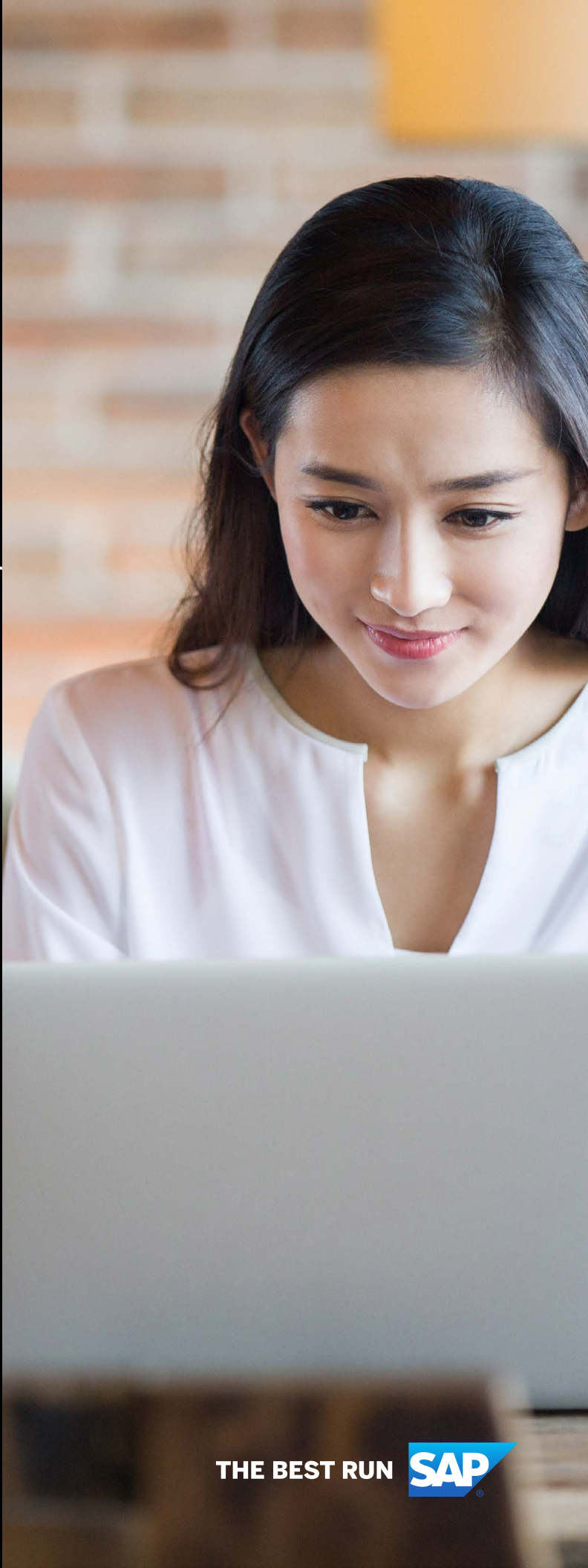




# SAP<sup>®</sup> Ariba<sup>®</sup> Solutions

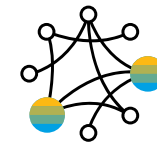
The Gold Standard for  
Intelligent Spend Management





# Why SAP Ariba?

SAP Ariba is your strongest partner for digitally transforming your spend management and supply chain processes. While there are many, here are the top seven reasons.



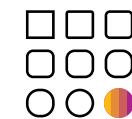
**1. Connected**

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**2. Comprehensive**

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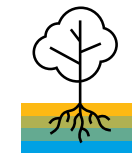
**3. Adaptable**

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**4. World-Class Support**

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**5. Extensive Ecosystem**

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**6. Purpose-Driven**

---



**7. Trusted**

# 1. Connected

Transform your organization by connecting to the [world's largest business-to-business network](#) for digital commerce.

