



A R I B A®

An SAP Company

# Gain New Levels of Collaboration and Efficiency Through Business Networks

Joe Fox, VP of Strategy & Marketing, Ariba

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BUY



SELL



MANAGE CASH

# Our Vision: The Next Wave of Productivity

## Efficient Collaboration Between Enterprises



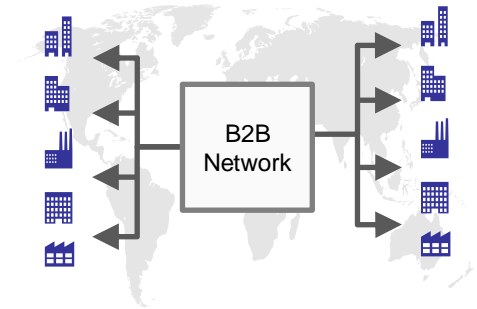
**1980's**

**Desktop**  
“Employee  
Productivity”



**1990's-2000's**

**Backoffice**  
“Enterprise  
Productivity”



**Today**

**Inter-Enterprise**  
“Value Chain  
Productivity”

# The Benefits of Collaboration

*“Increasingly companies are embracing collaboration as part of their strategy to grow.”*



**41%**

improved collaboration across silos

**55%**

better information sharing

**24%**

increased revenue

**77%**

increased access to knowledge

**63%**

increased marketing effectiveness

**43%**

greater market share

**8%**

higher margins

**“ Networked enterprises are 50% more likely to have increased sales, higher profit margins, gain market share, and be a market leader. ”**

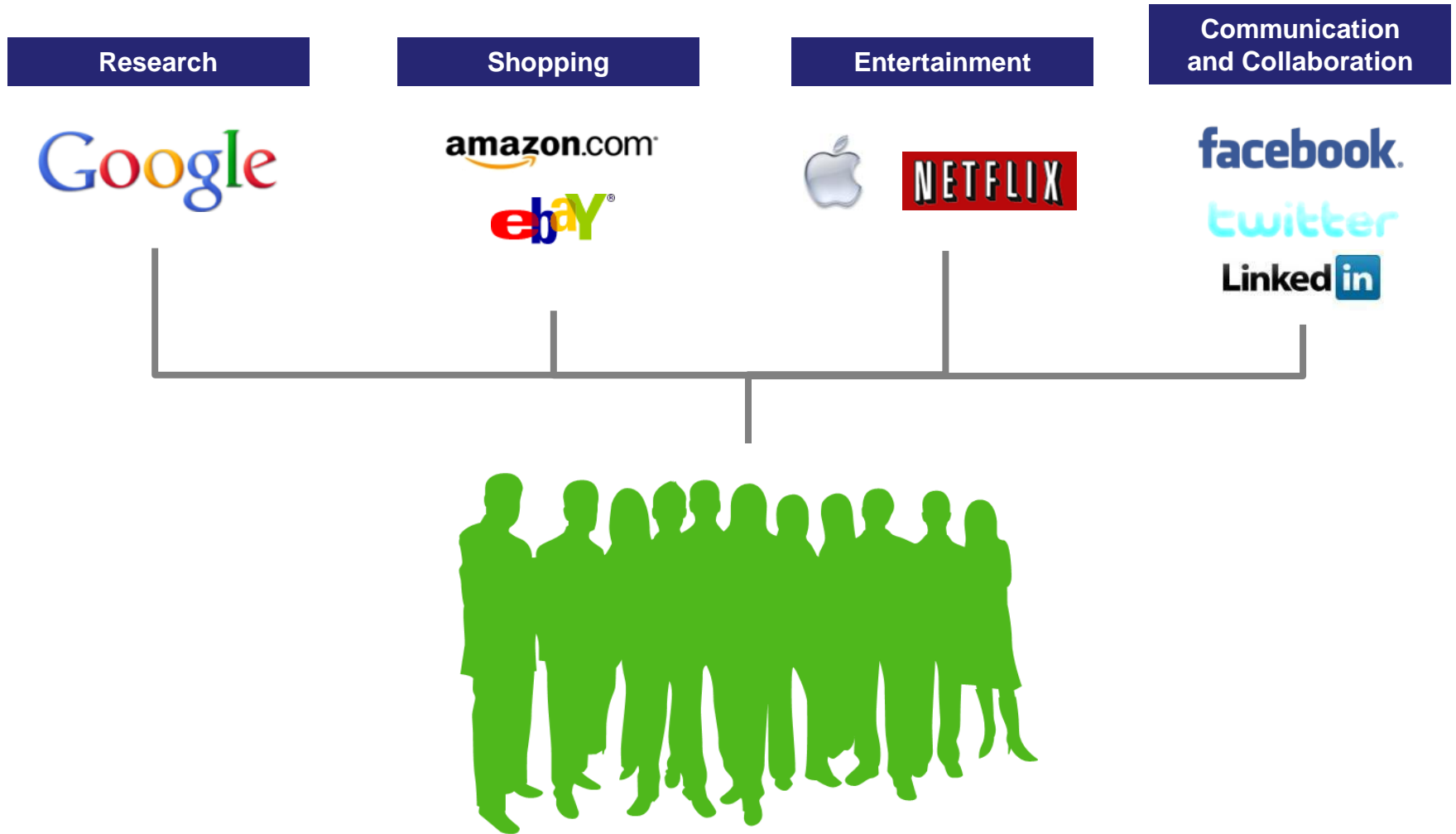
Source: McKinsey & Company, “The rise of the networked enterprise: Web 2.0 finds its payday”; survey of 4,394 executives, Spring 2011



