

## Benefits

- Bottom-line results – Realize immediate savings of eight to 14 percent now
- Discovery of new qualified suppliers through integrated Ariba Discovery to improve bid competitiveness
- Agility – Achieve significant reductions in sourcing cycle times by 50 percent and administrative costs by 60 percent
- Flexibility – Walk-up on-demand application combined with a rapid deployment process and integrated support services places no burden on IT departments
- Efficiency – Sustainable organizational knowledge through in-context intelligence
- Global reach – Trade globally with support for multiple languages and currencies
- Lower TCO – SaaS delivery with faster time to value and faster innovation

Today's Procurement professionals are under intense pressure to do more with less. Executives are demanding more savings—faster—and reduced costs and more efficient processes are an ongoing expectation.

How can Procurement professionals continue to increase savings, shore up supply, and improve performance in the face of scaled-down resources and shrinking budgets? Strategic sourcing is one of the fastest, most efficient ways to control costs and drive savings. And Ariba StartSourcing is the most effective solution in the market for driving it.

Effective supplier discovery and supplier information management are critical for the sourcing process to drive sustainable results, yet many organizations struggle to keep their supplier information current. Both in good and bad times, sourcing professionals acknowledge that savings opportunities are missed when too few suppliers are involved in the sourcing process.

How can Procurement professionals continue to increase savings, shore up supply, and improve performance in the face of scaled-down resources and shrinking budgets? Leading companies and analysts view strategic sourcing as a key to holding down costs and improving savings. And Ariba StartSourcing is the most effective solution in the market for driving it.

## Why Ariba StartSourcing

With Ariba StartSourcing, companies can overcome the challenges of sourcing in volatile global markets. A unique Software-as-a-Service (SaaS) solution, Ariba StartSourcing gives small and medium businesses access to enterprise-class technology they can use to structure and execute sourcing events online that deliver real, measurable results without a substantial commitment of time or resources.

Ariba StartSourcing delivers more frequent innovation to ensure speed, consistency, and repeatability and is proven to deliver tangible, bottom-line value for organizations of all sizes and industries, by:

- Sourcing \$340 Billion in annual spend across 500 categories
- Saving \$30 Billion annually
- Cutting process and cycle times by 50 - 70 percent

## Features

### Technology

- RFX Creation and Management
  - A broad set of RFX types, including RFI, RFP, reverse auctions, and forward auctions
  - Rapid RFX creation
  - Drag and drop to quickly organize event content, lots, and line items
  - Grading and scoring
- Competitive Bidding and Timing
  - Event rules, including gating until bid, forced bid decrements, and bid buffers
  - Patented auction features, including staggered line item or lot closings, supplier-specific starting price, and tie bid control
- Integrated Supplier Discovery through Ariba Network
- Communications and Messaging
- Sourcing Reporting
- Global and Multi-lingual Capabilities
- Web-based Buyer and Supplier Training and Online Tutorials

## About Ariba, Inc.

Ariba, Inc. is the leading provider of collaborative business commerce solutions. Ariba combines industry-leading technology with the world's largest web-based trading community to help companies discover, connect, and collaborate with a global network of partners—all in a cloud-based environment. Using the Ariba Commerce Cloud, businesses of all sizes can buy, manage cash, and sell more efficiently and effectively. More than 700,000 companies around the globe use the Ariba Commerce Cloud to simplify inter-enterprise commerce and enhance results. To get on the path to Better Commerce, visit: [www.ariba.com/commercecloud/](http://www.ariba.com/commercecloud/)

## Features Continued

### Community

- Collaboration internally and with trading partners during negotiations

### Capabilities

- Expertise and best practices delivered via flexible delivery model ranging from onsite consulting to web-based templates

## Ready to Get Started?

Today, more than 700,000 companies of all sizes and geographies use Ariba collaborative business commerce solutions to enable and enhance their trading relationships and performance.

Why not join them? To learn more about Ariba StartSourcing and the benefits it can deliver to your organization, visit <http://www.ariba.com/StartSourcing> or contact your account representative.

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10/11

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