



Ariba Sourcing™

Basic and Professional

Experience a return on your investment in weeks, not months or years. Join the thousands of buyers who have saved in excess of \$5 billion dollars.

Are you getting the best value from your suppliers?

As a key stakeholder for managing costs for your organization, you are under constant pressure to reduce expenses and do more with less. Not only do you face resource and budget constraints, but you may lack expertise in eSourcing tools and best practices. You need a solution that will help you drive down supply costs for sustainable bottom-line results.

Optimize your processes and reduce supply costs

Ariba Sourcing - Basic and Professional packages allow you to reduce supply costs, and a lot more. Now you can create, execute and manage sourcing projects from your desktop, both locally and globally. The web-based software operates securely on Ariba servers, which means **no IT investment for your company**. By offering a combination of software and services, Ariba gets you started rapidly and helps you become self-sufficient for long-term, repeatable results.

Benefits of Ariba Sourcing

- › Achieve significant reductions in sourcing cycle times and administrative costs
- › Get up and running in just a few weeks with your own company-branded site
- › Enjoy the flexibility of a variety of different events (RFP, RFI, auctions)
- › Trade globally with support for multiple languages and currencies
- › Ensure use of best practices and consistent sourcing process workflow
- › Manage projects, documents, and knowledge across your organization or business units
- › Measure and analyze sourcing results with robust reporting capability

Ariba Sourcing - Basic and Professional packages provide companies with the capabilities to experience online sourcing and enjoy significant savings without a substantial commitment of time and resources:

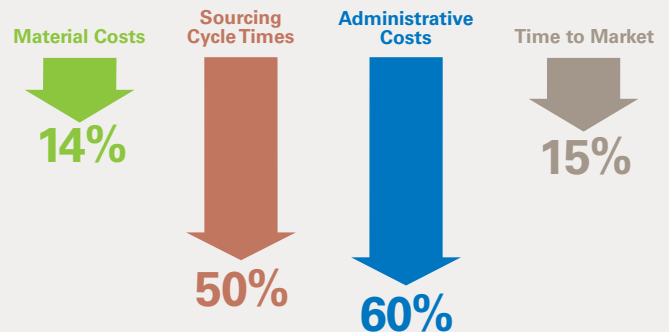
TECHNOLOGY COMPONENTS	Basic	Professional
Dashboard	•	•
RFX Management – basic	•	•
RFX Management – advanced		•
Project Management		•
Workflow		•
Document Management		•
Knowledge Management		•
Sourcing Reporting	•	•
Sourcing Analysis		•
Supplier Management	•	•
Supplier Performance Management		Optional
Savings Tracking		Optional
EXPERTISE COMPONENTS		
Project Management	•	•
Dashboard and Reporting Configuration	•	•
Business Process Workflow Review		•
Process, Library and Workflow Setup		•
Online Buyer and Supplier Training	•	•
Site Administration	•	•
Product Support	•	•
Event Day Management	•	•
Sourcing Support Desk	•	•
Sourcing JumpStart	Optional	Optional
INFRASTRUCTURE	Hosted, Multi-Tenant Application	Hosted, Multi-Tenant Application



Fun Facts:

- Companies using Ariba Sourcing: 210*
- Sourcing events per year: 25,000
- Annual spend volume: \$6B
- Average savings achieved: 5-25%
- Unique categories sourced: 500

Broad Benefits of eSourcing



*Companies using Ariba hosted multi-tenant (On-Demand) Sourcing software platform

Source: "Strategic Sourcing in the Mid-Market Benchmark," Aberdeen Group, December 2005

TECHNOLOGY COMPONENTS

An intuitive web-based RFX management tool that allows you to create, execute and manage sourcing events from your desktop.

RFX Creation and Management

- › A template-driven, step-by-step wizard approach for the easy creation of a variety of events, including RFIs, RFPs, Reverse/Buy-Side/Forward Auctions, Public RFX and Dutch Auctions
- › A configurable dashboard that provides visibility into events-in-progress and shortcuts to create new projects
- › Seamless integration with Excel for rapid and repeatable creation of online projects
- › Supports buyer and supplier attachments
- › Sourcing library stores documents and templates for future re-use
- › Drag-and-drop interface for quick customization of content

Competitive Bidding and Timing

- › Management of event timing during open events and flexible timing rules for event extensions and post-bidding
- › Implementation of competitive event rules

Supplier Response

- › Email invitation to suppliers to participate in project
- › Simple login and easy user interface for suppliers; Excel bidding
- › Supplier pre-bid collection before competitive bidding begins

Reporting

- › Use web-based reporting to review and share results with team members and management

Communications and Messaging

- › Supports timely and accurate communications between buyers and suppliers
- › A variety of available messaging tools
- › Message center to send and receive messages

Global and Multi-lingual Capabilities

- › Supports RFX creation in nine languages: English, Chinese (Simplified, Traditional), French, German, Italian, Japanese, Portuguese, Spanish
- › Facilitates RFX content translation into any language
- › Supports online events in all major currencies (180) with multi-currency bidding

Supplier Management

- › Profile management and search
- › Support for Public RFX

Professional Package Only

- › Flexible process workflow capabilities to model and standardize sourcing processes (projects, teams, rules, tasks, milestones)
- › Document and category knowledge repository, enabling easy collaboration and consistency
- › Complex category support (decision support, award scenarios, advanced pricing formats, category playbooks)
- › Project pipeline management to plan and track future projects
- › Supplier Performance Management (optional) (scorecard and performance trending, surveys, workflow, KPI library/best practices)
- › Savings Tracking (optional), to track estimated, negotiated implemented and actual savings

EXPERTISE COMPONENTS

More than just a software provider, Ariba provides training and services to get you started and help you become self-sufficient.

Rapid Deployment Process

- › Rapid implementation services allow you to go live in just a few weeks
- › No installation, on-site maintenance or unique hardware required
- › Supported by a highly secure network infrastructure

Best Practices

- › Leverage Ariba's best practices in defining sourcing process workflows
- › Category playbooks (optional) that share Ariba knowledge

Product Support

- › A team of specialists provides global and multilingual support 24x5 by phone or email. Languages supported include English, Chinese, French, German, Italian, Japanese, Portuguese and Spanish

Buyer and Supplier Training

- › Utilize comprehensive web-based buyer and supplier training tutorials that make getting up to speed quick and easy

Empowerment Services

Empowerment Services are provided by Ariba to allow buying companies to off-load tactical tasks related to event management while providing strategic event guidance.

- › Sourcing support desk staffed with experienced personnel to provide sourcing guidance and best practice information
- › Event day management monitors events for technical problems and fair trade with suppliers
- › Site administration for rapid execution of administrative tasks including updating of site text and graphics, modifying user roles and permission levels, and adding or removing buyers

Sourcing Services (optional)

- › Sourcing Jumpstart Service including fundamentals workshop and event coaching



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