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# Personal Networks Make Our Lives Run Better . . .



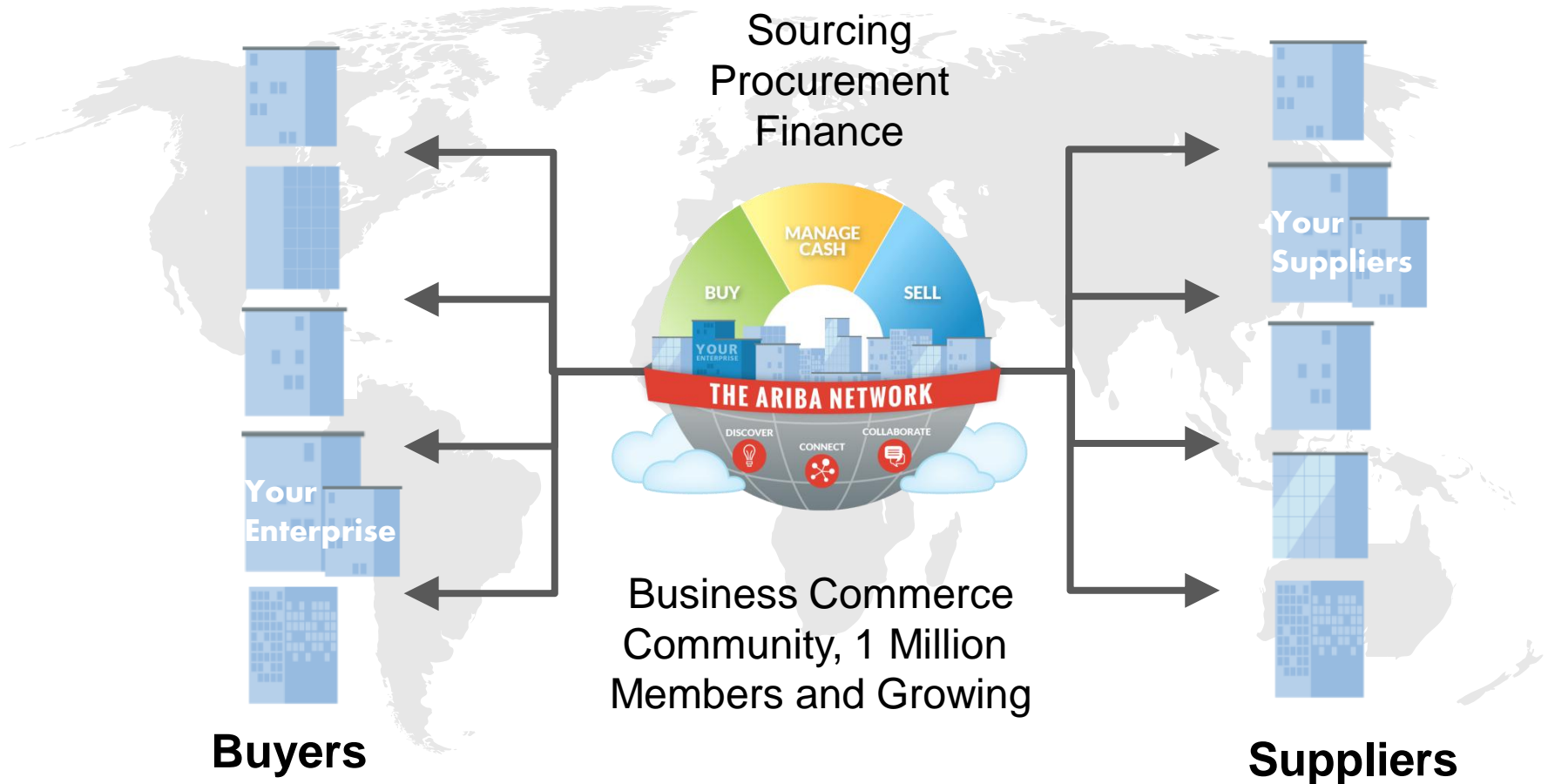
# ...But Businesses Still Struggle

Inter-enterprise collaboration: the corporate epidemic, costs \$650 billion annually



