

# Ariba Spend Management Services



In today's environment of globalization and rising inflation, the pressure on sourcing and procurement organizations to deliver savings to the bottom line is greater than ever. Ariba's Spend Management Services help companies drive results and enable their organization to deliver:

- Return on Investment – Helping to identify and capture more savings
- Sustainability – Fostering a repeatable process to ensure long-term savings
- Time to Value – Driving faster savings and adoption
- Globalization – Support sourcing and procurement efforts across the world
- Proven Leadership – Leveraging leading experts with industry and category-specific knowledge

Ariba's portfolio of Spend Management Services reaches into a global infrastructure of category and supply market specialists, Spend Management consultants, and project managers, leveraging them as-needed.

Aberdeen recently found that Best-in-Class companies often collaborate with third-party service providers to extend their capabilities and optimize their efforts. Services noted as being regularly utilized include Sourcing Program Management, Training and Education Services, Spend Assessments, and Strategic Sourcing Services.

## HOW DOES IT WORK?

Ariba's Spend Management Services provide analysis and guidance in:

- Successfully executing Sourcing and Procurement programs
- Infusing Category Expertise into Sourcing activities
- Employing a complete approach to introducing new technologies and processes



## EXECUTION SERVICES

Ariba has executed over 6,400 sourcing projects on behalf of our customers and assisted in thousands more. Ariba can configure sourcing projects, apply lotting strategies, establish optimal event settings, and leverage advanced sourcing functionality.

Ariba Spend Management Services can enhance buyer sourcing skills and drive technology adoption. From one-on-one guidance on strategy and execution of sourcing events to helping design and manage a sourcing program, Ariba helps enable organizations and maximize their effectiveness across stakeholders and geographies.

We can also help in identifying and screening suppliers to participate in your sourcing activities, and managing their performance, including defining a Supplier Performance Management program for your company. We also help

## SOLUTION BENEFITS

Ariba's Spend Management Services provide organizations with a broad range of support to build or expand Spend Management competency, introduce best practices, and build capabilities. For organizations with well-developed internal capabilities, Ariba offers as-needed category or supply market intelligence and operational or functional support to augment their in-house team.

Ariba's Spend Management Services enable organizations to achieve the following benefits:

- Actionable category-specific sourcing strategies
- Cross-industry insight into supplier cost and risk drivers resulting in opportunities for additional cost savings and risk reduction
- Global coverage for accelerating the identification and on-boarding of new suppliers
- Templates and valuable category-specific insights and guidance captured in Category Playbooks, which can be deployed as part of a sourcing process
- Improved leverage of advanced technology for complex market conditions and procurement processes
- Deep capacity to simultaneously tackle a broad range of projects and challenges
- Efficient, consistent online market management resulting in greater efficiencies
- Clearly defined Spend Management value proposition across the enterprise, establishing cross-functional objectives with a communication and governance structure
- Improved Spend Visibility results with best practices and guidance to successfully turn spend data into strategic, actionable programs and projects

identify supplier cost drivers, develop detailed supplier profiles, and support global supplier training and readiness.

Ready for the next level of sourcing activities? Ariba can assist with initiatives in Low-Cost Country Sourcing (LCCS), Demand Management, Sub-Tier Sourcing, and Total Cost Modeling.

## KNOWLEDGE SERVICES

Some spend categories present challenges requiring outside assistance. Ariba Knowledge Services include:

- Category Playbooks containing category and supply market knowledge
- Tackling spend categories not appropriate for online auction
- Strategies for transferring traditional sourcing to an online environment
- Price and best practice benchmarking for categories
- Insights into changing market conditions
- Identifying and prioritizing sourcing opportunities

## CAPABILITY DEPLOYMENT

Ariba's Capability Deployment methodology helps organizations understand current Spend Management capabilities, establish future state capabilities and make the changes necessary to establish Spend Management as a high value, high participation, sustainable, business process.

Using our unique Capability Framework, we help sourcing and procurement organizations look across the enterprise to clearly define their value proposition, establish cross-functional objectives and institute the communication and governance structure necessary to make it a reality.

At the same time, we help organizations look "under the hood" to give their people the right processes, tools, training and rewards to drive execution.

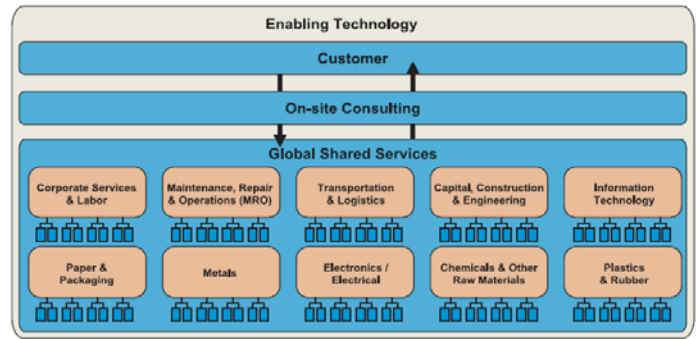


## HOW IS IT BETTER?

Ariba's Spend Management Services offer multiple unique capabilities to assure we deliver speed, sustainability, coverage and flexibility. Speed ensures quick prioritization of addressable savings opportunities and faster return on investment.

Sustainability ensures enablement and knowledge capture for long-term success. Coverage is required to tackle spend across categories and geographic regions. Flexibility ensures that as needs change, adjusting the content or delivery is simple.

## HOW CAN IT BE DELIVERED?



Ariba leverages a flexible delivery model, including 1) category and sourcing knowledge 2) on-site consulting and 3) technology enablement. Global service delivery is tailored to your organization's needs:

- Through a subscription, or per-project on an as-needed basis
- Delivered using Ariba's own sourcing software or the customer's
- Centers of Excellence in the US, Mexico, Czech Republic, China, and India

Ariba's global services footprint provides support to customers around the world.



## ABOUT ARIBA, INC.

Ariba, Inc. is the leading provider of spend management solutions to help companies realize rapid and sustainable bottom line results. Successful companies around the world in every industry use Ariba Spend Management™ software and expertise. Ariba can be contacted in the U.S. at 1.650.390.1000 or at <http://www.ariba.com>.

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