



## **Leading Companies Managing Economic Downturn with Ariba Visibility Solutions**

*Cross-industry panel to discuss use of Ariba's market-leading offerings to identify cost savings, drive them to the bottom line at Ariba LIVE*

**Las Vegas, NV – May 12, 2008** – With the prices of many critical commodities beyond their control, companies around the world are taking aggressive steps to reduce costs where they can in order to maintain their competitive advantage. And they are leveraging offerings from Ariba, Inc. (NASDAQ: ARBA), the leading spend management solutions provider, to do it. On Tuesday, May 13, leading organizations will discuss their use of Ariba's on-demand visibility solutions to identify opportunities for cost savings across categories and drive them to the bottom line during a cross-industry panel at Ariba LIVE. The premier conference for leaders chartered with shaping and creating spending strategies, Ariba LIVE is being held this week at the Venetian Resort-Hotel-Casino in Las Vegas ([www.aribalive.com](http://www.aribalive.com)).

"Rising costs for fuel, metals, chemicals and even grain are a fact of doing business today," said Alex Saric, Director, Ariba Visibility Solutions. "To minimize their impact, organizations must seek opportunities to lower costs elsewhere. With Ariba's visibility solutions, companies have access to industry-leading analysis technology and data classification and enrichment services which they can leverage to find these opportunities and convert them to hard dollar savings."

Delivered on-demand, Ariba's visibility solutions provide decision makers with rapid access to meaningful intelligence regarding spend, supplier performance and procurement processes across all categories, systems and divisions. By combining an industry-leading knowledge classification base with advanced technologies and an integrated database of over 44 million suppliers, Ariba's visibility solutions enable rich and accurate classification and enrichment of spend. Using Ariba's offerings, companies can ensure that decision makers spend time on strategic activities such as analyzing data and planning - not gathering data from disparate systems.

"With Ariba, we have the tools we need to gain improved visibility into our spending activities and more effectively manage our total costs," said Jim Stokes, Sr. Manager of Strategic & Global Sourcing, Del Monte Foods, who will participate in the Ariba LIVE panel. "In deploying their solutions, we have become more strategic and proactive in our sourcing processes and uncovered opportunities for savings that will positively impact our cost structure."

More than 170 companies currently use Ariba's visibility solutions, including: American Express Company, AstraZeneca, Diebold, Incorporated, H&R Block, Inc., JLG Industries, Inc., Johns Manville Corporation, Nestlé USA, Inc., PPG Industries, Inc., Tyco International, Zurich Financial Services, and many others. To date, Ariba has enriched more than \$790 billion in spend for these companies.

Ariba's visibility solutions have been recognized as market-leading by several independent analyst

firms, including AMR Research and Forrester. To learn more about Ariba's Visibility solutions and the results that they are delivering to companies around the world, please visit:

[www.ariba.com/go/visibility](http://www.ariba.com/go/visibility)

### **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 [www.ariba.com](http://www.ariba.com).

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