

## Benefits

- Accelerated savings through more-informed sourcing decisions, better contract terms, and reduced premium payments
- The ability to focus on analysis and planning, not gathering and processing data
- A consolidated view of data from multiple systems, source types, and categories across the organization
- Market visibility providing a view into market dynamics for better prioritization and decision-making
- Supplier visibility for risk, diversity, and other supplier enrichment attributes
- Reduced maverick spending through effective monitoring, enabling full realization of sourcing savings
- Increased savings and improved service through supplier rationalization
- Best practices spend analysis through pre-packaged reports and customized taxonomies

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According to AMR Research, companies that do not utilize spend visibility solutions manage less total spend and realize less savings on the spend they do manage as illustrated in the following benchmarks. Companies without adequate spend visibility:

- Have an average of 55 percent of spend that is not strategically managed
- Neglect 10 to 15 percent in savings categories that are not strategically managed
- Realize at least six percent less in savings per category that is strategically managed

The global recession created opportunities for strategic sourcing professionals to shine. Overstocked inventories of supply and dwindling demand made sourcing and renegotiating with existing suppliers relatively easy. And savings in many categories reached levels never before seen. As the economy continues to improve, how can companies continue to create value through their sourcing initiatives?

One way is to bring more spend under management. This is often easier said than done, however. With spend data obscured in disparate purchasing and payables systems, it is difficult to build effective sourcing strategies and identify savings opportunities. Compounding the challenge, when opportunities are identified, sourcing organizations often lack the expertise in less-strategic categories to prioritize and source effectively.

Ariba Spend Visibility is a unique solution designed to help companies overcome these barriers.

## Why Ariba Spend Visibility

A unique Software-as-a-Service (SaaS) solution, Ariba Spend Visibility combines an industry-leading knowledge classification base with advanced technologies and an integrated database of more than 150 million suppliers to enable rich and accurate classification and enrichment of spend across all categories, systems and divisions. Ariba Spend Visibility offers an integrated spend management dashboard for a 360-degree view of all purchasing activity and data. The solution incorporates the powerful yet easy-to-use Ariba Analysis™ reporting engine with comprehensive data enrichment—providing deep and ongoing visibility into both internal purchasing as well as external supply and sourcing market dynamics.

Ariba's visibility offerings deliver an improved view of spend across a number of critical areas:

- **Commodity classifications** - Ariba Data Enrichment™ leverages a range of advanced classification technologies to ensure spend is consistently classified over time and across data sources so that decisions can be made with confidence. Forecast information can be loaded and tracked across other Ariba modules for the most-comprehensive view of purchasing in the market.
- **Supplier enrichment** - Understanding your supply base is critical to minimizing risk, as well as decreasing costs and meeting other targets. Where do supplier linkages exist that can increase your spend leverage? Where does inherent risk exist in your supply base? Which of your suppliers are diverse? Through a fully integrated, global database of more than 150 million suppliers that is constantly updated through a partnership with D&B, other sources and proprietary research, you can answer all of these questions, and many more.
- **Sourcing market visibility** - Ariba's proprietary Category Experience Database (CED) illustrates the results of Ariba-led sourcing activities by commodity, helping you to prioritize more effectively. Commodity price indices go beyond traditional market data to show how prices are fluctuating, offering the ability to identify opportunities in comparison to your historical trends. Peer spend profiles through an opt-in program permit you to compare your spend profile to others in your industry.

To help you make the most of your technology investments, Ariba provides skills and capabilities that are unmatched in the spend analytics industry. From extensive and ongoing training, to best-practice deployment guidance, to assistance in finding savings opportunities, Ariba's experts are there to assist in ensuring that your investment results in significant return on investment.

## 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

- Integrated, role-based spend management dashboards
- Streamlined data warehousing
- Easy-to-use drag-and-drop interface
- Multi-dimensional data enrichment approach
- Forecast and variance analysis
- Flexible classification to a custom, standard or Ariba taxonomy

### Community

- Pricing and peer spend profiles in order to assess, plan, and modify buying strategies
- Largest community of spend analysis customers for best practices sharing and networking opportunities

### Capabilities

- Market intelligence information providing visibility into external market dynamics in order to prioritize opportunities
- Supplier enrichment attributes providing additional details on supplier linkages, financials/risk, diversity status and more
- Expertise and best practices delivered via a flexible delivery model focused on delivering ROI

## Ready to Get Started?

More than 170 companies currently use Ariba's visibility solutions to manage their spend. Why not join them? To learn more, visit <http://www.ariba.com/solutions/spendvisibility.cfm>, where you'll find numerous informative resources like white papers and case studies. Or, contact your account executive.

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