- Enable real-time buyer and supplier collaboration through a dynamic digital marketplace
- Access, exchange, and manage transactions and supply chain documents with your business rules built in
- Let suppliers join for free or subscribe to richer e-commerce services to support their businesses

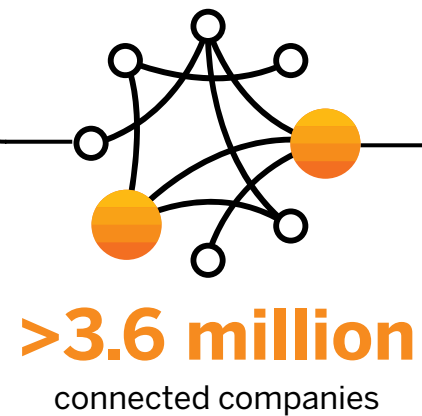
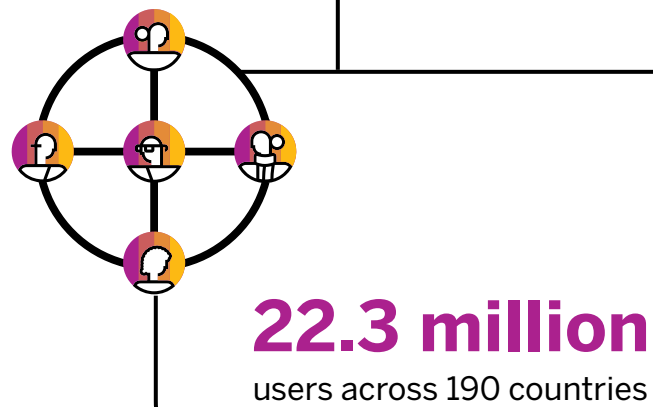
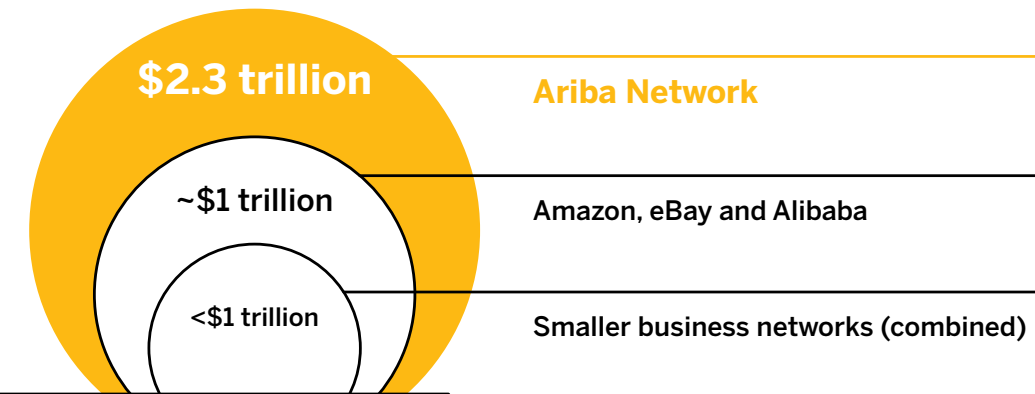


Figure 1: Commerce Value Transacted in Today's Business Networks



**2.3X** the size of Alibaba, Amazon, and eBay combined

Source: SAP Ariba analysis of public financial statements



## 2. Comprehensive

Automate the [complete source-to-settle process](#) across all spend categories.



- Control costs, manage spend, and minimize supply-chain risk on a single platform
- Maximize savings through digital transaction processing across all spend categories
- Connect with suppliers around the world across a secure network

“With SAP Ariba solutions, we have **completely transformed procurement** at Avery Dennison. Now, everything is done digitally, saving us considerable time, money, and effort.”

– **Maarten Eddes**, Global Business Process and Systems Manager, Avery Dennison Corporation

[Learn more about the story of Avery Dennison »](#)

Manage simple and complex spend:



Indirect



Direct



Maintenance Repair and Operations (MRO)



Capital assets



Complex services

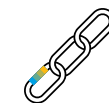
Deliver value and an exceptional user experience for:



