



# Ariba Supplier Network Supplier Solutions

Delivering Solid ROI Through a Single Platform for  
Buyer-Supplier Collaboration

There's no doubt about it: business-to-business (B2B) eCommerce is here to stay. According to Aberdeen Group, 72% of buyers rate supplier enablement as a top priority. This aligns with a recent survey of 1,400 enterprises indicating that over the next two years, they plan to dramatically reduce reliance on email, fax, phone, and even EDI-based communications and move to a true B2B model.

What does this mean to you? Developing mature eCommerce capabilities isn't an option for suppliers – it's an imperative. But how can you jump-start or enhance your B2B readiness to compete effectively?

By participating in a proven business network – such as the Ariba® Supplier Network. With Ariba, you can quickly extend your back-end systems and processes – rather than replace them – using a single, comprehensive, global platform for collaborating with customers. You'll quickly realize a high return on investment through:

- **Increased sales:** Find new customers and increase wallet share with existing customers by supporting eProcurement initiatives that reduce maverick spend.
- **Lower process costs:** Automate the order management process so you know orders are fully compliant with the terms you've negotiated with customers; get paid faster; and use self-service tools for instant visibility into sales orders, invoices, and payments.
- **Better cash flow:** Use automated, online invoicing to decrease days sales outstanding (DSO), and reduce invoice errors so customers are more likely to pay on time and according to your terms.

## Helping Your Company Become the Supplier of Choice

When you participate in the Ariba Supplier Network, you can interact virtually and instantly on requests for information, orders, order confirmations, invoices, payments, and more – all within a collaborative system. Everything you need to respond rapidly to your customers' discovery, eProcurement, and eInvoicing initiatives is available on a single platform, making it easier for you to become your customers' preferred supplier.

Over 200,000 companies – including 80% of the Fortune 500 – use the Ariba Supplier Network to streamline and automate their discovery, spend management, invoice, payment, and working capital management processes. Isn't it time you did, too?

## Adding Up the Benefits

What kind of ROI do suppliers on the Ariba Supplier Network typically realize?

- A 15-20% reduction in days sales outstanding
- 10-20% gains in productivity in invoice and order processing – increasing to 60-75% for suppliers that fully automate their interactions with the Ariba Supplier Network
- 45-60% reduction in error rates and error reconciliation costs
- Higher revenue by increasing wallet share 26-32% through increased buyer compliance
- Fast, low-cost enablement in 10 days or less



## The World's Largest Transacting Network

- Over 250,000 global, enabled suppliers
- More than 23 million POs processed annually
- Over 10 million invoices processed annually
- US \$110 billion in total annual spend
- Transactions in 130 countries and 70 currencies
- Used by 400 of the Fortune 500 and 94 of the Fortune 100

## Ariba Supplier Network Features

### On-boarding, Registration, and Connectivity

#### **Get started easily and begin transacting in minutes**

- Clear, intuitive on-boarding process
- Entry-level connectivity options such as Web UI, fax, scanning, email, and CSV upload
- Direct integration of your back-end systems using cXML, EDI, or Ariba® PunchOut™
- Supplier Connectivity Adapter that maps data so documents can be sent by and received from ERP systems
- Extensive online documentation, training, and testing tools

### New Business Relationships

#### **Expand your B2B eCommerce business**

- Inclusion in Ariba Discovery, which provides immediate access to – and matching with – active buyers with budget in the buying cycle
- Supplier B2B eCommerce programs that provide access, networking, and marketing opportunities to targeted buyers
- Opportunities to extend your B2B eCommerce capabilities to other customers on the Network

### Order Management

#### **Quickly and easily access and respond to customer orders**

- End-to-end collaboration on order fulfillment, including orders, change orders, confirmations, cancellations, and advance shipping notices
- Proactive notifications of customer events, including new orders, changes, cancellations, and more
- Consolidated order collaboration dashboard that centralizes communications between you and your customers
- Rules-based order routing to direct orders to the right location\*



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## Catalog Management

### **Increase purchase order accuracy and help customers drive eProcurement compliance**

- Support for multiple catalog formats, including CIF, cXML, and Excel; plus integration of B2B eCommerce storefronts via Ariba PunchOut
- Comprehensive catalog dashboard for managing all customer catalog activity, including updates, maintenance, and testing
- Intuitive, one-step CIF catalog validation and publication
- Visibility into customer catalog update status
- Easy PunchOut testing and troubleshooting

## Invoice Management

### **Accelerate cash flow and increase productivity**

- Complete eInvoicing via PO-Flip™, non-PO invoices, and system-to-system invoicing via cXML, EDI, and CSV
- Consolidated invoice and payment dashboard and proactive notifications that provide visibility into status
- Support for multiple languages and over 70 currencies, as well as compliance with local VAT laws
- Support for attachments
- Automatic validation and reconciliation with purchase orders

## Payment and Working Capital Management

### **Gain innovative options for optimizing your cash flow**

- Automated processes that enable faster turn-arounds on receivables
- Support for multiple payment types, including ACH (Automated Clearing House), checks, credit cards, P-Cards, and wire transfers
- Collaborative tools for negotiating early payment discounts
- Third-party receivables financing
- Remittance advice confirming payment agreement
- Support for optional, on-the-fly discounts for accelerated payment

## Administration Console

### **Minimize administrative costs and improve account control**

- Administrator-defined user roles
- Configurable business rules
- Sophisticated, easy-to-use reporting functions\*
- Documents for every order that are linked and instantly accessible throughout the order-to-pay process

## On-Demand Platform

### **Reduce IT costs and risk**

- 100% on demand, Internet-based platform
- Redundant system architecture, back-up, and recovery procedures
- Industry-leading security measures, including SSL, digital certificates, and WebTrust™ certification
- Local languages supported: Dutch, English, French, German, Italian, Korean, Japanese, Portuguese, Simplified Chinese, Spanish, and Traditional Chinese

\* Feature or part of feature offered as a premium service. Fees may apply.