



ARIBA COLLABORATIVE COMMERCE SOLUTIONS

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BUSINESS RUNS ON COMMERCE.

Commerce. It's the lifeblood of the global economy. And the engine of your business.

To succeed, you need to sell your product or service at the best possible price; buy the goods and services you need to operate at the lowest possible cost; and control finance activities so you have the cash to reinvest in growing your business.

Companies that manage this commerce lifecycle efficiently and effectively can drive highly profitable growth and gain a competitive edge.

Unfortunately, commerce isn't always so easy.

AND COMMERCE IS HARD.

Over the past several decades, businesses have spent billions streamlining and automating processes within the four walls of their organizations.

But, when it comes to collaborating with other companies on core commerce processes like buying, selling, and managing cash, most companies remain hampered by inefficient, paper-based processes and outmoded operating infrastructures.

And that's costing you big money. It's costing your buyers and sellers as well.

In fact, industry analysts report that more than 80 percent of business-to-business commerce transactions are completed manually. And businesses still send 85 percent of invoices and payments on paper. All of this effort and all of this paper raise the cost of doing commerce and limit returns.

By some estimates, this inefficiency costs businesses \$650 billion annually in the form of higher operating and supply costs, missed sales opportunities, and negative cash flow.

Thankfully, there is a better way...



THERE IS A BETTER WAY.

At Ariba, we know that business commerce is too important to be inefficient and costly. So, we've set out on a single mission: to empower better commerce for all companies.

Regardless of your industry, size, or location, and whether you're buying, selling, or managing cash, we want to help you do it better.

And, as the leading provider of collaborative business commerce solutions, we can.

For more than 15 years, Ariba has helped buyers and sellers control and optimize their commercial relationships. Today, we provide the most efficient, effective, and universally adopted platform for global commerce between businesses.

Whether you're looking to control supply chain costs, increase sales, minimize risk, or enhance cash flow and operations—Ariba can help you do it better.

BUY

MANAGE
CASH

SELL

TECHNOLOGY

Ariba Applications

Ariba Platform

COMMUNITY

Ariba Exchange

Ariba Network

Partner Solutions

CAPABILITIES

Ariba Expertise

Ariba Enablement

Ariba Execution

WELCOME
TO THE Ariba
COMMERCE
CLOUD.

Ariba powers better commerce through the Ariba® Commerce Cloud, a web-based utility that contains everything you need for effective commerce:

Technology: Ariba provides market-leading applications for spend management, working capital management, and sales effectiveness—all delivered as scalable, cost-effective and burden-free cloud-based services. This allows you to automate and improve your processes, getting you the savings, revenues, and cash you want faster.

Community: The Ariba Network is the world's largest trading community, empowering more than 700,000 global businesses throughout the U.S., Europe, Asia-Pacific, and the Southern Hemisphere to discover, connect, and collaborate for better commerce. Our partners extend this value with financing, payment, intelligence, and other solutions. This industry-leading community lets you network, share best practices, collaborate with your partners and your peers, and ultimately

manage and optimize all of your trading relationships in one place—delivering greater value and efficiency for you and your partners.

Capabilities: Ariba Global Services™ provides always-on expertise and adoption services that leverage the power of the Ariba Commerce Cloud to help you more efficiently and effectively connect with your trading partners and ensure your commerce success. Our experts deliver capabilities even the largest companies would be hard-pressed to match. And our flexible delivery model lets you access these services on-site or remotely via the Web. So you have the flexibility to dial up the capabilities you need, when you need them. And dial them down when you don't.

And because we deliver these commerce solutions as an integrated flexible, cloud-based service, there's no costly software to install or hardware to maintain.

Have software of your own to manage specific commerce activities? Not a problem. We manage integrations to your back-office systems and your global trading community. Just plug into the Ariba Commerce Cloud to extend your processes to more trading partners. And expand returns for your company.



THE WORLD
DOES BUSINESS
IN THE Ariba
COMMERCE CLOUD.

Increasingly, companies are realizing the importance of being “networked” and reaching beyond their four walls to collaborate with key business partners in real time. Today, more than 700,000 companies of all sizes and geographies use Ariba collaborative business commerce solutions to enable and enhance their trading relationships and performance.

In fact, **in the next 24 hours**, businesses around the world will use the Ariba Commerce Cloud to:

- Buy and sell **more than \$450 million** worth of goods and services—from raw materials and assemblies to IT equipment and complex business services
- Conduct **more than 100,000 purchase and sales transactions**

- Process **more than 60,000 invoices and payments**

- ...and manage a whole host of other commerce collaborations—from discovering new business opportunities to negotiating contracts to securing financing

As buyers, businesses using the Ariba Commerce Cloud will **save over \$60 million in supply costs**. As sellers, they'll find new customers and get paid quicker from existing ones. And everyone will save on transaction costs, speed cash flow, and automate and improve the commerce lifecycle.

Business is better in the Ariba Commerce Cloud.



BETTER COMMERCE FOR EVERYONE.

The Ariba Commerce Cloud makes a lot of people happy.

For **Finance**, it improves cash flow and increases productivity. It saves money on direct and indirect spend. It accelerates new sales opportunities. It cuts operating costs by automating and leaning processes like procurement, accounts payable, accounts receivable, and more. And it provides access to hard-to-get financing at attractive rates—both for you and your trading partners. All without adding infrastructure and head count, giving you the variable cost structures you need to keep your business agile and competitive.

Procurement gains control of total spend, reins in maverick spending, and gets a handle on risks. With Ariba, you have more visibility into corporate spending and can drive new levels of process efficiency and compliance. You also have access to the world's largest supplier network, empowering you to uncover new sources, secure best-value agreements, and streamline procure-to-pay operations. And, if you need it, you can tap Ariba's unparalleled supply market knowledge, best practices, and services to target new spend categories and drive sustained improvements in your business. In short, Ariba can help you deliver more savings and value than ever before. And this can secure you an even-greater role in the strategic direction of your business.

Sales and Marketing use the Ariba Commerce Cloud to sell more, more efficiently, and at a lower cost. Whether uncovering new sales opportunities among the world's biggest buying community, getting more business from existing customers with more efficient order management, or just getting paid more quickly through automated invoicing and payment, they can do it better—with Ariba.

And, speaking of doing things better, with the Ariba Commerce Cloud, **IT** can say goodbye to the high costs and burdens of traditional business application and integration management. You can lower your infrastructure costs by moving all or some commerce applications to Ariba. If you want to keep your apps on-premise, that's okay too. Just plug them into the Ariba Commerce Cloud and let us manage the complexities of trading partner integration for you. And Ariba provides industry-certified security, performance, and scalability, ensuring your commerce applications, data, and processes are secure and always available.

At Ariba, we make commerce better. So, you're happy, your partners are happy. Everyone is happy.



TIME
FOR BETTER
COMMERCE.

In today's economy, businesses like yours are increasingly forced to do more with less. You need to increase revenues, control costs, and speed cash flow—all without huge investments, long rollout cycles, or undue burden on your internal resources and infrastructure.

In short, you need to do better commerce. And you need to do it now.

Ariba can help. Just ask the thousands of companies that use Ariba to help them buy better, sell better, and manage cash better than the competition.

We provide the most efficient, effective, and complete platform for collaborative business commerce between companies. Our cloud-based delivery model allows you the flexibility to use as much (or as little) of our solutions and services as you need. And to scale your use up (or down) as your needs change.

Quite simply, commerce is better with Ariba.

Let us show you how we can help your company. Contact us today at www.ariba.com or 1.866.772.7422.