

Benefits

Ariba's extensive Sourcing and Category expertise delivered on demand and accessible as part of your Ariba Sourcing Solution.

Category Playbook Solution Components

- Industry and Category-specific Sourcing Processes
- Category Perspectives
- Category-specific RFI (Data) Templates
- RFQ/P Templates
- Cost Breakdown/Item Templates
- Ariba SupplyWatch

Take on more categories by leveraging Ariba's expertise, delivered right to your sourcing projects.

* Category Playbooks are available for Ariba Sourcing Professional customers.

Developing in-depth knowledge for all spend categories within an organization can be challenging and time consuming. Commodity managers do not always have the necessary tools to aggregate and research information on specific categories. As a result, companies generally only manage up to 50 percent of their categories. In addition, challenges in consolidating knowledge on key categories further constrains large procurement organizations where teams are geographically dispersed or decentralized.

Ariba Category Playbooks leverage Ariba's extensive Sourcing and Category expertise. They deliver comprehensive collections of explicit knowledge and tools, developed and seamlessly accessed through the functionality and features of our Sourcing technology, to help Sourcing professionals build and execute an effective Sourcing strategy and obtain sustaining savings.

Category Playbooks inject Ariba's extensive category knowledge directly into the users' sourcing process and templates, so that they can quickly execute a sourcing event with added insight from Ariba's broad base of category expertise. This unrivaled combination of technology and expertise significantly reduces the learning curve for sourcing unfamiliar categories and makes it easy to take on categories that may not have otherwise been brought under management.

How It Works

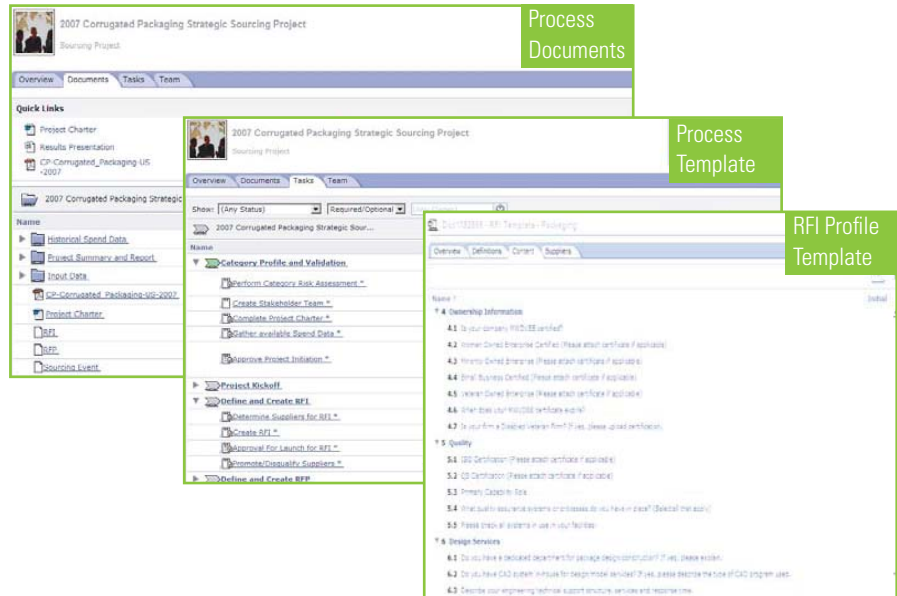
Category Playbooks are comprised of the following components embedded, integrated, and delivered through the functions and features of Ariba's Sourcing technology.* These components become part of the toolset, creating a category-specific solution:

- **Category Perspectives** - High-level overview of the industry, market trends, cost drivers, sourcing best practices, category assessment and case study
- **Strategic Sourcing Process Templates** - Best Practice Strategic Sourcing Process
- **Request for Quotation/Proposal** - Complete RFQ/P document with best practice language and content
- **Request for Information (RFI) templates** - Best practice questions to include in an RFI to a supplier
- **Data Collection Template** - Key data fields to be collected to source the category, including item-level information and specifications
- **Cost Breakdown Template (Item Template)** - Key price components to be collected to source the commodity. Also includes suggested analyses that can be performed on the cost breakdowns to assist buyers in decision support.
- **Ariba SupplyWatch** - Quarterly showcase of Ariba's category expertise, delivered directly into your Sourcing technology



About Ariba, Inc.

Ariba, Inc. is the leading provider of collaborative business commerce solutions. Ariba enables more efficient and effective buying, selling, and cash management by combining industry-leading software as a service (SaaS) commerce technology with the world's largest web-based global trading community and expert capabilities and services to augment internal resources and skills—all as a flexible, cloud-based service. The Ariba® Commerce Cloud™ delivers everything needed to control costs, increase sales, minimize risk, and enhance cash flow and operations. More than 300,000 companies, including more than 80 percent of the Fortune 100, use Ariba's solutions to drive more efficient and effective inter-enterprise commerce. Why not join them? For more information on Ariba commerce solutions and the results they deliver, visit www.ariba.com.



Customers may order from 40+ category playbooks that span the breadth of direct and indirect spend categories, including the following areas:

1. Capital Goods, Construction and Engineering
2. Electronics
3. IT Technology
4. Metals
5. Paper and Packaging
6. Plastics
7. Raw Materials
8. Services
9. Transportation
10. MRO

Customers subscribing to Category Playbooks are entitled to updates Ariba makes to the content to reflect changes in strategies, supply market conditions, or sourcing best practices. Ariba will update playbooks a minimum of once every six months. The six-month update periods and content elements to be updated are determined by Ariba and are informed by changes in market conditions for the respective categories.

To learn more about Ariba Category playbooks, contact your Ariba account executive.

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