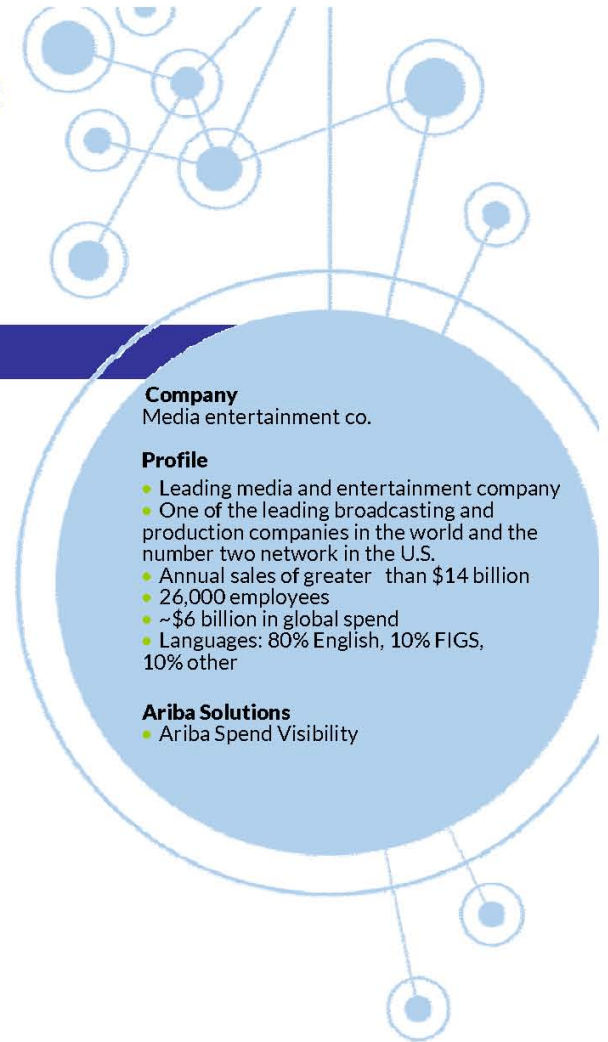


Exceeding Savings Expectations While Obtaining Increased Visibility Across Numerous Corporate Functions



Challenges	Solutions	Results
<ul style="list-style-type: none"> • Needed to develop a more formalized strategic sourcing organization • Global organization with stakeholders and business units dispersed throughout the globe—representing challenges with language, culture, etc. • 33 source systems • While buy-in from Procurement existed, very little visibility at the C-level • Acquiring focused internal IT resources was an ongoing challenge 	<ul style="list-style-type: none"> • Ariba Spend Visibility chosen as the organizational “go-to” tool for strategic sourcing information • The ability to measure the impact of currency exchange on sourcing spend 	<ul style="list-style-type: none"> • Phase 1 completed in 120 days <ul style="list-style-type: none"> ◆ \$3.75B in spend ◆ 90% of spend classified, 82% to L3/4 ◆ Parentage identified on 91% of supplier spend • Ariba Spend Visibility revealed three times the expected spend on security services, resulting in more savings from that sourcing event alone than the three-year Ariba Spend Visibility subscription • The ability to provide spend data, trends, and reports has provided the sourcing team increased visibility across a number of corporate functions • Ability to benchmark larger, more strategic suppliers • Use Ariba’s enrichment feedback process to continue refining results • Helped build a more positive relationship with IT

Company
Media entertainment co.

Profile

- Leading media and entertainment company
- One of the leading broadcasting and production companies in the world and the number two network in the U.S.
- Annual sales of greater than \$14 billion
- 26,000 employees
- ~\$6 billion in global spend
- Languages: 80% English, 10% FIGS, 10% other

Ariba Solutions

- Ariba Spend Visibility