

Welcome to the Networked Economy

Solutions for the Networked Enterprise

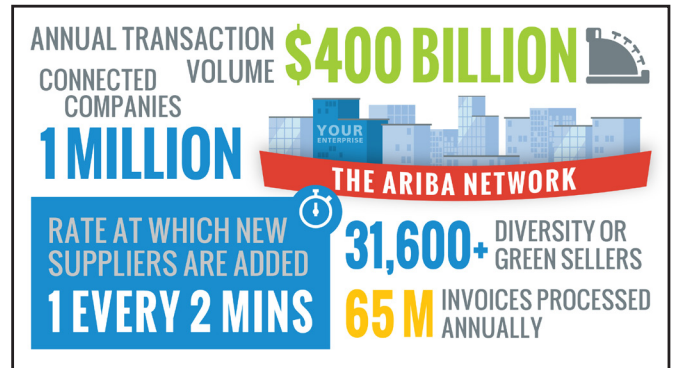
Through its industry-leading business network and cloud applications, Ariba, an SAP company, is fueling a whole new way of doing business. One that is more connected and collaborative than ever before. With Ariba's solutions, companies of all sizes, across industries can:

- Connect to customers, suppliers, and partners through single point of integration to facilitate more efficient collaboration around processes like sales, procurement and finance.
- Gain efficiency through cloud-based applications that automate and enable shared processes like sourcing, invoicing, and payment.
- Become more informed through community intelligence, market insights, benchmarking, and best practices for better performance and decisions.

The Ariba[®] Network

The Ariba Network is the largest open trading network in the world, used by nearly one million companies in more than 140 countries around the world. Buyers and sellers who connect to the Ariba Network can achieve significant benefits. A typical \$2.5 billion company, for instance could see estimated savings of \$71 million savings per year and full ROI in less than a year.




Savings Impact Area	Benchmark Savings Range
Spend Compliance	\$5-9M
Process Improvement	\$.5-2M
Cash Management	\$3-15M
Price Reduction	\$5-45M



Whether buying, selling or managing cash, companies can do it more efficiently and effectively using the cloud applications delivered on the Ariba Network:

Buy	Manage Cash	Sell
Spend Analysis	Discount Management	Sales Contract Management
Sourcing	Invoice Management	Catalog and Order Management
Contract Management	Payment Management	Contract Management
Procurement	Receivables Financing	Sales and Marketing Acceleration
Supplier Discovery	Supply Chain Financing	Buyer Discovery
Supplier Management	Scanning and Workflow	

Business Network
Single point of inter-enterprise integration for both buyers and sellers
Extended value of SAP systems across all transaction types and documents
Buyer-seller Collaboration
Community Benchmarks, Ratings, and Intelligence

 <ul style="list-style-type: none"> >4,500 global suppliers networked enabled 98%+ touchless invoicing – integrated with 8 SAP systems worldwide 96%+ on-time payments – and enhanced discount capture 75% reduction in AP costs Global VAT and regulatory compliance – incl. in China 	 <ul style="list-style-type: none"> >4,000 suppliers network enabled >500,000 electronic invoices/yr. – integrated with 7 SAP systems globally 70% global invoice volumes moved from paper to electronic – incl. non-PO >30% reduction in BPO costs 	 <ul style="list-style-type: none"> >1800 suppliers rapidly enabled 50% of suppliers already in Ariba Network 20% cost savings goal in NA Shared Financial Services achieved Value of ERP system extended through fast implementation at low cost
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