

SOURCING

Ariba Sourcing™ - Basic Package



Procurement professionals are under intense pressure to do more with less and are constantly challenged to reduce costs while making their processes more efficient. Conducting sourcing activity is the core spend management area where organizations drive bottom line results. To make sourcing initiatives more effective and regulatory compliant, buyers require both flexibility and process control to conduct sourcing activities. Organizations also need to gain greater visibility into their sourcing activities, so they can confirm compliance and maximize savings results.

The Ariba Sourcing - Basic Package helps organizations meet these challenges with a proven solution that is used to successfully structure and execute negotiating events online. This package includes capabilities and expertise to ensure results. Customers are provided with a low-risk method to experience online sourcing, educate their organizations, and deliver savings results, without a substantial commitment of time or resources.

SOLUTION HIGHLIGHTS

The Ariba Sourcing - Basic Package consists of the following components:

Ariba QuickSource™ - an intuitive web-based RFX Management tool that empowers sourcing professionals to create, execute and manage sourcing events from their desktops. The Ariba QuickSource tool provides the following capabilities:

RFX Creation and Management

- A template-driven, step-by-step wizard approach to automate and standardize the creation of electronic RFX events
- Supports a broad set of RFX types, including RFI, RFP, Reverse Auctions, Index-based Auctions, Transformation-based Auctions and Rank-based Auctions
- Rapid RFX creation using Microsoft Excel
- Sourcing library to store standardized RFX content such as questionnaires, lots and line items, as well as past RFX content
- Drag and drop feature to quickly organize event content, lots and line items
- Automatic scoring, subjective grading and team member participation
- Support for buyer and supplier attachments
- Real-time visibility of all event data and bid graphs

SOLUTION BENEFITS

The Ariba Sourcing - Basic Package is a robust, easy-to-use web-based solution that empowers sourcing professionals to achieve the following benefits:

- **Bottom Line Results** - lower total supply costs drop straight to the bottom line
- **Sourcing Speed** - online sourcing process is faster and more efficient than manual procedures; generates fast time to value and substantial savings
- **Flexibility** - walk-up on-demand application combined with a rapid deployment process and integrated support services places no burden on IT departments
- **Expertise** - guidance and best-practice expertise to optimize the sourcing process and help drive adoption and results
- **Efficiency** - reusable templates eliminate need to recreate RFX documents as goods and services are re-sourced
- **Global Reach** - multi-language and multi-currency capabilities allow sourcing professionals to publish and conduct online negotiations and enjoy the additional savings from low-cost country savings

- Ability to pause events, lock suppliers and edit RFX contents anytime
- Audit log captures all event activity by buyers and suppliers, visible at all times

Competitive Bidding and Timing

- Competitive event rules and features like Gating Until Bid, Forced Bid Decrements, Bid Buffers, Variable Starting Prices, and Tie Bid Control
- Flexible timing rules including event extensions and a post-bidding pending period
- Management of event timing during open events, including event pausing, closing and re-opening
- Patented event timing feature for staggered line item or lot closings

Supplier Response

- Intuitive supplier user interface for simple RFX response capability
- Buyer preview of supplier interface prior to event publishing
- Ability to collect pre-bids from suppliers before competitive bidding begins
- Single page view of event in progress and one-click bidding
- Supports bidding at line level or lot level
- Supports invitation to specific items or lots within an event

Communications and Messaging

The Ariba Sourcing - Basic Package supports timely and accurate communications between buyer and supplier communities by offering a variety of messaging tools including system-generated communications and a Message Center to send and receive messages.

