

Adding Up the Benefits

Through the Ariba Discovery[™] service, buyers can:

- Participate in the industry's most trusted business commerce network that supports more than 350B USD in transactions
- Quickly locate and interact with more than 500,000 high-quality sellers across 20,000 product and service categories in over 115 countries
- Eliminate the time and expense as well as the uncertain results associated with more traditional seller discovery and qualification methods by up to 90 percent
- Reduce average overall project spend by approximately 15 percent, leveraging the competitive bids provided by new vendors
- Efficiently manage business postings, sourcing, bidding, and the awarding of contracts—all from a single, convenient location
- Enjoy Ariba Discovery free of charge

Instantly Connect with High-Quality Sellers to Get Competitive Bids

Ariba Discovery is the premier service for matching business buyers and sellers globally, where 350B USD in buying power meets 500,000 sellers on the industry's most trusted commerce network. Ariba Discovery brings buyers and sellers directly to the kinds of business relationships that match their requirements—no matter how unique. Fully integrated with Ariba Sourcing[™] On Demand, the cloud-based service allows buyers to reduce the time and cost of seller discovery and qualification by up to 90 percent, while reducing the overall project spend by up to 15 percent working with the industry's highest-quality supply base.

The Challenges of Finding Qualified Sellers

While many tools exist to help buying organizations find sellers, discerning sourcing qualified sellers who can meet the company needs often poses a significant challenge. Search engines such as Google generate plenty of names, but seller information may be inaccurate or out of date. Tradeshow attendance is time-consuming and expensive. Lack of knowledge about new markets or categories can put buyers at a disadvantage, resulting in costly mistakes during seller selection and negotiations. Many companies can't afford the on-site visits and in-depth research needed to accurately assess each vendor's qualifications.

Transform Sourcing Efficiency with Ariba Discovery

Developed with input from both buyers and sellers, Ariba Discovery helps buyers eliminate the time-consuming search and vetting process required to find good sellers. The service automatically pushes buyer postings to sellers whose capabilities meet their requirements. Buyers have access to more than 500,000 experienced sellers, many who already transact with large enterprise buying organizations. Powerful search capabilities let buyers drill down on details to hand-select and invite bids from sellers that meet their unique requirements. A simple posting process reduces time and cost of supplier selection while ensuring a highly competitive bidding process.

Ariba Discovery Features

Trusted, High-Quality Supply Base

Access to a large number of global sellers across every spend category, with a transaction history on the Ariba[®] Network, provides buyers with a trusted, high-quality business community.

- Includes detailed seller profile information across a broad range of industries, buyer ratings and reviews, and Ariba Network transactional history
- A unique database that incorporates transactional, seller, 3rd party and community-provided information that cannot be found anywhere else
- Visibility into the number of transacting relationships sellers have with other buying organizations accurately reveals experience levels

Powerful Matching Service

Fast online registration and a three-step posting process make it simple for buyers to start receiving proposals from sellers whose capabilities are automatically matched to their needs.

- Ariba Discovery postings can be quickly and easily created on the web or through seamless integration with Ariba Sourcing
- User-friendly navigation and consumer-like interface let both functional buyers, such as marketing and IT managers, as well as experienced sourcing and procurement professionals obtain rapid results
- Ability to enter rich text descriptions of needed goods or services, including up to 20 megabytes of memory capacity, gives buyers flexibility to control their data levels
- Works equally well for complex, strategic sourcing or fast, tactical purchases
- Advanced filtering, including seller revenue range, business type, year in business, employee size, and industries served, allows buyers to quickly pinpoint desired seller responses
- Preview Ariba Discovery sellers by commodity and location during an Ariba Sourcing event for access to better seller information

Efficient Dashboard Management

Convenient dashboard access enables buyers to quickly and effectively manage all account activities directly from Ariba Discovery or any Ariba Sourcing solutions.

- Bookmarking can be used to create and edit a list of favorite sellers
- Automated alerts inform buyers of incoming bids
- Buyers can post opportunities, review responses, and award contracts from a single location
- Members of the same buying organization can view each other's postings and seller responses—enabling better team collaboration and seller evaluation

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, sell and manage cash more efficiently and effectively. Over 500,000 companies around the globe use the Ariba Commerce Cloud to simplify inter-enterprise commerce and enhance results. Why not join them? To get on the path to Better Commerce visit: www.ariba.com/commercecloud/

- Buyers are able to view activity on each of their Ariba Discovery postings, including the number of times viewed and response statistics, within Ariba Discovery or their Ariba Sourcing event

Rich Seller Information

Buyers can easily access seller information in multiple dimensions, including D&B financial risk scores, and using a simple five-star ranking system provides additional references to enhance the overall selection process.

- Review seller profile data such as commodity class, company size, location, references, transacting relationships, company revenue, diversity certifications, detailed descriptions, and more
- Ability to search seller ratings and references helps buying organizations determine whether they wish to work with specific sellers
- Access predictive supplier risk scores from D&B® for Advantage and Advantage Plus sellers such as their Supplier Evaluation Risk (SER) Rating, Paydex Score, Financial Stress Score, and their D&B business profile
- Supports compliance with government contracts, EEO (Equal Employment Opportunity) legislation, and diversity purchasing initiatives with the ability to identify women, veteran, minority and green-owned businesses
- Seller's Ariba Ready™ program indicates information as well as their transaction history in the Ariba system, helping to identify sellers with best-practice trading processes and exceptional transaction and content solutions

Online Collaboration Capabilities

Ariba Discovery allows for a variety of networking options between buyers and sellers on postings to improve the collaboration and discovery process.

- eIntro postings provide buyers with the opportunity to network directly with sellers of their choice by category to help identify new sources of supply
- Buyers can respond to questions sent by sellers and have the option to publish the correspondence to their Ariba Discovery posting, creating a mini-FAQ section
- Buyers can collaborate directly with sellers by scheduling a web conference as part of the posting creation process through direct integration with IBM's LotusLive™ Meetings

Flexible Access

Ariba Discovery offers several points of entry, making it easily accessible to both new and experienced Ariba users.

- Publicly available from any computer with a web browser at discovery.ariba.com
- Can be accessed directly through the Ariba Sourcing solution
- Accessible to buyers already using the Ariba Network
- Can be accessed through IBM's LotusLive™ dashboard (for LotusLive users) as well as the landing pages of Ariba's business partners
- Support for 14 additional languages including: Brazilian Portuguese, Chinese (Simplified), Danish, Dutch, French, German, Hungarian, Italian, Japanese, Norwegian, Polish, Russian, Spanish, and Swedish provide seller access on a global basis

discovery.ariba.com

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