



Corporate Fact Sheet

Ariba, Inc. is the leading spend management solutions provider. Ariba helps companies develop and leverage spend management as a core competency to drive significant bottom line results.

SPEND MANAGEMENT

In today's uncertain economic times, businesses of all sizes across all industries are dealing with tightening finances, rising inflation, and increased supply chain risk. Because of these increasing pressures being imposed on all companies, lowering costs and achieving savings has never been more critical.

No company is exempt from economic threats, and now is the time to act before it is too late.

What this means is that all companies must now make spend management a priority across the organization—from the boardroom to the water cooler.

The executive management team's top objectives at companies today are pretty consistent across industries and geographies—to improve the bottom line by maximizing every dollar spent on direct materials, indirect costs, and services across the board.

Simply stated, spend management is not a luxury. It is absolutely essential for remaining competitive—and alive—in today's economy. Choosing to ignore spend management as an integral business strategy is just not an option for survival.

Only spend management provides companies with the internal capabilities to achieve critical objectives like:

- + Optimizing total cost of ownership and best value
- + Assuring and developing supply networks
- + Mitigating risks
- + Creating value
- + Reducing waste and ensuring continuous improvement



ARIBA SOFTWARE + NETWORK + SERVICES = BEST-IN-CLASS SPEND MANAGEMENT

Today's uncertain times call for a new and holistic approach to spend management. A best-in-class approach that includes software, services and a global network.

Only Ariba offers a total solution for rapid results and quick benefits. With more than 1,000 customers across all industries, sizes and geographies—including more than half of the Fortune 100 and 18 of the Fortune 20—Ariba delivers the software, services, and global network that your organization needs to succeed in today's tumultuous climate.

Software

On average, companies use Ariba software solutions each year to:

- + Source \$340B across 450 categories
- + Enrich more than \$240 billion of spending
- + Manage over \$170B in spend transactions
- + Manage more than two million expense reports
- + Manage more than three million contracts
- + Generate over \$30 billion in savings

Services

700 global consultants, 400 category experts, and four global service centers

Global Network

168,000 transaction-enabled suppliers (>250,000 total suppliers)

21.5M POs, \$110B annually

THE ARIBA TOTAL SOLUTION

Hands down, spend management provides the single greatest opportunity for your organization to control supply costs, improve performance, and manage risks. Spend management supports all of the strategic objectives of your business—aligning organizations, processes, and systems to most efficiently and effectively analyze, source, contract, procure, pay, manage and continuously improve global supply.

Leading companies have realized impressive savings and efficiencies by managing the complete spend management lifecycle. And you can, too. Ariba solutions and services provide the visibility, flexibility and tools that you need to drive improvements from end to end.

Ariba Spend Management Solutions enable your company to successfully:

Analyze

The Analyze solution area delivers a structured, 360-degree view into your spending and compliance—empowering stakeholders to identify quick-hit savings opportunities, implement optimal sourcing strategies, and improve compliance with existing contract terms to sustain long-term savings.

Source

Strategic sourcing provides the single greatest opportunity to impact the cost, quality, and performance of your supply chain. Ariba's unique total solution approach enables companies of any industry, size, or geography to drive fast, sustainable results across the sourcing lifecycle.

Contract

Effective contract management has emerged as a crucial function to improve profitability, support compliance and manage risk. Ariba Contract Management solutions provide full visibility into contracts, enhance compliance and reporting, and streamline the contracting and administration processes.

Procure

Whether buying basic office supplies, direct materials, or complex business services, Ariba Procure solutions empower front-line employees to quickly locate and request the goods and services they need to do their jobs. Industry-leading supplier enablement capabilities and direct connectivity to the Ariba Supplier Network provide efficient supplier discovery, transaction, and collaboration.



Pay

Ariba Invoice and Payment solutions are designed to help companies of all sizes automate formerly manual, paper-intensive, processes, improve visibility into the invoice and payment streams, and empower Accounts Payable to make informed cash management decisions and drive bottom-line savings.

Manage

Ariba is the only company that delivers a holistic approach to total supplier management. With Ariba Supplier Management, your company can quickly identify and assess new sources of supply, rapidly on board approved suppliers, and gain a 360-degree view of supplier information and performance.

Ariba also offers the largest global and open commerce network to help discover, transact with, and collaborate between buyers and sellers throughout the world. So whether you use Ariba spend management solutions, third-party applications, or no applications at all, you can access the Ariba Supplier Network to speed and improve your trading relationships.

FAST FACTS

▶ Company Name:

Ariba, Inc.

▶ Ticker Symbol:

Nasdaq: ARBA

▶ Founded:

September 1996

▶ IPO:

June 23, 1999

▶ Headquarters:

807 11th Avenue, Sunnyvale, CA 94089

▶ Global Offices:

40 offices in 21 countries, including North and South America, Europe, Asia/Pacific and Australia

▶ Principals:

Chairman and Chief Executive Officer:
Robert M. Calderoni

President: Kevin Costello

Chief Financial Officer: Ahmed Rubaie

Chief Operating Officer: Kent Parker

Chief Technology Officer: Bhaskar Himatsingka

Senior Vice President and General Manager, Ariba North America and Asia: Daryl Rolley

Senior Vice President and General Manager of the Ariba Supplier Network Business Unit: Bob Solomon

Chief Marketing Officer: Tim Minahan

▶ Fiscal 2010 Financial Highlights

(quarter ending December 31, 2009)

Total Quarterly Revenues: \$85.7M

Total Cash, Cash Equivalents and Investments: \$199.5M

Headcount: 1,658



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