

## Benefits

- **Proactive compliance** - Control over pricing, processes, and supplier strategies ensures maximum savings
- **Increased services spend visibility** - Clear view into spend on a global basis fuels more-effective sourcing, boosts purchasing power
- **Greater agility** – Active control of world-wide spend with flexible management and visibility tools enables rapid responses to changing market and business needs
- **Complete solution** – Single, integrated system to dynamically manage complex terms with proactive compliance from source to settle

In an effort to increase efficiencies and shore up costs, companies across the board have taken steps to automate their procurement process, streamlining the sourcing and purchase of the direct materials and indirect goods needed to fuel their business. But many have let a key category untouched. Within the average organization, services such as temporary labor, consulting, and print account for more than 80 percent of total spend. Yet the category remains outside the reach of procurement and the processes used to drive it. As a result, significant savings are being left on the table.

But they don't need to stay there. There is a better way.

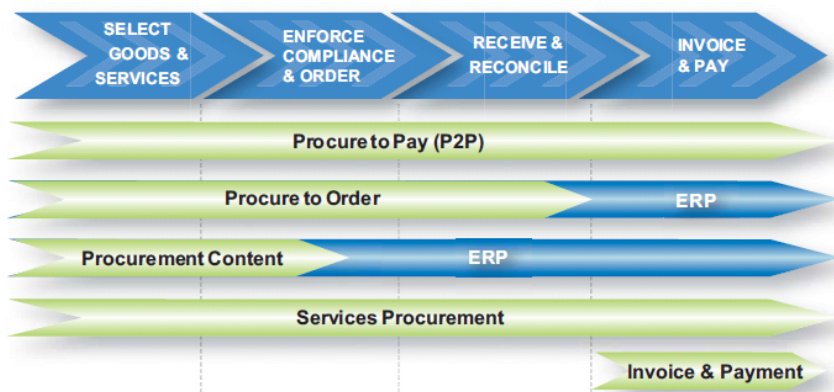
## Why Ariba Services Procurement

Ariba Services Procurement combines the technology and expert capabilities needed to effectively automate and control services spend. A unique Software-as-a-Service (SaaS) solution, Ariba Services Procurement delivers savings on any type of services by enabling the processes and procedures needed to increase spend under management and drive comprehensive compliance.

As a contingent labor Vendor Management Solution (VMS), Ariba allows users in Human Resources and Procurement departments to partner not only on hourly labor but also on consultants who manage projects based on time and materials, fixed fee, milestones, or a hybrid. Invoice Against Contract Services can also be managed where requisitions are not required. For Non-PO services such as maintenance, Ariba ensures the proper approvals and contract compliance.

Ariba Services Procurement enables management of any complex spend category, including:

Temp Labor/VMS	Facilities	Print
Contractors/1099	Installations	Projects
Consulting	Janitorial Services	Promotional Merchandise
Advertising	Landscaping	R&D
Call Center	Legal	Security
Clinical Trials	Maintenance	SOW/Statement of Work
Direct Mail	Market Research	Non-PO services2
Engineering	MRO	Indirect Goods



## 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](http://www.ariba.com).

## Features

### Technology

- Ability to manage all types of services
- Pre-enabled catalog content including the Ariba Temp Labor Catalog with more than 1,000 job descriptions in 14 categories
- Project/SOW procurement based on fixed fee, time and expense, milestones, or a combination
- Manage goods and services in one solution
- Advanced contract compliance to support complex pricing across materials, skills, geography, volume, tiers, etc.
- Consumer-like shopping cart for selection, comparison, and buying
- User-customizable dashboards
- Flexible rules and processes
- Multi-language and local labor compliance
- Mobile approvals

### Community

- World's largest supplier network – 300,000+ and growing
- Supplier collaboration through the Ariba Network assures the best value is negotiated

### Capabilities

- SaaS deployment for rapid launch, low IT burden, integrated best practices, and fast time to value
- Expertise and integrated best practices via a flexible model that concentrates on delivered ROI
- Category and process expertise to develop and implement a flight plan and full savings realization program
- Training and implementation resources to drive early activity, faster spend throughput, and speed ROI

### Evolution of Commerce Management



## Ready to Get Started?

More than 300,000 companies—including 94 of the Fortune 100—use Ariba's solutions to manage their commerce activities. Why not join them? To learn more, visit <http://www.ariba.com/solutions/procurement/servicesprocurement.cfm> or contact your account representative.

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