# Introducing the Ariba Network and Ariba Cloud Source-to-Settle Solutions

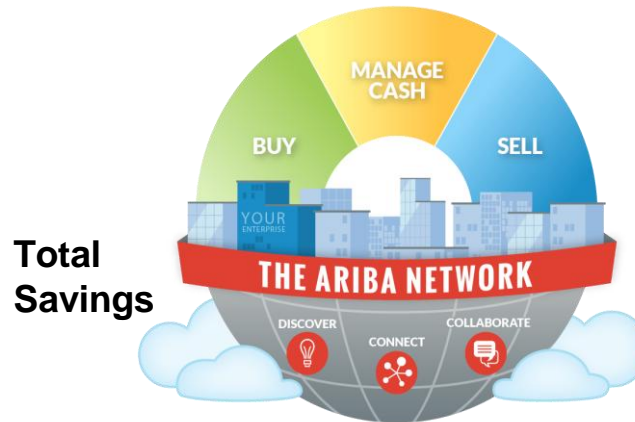
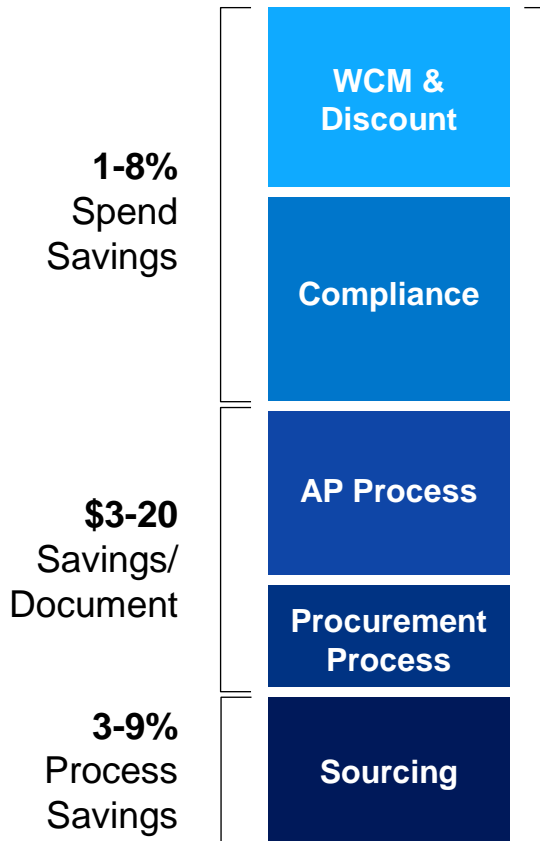
Worlds Largest and Most Comprehensive Business Network