Procurement



Finance



Supply chain



IT

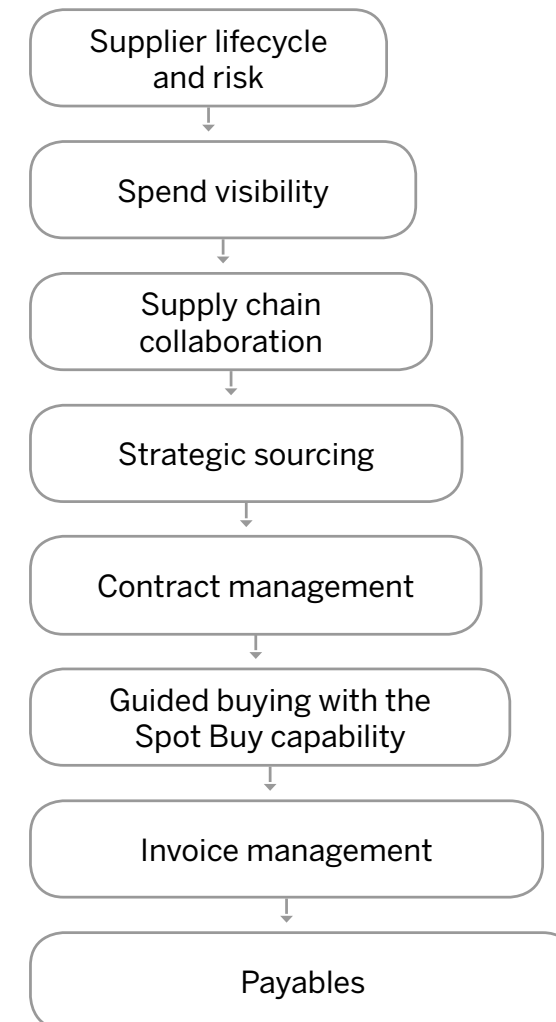
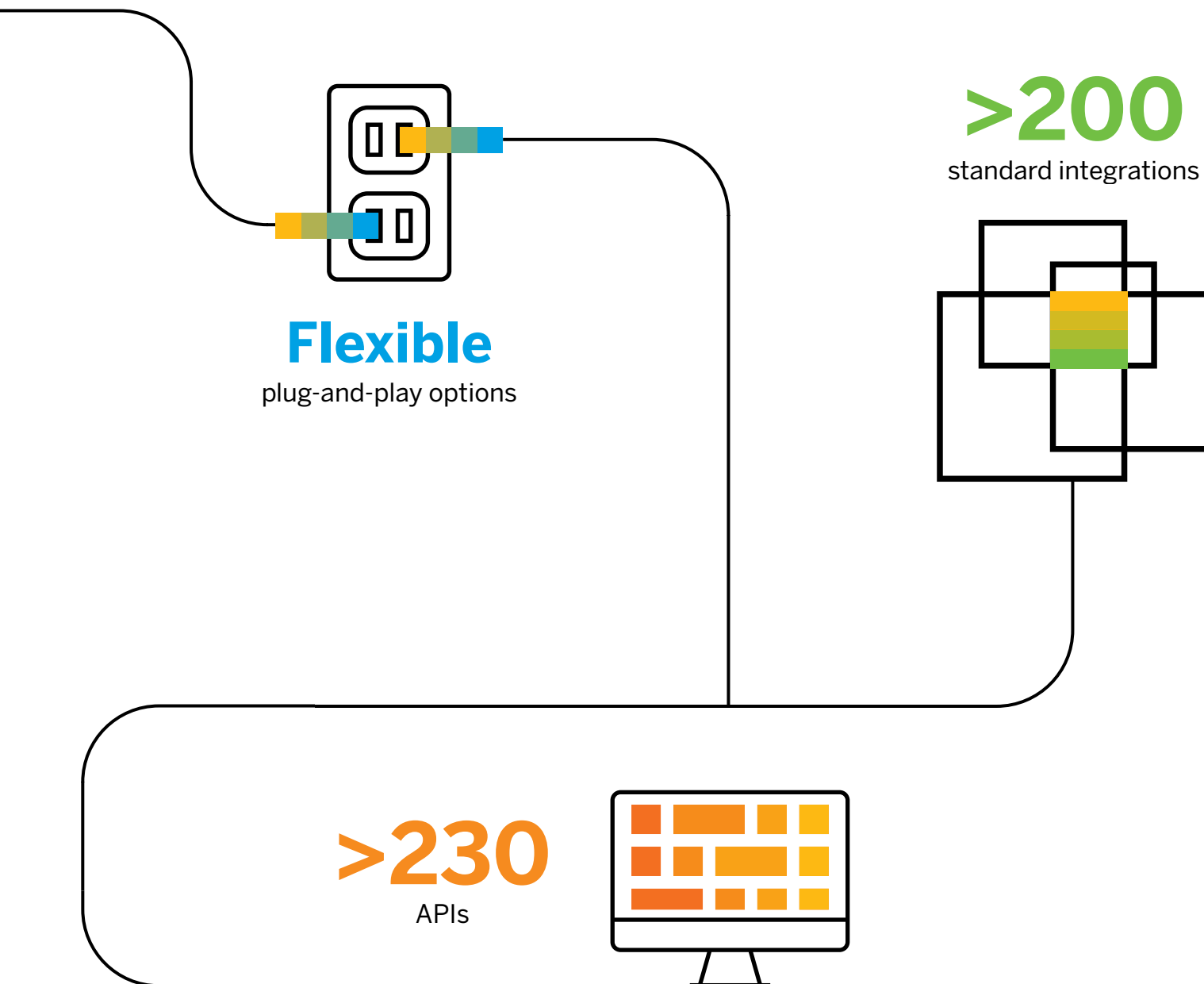




# 3. Adaptable

Choose a solution approach that best fits the way you do business.

