



Ariba Supplier Network Supplier Membership Program

Fact Sheet

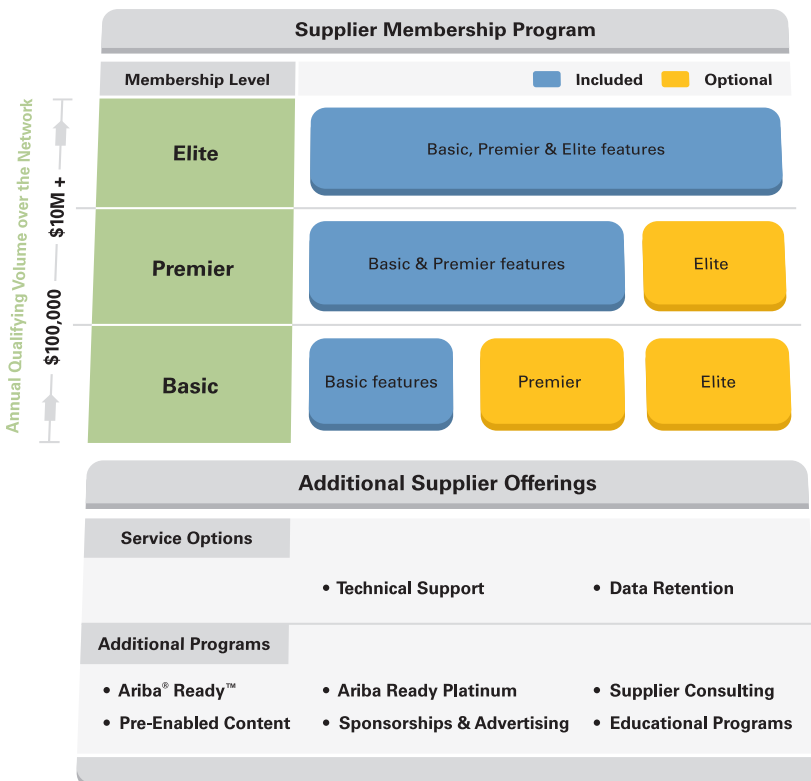
Connecting Buyers and Suppliers for Successful Business Collaboration

The Ariba® Supplier Network™ gives companies a comprehensive, shared eBusiness solution that automates and streamlines business processes, from trading partner discovery to transaction management to financial settlement. By connecting buyers, suppliers, and service providers across multiple systems and processes, the Ariba Supplier Network helps organizations eliminate the complexity and expense of interacting through manual or point-to-point solutions and drives effective business collaboration for both buyers and suppliers.

The Supplier Membership Program

The Supplier Membership Program helps suppliers maximize the benefits of the Ariba Supplier Network to their business by providing added functionality and services tailored to their level of participation on the Network. The program offers three different tiers of membership—Basic, Premier and Elite.

- Over 160,000 global, enabled suppliers
- 1.8 million monthly PO's
- \$8.3B in total monthly spend
- 80 million catalog items (excluding PunchOut™ items)
- Suppliers in 120 countries
- Transacting in 66 currencies



Membership levels are based on qualifying relationships, which are buyer-supplier relationships with over \$100,000 USD in volume and 15 or more documents. Suppliers with no qualifying relationships join the network at the free Basic level. Suppliers with one or more qualifying relationships become Premier members. Those suppliers with greater than \$10M USD in volume in qualifying relationships join as Elite members.

Upgrade options are available for suppliers who wish to take advantage of additional features and programs. Supplier programs provide opportunities for further strategic competitive advantage, aggressive business growth, and enhanced process and technical infrastructure and support to enable supplier excellence.

Supplier Membership Program – A Three-Tiered Model

The Supplier Membership Program's three-tiered model meets the differing needs of the varied suppliers transacting on the Ariba Supplier Network. The table below provides further detail on the offerings for each membership level.

Membership Level	Description	Features
Basic	The most commonly used features, geared for smaller suppliers to get productive quickly and easily.	<ul style="list-style-type: none"> ▶ Transaction management ▶ Catalog management - static catalog (CIF, XML), PunchOut™ ▶ Order management: choose transaction routing method (fax, email, HTML, EDI, cXML), view POs, send order confirmation/advance ship notices ▶ Invoice management: send invoices via PO-Flip™, cXML or EDI (if buyer has activated service) ▶ Payment routing management and remittance advice ▶ Public catalog ▶ On-demand <i>Getting Started</i> training, on-line help and tutorials, documentation ▶ Customer Support via online web form or phone ▶ Basic reporting (non-scheduled) ▶ Subscription to <i>Supply Lines</i>, the Ariba supplier newsletter ▶ Searchable supplier profile (on both Ariba Supplier Network and Ariba Network Discovery) ▶ Account registration and administration (including account linkage) ▶ Ariba Network Discovery account ▶ Discount management/early payment options
Premier	Basic Plus... The Premier Membership level is for suppliers seeking advantage through value-added features.	<ul style="list-style-type: none"> ▶ Buyer groups ▶ Enhanced reporting ▶ Order routing by company ▶ Premium content ▶ Community knowledge threads ▶ Premier membership attribution in supplier listing on http://www.ariba.com/suppliers/suppliers_list.cfm
Elite	Premier Plus... The Elite Membership level is designed for active suppliers that see Ariba Supplier Network strategic to their business.	<ul style="list-style-type: none"> ▶ Dedicated account manager ▶ Supplier Technical Support ▶ Data retention ▶ Beta access ▶ Discounts on marketing opportunities ▶ Advanced educational series ▶ Advantage Program for Ariba Network Discovery ▶ Elite membership attribution in supplier listing on http://www.ariba.com/suppliers/suppliers_list.cfm

Supplier Membership Program fees are assessed as a small percentage of transaction volume in qualifying buyer-supplier relationships on the Ariba Supplier Network. Relationships with fewer than 15 documents or transaction volume of less than \$100,000 USD are exempt from fees. Supplier eligibility for Premier and Elite membership will be evaluated on a rolling 12-month historical basis. Premier and Elite Membership subscriptions are for one year.

For more information, please visit us online at <http://www.ariba.com/suppliermembership>



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Supplier Membership Program Fees	
Annual Volume per Buyer-Supplier Relationship	Fee (per \$)
< \$100,000 USD	No fee
\$100,000 USD → \$10M USD	0.1%*
*Qualifying Volume >\$10M USD will not be charged. Relationships with fewer than 15 documents/year are exempt from fees.	
<i>The pricing information is current as of March 13, 2009. Ariba, Inc. reserves the right to change pricing for any future subscription period.</i>	