

A Unique Solution

- Unified solution with D&B enrichment standard - no additional costs, contracts or hassles
- Easy-to-use, no D&B data mapping required
- Enrichment for diversity, green, supplier parentage, and risk
- Peer benchmarking
- Experience analyzing \$3 Trillion in spend
- CPI/PPI refreshed each quarter
- Assigned project manager

Benefits

- Accelerated savings through better-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
- Supplier visibility for risk, diversity, and other supplier enrichment attributes
- Reduced maverick spending through enabling full realization of sourcing potential
- Increased savings and improved service through supplier rationalization
- Best practices spend analysis through pre-packaged reports and customized taxonomies



Today's supply management professionals must strike a balance between cutting costs and keeping up with revenue and demand. While current economic conditions created opportunities for strategic sourcing professionals to shine and cut costs, the uncertainties of today's economy, catastrophic disasters, and political unrest have also made the balancing act a tricky one.



Decide with Confidence

In addition, spend data is obscured in disparate purchasing and payables systems—making it difficult to build effective sourcing strategies and identify savings opportunities. And, finally, when opportunities are identified, sourcing organizations often lack the expertise in less-strategic categories to prioritize and source effectively. These realities all add up to massive challenges—ensuring that your suppliers deliver as promised, when promised; that your supplier portfolio reflects your company values; and that you can consistently show the ROI of your supplier management strategies.

Ariba Spend Visibility with D&B is a unique solution designed to help bring visibility into your spend and supply base to address these challenges, helping you find the best opportunities that strike the right balance between cost, revenue, and demand expectations.

A Clear View of Your Suppliers and Spend – All in One Place

Together, Ariba Spend Visibility with D&B gives you a best-in-class spend analysis solution unified with D&B's market-leading global insights on over 206 million businesses for the clarity you need to make more trusted and confident decisions.

Getting clarity starts with being able to uncover the best answers to your questions:

- How can I get more detailed information on suppliers?
- How much am I spending with suppliers at all levels up to the corporate family level?
- What are my best opportunities for savings?
- How does my spend compare to my industry peers?
- How diverse is my supply base? And how can I locate more diverse suppliers?
- Where are the greatest risks in my supply chain?

Why Ariba Spend Visibility with D&B?

A unique Software-as-a-Service (SaaS) solution, Ariba Spend Visibility combines an industry-leading knowledge classification base with advanced technologies along with D&B's global database of more than 206 million suppliers to enable rich and accurate classification and enrichment of spend across all categories, systems, and divisions. 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 Spend Visibility with D&B delivers an improved view of spend across a number of critical areas:

- **Commodity classifications** - Ariba, an SAP company, 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? With the unified global D&B database of more than 206 million suppliers that is constantly updated, other sources, and proprietary research, you can answer all of these questions, and many more.
- **Peer Benchmarking** - Peer spend profiles through an opt-in program permit you to compare your spend profile to others in your industry.
- **Services** - To help you make the most of your technology investments, Ariba provides skills and capabilities that are unmatched in the spend analytics industry including an assigned project manager. 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 ROI.

About Ariba, an SAP Company

Ariba is the world's business commerce network. Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners.

Using the Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: www.ariba.com



©2012 SAP AG. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP AG.

The information contained herein may be changed without prior notice.

Some software products marketed by SAP AG and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and other countries.

Please see <http://www.sap.com/corporate-en/legal/copyright/index.epx#trademark> for additional trademark information and notices.

Features

Technology

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

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

Get the Upper Hand

Only Ariba's spend visibility capabilities and D&B's enriched business information have been tightly woven together in one solution to help you get the answers you need to stay competitive, including:

- Advanced opportunity identification: Closely monitor your spend through analysis, dashboards, and peer benchmarking to prioritize strategic sourcing.
- Deeper supplier insights: U.S. or foreign, public or private, small or large, to manage suppliers in established and emerging markets with more confidence.
- Broader awareness of suppliers with expanded corporate family views to strategically leverage full purchasing clout during negotiations, find sourcing opportunities within existing relationships globally, and mitigate amplified risk exposure across a supplier family.
- Benchmarking suppliers and spend diversity levels to comply with corporate, federal, state, and Tier 2 reporting requirements, strengthen customer loyalty and enhance brand image, drive faster innovation cycles, and realize stronger share price.
- Predictive warnings of potential supplier risk to identify how much risk is in your supply base, source from financially stable suppliers, and proactively address possible problems to reduce risk and protect supply chain continuity.

Ready to Get Started?

Ariba has analyzed more than \$3,500,000,000,000 in spend at over 200 companies. Why not join them? To learn more, visit <http://www.ariba.com/solutions/spendvisibility.cfm> or contact your account executive.

Some enrichment data is optional at a higher cost.

Copyright © 2012 Ariba, Inc. All rights reserved.

10/12

Ariba, an SAP Company

910 Hermosa Court, Sunnyvale, CA 94085

Toll-free (USA): 1 866 772 7422 | Outside USA: +1 650 390 1000

www.ariba.com