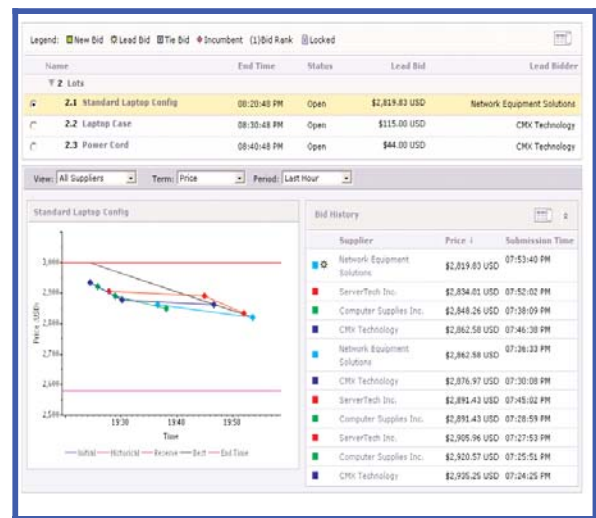
Global and Multi-Lingual Capabilities

- Support for RFX creation in nine languages—English, French, German, Italian, Spanish, Portuguese, Japanese and Simplified and Traditional Chinese
- Facilitates RFX content translation into any language
- Ability to run online bid events in all major currencies

Reporting

The Ariba Sourcing - Basic Package gives buyers the ability to perform basic web-based reporting of online negotiation event data and results. A number of out-of-box reports are available including Executive Event Reports, Audit Log

Reports, Commodity Reports, Cross-Event Reports and Supplier Participation Reports.



RAPID DEPLOYMENT PROCESS

The Ariba Sourcing - Basic Package includes rapid implementation services enabling a customer to go live on Ariba QuickSource in less than two weeks. The tool is delivered as an on-demand solution and is supported by a highly secure and scalable network infrastructure; it does NOT require installation, on-site maintenance or unique hardware.

BUYER AND SUPPLIER TRAINING

The Ariba Sourcing - Basic Package includes web-based on-demand buyer and supplier training tutorials that cover the entire event lifecycle for both parties.

EMPOWERMENT SERVICES

Empowerment Services provide customers with a bundle of services that allow a buying organization to off-load tactical tasks relating to event management while providing strategic event guidance. Additionally Empowerment Services are designed to provide suppliers with third party neutrality during events. These services are highly valued and time-tested by Ariba customers and are available globally.

Basic Product Support - A team of product specialists, available by phone or email, to answer questions and provide navigation and functionality support

Site Administration - Provides rapid execution of administrative tasks, including updating of site text and graphics, modifying users roles and permission levels, adding and removing buyers and modifying site default settings

Event Day Management - Operational support to help buyers execute online sourcing projects; includes surrogate bidding services

Sourcing Support Desk - Business advice and guidance provided by experienced Ariba personnel, who leverage their online sourcing expertise to provide buyers with as-needed best practice information to support their sourcing projects

ADDITIONAL SOURCING PACKAGE OPTIONS

The Ariba Sourcing - Basic Package is intended for customers who are getting started in online sourcing. Ariba offers additional on-demand sourcing packages for customers requiring higher levels of capability, as shown below, including Professional and Enterprise Packages.

THE ARIBA STRATEGIC SOURCING BUNDLE

The Ariba Sourcing - Basic Package can also be purchased with The Ariba Visibility Solution and The Ariba Contract Management Solution to enable a complete, closed-loop strategic sourcing process.

To learn more about The Ariba Sourcing - Basic Package or other Sourcing Packages, visit www.ariba.com or contact your Ariba Account Executive.

Ariba Sourcing	Basic	Professional	Enterprise
Technology Components			
Dashboard	✓	✓	✓
RFX Management - Basic	✓	✓	✓
RFX Management - Advanced			✓
- advanced event types			✓
- advanced pricing			✓
- optimization			✓
Project Management		✓	✓
Workflow		✓	✓
Document Management		✓	✓
Knowledge Management		✓	✓
Sourcing Reporting	✓	✓	✓
Sourcing Analysis		✓	✓
Supplier Performance Management			✓
Expertise Components			
Basic Implementation	✓	✓	✓
Basic Product Support	✓	✓	✓
Online Buyer and Supplier Training	✓	✓	✓
Empowerment Package	✓	✓	✓
-site administration	✓	✓	✓
-event day management	✓	✓	✓
-sourcing support desk	✓	✓	✓
Sourcing Process / Workflow Setup		✓	✓
Prioritized Support		✓	✓
SPM Definition / Workflow Setup			✓
Infrastructure	Hosted, Multi-Tenant Application	Hosted, Multi-Tenant Application	Hosted, Single-Tenant Application
Automatic upgrades	✓	✓	
Branding	✓	✓	✓
Customizations possible			✓
Legacy and ERP integration possible			✓

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