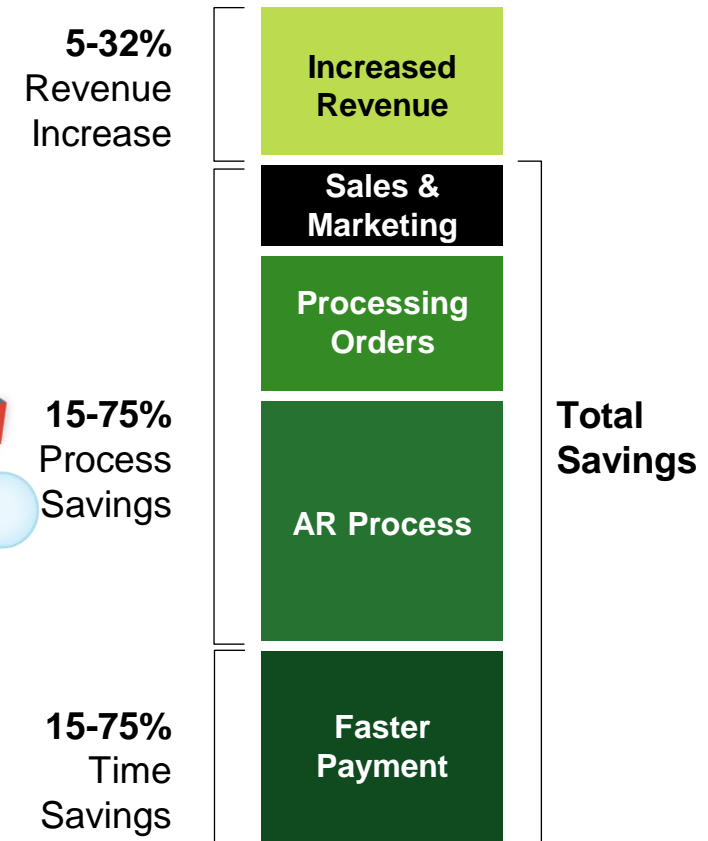
# Delivering Measurable Benefits

Value to Companies of All Sizes, Industries, Regions

## Buyer Value



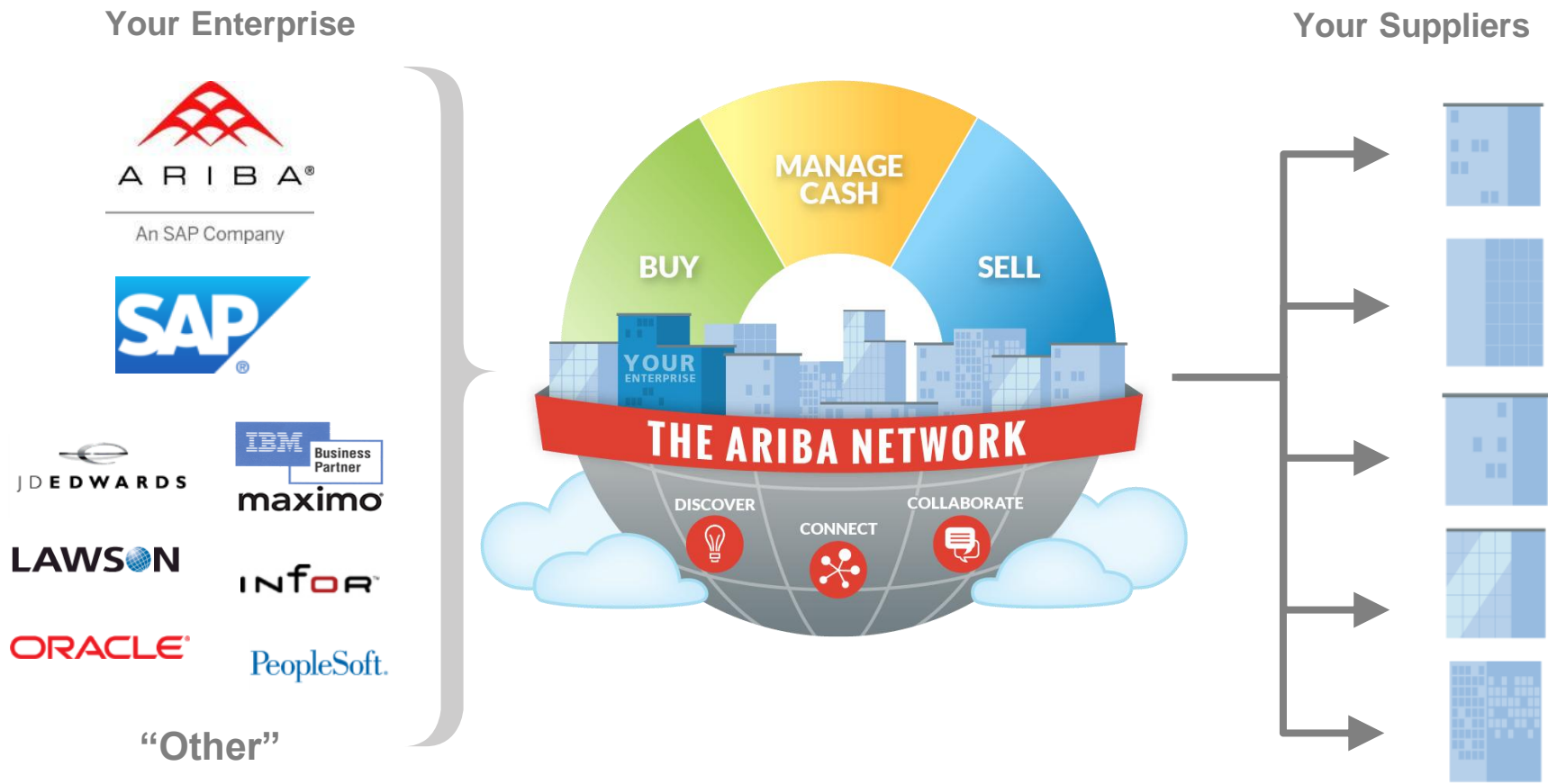
## Supplier Value



Source: Ariba customer surveys and interviews

# Ariba Network: Connects to all your Systems

Open, Agnostic and Comprehensive  
enabling all processes, spend, and systems





American Red Cross

# Superstorm Sandy Relief faster with Ariba

- Sandy hit land on October 29th at 8pm
- We shipped **471 truckloads** of inventory from our warehouses to the local site
- Issued over **515 Purchase Orders (via Ariba Network & P2P)**
- We also sourced, bid, ordered, shipped & delivered in **72 Hours**:
  - 300,000 Mesh Laundry Bags
  - 300,000 pairs of Men's & Women's clothing
  - Orders for hats, coats, gloves, infant diapers, glow sticks, work gloves, buckets, coloring books, chap stick, adult diapers, trash bags and dust masks
- All of this information was available online, via standard reports, within hours of the orders being placed
- The value of information at our fingertips is enormous as we work to meet the needs of Americans impacted by storms like Sandy



# Delivering Measurable Benefits to You

Ariba Network: Extending Reach, Value of SAP Software



**>1,500** global suppliers networked enabled



**98%+** touchless invoicing -- integrated with eight SAP software systems worldwide



**96%+** on-time payments – and enhanced discount capture



**75%** reduction in AP costs



Global VAT and regulatory compliance – including in China

