

# Reduced Sell-Side Contracting Cycle Times by 43%

Challenges	Solutions	Results
<ul style="list-style-type: none"><li>• Highly decentralized organization given nature of business</li><li>• Through a subsidiary CHS provides management and consulting services to over 150 independent non-affiliated general acute care hospitals</li><li>• Continued scalability issues with non-Ariba contracting providers which led to low adoption</li></ul>	<ul style="list-style-type: none"><li>• Deployed Ariba Contract Management to improve efficiency and effectiveness of contracting processes and to drive better compliance</li><li>• Have over 1,100 users of Ariba Contract Management</li><li>• Manage a large number of contracts with both revenue-generating services as well as vendors supplying services to CHS facilities</li><li>• Also use Ariba solution for real estate agreements</li></ul>	<ul style="list-style-type: none"><li>• Reduced contracting cycle times by 43% (average reduction from 35 to 20 days)</li><li>• Reduced number of document templates considerably from improved flexibility</li><li>• Improved adoption of solution through expansion of types of contracts managed and business units leveraging solution</li><li>• Task driven email and mobile approvers critical in improving efficiency and cycle times</li><li>• Improved system reliability and flexibility with no material downtimes in a year</li></ul>

**Company**  
Community Health Systems (CHS)

**Profile**  
Largest publicly traded hospital company in U.S. owning, leasing, or operating 122 hospitals in 29 states

**Ariba Commerce Cloud Features**  
Ariba Contract Management  
Ariba Enablement Services

