Ariba® Network for Suppliers

Benefits

Suppliers on Ariba® Network are realizing:

- 30% growth in existing accounts
- 35% increase in new business
- 75% faster deal closure
- 75% gain in order processing productivity via cXML
- 15% increase in customer retention and up to 99% higher renewal rates through increased customer satisfaction
- 20% faster payment
- Six-day reduction in days sales outstanding (DSO)
- 80% increase in order accuracy
- Fast enablement with guaranteed success rates

Source: Customer case studies.

Sell Faster, Smarter, and Better

Ready to take your e-commerce results to the next level? These SAP® Ariba programs and solutions can help you get there.

- **Supplier subscriptions:** Gain value-added services and support to grow your business through Ariba Network – go to **www.ariba.com/suppliers/ariba -network-fulfillment/pricing**
- **Ariba Discovery® service:** Get matched fast to qualified buyers who want what you sell – go to **www.ariba.com /suppliers/ariba-discovery-for-sellers**
- **AribaPay™ solution:** Ensure prompt payments and easy reconciliation – go to **www.aribapay.com**
- **Ariba Collaborative Supply Chain integrated solution bundle:** Access the collaborative capabilities, visibility, and control you need to deliver the perfect order – go to **www.ariba.com/solutions /buy/supply-chain-collaboration**

POWERING BUYER-SUPPLIER COLLABORATION FOR SUCCESS IN THE DIGITAL ECONOMY

There's no doubt about it: collaborative business-to-business (B2B) e-commerce is fast becoming the preferred way to do business. Forrester predicts that B2B e-commerce will experience a 7.7% compound annual growth rate in the next five years – commanding 12.1% of all U.S. B2B sales by 2020[1] – with similar expansion projected globally.[2] And it's no wonder. Primed by the use of consumer Web sites, today's socially networked, digitally connected buyers increasingly seek the ease, mobility, and speed B2B e-commerce provides, along with the greater efficiency and savings it delivers.

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 your collaborative e-commerce readiness to compete effectively? By participating in the world's largest business commerce network – Ariba® Network – with:
- More than 2 million global businesses connected
- 107.9 million purchase orders and invoices processed annually
- Over US$1 trillion in total commerce each year
- Transactions in 190 countries and 172 currencies

With Ariba Network you can quickly extend, rather than replace, your back-end systems and processes, collaborating with customers virtually and instantly on bids, contracts, orders, catalogs, invoices, and payments through a single global platform. By automating the full market-to-cash process across all your customers, you provide the optimized buying experience they want while driving faster revenue growth, lower costs, enhanced service, deeper engagement, greater visibility, and better results in every aspect of your business.

PROVEN RETURN ON INVESTMENT

Ariba Network delivers everything you need to implement a highly effective collaborative B2B e-commerce channel, enabling you to:
- **Find buyers ready to buy:** Get your catalog in front of thousands of active buyers; help customers find items fast with current specs and pricing; provide online procurement resources that consumerize the purchasing experience and grow sales.
- **Accelerate the sales cycle:** Provide e-ordering and e-invoicing capabilities to customers within minutes; use e-catalogs to get accurate orders that you can quickly fulfill and bill; streamline customer communications with automated notifications and a user-friendly order collaboration dashboard.
- **Improve customer retention:** Increase traction and strengthen relationships through open, flexible connectivity that links customer systems and processes with yours; become a valuable business partner by supporting customers' e-commerce initiatives with automated capabilities that save time and money.
- **Predict and apply cash:** Use online invoicing to eliminate errors, gain visibility into payment status, and decrease DSO; get fast access to cash via dynamic discounting; combine the speed of electronic funds transfer with detailed remittance information through automated B2B payments.

As a result, you can more easily meet customer demands and become a preferred supplier while realizing a high ROI. No wonder 76% of the Forbes Global 2000 rely on Ariba Network to support their collaborative commerce initiatives – and 99% of suppliers that join Ariba Network stay on it year after year.

1. Andy Hoar et al., "US B2B eCommerce Forecast: 2015 to 2020," Forrester Research, April 2015.
2. Archana Devi Vidyasekar, "Future of B2B Online Retailing: The Global B2B E-commerce Market Will Reach $6.7 Trillion by 2020," Frost and Sullivan, December 2014.

ARIBA NETWORK FEATURES

Onboarding, registration, and connectivity
Get started easily and begin transacting in minutes
- Simplified registration and intuitive onboarding through a single, easy-to-use interface
- Entry-level connectivity options such as Web UI, fax, scanning, e-mail, and CSV upload
- Support for a consumerized buying experience through direct integration of your back-end systems using cXML, EDI, or an Ariba Integration Connector, powered by Dell Boomi[3]
- Connect once to Ariba Network for all your customer collaborations via the Ariba Cloud Integration Gateway solution

Order collaboration
Expedite and enhance order management
- End-to-end automation and collaboration on orders, change orders, confirmations, cancellations, and advance ship notices (ASNs)
- Immediate receipt and one-click confirmation of orders via rapid response purchase order e-mails
- Centralized, streamlined customer communication via consolidated order collaboration dashboard
- Order task reminders and rules-based order routing for fast, accurate order delivery
- Collaboration with customers on key supply chain planning and execution processes
- Visibility into customers' near-, mid- and long-term requirements via scheduling agreement releases

Catalog collaboration
Increase PO accuracy and help customers drive online procurement compliance
- Support for CIF, cXML, and Excel e-catalogs, plus integration of online commerce storefronts via Ariba PunchOut
- One-step CIF catalog validation and publication
- Comprehensive catalog dashboard for managing all customer catalog activity
- Visibility into customer catalog update status
- Increased exposure to buyers via your public catalog on the Ariba Spot Buy solution

Invoice collaboration
Accelerate payments and increase productivity
- Multiple e-invoice options, including:
  - Multidocument and multilevel invoicing with PO-Flip® software to easily "flip" POs, ASNs, and goods receipts – or specific line items from them – into invoices
  - Non-PO invoicing
  - System-to-system invoicing via cXML, EDI, and CSV upload
- Easy-to-use dashboard and notifications for visibility into invoice and payment status
- Support for multiple languages and 172 currencies plus compliance with local VAT laws
- Direct access to invoicing wizard via rapid response purchase order emails
- Tax invoicing for Brazil, Chile, Colombia, France, and Mexico
- Support for additional invoice detail, including service entry sheets (SES, or service sheets) and document attachments
- Automatic invoice validation and reconciliation

3. The Ariba Integration Connector, powered by Dell Boomi, is provided in English in North America and Europe and is subject to additional terms of use. Actual compatibility of a connection depends on several factors, including buyer-side requirements on Ariba Network and business accounting software configuration capabilities. Please contact Ariba Customer Support for more details.

SAP Ariba

SAP

Payment and working capital collaboration
Predict and optimize cash flow
- Secure electronic funds transfer and fast reconciliation via AribaPay
- Support for ACH, check, credit card, P-card, and wire transfer payments
- Accelerated payment/dynamic discounting

Administration navigation
Lower administrative costs and improve account control
- Single sign-on for centralized management of account and Ariba Network profile across all functions and solutions
- Administrator-defined user roles and ability to assign multiple roles to a single user ID
- Routing by customer group
- Easy-to-use reporting functions
- Accessible, linked documents for every order
- Ability to link accounts, manage Ariba Network profile, and transfer administrator role

On-demand platform
Reduce IT costs and risk
- Availability via your iOS and Android mobile devices
- Redundant system architecture, back-up, and recovery procedures
- Industry-leading security measures, including WebTrust and PCI DSS compliance

www.ariba.com