Deutsche Bank



**>4,000** suppliers network enabled



**>350,000** electronic invoices/year  
– integrated with eight SAP software systems globally



**70%** global invoice volumes moved from paper to electronic – including non-PO



**>35%** reduction in BPO costs and  
**\$3.3 million** in early pay discounts

# Benefits for Your Suppliers Too!

## Ariba Network: Top- and Bottom-Line Results for Sellers

Faster  
payment

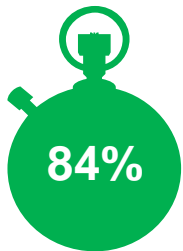
Lower customer  
service costs

Increase  
sales

Higher customer  
satisfaction

**MEDIAFLY**

Cut quote-to-settle  
cycle by



Taps early payment  
discounts to  
**improve** cash flow,  
fund investments.

**EASI**



Order process **reduced**  
**from several**  
**weeks to hours.**

**Won \$1 million**  
**deal** with global retailer  
via Ariba.

**MARK MASTER**



Grew orders with existing  
customers **>65%**. 20%+  
year-over-year revenue gain  
for 6 years.



Gained **80%** of new clients  
from Ariba.

**EBSCO**



**99%** customer  
retention rates and



**30%** growth in  
accounts.

# Ariba: Solving the Collaboration Challenge

For the World's Businesses – Including 90% of the Fortune 100

More than **1 million connected companies** collaborating on more than **\$460 billion of commerce** in more than **190 countries**

## Buyers



## Sellers





# Thank You!

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**Schedule:** Value Engineering Meeting  
to create a business case

**Visit:** Business Network Campus  
areas