



Hays Enhances Sourcing and Contract Management with Ariba

Global recruitment company leverages Ariba's on-demand solutions to streamline processes, accelerate savings and returns on investment

SUNNYVALE, Calif. October 27, 2008 – Ariba, Inc. (NASDAQ: ARBA), the leading spend management solutions provider, today announced that Hays plc, the global leader in specialist recruitment, will leverage its on-demand offerings to drive a strategic spend management initiative aimed at lowering costs, increasing efficiencies and accelerating returns on investment. Under the terms of a newly-signed agreement, Hays will implement Ariba's solutions to standardize and streamline its sourcing and contract management processes in ways that positively impact the company's operations and results.

“As the global economy continues to tighten, Hays is focused on finding ways in which we can lower our operating costs while continuing to provide innovative services to our clients worldwide,” said Martin Bird, Procurement Director, Hays. “By implementing Ariba's on-demand spend management solutions, we can create standard, best-practice processes for sourcing and contract management that enable us to identify opportunities for savings on a wide range of goods and services and ensure that the savings we negotiate actually make their way to the bottom line on an ongoing basis.”

To achieve these objectives, Hays will deploy Ariba® Sourcing™ On-Demand and Ariba Contract Management™ across its UK operations – the largest market in which it operates. A flexible, hosted solution that can be quickly and easily deployed, Ariba Sourcing On-Demand combines the technology, expertise and services needed to create effective markets for direct materials and indirect goods and services with best practice processes that companies can implement to improve the efficiency and effectiveness of their operations. With robust buy and sell-side capabilities, Ariba Contract Management enables companies to collaboratively create and manage contracts across categories and functions, including sales, finance, marketing, real estate, legal, procurement and IT and drive compliance with agreements on an enterprise-wide basis.

“In a volatile global economy, companies must be innovative in their approach to managing costs in order to maintain competitive advantage,” said Mike Arenth, General Manager, EMEA, Ariba. “By implementing Ariba's on-demand offerings, Hays can take its sourcing and contract management efforts to new levels and drive savings and efficiencies that create value for its organization and its customers.”

Hays joins more than 1,000 companies around the world who are using Ariba's solutions to lower costs and increase profits including leading European firms such as: British Airways, BP plc, H.J. Heinz Co., HSBC, AXA, Nestle, Telefonica, Unilever, Heineken, ABN Amro, GlaxoSmithKline plc.

About Hays plc

Hays is the global leader in specialist recruitment, placing professional candidates in permanent, temporary and interim positions. With over 8,900 staff in 390 offices

across 27 countries, last year Hays placed 68,000 people in permanent jobs, and each week paid 46,000 temporary workers.

Hays is the largest publicly listed recruitment group in the UK, and is a FTSE 250 support services listed company.

About Ariba, Inc.

Ariba, Inc. is the leading provider of on-demand spend management solutions. Our mission is to transform the way companies of all sizes, across all industries, and geographies operate by delivering software, service, and network solutions that enable them to holistically source, contract, procure, pay, manage, and analyze their spend and supplier relationships. Delivered on demand, our enterprise-class offerings empower companies to achieve control of their spend and drive continuous improvements in financial and supply chain performance. More than 1,000 companies, including more than half of the companies on the Fortune 500, use Ariba solutions to manage their spend from sourcing and orders through invoicing and payment. For more information, visit www.ariba.com

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