

VISIBILITY

Ariba Spend Visibility™



Visibility is critical to improving purchasing performance and processes while reducing a corporation's spend. The Aberdeen Group found that companies that implemented a formal spend visibility program achieved an average of 13.7 percent increase in incremental savings plus numerous process and performance benefits. An effective Visibility solution accelerates bottom-line results by identifying and quantifying all opportunities—enabling your organization to prioritize its spend management actions.

Obstacles such as inconsistent, poor-quality data dispersed in multiple systems of record and no direct access to spend-focused analytical tools prevent most companies from having clear spend visibility. Furthermore, purchasing professionals are forced to spend an excessive amount of time searching for data and needed reports.

Ariba Spend Visibility (ASV) is the best-in-class spend analysis solution that combines the industry-leading analytic tool, Ariba Analysis™, with an unparalleled enrichment solution. Ariba fully manages your Spend Visibility program, ensuring that decision-makers spend more time analyzing data and in strategic planning through web access to normalized, classified and enriched spend data.

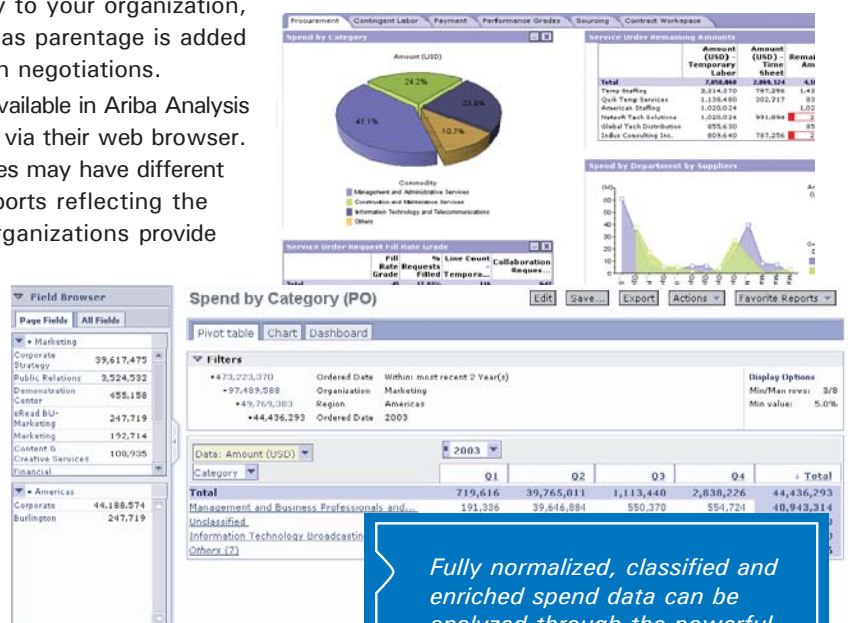
HOW IT WORKS

ASV is a fully managed solution that allows you to focus on analysis and strategic planning through:

- **Data Aggregation** - Only through the aggregation of all of your organization's spend will you have the ability to develop optimal strategies.
- **Data Enrichment** - Raw spend data must be enriched in order for users to be able to appropriately prioritize sourcing opportunities and monitor compliance to negotiated contracts. Spend is classified to a commodity code structure that can be tailored specifically to your organization, and additional supplier information such as parentage is added to help you better leverage your spend in negotiations.
- **Analysis** - The final enriched data is made available in Ariba Analysis to all authorized users in your organization via their web browser. Different geographies, departments and roles may have different permissions and views. Pre-packaged reports reflecting the best practices of spend management organizations provide immediate insight into the enriched spend. Alternatively, enriched data may be returned for loading into an existing analytical tool.
- **Repeatable Process** - In contrast to a consultative approach, the Ariba Spend Visibility solution is repeatable—allowing you to refresh your instance with current data and have existing enrichment rules applied. This is paramount in a scalable solution that is useful over time as buying patterns change.