- Start anywhere and scale as you go with a modular design suitable for small, midsize, and large enterprise organizations
- **Innovate faster** and take advantage of intelligent technologies such as artificial intelligence and machine learning
- Extend capabilities with mobile applications for buyers, suppliers, and other supply chain partners



“SAP solutions provide the **flexibility and innovation support** we need to adapt to change and become the world’s best entertainment company.

— José Guerra Álvarez, Director, Corporate Operations, LaLiga (Liga Nacional de Fútbol Profesional)

[Learn more about the story of LaLiga »](#)

# 4. World-Class Support

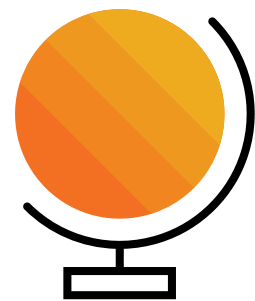
Get the [backing, resources, and tools](#) you need to help ensure a successful procurement transformation.

- Work closely with our expert teams to manage change and deploy quickly
- Develop a global supplier enablement strategy that accelerates adoption
- Measure your results against industry peers with our proven benchmarking program

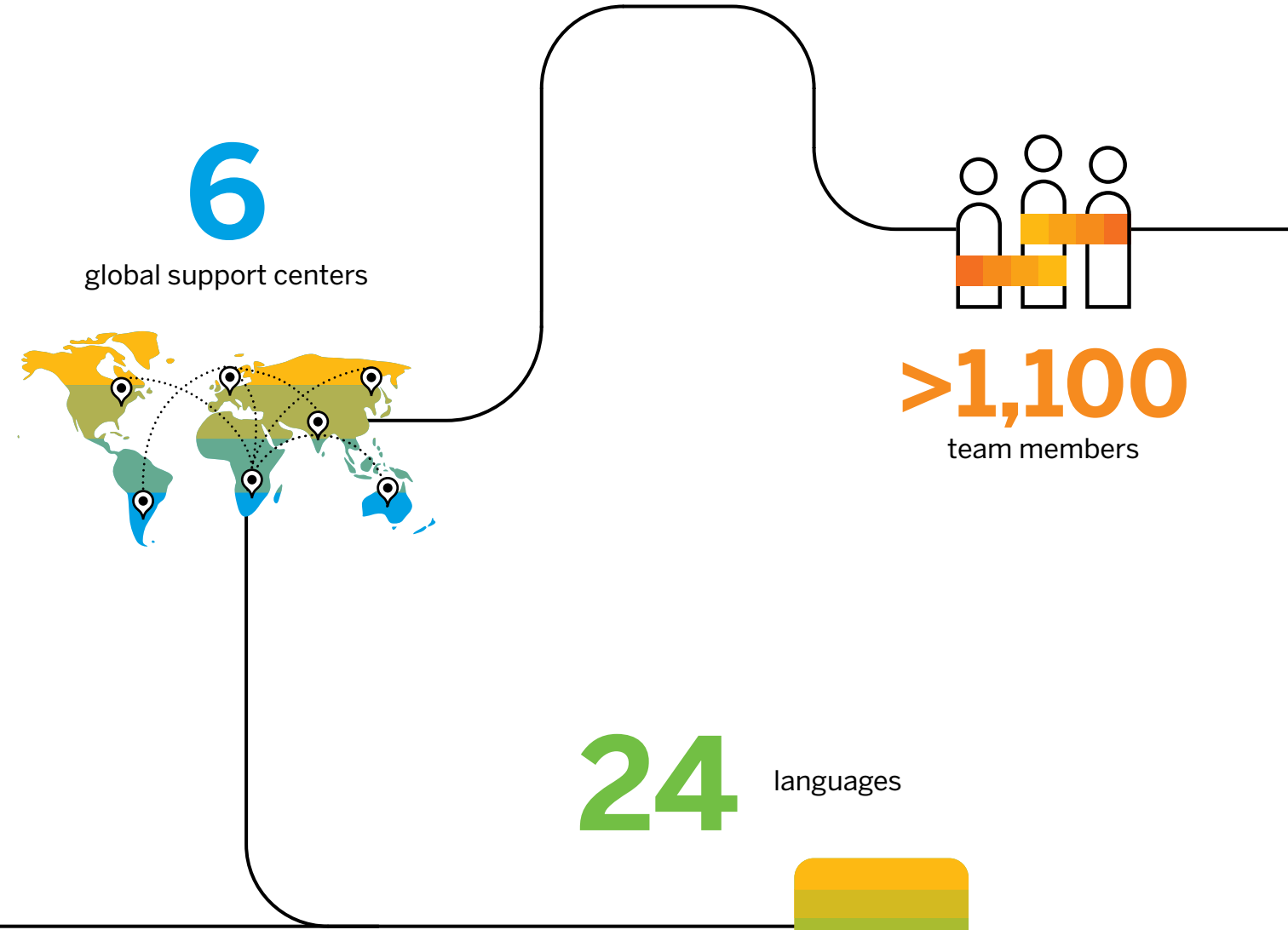
“The great thing about SAP Ariba is they really care about their customers. SAP Ariba provided a **great customer experience** by helping us deploy the solution.”

