

A Unique Solution

- Enrich supplier data using D&B Business Insight
- Accurately classify spend data using industry standards and custom taxonomies
- Benchmark spend performance using market intelligence and peer data
- Analyze spend data blazingly fast using the SAP HANA® platform
- Assigned project manager for expert advice and best practices

Benefits

- Maximized sourcing savings by increased spend under management and improved sourcing pipeline
- The ability to focus on analysis and planning, not hunting and gathering
- Reduced cost of procurement through supplier and category optimization
- Visibility into price indexes and discount leakages
- Increased contract compliance and working capital leverage
- Strengthened corporate social responsibility (CSR) through incorporation of comprehensive information on suppliers

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.

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 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.

SAP® Ariba® Spend Analysis 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

Visibility into organizational spending and suppliers is critical to improving sourcing efficiency and increasing savings. Powered by the SAP HANA® platform, the SAP Ariba Spend Analysis solution provides 360-degree visibility into your spending, suppliers, and related market information for the clarity you need to make trusted and confident decisions. Getting clarity starts with being able to uncover the best answers to your questions:

- How much am I spending with suppliers at all levels, up to the corporate family level?
- What are my top spend categories?
- What are my best opportunities for future savings?
- How does my spend compare to my industry peers?
- How diverse is my supply base? And how can I locate more diverse suppliers?
- Is my off-contract spend increasing or decreasing? By how much?
- Where should we rationalize my suppliers and product portfolio?

Why SAP Ariba Spend Analysis?

Powered by the SAP HANA platform, the SAP Ariba Spend Analysis solution enables you to make confident spending decisions based on reliable data. It delivers this by aggregating and classifying your spend data across the enterprise, enriching supplier information using the unified database of D&B Business Insight on more than 250 million suppliers and benchmarking it using peer, category, and market intelligence. SAP Ariba Spend Analysis delivers an improved view of spend across a number of critical areas:

- **Commodity classifications** – SAP Ariba Spend Analysis leverages a range of advanced classification technologies and taxonomies to help ensure that spend data is consistently classified over time and across data sources so that decisions can be made with confidence.
- **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 250 million suppliers that is constantly updated, other sources, and proprietary research, you can answer all of these questions, and many more.
- **Blazingly fast analysis** – Break the limitations of traditional analytical tools using the power of the in-memory computing of SAP HANA to experience reporting at lightning speeds without any barriers on data size and complexity.
- **Peer benchmarking** – Benchmark your own spend and related measures against aggregated peer group data.
- **Services** – To help you make the most of your technology investments, we provide 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, and to assistance in finding savings opportunities, our experts are there to assist in ensuring that your investment results in significant ROI.

About SAP® Ariba® Solutions

SAP® Ariba® solutions support the marketplace for modern business, creating frictionless exchanges between millions of buyers and suppliers across the entire source-to-pay process. Our market-leading solutions enable companies to simplify collaboration with their trading partners, make smarter business decisions, and extend their collaborative business processes with an open technology platform. More than 2 million companies use SAP Ariba solutions to connect and collaborate around nearly US\$1 trillion in commerce on an annual basis. To learn more about SAP Ariba solutions and the transformation they are driving, visit www.ariba.com.

FEATURES

Technology

- Integrated, role-based spend management dashboards
- Streamlined data warehousing
- User-friendly drag-and-drop interface
- Multidimensional data enrichment approach unified with D&B
- Forecast and variance analysis at blazing fast speeds
- Flexible classification to a custom, standard, or proprietary taxonomy
- Peer benchmarking

Community

- Pricing and peer spend profiles to assess, plan, and modify buying strategies
- Largest community of spend analysis customers for sharing best practices 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 and risk, diversity status, and more
- Expertise and best practices delivered through a flexible delivery model focused on delivering ROI

The Only Unified Solution with D&B

The capabilities of SAP Ariba Spend Analysis and the enriched business information of D&B 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, and small or large insights help 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?

SAP Ariba solutions have analyzed more than US\$4,500,000,000,000 in spend at over 250 companies. Why not join them? To learn more, visit <http://www.ariba.com/solutions/buy/spend-analysis> or contact your account executive.

Some enrichment data is optional at a higher cost.

www.ariba.com

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