

Ariba Spend Visibility™ and D&B®



In these turbulent economic times, understanding your supply base is critical to minimizing risk, decreasing costs, and meeting other strategic goals. You need to be able to answer questions such as: Where do supplier linkages exist that can increase your spend leverage? How much risk exists in your supply base? Which of your suppliers are diverse?

Through our recently established partnership with D&B designed to enhance the supplier enrichment source data available, Ariba Spend Visibility can now provide visibility into your supply base that was previously hidden from view.



Containing more than 140 million business records, D&B is the world's leading source of commercial information and insight on businesses—enabling companies to Decide with Confidence® for 167 years—and a key source of Ariba Spend Visibility supplier enrichment information.

WHY DID ARIBA PARTNER WITH D&B® FROM A SPEND ANALYSIS PERSPECTIVE?

Visibility into the supply base is a critical component of effective spend analysis. Only through accurate insight into supplier parent/child relationships can leverage be optimized in negotiations. Industry code information also provides valuable insights into purchases where quality source data is not available, while also suggesting options where business can be expanded with preferred suppliers. Financial information and credit scores should also be utilized, especially given the downturn in the economy. And diversity and green programs require certificate information to build effective programs.

Source data is required to achieve these objectives, and while Ariba has a substantial database of suppliers, with D&B as a source our combined supplier database now exceeds 150 million suppliers globally. This breadth and depth will allow Ariba to provide unrivaled coverage and accuracy in the supplier enrichment results delivered through Ariba Spend Visibility.

WHAT SUPPLIER ENRICHMENT ATTRIBUTES WILL BE AVAILABLE?

As of July 2009, the following source information from D&B® can be leveraged in the supplier enrichment delivered to Ariba Spend Visibility customers:

- Parent/child relationships (only for new suppliers until 10s2 and without interim levels)
- Risk scores (Additional fee)
- Basic financial information (sales)

As of Ariba's next on-demand release, 10s2 (currently scheduled for early 2010), the following will be available to Ariba Spend Visibility Professional customers:

- Parent/child relationships including interim levels such as Headquarter, Parent, Domestic and Global Ultimate Parent levels (all suppliers including a full migration)
- Extended Financial information
- Various new, miscellaneous fields
- Diversity flags and certificate details (Additional fee)
- Green flags and certificate details (Additional fee)

The following table details when each of the attributes will be available and whether each is standard with Ariba Spend Visibility or available at an optional additional fee. Contact your account executive, customer success manager, or project manager for additional information.

Attributes*	ASV Package(s)	When Available	Standard or Optional	Comments
Parent/child relationships				
- Ultimate parent	Basic & Pro	July '09	Standard	
- Interim Levels	Pro	10s2	Standard	
Risk scores				
- Commercial Credit Score (CCS)	Pro	July '09	Optional	Requires agreement with D&B® that can be brokered through Ariba
- Supply Evaluation Score (SES)				
- Financial Stress Score (FSS)				
Miscellaneous New Data				
- National ID	Pro	10s2	Standard	
- Year Started				
- ISO Information				
Financial Fields				
- Annual sales	Basic & Pro	July '09	Standard	
- Employee count				
- Net worth	Pro	10s2	Standard	No additional charge, but requires signed agreement on use restrictions and downloading restricted
- Bankruptcy indicator				
- Bankruptcy date				
- Liens count				
- Suits count				
- Judgments count				
- UCC filings count				
- Average high credit				
Diversity flags and certificates	Pro	10s2	Optional	
Green flags and certificates	Pro	10s2	Optional	

* Coverage unspecified except where defined by contracted SLA.

ABOUT ARIBA, INC.

Ariba, Inc. is the leading provider of on-demand spend management solutions. Our mission is to transform the way companies of all sizes, across all industries, and geographies operate by delivering software, service, and network solutions that enable them to holistically source, contract, procure, pay, manage, and analyze their spend and supplier relationships. Delivered on demand, our enterprise-class offerings empower companies to achieve greater control of their spend and drive continuous improvements in financial and supply chain performance. More than 1,000 companies, including more than half of the companies on the Fortune 100, use Ariba solutions to manage their spend from sourcing and orders through invoicing and payment. For more information, visit www.ariba.com.

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