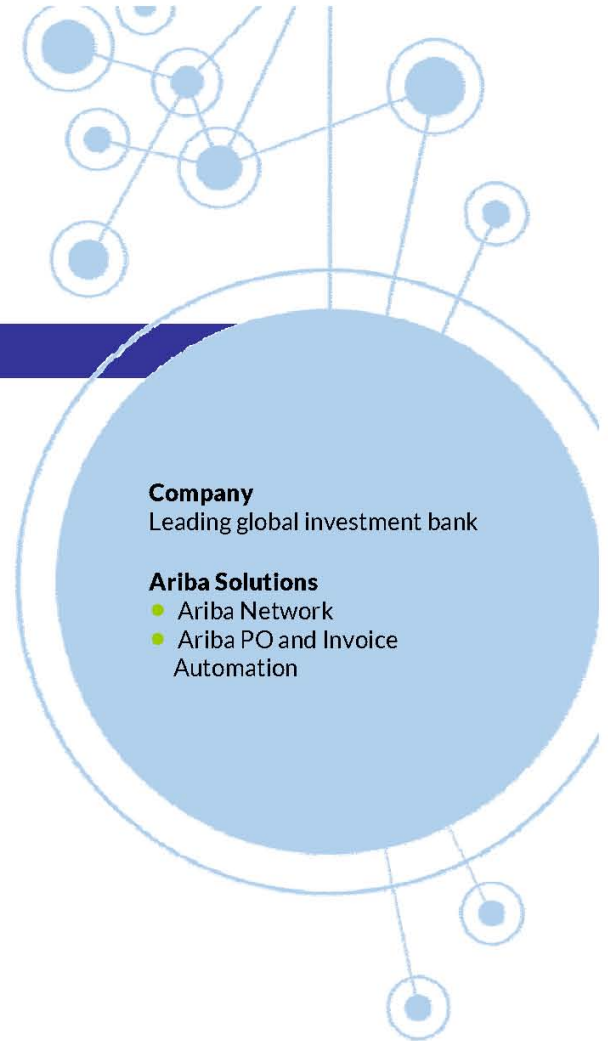


Moving from 100 Percent Paper to 80 Percent E-Invoicing



Challenges

- High cost of paper-based, manual invoice processing
- Difficulty in managing orders generated by ERP system
- Interest in improving system ease-of-use

Solutions

- Target geographic regions with strong, growing presence
- Ariba® Network for invoice automation as a first step
- Move PO automation from ERP system to Ariba
- Mandate use of electronic POs and invoices

Results

- Onboarded 3,700 suppliers on to the Ariba Network
- Reduced BPO costs by 35 percent
- Now processing ~ 500k invoices/year electronically
- Went from 100 percent paper to nearly 60 percent e-invoicing in target regions, with goal of 80 percent electronic processing
- Consolidated PO and invoice processing on Ariba
- Improve ease of use globally
- Drove 70 percent of invoice transactions off POs