



Ariba® Network Catalog, Order, and Invoice Collaboration

Benefits

What kind of value do sellers on the Ariba Network typically realize?

- 99 percent customer retention rates through increased customer satisfaction
- 15-20 percent reduction in days sales outstanding
- 10-20 percent gain in productivity in invoice and order processing—increasing to 60-75 percent for sellers that fully automate their interactions with the Ariba Network
- 45-60 percent reduction in error rates and error reconciliation costs
- Higher revenue by increasing wallet share 30 percent through increased buyer compliance
- Fast, low-cost enablement in 10 days or less

Delivering Solid ROI through a Single Platform for Buyer-Seller Collaboration

There's no doubt about it: collaborative commerce is here to stay. According to Aberdeen Group, 72 percent of buyers rate supplier enablement as a top priority. This aligns with a recent survey of 1,400 enterprises that indicates 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 online business model.

What does this mean to you? Developing mature online commerce capabilities is no longer just an option for suppliers—it's an imperative. But how can you jump-start or enhance your collaborative commerce readiness to compete effectively?

By participating in a proven business network—such as the Ariba® 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.

Proven Return On Investment

The Ariba Network can help you quickly realize a high return on investment through:

- **Increased sales:** Find new customers and increase wallet share with existing customers by supporting online procurement 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.
- **Increased customer retention:** Strengthen relationships, boost customer satisfaction, and establish your company as a valuable business partner by providing a wide range of automated services that support customers' online commerce initiatives and save time and money.
- **Greater visibility into customer processes:** Gain real-time visibility into customer orders, change orders, invoice and payment status, and other documents and activities via open, flexible connectivity options that link your systems and processes with theirs.

Helping Your Company Become the Seller of Choice

When you participate in the Ariba Network, you can collaborate virtually and instantly on requests for information, orders, order confirmations, invoices, payments, and more. Everything you need to respond rapidly to your customers' discovery, online procurement, and electronic invoicing initiatives is available on a single platform, making it easier for you to become your customers' preferred supplier.

Powering Collaboration with the Right Platform

What makes it all possible is the Ariba Network—the largest transacting network in the world with:

- Over 500,000 global, enabled suppliers
- More than 23 million POs processed annually
- Over 11.5 million invoices processed annually
- US \$121 billion in total annual spend
- Transactions in 130 countries and 70 currencies

No wonder more than half of the Fortune 500 rely on Ariba to support their collaborative commerce initiatives—and we've been able to maintain a 99 percent seller retention rate.

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/

Ariba 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™
- Extensive online documentation, training, and testing tools

New Business Relationships

Grow your online business

- Inclusion in Ariba Discovery™, which provides immediate access to active buyers with budget in the buying cycle
- Access, networking, and marketing opportunities to targeted buyers
- Opportunities to extend your collaborative commerce capabilities to other customers on the Ariba Network

Order Collaboration

Quickly and easily access and respond to orders

- End-to-end collaboration on order fulfillment, including orders, change orders, confirmations, cancellations, and advance shipping notices
- Notifications regarding 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*

Catalog Collaboration

Increase purchase order accuracy and help customers drive online procurement compliance

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

Invoice Collaboration

Accelerate cash flow and increase productivity

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

Payment and Working Capital Collaboration

Gain innovative options for optimizing your cash flow

- Automated processes that enable faster turnarounds on receivables
- Support for multiple payment types (ACH, checks, credit cards, P-cards, and wire transfers)
- Buyer- and seller-driven programs, including supply chain financing, receivables financing, and accelerated payment/dynamic discounting

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

On-Demand Platform

Reduce IT costs and risk

- 100 percent on-demand, Internet-based platform
- Redundant system architecture, back-up, and recovery procedures
- Industry-leading security measures, including SSL, digital certificates, and WebTrust certification
- Support for local languages

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

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