ARIBA®

An SAP Company

Ariba® Managed Commerce Solutions

Features and Benefits

Ariba Managed Commerce Solutions deliver everything that's needed to go from chaos to order in indirect spend:

- **End-to-end indirect category management,** including data analysis, category strategy, sourcing execution, contract negotiation, procure-to-pay compliance, all in an integrated solution
- **Highly scalable shared-service delivery model** that integrates best-in-class market knowledge, processes, resources, training, and technology
- **Pre-enabled trading partner network** that gets more suppliers transacting faster, turning identified opportunities into hard-dollar, realized savings
- **Real, track-able bottom-line savings** driven by best-in-class category strategy, sourcing execution, and contract management combined with unparalleled compliance solutions
- **On-going category management**, to ensure enduring value from suppliers and long-term sustainable supplier compliance to agreed service levels and commercial terms
- **Professional change management,** delivering stakeholder access, adoption, and training
- **Freedom** for existing teams to focus on strategic activities such as internal stakeholder management and core direct material categories

The New Normal provides an additional challenge for procurement organizations since companies need more value, more realized savings, and more support than ever before just to remain competitive. One area that many companies are newly mining for opportunity is indirect spending, but few organizations have the resources, tools, or expertise necessary to get the job done efficiently and effectively. Fewer still can take on the time and up-front investment necessary to build out these capabilities internally.

How do you simultaneously deliver value, automate and improve processes with technology, execute savings initiatives, manage stakeholders, and move from ideas to real savings? Ariba Managed Commerce Solutions.

Built on more than 15 years' experience managing spend for many of the world's leading companies, Ariba Managed Commerce Solutions combine technology, community, and capabilities to build, operate, and, as appropriate, transfer back a turnkey best-in-class indirect spend management program to organizations of all sizes, across industries. The result? Broader and more-enduring savings, with shorter lead time than organizations could achieve on their own or through a traditional Business Process Outsourcing arrangement. In other words, you get the best of both words—better, faster results, with lower initial investment and higher return on investment.

Why Ariba Managed Commerce Solutions

Combining technology, community, and capabilities in one place, Ariba Managed Commerce Solutions deliver benefits that are not available anywhere else:

- **Expertise:** Our team is active in every area of indirect spend every day, not just once every couple of years.
  - Category experts, who study external supply market intelligence and observe our own project results daily
  - Process experts, who are laser-focused on every sub-routine in the Indirect Spend Lifecycle, and create tools and techniques to meet the needs of the world's largest and most-complex enterprises
- **Effectiveness:** Managing commerce isn't one of many things that we do it's the only thing we do, and we know exactly how to get it done.
  - Thought leaders in indirect spend, who know what to do, when to do it, and how to motivate all your key stakeholders to get on board
  - Unique program structure with project execution specialists who deliver spend analyses, RFX documents, supply base research, contracts, supplier performance surveys, and real results
- **Efficiency:** Every Ariba Managed Commerce Solutions professional is an expert user of the world's most-complete, most-capable indirect spend management technology suite.
  - The cumulative best practice of more than 1,000 customer engagements and billions of spend optimized
  - The world's largest web-based network of pre-enabled trading partners

SAP®

About Ariba, Inc.

Ariba, Inc. is the world's business commerce network. Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners. Using the Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: www.ariba.com

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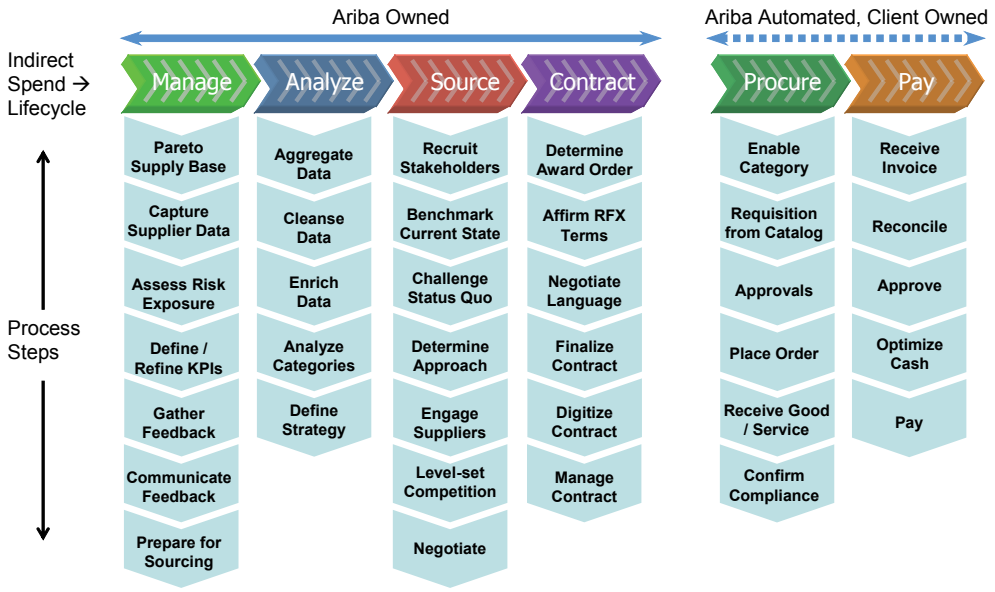
No other provider has the experience, capability, technology, scale and flexibility of Ariba. And the results we deliver speak for themselves. Companies that rely on Ariba Managed Commerce Solutions to tackle indirect spend have seen average realized savings of 10 to 20 percent across all addressed categories.



Ready to get started?

To learn more, visit the Ariba website at www.ariba.com or contact your account executive or Ariba Global Services account lead.

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