

Benefits

Leverage Ariba's proven methodology and services team to expedite supplier enablement or use our self-service tools to manage the process in-house.

Outsource Supplier Enablement

- Experienced teams dedicated to onboarding, tracking and educating suppliers and ensuring supplier satisfaction
- Accelerate the establishment of ready-to-transact supplier relationships (for portal and integrated suppliers)
- Enable large numbers of suppliers by leveraging Ariba's organizational structures, including 24-hour support and global coverage
- Scale your supplier enablement with additional capacity from Ariba
- Easily onboard all your suppliers and achieve quicker value with those suppliers already using the Ariba Network

Self-Service Ariba Supplier Enablement Automation

- Load full vendor master file and segment into waves
- Easily assign suppliers to enablement activities and quickly create supplier accounts
- Monitor supplier progress throughout the process, and know when a supplier is ready to transact
- Add customized content to supplier enablement welcome letters
- Systematically capture and address supplier questions
- Download supplier enablement status reports for management updates

Global commerce today requires much more than scanning or faxing key documents such as purchase orders, invoices, and payment remittance. For better commerce, you must establish real-time electronic collaboration with your entire supply base on a global level, so you can dramatically compress the invoice and payment processing cycle, comply with contracts and regulations, achieve working capital breakthroughs that lower supply chain risk, and more.

But few organizations can effectively target and onboard thousands of global suppliers. Ariba has this expertise, with outsource-service capabilities and self-service tools to automate the enablement process for any supplier anywhere in the world. We can help you match your vendors to existing Ariba Network suppliers and onboard new suppliers, or provide tools for you to manage the process on your own.

Features

Expertise: The Ariba Network is the premier business commerce network with more than 730,000 global trading partners, service level agreement (SLA) of 99%+ uptime and 24x7 global support with ability to support suppliers in their local language. Buyers and suppliers gain access to real-time transaction status, and discover new trading opportunities on the Ariba Network.

Methodology: Proven, scalable methodology for enabling an unlimited number of suppliers regardless of size, location, or technical requirements. Supplier segmentation services for effective results, with enablement services for PO delivery/confirmation, electronic invoicing, catalog content, payment remittance, dynamic discounting, payables/receivables financing, and more.

Technology: Self-service tools for buyers: Automated supplier enablement task management that features tracking, reminders, and exception handling to easily monitor supplier enablement progress at each stage of the process.

Self-service tools for suppliers: Free supplier portal that provides instant access to valuable Ariba Network functionality, including self-service profile management, and choice of preferred method for collaborating with buyers via online forms including PO-Flip®, email, or fax, or direct integration via cXML and EDI.

Quick Enablement for PO, Invoice, and Payment Management: For selected suppliers, you can initiate the enablement process through a transaction like purchase orders, invoices, or payment status document (remittance advice) on the Ariba Network. The quick enablement approach can accelerate the enablement process by reaching out to your suppliers—especially low-volume suppliers—at the best time and with the right message for electronic enablement.

Why Ariba Supplier Enablement Services

Ariba Supplier Enablement provides options for moving suppliers to an electronic process. Leverage our proven methodology and services team to handle enablement for you or use our self-service, supplier automation tools to manage the process on your own. Based upon Ariba's best practices expertise, these tools empower you to quickly target and enroll new suppliers to meet your objectives.

Companies that partner with *Ariba Supplier Enablement Services* benefit from the following value-added capabilities that ensure effective and efficient trading partner collaboration.

Supplier Enablement Strategy

Leverage Ariba's expertise to design and develop an effective supplier enablement strategy that determines the type of enablement your suppliers require based upon their profile, purchase order and invoice volume, and spend. Cleansing, duplicate detection (de-duping) and segmentation of your vendor master data helps you to effectively target and onboard suppliers, in waves by supplier tiers, according to your objectives. In addition, existing enabled suppliers on the Ariba Network will be highlighted.

Ariba Supplier Enablement Results

World-class organizations have enabled thousands of their global suppliers on to the Ariba Network for better business commerce.