—Gde Iswantara, Deputy Director of Supply Chain Management, PT Berau Coal

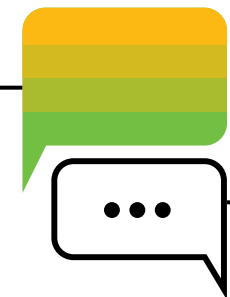
[Learn more about the story of PT Berau Coal »](#)



**Localized support for Ariba Network suppliers across the globe**



24 languages





# 5. Extensive Ecosystem

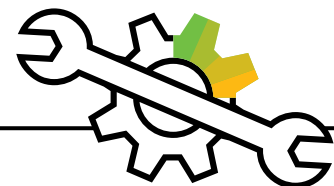
Enhance the value of your SAP Ariba solutions with our [diverse partner ecosystem](#).

- Extend business value with innovative solutions to address your business challenges
- Get consulting expertise for all facets of source-to-settle strategies and operations
- Build solutions that proactively identify risk in the supply chain to make smarter, safer decisions before purchase



## Intelligent extensions

significant investments in an open API strategy and app center to deliver innovation at scale



“SAP Ariba has one of the largest consulting partner ecosystems in the eProcurement market, continually expanding its partnership network to develop customized capabilities, such as **industry-specific configurations**.”

– “Spend Matters Solution Map,” 2018

Comprehensive partner services cover topics including:

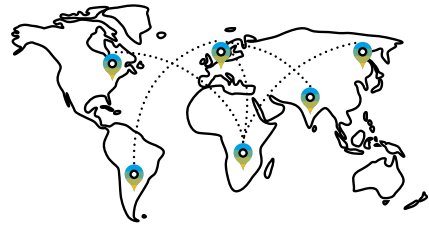
- Technology
- Business process outsourcing
- Innovation
- Supplier risk
- Supply chain management
- Sustainability
- Ethical sourcing





# 6. Purpose-Driven

Make procurement a steward of corporate and brand reputation.



- Support your social and economic objectives through responsible sourcing
- Build a supply chain committed to conserving resources and protecting our planet
- Minimize sustainability-related risk across your supply chain

“SAP Ariba is helping procurement be at the forefront of **sustainability** best practices globally.”

— “IDC MarketScape: Worldwide SaaS and Cloud-Enabled Procure-to-Pay Applications 2018 Vendor Assessment,” IDC, 2018



Together with the UN Global Compact, SAP Ariba has goals to make a world of difference. SAP Ariba supports the seventeen UN Sustainable Development Goals and guiding principles on business and human rights.



