

Benefits

- A low, all-inclusive user-based pricing model with no hidden or additional costs
- Rapid return on investment in a tight economy
- Access through the web with no hardware or software needed
- Begin managing contracts in as little as one to two days
- Completely paperless contracting processes
- Improved contract negotiation and fulfillment
- The option to upgrade to additional capabilities when you are ready

About Ariba, Inc.

Ariba, Inc. is the leading provider of collaborative business commerce solutions. Ariba combines industry-leading technology with the world's largest web-based trading community to help companies discover, connect and collaborate with a global network of partners – all in a cloud-based environment. Using the Ariba® Commerce Cloud, businesses of all sizes can buy, sell and manage cash more efficiently and effectively. Over 500,000 companies around the globe use the Ariba Commerce Cloud to simplify inter-enterprise commerce and enhance results. Why not join them? To get on the path to Better Commerce visit: www.ariba.com/commercecloud/

Given a business environment that is more competitive than ever before, organizations of all sizes need to take advantage of every possible opportunity to improve all aspects of business efficiency and effectiveness. Contract management is no different. Ask yourself:

- Do you have trouble finding your contracts and lack central storage?
- Have you ever had a contract expire without your knowledge?
- Do you lack visibility into your trading partners' performance against contract terms?
- Is your negotiated savings being drained due to non-compliance with approved contracts and suppliers?

If you answered 'yes' to any of these questions, you have a contract management problem. While contract management solutions are known to significantly improve contract visibility through a central electronic repository, as well as lower your costs, improve your realized savings, and provide higher revenues, only the largest of organizations have been able to afford a contract management solution. Until now.

Ariba StartContracts makes contract management automation an option for organizations of all sizes—no matter how small. With a low, user-based pricing model, you, too, can now improve your contract management function without investing substantial time or resources.

Why Ariba StartContracts

For the first time, Ariba StartContracts delivers enterprise-ready capabilities to growing enterprises. Consistently ranked as a leader by independent analysts, Ariba provides all the capabilities your company needs to be successful, including:

- A centralized electronic contract repository for storage of all your critical contracts
- Alerts and messaging notifying you about expiring contracts and other key milestones
- Robust search and reporting capabilities
- Global and multi-currency/multi-lingual support

The Business Case

According to Aberdeen Group research, automating contract management results in:

- A 25 percent improvement in contract renewals
- Up to a 30 percent reduction in administrative costs of managing contracts
- Over 50 percent additional spend brought into compliance
- A one percent to two percent increase in revenues
- A general reduction in auto-renewing contracts

Ready to Get Started?

To learn more, visit <http://www.ariba.com/startcontracts> or call (678) 336-2928. Or to purchase Ariba StartContracts from our eStore, go to <http://www.ariba.com/startcontracts>.