Transact more effectively with your customers through Ariba

Collaboration through Ariba can help you increase customer satisfaction and create operational efficiencies that directly impact your bottom line. You can use Ariba® Network to automate the full market-to-cash process, including bids, contracts, orders, fulfillment (advance ship notices, service entry sheets, goods receipt notices), catalogs, invoices, and payments. This lets you deliver the quick, convenient buying experience your customers want—while driving higher revenue, lower costs, and greater visibility for your business.

Benefits of transitioning to Ariba

**Grow revenues faster**
- Strengthen sales in existing accounts by making business buying as easy as consumer buying
- Gain new business by participating in online business opportunities and leads
- Increase order size through e-catalogs tailored to customers’ purchasing needs

**Boost customer satisfaction and retention**
- Help customers increase end-user compliance through easily updatable catalogs
- Make accurate and timely information available to customers through self-service options

**Accelerate the sales cycle**
- Provide e-ordering and e-invoicing capabilities to customers within minutes
- Use e-catalogs to get accurate orders that you can quickly fulfill and bill
- Streamline customer communications with automated notifications and a user-friendly order collaboration dashboard

**Improve customer retention**
- Increase traction and strengthen relationships by supporting customers’ e-procurement initiatives
- Become a more valuable business partner by providing automated services that save customers time and money

**Get paid on time and manage cash better**
- Use online invoicing to eliminate errors, gain visibility into approval and payment status, and decrease DSO
- Combine the speed of electronic funds transfer with detailed remittance information through automated B2B payments

**Empowering buyer-seller collaboration through a single platform**

Ariba Network is the world’s largest business commerce network, with:
- More than 1.7 million global businesses connected
- 188 million purchase orders and invoices processed annually
- US$874 billion in transaction volume
- Transactions in 190 countries and 172 currencies

By transitioning to Ariba you can quickly extend—rather than replace—your back-end systems and processes, collaborating with customers virtually and instantly through a single global platform.
About Ariba, an SAP Company

Ariba is the world’s business commerce network. Ariba combines industry-leading cloud-based applications with the world’s largest Internet-based trading community to help companies discover and collaborate with a global network of partners. Using Ariba Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: www.ariba.com

Ariba Network features

Onboarding, registration, and connectivity
Get started easily and begin transacting in minutes
- Simplified registration and intuitive onboarding through a single, easy-to-use interface
- Entry-level connectivity options such as web UI, fax, scanning, email, and CSV upload
- Direct integration of your back-end systems using cXML, EDI, or an Ariba Integration Connector, powered by Dell Boomi1

Order collaboration
 Expedite and enhance order management
- End-to-end automation and collaboration on orders, change orders, confirmations, cancellations, advance ship notices (ASNs), and goods receipt notices
- Increased visibility into demand via scheduling agreement releases
- Immediate receipt and one-click confirmation of orders via rapid response purchase order emails
- Centralized, streamlined customer communication via consolidated order collaboration dashboard
- Order task reminders and rules-based order routing for fast, accurate order delivery

Catalog collaboration
Increase PO accuracy and help customers drive online procurement compliance
- Easy customization of online catalogs through Catalog Interchange Format (CIF), a simple-to-use format for validation and publication
- Support for CIF, cXML, and Excel e-catalogs, plus integration of online commerce storefronts via Ariba PunchOut™
- Comprehensive catalog dashboard for managing all activity
- Visibility into customer catalog update status

Invoice collaboration
Accelerate payments and increase productivity
- Multiple e-invoice options, including:
  - Non-PO invoicing
  - System-to-system invoicing via cXML, EDI, and CSV upload
  - Easy-to-use dashboard plus invoice and payment status notifications
  - Support for multiple languages and 172 currencies plus compliance with local VAT laws
  - Tax invoicing for Brazil, Chile, Colombia, France, and Mexico
  - Support for additional invoice detail, including service entry sheets and document attachments
  - Automatic invoice validation and reconciliation

Payment and working capital collaboration
Predict and optimize cash flow
- Secure electronic funds transfer and fast reconciliation via AribaPay
- Support for ACH, check, credit card, P-card, and wire transfer payments

Administration navigation
Lower administrative costs and improve account control
- Single sign-on for centralized management of account and Ariba Cloud Profile across all functions and solutions
- Administrator-defined user roles and ability to assign multiple roles to a single user ID
- Routing by customer group
- Easy-to-use reporting functions
- Accessible, linked documents for every order
- Ability to link accounts, manage Ariba Cloud Profile, and transfer Administrator role

On-demand platform
Reduce IT costs and risk
- Redundant system architecture, back-up, and recovery procedures
- Industry-leading security measures, including WebTrust and PCI DSS compliance

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1 The Ariba Integration Connector, powered by Dell Boomi, is provided in English in North America and Europe and is subject to additional terms of use. Actual compatibility of a connection depends on several factors, including buyer-side requirements on the Ariba Network and business accounting software configuration capabilities. Please contact Ariba Global Customer Support for more details.