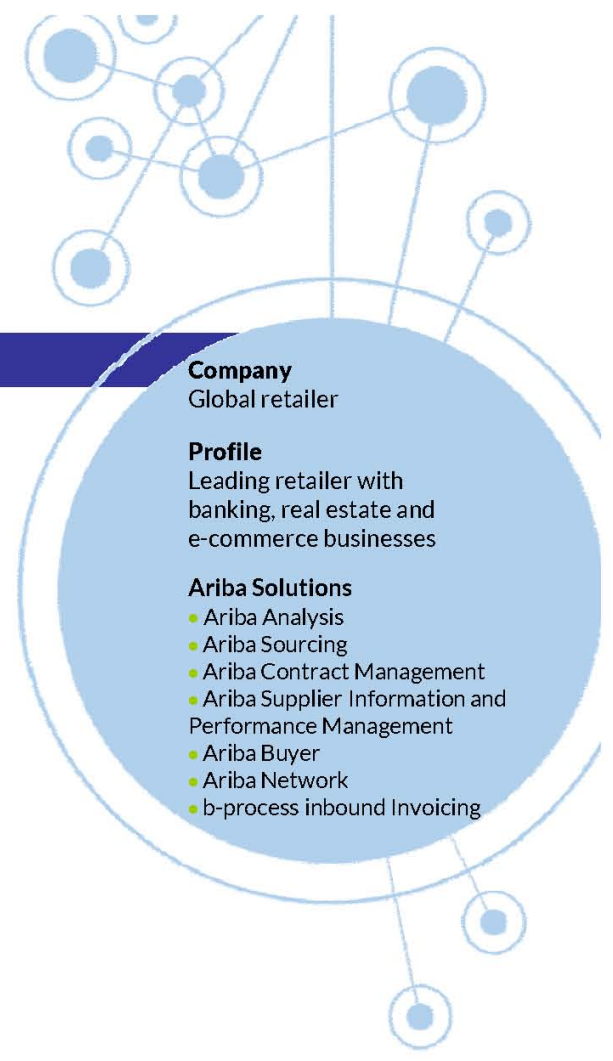


# Automated Entire Source-to-Settle Process



Challenges	Solutions	Results
<ul style="list-style-type: none"> <li>• Indirect purchasing organization formed in 2009, lacking systems and processes</li> <li>• Many distinct businesses across Europe and Asia</li> <li>• Aggressive savings targets of 200M € per year</li> <li>• Desire to implement standard processes across geographies and ensure compliance</li> <li>• Very global supply base with varying and often limited IT capabilities</li> </ul>	<ul style="list-style-type: none"> <li>• Deployed Ariba Buyer™ and Ariba Analysis™ as CD, integrated with SAP, to drive compliance and process efficiencies</li> <li>• Leveraging Ariba consulting to speed global deployment and to support ongoing supplier enablement</li> <li>• Hosting and application maintenance for Ariba Buyer and Ariba Analysis</li> <li>• Deployed Ariba Strategic Sourcing suite on demand to drive rapid cost savings</li> <li>• Deployed b-process inbound invoicing to maximize automation and ensure tax compliance</li> </ul>	<ul style="list-style-type: none"> <li>• On track to enable 7,000 users across Europe and Asia by Mar '12 – plan 15,000 by 2013</li> <li>• Over 2,400 suppliers enabled</li> <li>• More than 70 RFxs within nine months of deployment start</li> <li>• 275 suppliers with invoices automated via Smart PDF, plus 175 via EDI interoperable with legacy systems</li> </ul>

**Company**  
Global retailer

**Profile**  
Leading retailer with banking, real estate and e-commerce businesses

**Ariba Solutions**

- Ariba Analysis
- Ariba Sourcing
- Ariba Contract Management
- Ariba Supplier Information and Performance Management
- Ariba Buyer
- Ariba Network
- b-process inbound Invoicing