- A global equipment manufacturer has activated more than 4,400 suppliers globally to process 90% of its global indirect spend through the Ariba Network.
- A leading computer systems manufacturer onboarded 850 EMEA suppliers within three months. About 50% of targeted suppliers were already participating in the Ariba Network, accelerating the supplier enablement process.
- A Fortune 100 energy company enabled more than 1,400 suppliers across eight SAP systems with Ariba for electronic processing of PO and non-PO invoices.
- A global entertainment company enabled more than 2,200 suppliers for PO and invoice automation, detailed remittance delivery, and dynamic discounting—reducing AP headcount by 30 percent.

About Ariba, Inc.

Ariba, Inc. is the world's business commerce network. Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners. Using the Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: www.ariba.com

Implementation Support, System Testing, and Project Management

Ariba services can help you design and develop processes, infrastructure, and materials necessary to drive the enablement, testing, and ongoing support of suppliers. We also offer project management and quality assurance processes critical to the success of supplier management.

Comprehensive Service for Global Suppliers

Scalable, end-to-end solution drives supplier adoption across a broad set of business processes, including management of catalogs, orders, invoices, payments, and early payment discount programs. Our capabilities address a wide range of global suppliers with multi-language, multicurrency, cultural, and technology needs.

Supplier Education

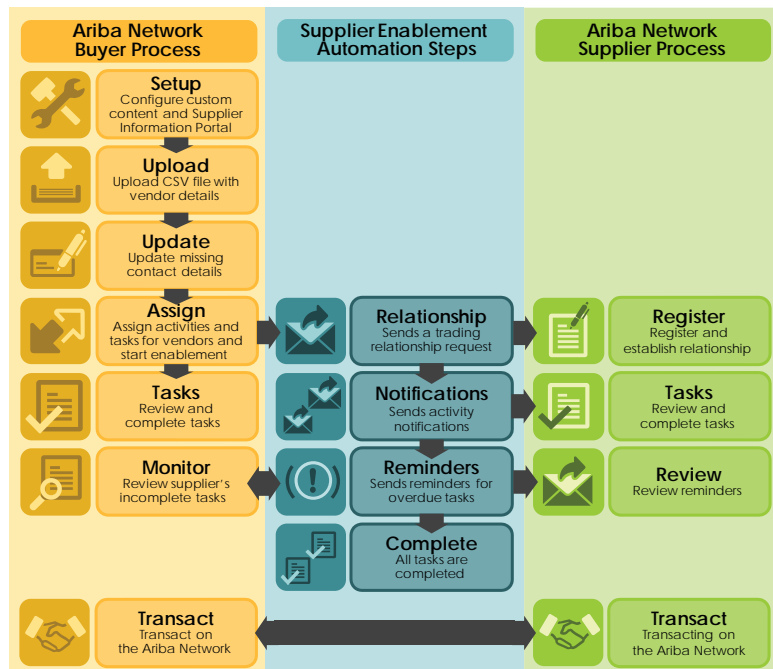
Ariba offers extensive standard Ariba materials and technical documentation for supplier training and support. Topics include Ariba Network admin user guide, FAQs, technical documentation, and free online seminars that cover the fundamentals of Ariba Supplier Solutions in simple terms. In addition, buyer account-specific information can be delivered to suppliers via an Ariba Network-embedded supplier information portal, which the buyer maintains in a self-service manner.

Supplier Tracking, Follow-up, and Help Desk

Standard reports track the enablement progress of suppliers throughout the process. There's also the Ariba Supplier Help Desk, which provides 24x7 application-related customer support and issue resolution.

Supplier Enablement Excellence with Ariba

With Ariba Supplier Enablement, you have the expertise, methodology, and technology you need to exceed your supplier enablement objectives. Organizations that enable more than 50% of their suppliers for electronic processing achieve 71% lower processing costs, with even greater hard-dollar savings over those that do not e-enable their suppliers.*



Ariba Supplier Enablement Automation lets you easily monitor and track tasks throughout the supplier enablement process.

*Source: Aberdeen Report: "Supplier Enablement: Connecting with Suppliers to Build Lasting Relationship"

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