SOLUTION BENEFITS

- ASV offers many benefits, including:
- Accelerated savings through more informed sourcing decisions, better contract terms and reduced premium payments
 - The ability to focus on analysis and planning, not gathering and processing data
 - A consolidated view of data from multiple systems, source types and categories across the organization
 - Next generation 'Opportunity Search' analytics simplifying and accelerating the identification of savings opportunities
 - Reduced maverick spending through effective monitoring, enabling full realization of sourcing savings
 - Increased savings and improved service through supplier rationalization
 - Best practices spend analysis through pre-packaged reports and customized taxonomies



Fully normalized, classified and enriched spend data can be analyzed through the powerful and easy-to-use Ariba Analysis

WHY ARIBA?

To be effective, any spend visibility solution must deliver speed, sustainability, coverage and flexibility. ASV delivers guaranteed service levels that assure accuracy and coverage in a predictable timeframe, which are critical in ensuring user adoption. With more than \$300 billion in spend enriched across all major industries, Ariba has the experience and knowledge base necessary for success.

SPEED:

- Streamlined Data Warehousing through Quick and Decision-Focused Validation of Incoming Data - Ariba Analysis provides real-time validation for quick correction and reloading.
- Highly Automated Data Enrichment - The Ariba Data Enrichment workbench leverages computing resources to do the job that others would hand over to teams of consultants. The high degree of automation ensures spend is consistently classified over time and across source systems so decisions can be made with confidence.
- Powerful, Easy-to-use Interface - Pivot layout with "drag-and-drop" functionality allows for quick analysis. Out-of-the-box reports create a jumping off point for further analysis.
- Role-based Dashboards - Customizable to specific roles for rapid analysis.
- Customizable, Excel-based Templates - Simple, bi-directional transfer of data and charts to/from Excel for fast reporting.

SUSTAINABILITY:

- Continuous Improvement - "Network effect" benefit exists where knowledge base updates are applied to all customers.
- Repeatable Infrastructure - Quick enrichment on new spend through known rules and exceptions.
- Alerts & Grades - Allow proactive management of critical areas and consistent, objective evaluation.
- Variance Analysis - Track percentage or value change of any field over a selected time period.

COVERAGE:

- Flexible Commodity Classification - Classified items may be evaluated according to a standard taxonomy (e.g. UNSPSC, eClass, etc.) or a customer's own ensuring granular classifications even in those areas where UNSPSC or custom taxonomies are not detailed enough.
- Commodity-Specific Schema/Templates - Specific schema and pre-packaged templates for key commodities including many direct materials and complex categories.

- Enrichment Knowledge - With hundreds of billions in spend enriched from more than 400 different source systems in over 100 countries, Ariba's enrichment knowledge base is primed for your spend data already. Ariba is familiar with enriching data with all levels of quality and detail.
- User-Defined Fields - Users can create custom fields for specific reporting needs.
- Line-Level Reporting - View full purchase order and invoice detail for deep analysis.
- Multi-Fact Reporting - Allows aggregation of data from multiple systems into a single report for broad analysis.

FLEXIBILITY:

- Extraction Support - Detailed extraction support through data extraction guides and optional transformation services.
- Scalable Processes - The high level of automation in the ASV process allows companies to grow their spend as the number of source systems increases.
- Flexible Delivery - In addition to on-demand, ASV can be deployed in a licensed environment.
- Customizable Taxonomy - Either company-specific taxonomies or industry standards may be used for spend analysis.

WHAT NEXT?

Existing Ariba Spend Visibility customers have achieved significant ROI in many areas, including:

- Sourcing savings identification ranging from three to seventeen percent of addressable spend
- Reduction of up to 92 percent of supplier base
- Successful rollout at companies ranging from \$100 million to \$24 billion in annual spend
- Aggregation of organizations with varying complexity with up to 270 individual source systems including all major ERP systems
- Enrichment of more than \$300 billion in spend in over 100 countries in local languages

Best-in-class companies have spend visibility programs in place today, so what are you waiting for? Call Ariba now to get started with your spend visibility initiative today.

ABOUT ARIBA, INC.

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>.

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