

Benefits

- SaaS delivery with faster time to value and innovation, achieving year one total cost of ownership five to 10 times less than installed software
- Enterprise-wide management of all contract functions (including buy-side and sell-side)
- Improved negotiation efficiency with 50 percent faster contract cycles
- Identified revenue opportunities and prevented leakage resulting in one to two percent increase in total revenues
- Realization of negotiated cost savings with 55 percent additional spend brought into compliance
- Standardized contract processes and approvals
- Up to 30 percent lower administrative and legal costs
- Reduced operating and regulatory risk
- Centralized contract repository
- Elimination of maverick and redundant contracts
- Avoidance of missed deliverables and milestones
- Improved customer and supplier performance

The livelihood of any company is recorded in its contracts. Procurement contracts accommodate the sum of goods and services owed to the company. Sales contracts detail commitments to customers and revenue expectations. And internal contracts chronicle agreements within the organization.

Contract management is of critical importance to effective business commerce. Yet many organizations continue to record contracts on paper documents with disconnected offline tools and no process standardization. The result is inefficient, costly, and long contract cycles that make monitoring and managing agreements a challenge. And, perhaps worse, a failure to realize negotiated savings and missed revenue opportunities.

But there is a better way.

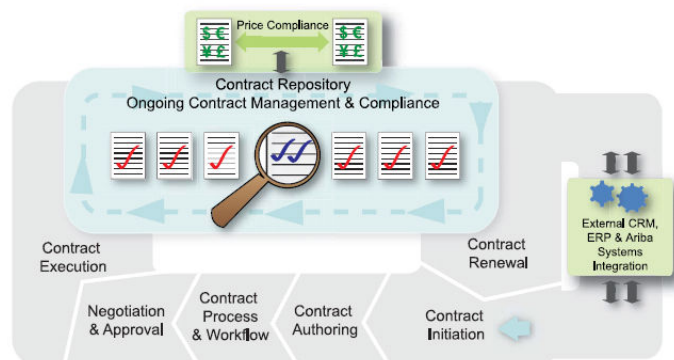
Why Ariba Contract Management

Ariba Contract Management helps legal, finance, procurement, and sales operations professionals tasked with driving contract management to manage all types of agreements, including procurement, sales, and internal contracts. With Ariba Contract Management, companies can develop best-value agreements by addressing the two major components of the contract lifecycle:

- **Contract Management** from contract request, contract authoring, workflows to address the contracting process, negotiation and approval, and contract execution via electronic signatures
- **Commitment Management** including all ongoing compliance and performance management through task-driven reminders and search and reporting capabilities as well as contract renewal activities

With Ariba Contract Management, companies can connect directly with customers when creating, negotiating, executing, and managing the ongoing administration of contracts. And this means greater efficiency, lower administrative costs, and improved relationships that result in higher value agreements.

A unique Software-as-a-Service (SaaS) solution, Ariba Contract Management delivers market leading technology in a fully hosted environment with data security standards that exceed those of any enterprise company. With Ariba Contract Management, companies can be up and running faster with fewer resources—enjoying faster time to value and lower total cost of ownership.



About Ariba, Inc.

Ariba, Inc. is the leading provider of collaborative business commerce solutions. Ariba enables more efficient and effective buying, selling, and cash management by combining industry leading software as a service (SaaS) commerce technology with the world's largest web-based global trading community and expert capabilities and services to augment internal resources and skills—all as a flexible, cloud-based service. The Ariba® Commerce Cloud delivers everything needed to control costs, increase sales, minimize risk, and enhance cash flow and operations. More than 300,000 companies, including more than 80 percent of the Fortune 100, use Ariba's solutions to drive more efficient and effective inter-enterprise commerce.

Why not join them? For more information on Ariba commerce solutions and the results they deliver, visit www.ariba.com.

Features

Technology

- Multi-tenant, SaaS-integrated platform managing the entire contract lifecycle for all agreements
- Flexible compliance capabilities including real-time enforcement at time of requisition and improved monitoring on past spend transactions
- Powerful search and reporting capabilities to optimize the value from existing commitments
- Robust and flexible contract processing workflows
- Full audit trail for internal and external/regulatory requirements
- Integrated contract data and workflows with third party systems

Community

- Collaboration internally and with trading partners during negotiations
- Electronic signatures capabilities via Ariba's partnership with leading enterprise eSignatures provider, DocuSign

Capabilities

- Expertise and best practices delivered via flexible delivery model ranging from onsite consulting to web-based templates
- Technology-enabled best-in-class conditional contract templates

Ready to Get Started?

Each day, companies use Ariba to manage more than four million contracts. Why not join them? To learn more, visit <http://www.ariba.com/solutions/contractmanagement.cfm> or contact your account executive.

Copyright © 2010 Ariba, Inc. All rights reserved. Ariba, the Ariba logo, and Ariba Network are registered trademark of Ariba, Inc. Ariba Sourcing is a trademarks of Ariba, Inc. All other brand or product names may be trademarks or registered trademarks of their respective companies or organizations in the United States and/or other countries.

Ariba, Inc.

807 11th Avenue,
Sunnyvale, CA 94089
Toll-free (USA): 1 866 772 7422
Outside USA: +1 650 390 1000
www.ariba.com

Australia and New Zealand Contact Numbers:

Sydney: 02 8249 4483
Melbourne: 03 8611 2700
Brisbane: 07 5577 9764
New Zealand: 0800 465 967

