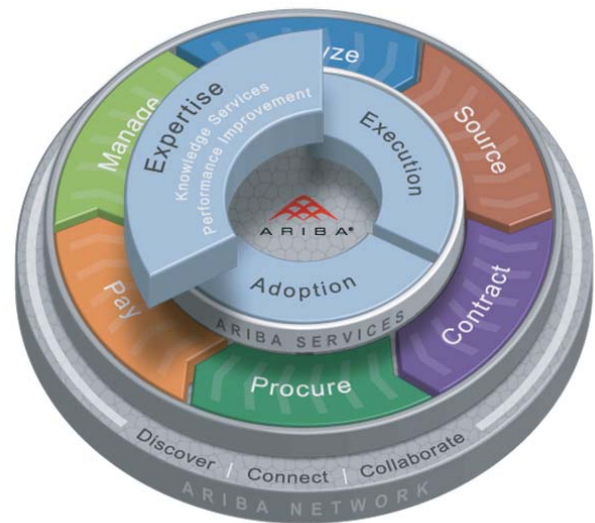
UPGRADE ASSIST SERVICES

- Change Management and Organizational Readiness
- Expert upgrade technical and functional consulting resources
- Ariba University

The Ariba Upgrade experience is a comprehensive solution that migrates your Ariba applications, customizations, and data to 9r1 more efficiently, with less risk than any other internal or external option.

READY TO GET STARTED? To find out more...

- Visit the 9r1 website at www.ariba.com/solutions/9r1
- Send an email to UpgradeServices_Questions@Ariba.com.
- Contact your Account Executive or Consulting account lead.



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