ARIBA®

An SAP Company

Ariba Contract Management™ Solution

Benefits

- SaaS delivery with faster time to value and innovation, achieving year one total cost of ownership five to 10 times less than installed software
- Enterprise-wide management of all contract functions (including buy-side and sell-side)
- Improved negotiation efficiency with 50 percent faster contract cycles
- Identified revenue opportunities and prevented leakage resulting in one to two percent increase in total revenues
- Realization of negotiated cost savings with 55 percent additional spend brought into compliance
- Standardized contract processes and approvals
- Up to 30 percent lower administrative and legal costs
- Reduced operating and regulatory risk
- Centralized contract repository
- Elimination of maverick and redundant contracts
- Avoidance of missed deliverables and milestones
- Improved customer and supplier performance

The livelihood of any company is recorded in its contracts. Procurement contracts accommodate the sum of goods and services owed to the company. Sales contracts detail commitments to customers and revenue expectations. And internal contracts chronicle agreements within the organization.

Contract management is of critical importance to effective business commerce. Yet many organizations continue to record contracts on paper documents with disconnected offline tools and no process standardization. The result is inefficient, costly, and long contract cycles that make monitoring and managing agreements a challenge. And, perhaps worse, a failure to realize negotiated savings and missed revenue opportunities.

But there is a better way.

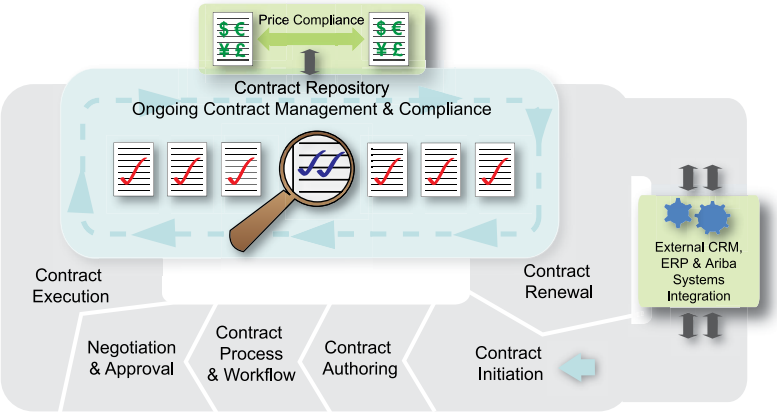
Why Ariba Contract Management

Ariba Contract Management helps legal, finance, procurement, and sales operations professionals tasked with driving contract management to manage all types of agreements, including procurement, sales, and internal contracts. With Ariba Contract Management, companies can develop best-value agreements by addressing the two major components of the contract lifecycle:

- **Contract Management** from contract request, contract authoring, workflows to address the contracting process, negotiation and approval, and contract execution via electronic signatures
- **Commitment Management** including all ongoing compliance and performance management through task-driven reminders and search and reporting capabilities as well as contract renewal activities

With Ariba Contract Management, companies can connect directly with customers when creating, negotiating, executing, and managing the ongoing administration of contracts. And this means greater efficiency, lower administrative costs, and improved relationships that result in higher-value agreements.

A unique Software-as-a-Service (SaaS) solution, Ariba Contract Management delivers market-leading technology in a fully hosted environment with data security standards that exceed those of any enterprise company. With Ariba Contract Management, companies can be up and running faster with fewer resources—enjoying faster time to value and lower total cost of ownership.



SAP®

About Ariba, an SAP Company

Ariba 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

Technology

- Multi-tenant, SaaS-integrated platform managing the entire contract lifecycle for all agreements
- Flexible compliance capabilities including real-time enforcement at time of requisition and improved monitoring on past spend transactions
- Powerful search and reporting capabilities to optimize the value from existing commitments
- Robust and flexible contract processing workflows
- Full audit trail for internal and external/regulatory requirements
- Integrated contract data and workflows with third party systems

Community

- Collaboration internally and with trading partners during negotiations
- Electronic signatures capabilities via Ariba's partnership with leading enterprise eSignatures provider

Capabilities

- Expertise and best practices delivered via flexible delivery model ranging from onsite consulting to web-based templates
- Technology-enabled best-in-class conditional contract templates

A solution designed for your exact requirements:

- **Ariba Contract Manager Basic** is a feature-rich application that allows your organization to manage contracts of any type—Sales, Procurement, Intellectual Property, and more. It is a great solution for the significant step of storing your contracts in an electronic contract repository.
- **Ariba Contract Manager Professional** provides the robust functionality of Ariba Contract Manager Basic plus contract authoring. Contract templates along with a clause library streamline the entire contract creation process. Available integration with Salesforce.com further streamlines the sales contracting process. Contract requests are created by the click of a button in your Salesforce opportunities and include all relevant attributes—eliminating the need for rekeying or for Legal to go back to Sales for more information.
- **Ariba StartContracts** delivers an electronic contract repository with notifications and alerts at a value price for smaller organizations with five users or less.

Ready to Get Started?

Each day, companies use Ariba to manage more than four million contracts. Why not join them? To learn more, visit http://www.ariba.com/solutions/contractmanagement.cfm, where you'll find numerous informative resources like white papers and case studies. Or, contact your account executive.

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