

CONTRACT MANAGEMENT

ARIBA CONTRACT MANAGEMENT™ 9R1



WHY UPGRADE?

As the needs of your organization continue to evolve in today's changing business environment, contracting professionals like you are under increasing pressure to reach higher savings goals with fewer resources. But how do you attain even higher levels of throughput with lower resources?

Ariba has the answer. Our latest and most comprehensive release yet—version 9r1—represents more than four years of innovation by 300 engineers. 9r1 allows you to extend your contract management coverage so you can manage more spend than ever before on a common platform—resulting in a reduced total cost of ownership.

Only Ariba Contract Management 9r1 delivers continuous innovation with more than 150 new tested features and functionality for increased coverage and lower TCO. Why should you upgrade? Ariba's 9r1 will allow your organization to:

- Reduce your total cost of ownership due to simpler data management and an infrastructure that allows end users to configure the solution instead of costly IT customizations
- Work more collaboratively, both within your organization and extending to your suppliers and customers
- Increase user adoption thanks to a new-and-improved user interface that is easier to use, consistent across applications, and includes online video tutorials

Ariba's Education and Change Management team can help you prepare for the end user impacts of the upgrade by building training and communication tools that will help your organization to quickly adopt the updated features and functions.

Learn more about how upgrading to Ariba 9r1 can help your organization today. Visit the Ariba 9r1 webpage at <http://www.ariba.com/solutions/9r1> to find out what's new.

WHAT'S NEW IN CONTRACT MANAGEMENT IN 9R1?

Ariba Contract Management 9r1 is a true enterprise solution that is the market leader in all types of contract types. Therefore, if you are managing your procurement contracts with Ariba, 9r1 provides all of the capabilities to expand the program to include your sales and other contracts.

UPGRADE BENEFITS

Ariba 9r1 Delivers:

- Battle-tested functionality
- Enhanced user interface
- Suite-wide common platform
- More configuration; less customization
- Low TCO
- Optional upgrade services

Ariba Contract Management 9r1 Enhancements include:

- Enterprise-wide contract types (including sales contracts)
- Passive compliance
- Electronic signature provider support w/pdf generation
- Enhanced amendment processing
- Clause usage reports
- Post-publish capabilities
- Update to new version of template
- Term, formula, and rate-based grid pricing
- BPO – Blanket Purchase Order
- Improved communication on the contract lifecycle
- Execute change on contract vs. to contract request
- Support for maximum release limit and tolerance

Ariba Contract Management 9r1 also greatly improves how you are managing your contracts today. Other enhancements include:

- Electronic signatures with pdf generation greatly enhances your contracting efficiency and cycle times while allowing you to 'go green' and stop wasting paper
- Passive compliance for customers with Ariba Spend Visibility™ improves your ability to monitor compliance for all spend—not only your eProcurement spend
- Clause usage reports provide increased visibility into which clauses are being utilized and modified to better manage your clause library
- Improved amendment processing to better manage updates to executed contracts
- Term, formula and rate-based grid pricing for improved contract compliance management

HOW DO I UPGRADE?

Upgrading software is not always a simple task, and Ariba understands the challenges that you face. Therefore, in an effort to make upgrading to 9r1 as fast and seamless as possible, Ariba has gone to great lengths to make the technology and upgrade process flexible—allowing you to upgrade in a fashion that

makes the most sense for your organization. Furthermore, flexible hosting options exist whether you decide to host the software behind your firewall, leverage a third-party hosting service, or have Ariba host for you.

Most important, Ariba is there to assist you in your upgrade effort. Your people can lead the upgrade effort with Ariba's support or, if you prefer, Ariba will guide your team through the entire process. Offering everything from simple diagnostics and assessments in order to help you plan, to comprehensive professional services addressing every aspect of your upgrade, Ariba has a stake in your success and will partner with you to assure your upgrade is an organizational win.

For more information on Ariba services available to assure your upgrade is successful, contact your Account Executive or email UpgradeServices_Questions@ariba.com.

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 services. Ariba can be contacted in the U.S. at 1.650.390.1000 or at <http://www.ariba.com>.

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