



Ariba Supplier Information Management™ Solution

Benefits

- Reduce overall supplier management costs by 60 to 80 percent
- Obtain 360-degree view into all aspects of supplier information, including contracts, quotes, performance, certificates, internal stakeholders, and contacts
- Speed supplier assessment and qualification by automating the information collection and new supplier approval process
- Gain additional insights into supplier information and ratings from the Ariba Network
- Access best practices, templates, and services for supplier on-boarding, risk assessment, sustainability, and corrective action plan management
- Protect against supply disruptions, regulatory and compliance risk
- Drive faster time to value and lower total cost of ownership and results

When it comes to effectively managing business commerce, locating the best suppliers and negotiating the best agreements are a good start. But it's only the beginning. To be successful, companies must constantly discover, assess, and on board new trading partners, ensure that their information is accurate and up-to-date, and continuously measure and improve upon performance. Yet many buyers and suppliers struggle to do this.

According to AMR Research, managing supplier information manually is a costly drain on business—in some cases more than \$1,000 per supplier on an annual basis. But it doesn't have to be. When information—enabled by technology—becomes visible across the organization, costs per supplier quickly fall to below \$150.

Yet achieving complete visibility on supplier information isn't easy and there are a number of challenges that make it difficult:

- Inaccurate and fragmented information spread across multiple, disconnected systems
- Incorrect, incomplete, and out-of-date supplier records
- Lack of visibility into supplier performance, risk exposures (financial, brand, reputation, disruption) and financial metrics
- Inconsistent or non-existent processes to on board new suppliers and measure performance
- Large numbers of suppliers, making supplier segmentation and prioritization efforts cumbersome and, as a result, limited

Why Ariba Supplier Information Management

With Ariba Supplier Information Management, companies can overcome these challenges and fuel better relationships with key trading partners.

A unique Software-as-a-Service (SaaS) solution, Ariba Supplier Information Management delivers state-of-the-art technology that enables companies to quickly identify and assess new sources of supply, rapidly on board approved suppliers, and gain a 360-degree view of supplier information performance and risk.

With Ariba's Supplier Management services and expertise, companies can access best practices and templates to ensure proper supplier selection, measurement, and compliance management. And a robust SaaS-based supplier information management portal delivered through the Ariba Network makes it possible to unify platform, process, and supplier profiles on an enterprise-wide basis and create a unified supplier record/profile to facilitate buying, selling, and managing cash in a single location.

Features

Technology

- Single, web-based location to register and manage supplier information and facilitate efficient collaboration with customer organizations
- Process management, collaboration, and workflow support for supplier on-boarding by category/geography/region or other custom rules
- Unique RFX-supplier profile synchronization to keep information current
- Centralized information portal to manage supplier profiles, certificates, diversity, green, and risk metrics
- Ad-hoc and custom reports with 360-degree supplier information and comparative performance views

About Ariba, Inc.

Ariba, Inc. is the leading provider of collaborative business commerce solutions. Ariba combines industry-leading software as a service (SaaS) technology to optimize the complete commerce lifecycle with the world's largest web-based community to discover, connect and collaborate with a global network of trading partners and expert capabilities to augment internal resources and skills, delivering everything needed to control costs, minimize risk, improve profits and enhance cash flow and operations – all in a cloud-based environment. Whether you're buying, selling or managing cash, you can do it more efficiently and effectively in the Ariba® Commerce Cloud. More than 1,000 companies, including 94 of the Fortune 100, use Ariba's solutions to drive more efficient inter-enterprise commerce. Why not join them? For more information on Ariba commerce solutions and the results they deliver, visit www.ariba.com.

Features Continued

- Supplier document repository for easy document collaboration, sharing, and management with version control, comment capability, and an audit trail
- Back end/vendor master integration with third-party systems
- A single supplier record to leverage across all modules
- Online buyer and supplier training
- Product and technical support

Community

- Inter-enterprise collaboration with the Ariba Network, the world's largest global trading community, for effective supplier qualification, performance measurement, and efficient risk assessment across the supply chain

Capabilities

- Broad expertise and best practice services by business process (risk, quality, capability), including program design and implementation delivered via flexible delivery models ranging from onsite consulting to web-based templates
- Ready access to Supplier Information Enrichment Services—diversity, green, CSR, and risk/financial information

Ready to Get Started?

Managing supplier information is hard. But Ariba can make it much easier. To learn more about Ariba Supplier Information Management and the value that it can deliver for your organization, visit <http://www.ariba.com/solutions/suppliermanagement.cfm> or contact your account executive.

Copyright © 2010 Ariba, Inc. All rights reserved. Ariba and the Ariba logo are registered trademarks of Ariba, Inc. Ariba Supplier Information Management is a trademark of Ariba, Inc. All other brand or product names may be trademarks or registered trademarks of their respective companies or organizations in the United States and/or other countries.

4/10

Ariba, Inc.

807 11th Avenue, Sunnyvale, CA 94089

Toll-free (USA): 1 866 772 7422 | Outside USA: +1 650 390 1000

www.ariba.com