Help **local communities** thrive



Get a **360° view** of supplier performance

**Lower risk** with a sustainable supply chain





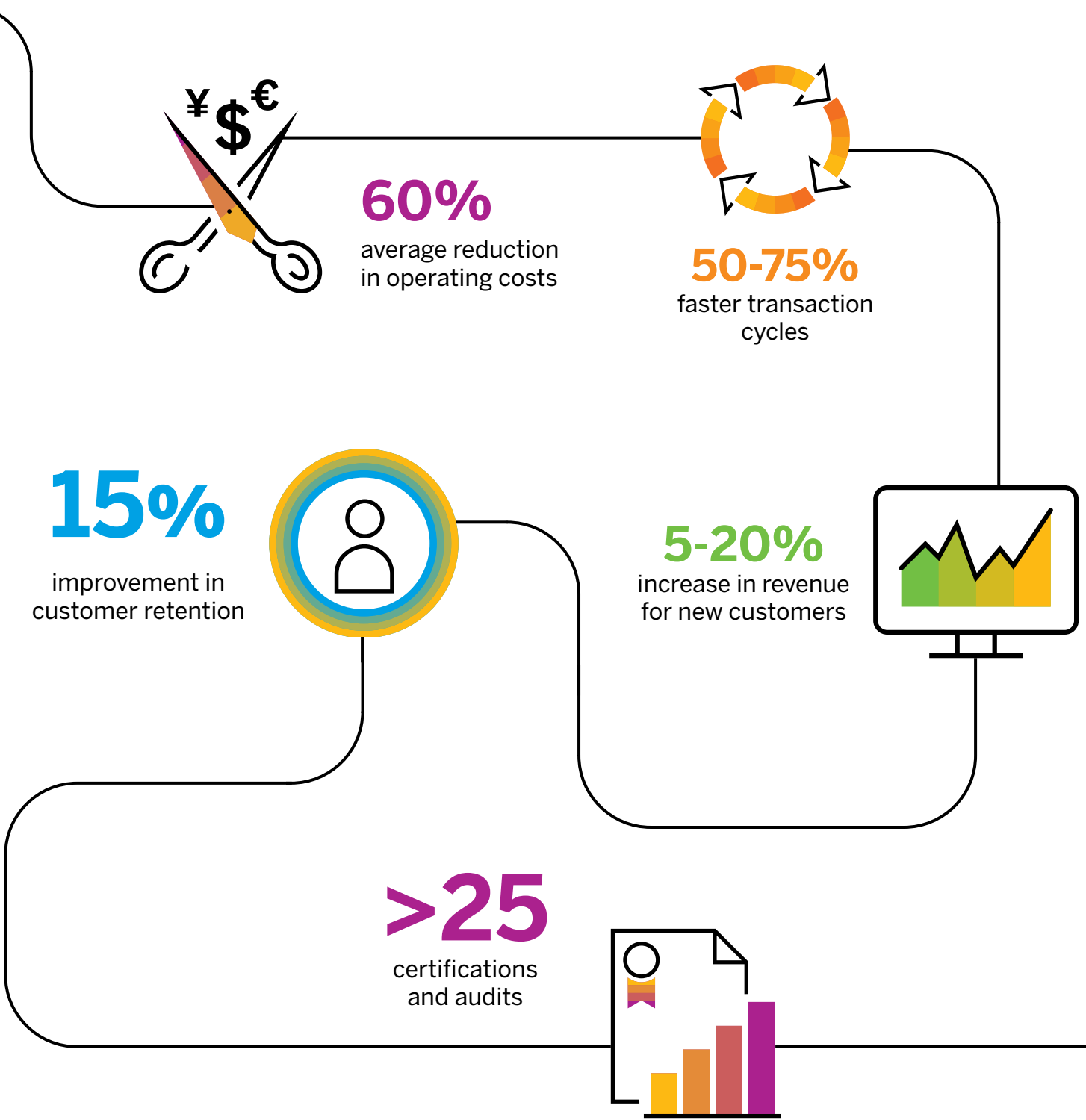


# 7. Trusted

Rely on our proven intelligent spend management solutions for a [competitive edge in the digital age](#).

- Take advantage of the stability, innovation, and technical resources from SAP
- Apply our years of experience and proven expertise across 33 industries
- Keep your data safe with proven, state-of-the-art cloud security

- SAP Ariba solutions have been [positioned as a Leader](#) in the “Gartner 2018 Magic Quadrant for Procure-to-Pay Suites” based on completeness of vision and ability to execute.
- SAP Ariba solutions are [ranked as a Leader](#) among supplier risk and performance management platforms by independent research firm Forrester Research.



**BC Hydro achieved:**

- \$1 million** saved per year in accounts payable costs
- 80%** of invoices managed through Ariba Network
- 93%** on-time payments to suppliers

[Learn more about the story of BC Hydro »](#)



Follow us



[www.ariba.com/contact-us](http://www.ariba.com/contact-us)

1. Gartner Magic Quadrant for Procure-to-Pay Suites, Desere Edwards, William McNeill, Magnus Bergfors, Patrick Connaughton, Kaitlynn Sommers, 29 May 2018.
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THE BEST RUN

