



Ariba Invoice Management™ Solution

Benefits

Maximum Supplier Participation

- Automates supplier on-boarding and interactions for all of your suppliers
- Provides suppliers with full visibility into invoice status and cash forecasting

Smart Invoice Processing

- Reduces operating costs by 70 percent or more and enables 98 percent touchless processing
- Eliminates exceptions and simplifies and accelerates dispute resolution
- Supports global e-invoice operations that address more than 70 currencies, digital signature authentication, VAT/tax compliance, and data archival
- Minimizes risk of overpayments, duplicate payments, and fraudulent payments
- Offers advanced analytics for actionable insight into process and operational savings potential
- Integrates quickly with existing ERP systems

Working Capital Optimization

- Improves cash flow management
- Delivers three times more savings over pre-negotiated discounts
- Creates opportunities for self financing, third-party financing, and dynamic discounting
- Allows you to maintain or extend days payable outstanding (DPO)

Results

With Ariba Invoice Management, a global equipment manufacturer:

- Processed 90% of global spend through the Ariba Network
- Achieved a dramatic 75% reduction in A/P headcount
- Enabled VAT legal compliance, including “smart invoicing” in China with validation step against government VAT invoice

Your AP team spends an inordinate amount of time and effort processing paper invoices: matching them with contracts, tracking POs and goods receipt, correcting errors, and fielding supplier inquiries. Yet you still have limited visibility into the process, leaving you exposed to risks like overlooked billing discrepancies, missed discounts, and overpayments.

The Ariba Invoice Management™ solution can help. It's the only “smart” e-invoice solution integrated with the Ariba® Network—the world's largest business commerce network. Odds are, many of your suppliers are already part of the Ariba Network. And with no technical barriers for participation, it is quick and easy to enable all of your suppliers who are not already on the system.

With Ariba Invoice Management, you can collaborate more effectively with suppliers, speed up approval cycles, eliminate 98 percent of exceptions, dramatically reduce processing costs, capture more discounts, and support global e-invoice operations.

Features

Technology: Single point of integration to and from your back-office system to a network that connects you to virtually all your suppliers through a Software-as-a-Service (SaaS)-based platform

Community: Ariba Network, the world's largest global trading community with more than 500,000 buyers and suppliers, and Ariba Exchange, an online community of peers and thought leaders for sharing insights and best practices and value-added business partners

Capabilities: All that you need for efficient and effective global business commerce, including smart invoice validation against more than 60 business rules; VAT and global compliance; account coding; 2-, 3-, and 4-way matching; routing and approval; reporting and analytics; and invoice processing via a supplier portal, EDI, cXML, CSV, and paper conversion services

Why Ariba Invoice Management

With the efficiency of Ariba Invoice Management and with the power and flexibility of the Ariba Network, you can connect to your global suppliers in the most effective way possible. Through a unique combination of technology, capabilities, and community, you can establish collaborative processes and reduce your costs by 70 percent or more. With fast and accurate smart invoice processing, greater visibility and control, improved contract compliance, and stronger supplier relationships, you can drive:

- **Total supplier participation:** Until now, the high cost and technical difficulties associated with custom-built or enterprise portal solutions were obstacles to implementing an automated, global e-invoicing solution. No longer. Your suppliers that are not already participating in the Ariba Network can be enabled quickly and easily using a range of automated supplier enablement tools and connectivity options best suited to their specific level of invoice activity. These include the Ariba Supplier Portal, accessible with just a browser and an Internet connection. And if any suppliers insist on sending paper invoices, you can scan and convert them with Ariba Invoice Conversion Services.
- **Faster invoice approval cycles:** Processing paper means costly delays. Speed things up by improving invoice quality. Errors fall dramatically when you collaborate with global suppliers over the Ariba Network and employ smart network validation at the time of submission. About 98 percent of invoices are then automatically posted via straight-through, touchless processing. Any invoices with errors or omissions are rejected and routed for efficient handling. With compressed invoice approval cycle times, your team leverages its speed and efficiency to secure additional discounts.

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/

- **Fewer supplier inquiries:** With Ariba Invoice Management, you provide your suppliers with self-service tools that eliminate payment status phone calls. Online dashboards centralize all documents and communications, so your suppliers can view approvals, payments, rejected orders, and more. This readily available information helps them with cash forecasting and resolving any disputes. Make it easier for your partners to work with you, and you'll enjoy the benefits that come with stronger vendor relationships.
- **100 percent on-time payment performance:** While fully automated invoice management means you can achieve virtually 100 percent on-time payment performance, it doesn't mean you have to compromise your DPO management. Instead, think about extending DPO by routinely agreeing to pay invoices on their due date, rather than upon receipt. You needn't worry about late payment fees—automation avoids them. The key here is consistency: if your suppliers decide they need payment sooner, they'll be motivated to offer discounts in exchange. And that's a nice way to support Procurement's efforts to negotiate new supplier contracts.
- **Reduced supply chain risk:** Greater visibility, enhanced connectivity, and improved collaboration all contribute to stronger supplier relationships. By implementing a more-efficient invoice process, you can help your suppliers reduce their Days Sales Outstanding (DSO). And by supporting their working capital management efforts and working more closely in mutually beneficial ways, you can help keep your suppliers strong and viable.



Ready to Get Started?

To learn more about Ariba Invoice Management and the benefits it can deliver to your organization, visit <http://www.ariba.com/solutions/invoiceandpayment.cfm>, where you'll find numerous informative resources like white papers and case studies. Or, contact your account executive.

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