

SOURCE

The Ariba Sourcing™ Solution



Companies seeking sustainable enterprise-wide cost reductions need to take a strategic approach to sourcing. It is not enough to simply locate a supplier and price an item. Instead, businesses need to identify cost-cutting opportunities, define and execute a supplier selection process, and then create contracts that turn these opportunities into actual savings. Purchasing staff need to be able to evaluate the total cost impact of their sourcing decisions, while shortening the amount of time and effort they spend on administrative tasks.

Strategic sourcing provides the single greatest opportunity to impact the cost, quality, and performance of your supply chain. Yet, increased globalization, soaring energy and commodity costs, and tightening supply markets have kept many companies from achieving their full sourcing potential.

That is, until now. Ariba helps you overcome these challenges by delivering best-in-class sourcing and negotiation technology together with award-winning strategy and category expertise, and access to a global network of suppliers. Ariba's next-generation sourcing solution offers enterprise-class functionality on demand and rapid deployments with integrated expert services—leading the market in innovation and results.

HOW IT WORKS

The Ariba Sourcing Solution is a unique combination of capabilities and expertise that consistently achieves fast and sustainable bottom-line results. Ariba helps optimize both resources and time, so companies can strategically focus their sourcing efforts, addressing more categories in less time.

This unique total-solution approach enables companies of any industry, size, or geography to drive fast, sustainable results across the sourcing lifecycle and addresses the following core process steps:

Develop Strategy - Identify savings opportunities, assess market dynamics, and develop an informed sourcing strategy

Source and Negotiate - Identify and qualify suppliers, negotiate best-value agreements, derive the optimal award allocation, and drive project collaboration, process standardization, and knowledge management across the sourcing lifecycle

Monitor and Manage - Quickly implement supplier agreements, track and realize savings, and manage supplier performance

SOLUTION BENEFITS

The Ariba Sourcing packages are robust, easy-to-use web-based solutions that empower sourcing professionals to achieve the following benefits:

- Bottom-line results
- Rapid total cost savings
- Global supply market leverage
- Integrated Ariba best practice process
- Consistent sourcing processes
- Supplier discovery
- Realized savings
- Sourcing program visibility and control
- Sustainable organizational knowledge
- Continuous measurements and improvement



WHY ARIBA SOURCING?

SPEED:

- Online sourcing is faster than manual procedures; generates fast time to value and substantial ROI
- On-demand solutions can be up and running in a matter of days

SUSTAINABILITY:

- Closed-loop, integrated processes that capture knowledge and provide process visibility, measurement and continuous improvement
- On-demand Expertise - Guidance and best-practice expertise to optimize the sourcing process built on thousands of person-years of experience
- Deployment options that address change management to increase rate of user adoption

COVERAGE:

- Global Coverage - Global presence and multi-language and multi-currency capabilities
- Breadth of Solution - End-to-end capabilities combined with broad category knowledge

FLEXIBILITY:

- Flexibility of Offerings - Intuitive applications combined with rapid deployment and integrated support services places no burden on IT departments

ARIBA SOURCING PACKAGES

The Ariba Sourcing Solution is offered in multiple packages to meet the varied needs of enterprises of all sizes, allowing companies to seamlessly expand their solution over time. Our On-Demand Sourcing solutions can be integrated directly with our Procure-to-Pay CD solution, giving greater flexibility for customers who want the speed and cost benefits of on demand, while keeping purchasing capabilities installed in-house.

KEY FEATURES

- **RFX Creation and Management**
 - Integrated Public RFX with Enhanced Supplier Discovery through Ariba Supplier Network
 - HTML Content Formatting
 - Patented Competitive Bidding and Timing Options
 - Supplier Response Management with Excel Bidding and Automatic Updates to Supplier Profile
 - Communications and Messaging
 - Global, Multi-Lingual and Multi-Currency Capabilities
 - Team Grading and Scoring
 - Sourcing Library
 - Document Repository
 - Total Cost and Forward Auctions
 - Dutch Auction Events
 - Sealed Envelope Bidding
 - Basic Reporting
 - Integration to 3rd Party Systems
 - Matrix and Tiered Pricing
 - Bid Optimization and Decision Support
 - Flexible Supplier Bidding Options including Buyer and Supplier Bundles
- **Category Management**
 - Project Management
 - Workflow
 - Document Management
 - Knowledge Management
 - Resource Management
- **Sourcing Analysis and Reporting**
- **Integration to 3rd Party Systems using Web Services and File Channels**
- **Supplier Performance Management (Optional)**
 - Collaborative Workspace with Best Practice SPM Templates
 - Scorecard Creation and Maintenance Tools
 - Pre-Populated and Configurable KPI Libraries
 - Surveys to Collect Qualitative Feedback
 - Out-of-the-Box Analysis Templates
 - Performance Targets
- **Savings Pipeline and Tracking (Optional)**
- **Category Playbooks Integrating Ariba Expertise (Optional)**

EMPOWERMENT SERVICES

Ariba packages include Empowerment Services, offering a bundle of proven, global services, which facilitate off-loading of tactical tasks while providing strategic event guidance.

- **Basic Product Support** - Answers questions and provides navigation and functionality support
- **Site Administration** - Provides rapid execution of administrative tasks
- **Event Day Management** - Helps buyers execute sourcing projects; includes surrogate bidding
- **Sourcing Support Desk** - Offers best practice guidance, leveraging online sourcing expertise

Expertise Offerings Accelerate Time to Value and Adoption

While technology offers many tangible benefits, you need specific knowledge, skills and experience to maximize savings and efficiencies. Ariba offers expertise designed to accelerate user adoption, achieve immediate savings goals, build internal skills, and improve sourcing processes. Ariba's Best Practice Center provides assistance to Sourcing and Contract Management users to facilitate learning and drive adoption of Ariba's tools.

Rapid Deployment Process

Ariba's rapid implementation services enable Go Live in as little as two weeks. Deployment options range from standard templates to configuration of customer-specific processes.

The tool is supported by a highly secure and scalable network infrastructure that does NOT require installation, on-site maintenance, or unique hardware.

Buyer and Supplier Training

Ariba Sourcing packages include a combination of web-based video tutorials and classroom training that cover the entire event lifecycle.

Seamless Integration to our Solutions

The Ariba Sourcing Solution seamlessly integrates with other Ariba solutions, easily bundling with Ariba Spend Visibility™, Ariba Contract Management™, and/or Ariba Procure-to-Pay™.

WHAT NEXT?

Doing nothing is not an option. Do you have the right tools and expertise to achieve breakthrough Sourcing performance? Best-in-class organizations have realized the impact that Sourcing has on their bottom line. Contact Ariba today to learn more.

ABOUT ARIBA

Ariba, Inc. is the leading provider of spend management solutions to help companies realize rapid and sustainable bottom line results. Successful companies around the world in every industry use Ariba Spend Management™ software and services. Ariba can be contacted in the U.S. at 1.650.390.1000 or at <http://www.ariba.com>.

Ariba Inc.
Worldwide Headquarters
807 11th Avenue
Sunnyvale, CA 94089
Toll-free (USA): 1 866 772 7422
Outside USA: +1 650 390 1000
www.ariba.com



© Copyright 2009 Ariba, Inc. All rights reserved.

Ariba is SAS 70 Type II certified (hosting facilities). Ariba's applications are also Webtrust certified. Webtrust is a stringent certification developed jointly by the American Institute of Certified Public Accountants (AICPA) and the Canadian Institute of Chartered Accountants (CICA) for use in e-commerce.