ARIBA®

An SAP Company

Ariba® Indirect Spend Solutions

Benefits

In addition to providing a turn-key indirect spend program, Ariba Indirect Spend Solutions differ from traditional procurement outsourcing programs in several key ways:

- Focused on highest-value activities rather than simple labor arbitrage
- Faster time-to-value through pre-enabled trading partners
- Deep integration with Ariba technology creates lasting enablement
- Your company maintains ownership to contracts

In the New Normal, companies of all sizes and industries need to operate more leanly and on a permanently lower-cost basis. And finding the savings necessary to enable that lower cost structure is key to competitiveness.

Indirect spend is typically a key area to locate these savings, but few organizations have the resources, tools, or expertise necessary to capture them. Fewer still can take on the time and investment necessary to build out these capabilities internally. Many look to full procurement outsourcing as a solution, but Procurement BPO has its own challenges—traditionally focused more on off-shoring and low-cost transactional capabilities rather than on spend management effectiveness. Companies—particularly mid-sized ones—need flexible access to resources, tools, and expertise to deliver savings that flow all the way to the bottom line.

How do you simultaneously increase the value of indirect spend management to your company, maintain ownership of your spend, and avoid the pitfalls of traditional outsourcing?

The answer? Indirect spend solutions from Ariba.

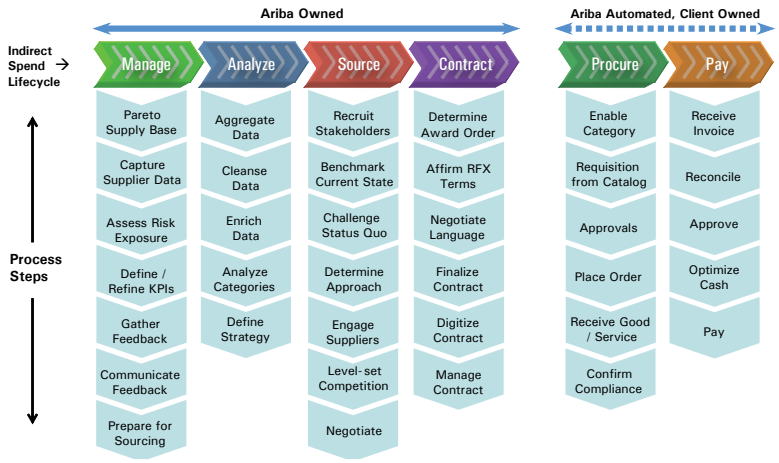
Ariba has developed a new way to approach indirect spend that takes advantage of both the learnings from the past and today's technology and strategies. Ariba Indirect Spend Solutions allow you to design, deploy, embed, and optimize an indirect spend management program to achieve broader and more-enduring savings faster than you could achieve on your own.

Why Ariba Indirect Spend Solutions

A unique offering that combines technology, community, and capabilities in one place, Ariba Indirect Spend Solutions deliver complete solutions, including:

- Comprehensive category management, including strategy, sourcing execution, contract negotiation, and implementation
- End-to-end technology to drive visibility, process improvements, compliance, and knowledge transfer
- Pre-enabled trading partner network that gets more suppliers transacting faster, turning identified opportunities into hard-dollar, realized savings

These capabilities allow you to focus on driving the most savings to your bottom line while creating lasting enablement for your organization. Plus, when it comes to indirect spend, no other provider has the experience, scale, and flexibility that Ariba delivers.



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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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Features

Ariba Indirect Spend Solutions deliver a complete solution—combining technology, community, and capabilities in one place. Features include:

- End-to-end indirect category management containing data analysis, category strategy, sourcing execution, contract negotiation, and procure-to-pay in an integrated solution
- Integration of best-in-class market knowledge, processes, resources, technology, and supplier network
- Realized negotiated savings, by combining sourcing AND compliance solutions
- Service in an agile, on-demand solution
- Category management - full on-going sourcing, enablement, supplier performance, and compliance management
- Technology and network - access to best-of breed technology and supplier network
- Change management - stakeholder access, adoption, and training
- No assumption of people, contracts, or technology or responsibility for transactions unless partner
- Refocused effort on stakeholder management and technology-enabled fulfillment and supplier performance management activities

For more than a decade, Ariba has delivered bottom-line, realized savings for customers on all areas of spend. No other organization has the combined experience and expertise in indirect spend with billions in savings, hundreds of thousands of suppliers, and millions of transactions. Let Ariba help you turn your indirect spend management into a true value center for your organization.

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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