

## Benefits

Each day, Ariba helps our customers manage more than four million contracts that deliver benefits including:

- SaaS delivery with faster time to value and faster innovation, achieving year one total cost of ownership five to 10 times less than installed software
- Enterprise-wide management of all sales contract functions, resulting in faster sales cycles
- Improved negotiation efficiency with 50 percent faster contract cycles
- Identified revenue opportunities and prevented leakage resulting in up to two percent increase in total revenues
- Standardized contract processes and approvals
- More effective use of limited legal resources especially important during peak end-of-period cycles
- Reduced operating and regulatory risk
- Increased revenue through optimized value with customers through improved renewals, up-sell and cross-sell opportunities
- Centralized contract repository
- Elimination of maverick and redundant contracts
- Avoidance of missed deliverables and milestones
- Improved contract fulfillment resulting in more satisfied customers

Many sales organizations view legal and contracting groups as adversaries who slow sales cycles and impede their ability to close business. In their minds, contract management is nothing more than a necessary evil. Leading organizations have a different view. In their eyes, contract management is a key business objective that, if executed properly, can have a direct and positive impact on the bottom line.

According to the Aberdeen Group, sales contract automation can increase revenues 1% to 2% through:

- Up to a 50% reduction in contract negotiation cycle times
- Better contract visibility
- Improved collaboration during and post contract execution

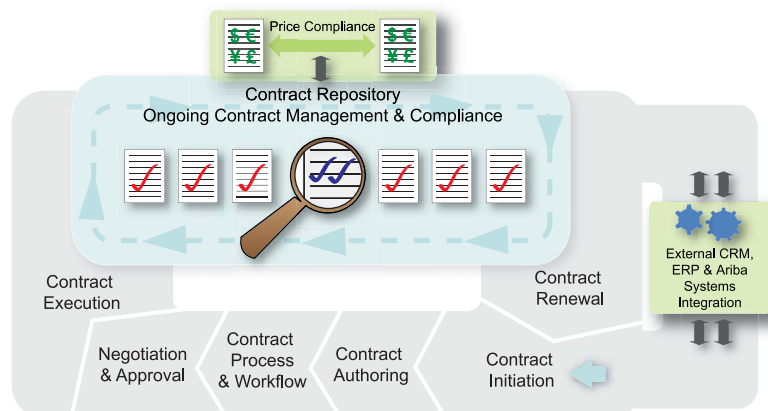
## Why Ariba Contract Management

If you want to collect your share of this revenue, Ariba Contract Management is for you. 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.



## About Ariba, Inc.

Ariba, Inc. is the leading provider of collaborative business commerce solutions. Ariba combines industry-leading technology with the world's largest web-based trading community to help companies discover, connect and collaborate with a global network of partners – all in a cloud-based environment. Using the Ariba® Commerce Cloud, businesses of all sizes can buy, sell and manage cash more efficiently and effectively. Over 500,000 companies around the globe use the Ariba Commerce Cloud to simplify inter-enterprise commerce and enhance results. Why not join them? To get on the path to Better Commerce visit: [www.ariba.com/commercecloud/](http://www.ariba.com/commercecloud/)

## Features

### Technology

- Multi-tenant, SaaS-integrated platform that manages the entire contract lifecycle for all agreements
- Powerful search and reporting capabilities to optimize the value from existing commitments
- Robust and flexible contract process workflows
- Full audit trail for internal and external regulatory requirements
- Integrated contract data and workflows with third party systems

### Community

- Collaboration internally and with customers during negotiations
- Electronic signatures capabilities via Ariba's partnership with leading enterprise eSignatures provider, DocuSign

### 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

## 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/sales-contracts.cfm>, where you'll find numerous informative resources like white papers and case studies. Or, contact your account executive.

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