

# EXPERTISE

## Ariba Sourcing Expertise



Strategic sourcing has always been a critical component of spend management, but in today's environment of globalization and rising inflation, the pressure on sourcing organizations to deliver savings to the bottom line is greater than ever. Ariba's Sourcing Expertise helps companies drive results and enable their sourcing organization delivering:

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

Many Best-in-Class sourcing organizations focus their in-house expertise on their most strategic spend, which may leave non-strategic spend under-managed. Ariba's portfolio of Sourcing Expertise reaches into a global infrastructure of category and supply market specialists, sourcing 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 regularly utilized include:

- Sourcing Program Management to help sourcing teams develop an overall strategy as well as an approach to developing and managing a sourcing pipeline
- Training and Education Services that may be process- and/or technology-focused
- Spend Assessments that analyze spend and prioritize sourcing opportunities and lay the foundation for future sourcing activity
- Strategic Sourcing Services to support a comprehensive sourcing process

### HOW DOES IT WORK?

Strategic sourcing is a critical component of the spend management process. Ariba's Sourcing Expertise provides analysis and guidance in:

- Identifying and managing suppliers and supplier risk
- Defining category-specific strategies and capturing related knowledge
- Establishing sourcing programs
- Creating and executing sourcing projects
- Executing advanced sourcing strategies

### Global Supplier Expertise

Identifying suppliers to participate in your sourcing activities and managing the performance of those selected are critical to sourcing success. We offer expertise in defining a custom Supplier Performance Management program for your company. We also help identify supplier cost drivers, develop detailed supplier profiles, support global supplier training and readiness, and assist with supplier discovery and screening.

### SOLUTION BENEFITS

Ariba's Sourcing Expertise provides organizations with a broad range of support. For organizations wanting to build or expand their own sourcing competency, Ariba's expertise introduces best practices and builds 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 Sourcing Expertise enables 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 sourcing technology for complex market conditions
- Deep capacity to simultaneously tackle a broad range of sourcing projects and challenges
- Efficient, consistent online market management resulting in greater efficiencies



### Category Sourcing Expertise

Some spend categories present challenges requiring outside assistance. Ariba Category Sourcing Expertise includes:

- 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

### Sourcing Operations Expertise

Ariba has executed over 6,200 sourcing projects on behalf of our customers and assisted in thousands more. Ariba can help configure sourcing projects, apply lotting strategies, establish optimal event settings, and leverage advanced sourcing functionality.

### Buyer Enablement Expertise

Ariba offers Sourcing Expertise, designed to 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.

### Advanced Sourcing Expertise

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.

### HOW IS IT BETTER?

Ariba's Sourcing Expertise offers 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) on-the-ground consulting 2) category and sourcing knowledge 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
- Accessed globally through one of our regional Centers of Excellence: Pittsburgh, USA; Prague, Czech Republic; Shanghai, China or Sao Paulo, Brazil

### 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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