

SAP Solution Brief

SAP Ariba Solutions | SAP Ariba Contracts

Accelerate Time to Value and Innovation Through Complete Contract Management



Drive spend compliance across all contract types

Managing contracts – your records of business health – is key for success. The SAP® Ariba® Contracts solution empowers finance, procurement, and sales staff to request, author, and **negotiate best-value agreements with timely approval**. Through this software-as-a-service (SaaS) solution, you can start partnerships faster with fewer resources.

Whether you are dealing with outward-facing procurement and sales contracts or internal agreements, SAP Ariba Contracts can help you negotiate savings and capture revenue opportunities. The solution includes automated workflows for contract requisition, authoring, negotiation, and approval – as well as contract completion through electronic signatures. It also provides task-driven reminders, search and reporting mechanisms, and contract renewal processes for ongoing compliance and performance management.

The ability to connect with customers in every step of the contract process improves operational efficiencies, lowers administrative costs, and enhances personal relationships. With this SaaS solution, you can secure your contract information, achieve value quickly, and avoid making any unnecessary investments of time and money.

Drive spend compliance across all contract types

Harness comprehensive technology and standardized workflows

SAP Ariba Contracts supports paperless management of the entire lifecycle of internal and external business agreements. Flexible compliance features include real-time enforcement of requisitioning policies and transparent monitoring of transaction history. Plus, powerful search and reporting capabilities help optimize the value of existing commitments. To help you comply with corporate and government regulations, comprehensive and agile processing workflows leave a complete audit trail.

By managing every aspect of all internal sell-side and buy-side contracts in a single repository, negotiators can make wiser decisions faster and collaborate closely across departments and with trading partners. A flexible deployment model delivers expertise and best practices – from on-site consulting services to best-practice contract templates. The solution also includes a clause library, flexible contract approval workflow with conditional contract templates, a workspace message board, integrated search, prepackaged and ad hoc reporting, and electronic signature functionality. In addition, you can integrate workflows and data from a central contract repository with third-party systems.

Harness comprehensive technology and standardized workflows



Centralize your contracts in a single repository to detect nonstandard or redundant contracts and lower the risk of missed deliverables or milestones.

Realize the benefits of contract lifecycle management

Get under way quickly in the cloud to reduce total cost of ownership and deliver always-current data with minimal demand on your IT staff. Through SaaS deployment of SAP Ariba Contracts, you can shorten time to value and innovation while eliminating most application management chores.

“Cloud-based contract management solutions have proven to be essential tools for procurement executives,” said Christopher Dwyer, research director of Ardent Partners. “In fact, best-in-class enterprises are nearly 70% more likely than all other groups to leverage these solutions to drive visibility into contracts, support repeatable processes, and ultimately assist in cost-saving endeavors. As more

businesses increase their reliance upon their suppliers, it becomes critical to have the capabilities needed to better manage supplier agreements and relationships.”

By making contract negotiations more efficient, you can accelerate contract cycles, identify new revenue opportunities, and mitigate risk of revenue loss. Just as significant for your bottom line is the ability to connect directly with your customers and suppliers when creating, negotiating, and administering contracts. The results include lower overhead and improved relationships that yield high-value agreements.

Realize the benefits of contract lifecycle management

Summary

The SAP® Ariba® Contracts solution helps you maintain a single integrated view of contract data and standardize related processes to realize the savings you work hard to negotiate. With automated, enterprise-wide management of all buy-side and sell-side contract functions, you can identify opportunities to pursue, pinpoint leakages to address, and improve negotiation efficiency.

Objectives

- Replace cumbersome, paper-based systems with cross-functional automated processing
- Minimize investments in on-site technology
- Help ensure compliance with customer commitments and industry regulations
- Realize the full potential of your current contracts
- Maintain a clear overview and audit trail

Solution

- Support for the entire contract lifecycle
- Real-time monitoring of spend history and compliance
- Powerful search and reporting features
- Inclusive end-user support for buyers and sellers included in the solution subscription
- Comprehensive contract process workflow with a full audit trail
- Integrated key-partner electronic signature capability

Benefits

- Minimize tracking and administration of all contract types
- Negotiate with a strong foundation for trading partner collaboration
- Optimize the value of contracts with full-scale reporting
- Shorten contract processing cycles

Learn more

To find out more, call your SAP representative or visit us at www.ariba.com/solutions/buy/contract-management.



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