



Ariba Ready Platinum Ariba Supplier Programs

Comprehensive resources. Competitive advantage.

Achieve best-in-class eBusiness capabilities and increase market reach



With Ariba Ready Platinum, suppliers have access to an exclusive package of services and resources including technical and development, marketing, and consulting support. The program is designed to ensure that suppliers gain competitive advantage with a rapidly changing and growing customer base engaged in eBusiness.

Each Ariba® Ready™ Platinum supplier works directly with an Ariba Strategic Supplier Account Manager to build technical infrastructure, content / catalog capabilities, and marketing strategies. This strategic relationship also includes membership to the Supplier Steering Committee which provides visibility into the Ariba product roadmap, benchmarking data, and participation in panels and global forums.

Ariba Ready Platinum suppliers are identified on the Ariba® Supplier Network™—making it easy for buyers to find suppliers with best-in-class capabilities in supplier enablement, including content delivery to end-users and transaction processing.

Use Ariba Ready Platinum to...

- Develop proactive eBusiness strategies, improve operational efficiencies, and be recognized as a best-in-class supplier.
- Access supplier resources only available to Ariba Ready Platinum members—to build out the best-in-class capabilities.
- Market capabilities through event sponsorships and speaking engagements.
- Help shape the direction of Ariba solutions and services.
- Receive 24x7 support for high-priority issues with one-hour response time for technical support issues.
- Receive Ariba Ready Platinum designation on any of the following transaction and content methodologies: CIF Catalog, Ariba® PunchOut™, Ariba Invoice and Payment, Ariba Express Content, and Ariba Level 2 PunchOut.

Ariba Ready Platinum benefits

- Lower transaction costs, expand market reach, and establish trading partner advantage.
- Work directly with a dedicated Ariba Strategic Supplier Account Manager.
- Provide support for eBusiness strategists, technical teams, content developers, and marketing specialists.
- Participate in exclusive marketing opportunities to increase supplier visibility and differentiation to buying organizations on the Ariba Supplier Network.



Ariba Ready Platinum Program

The most complete program Ariba offers for the development of eBusiness solutions on the Ariba Supplier Network. Suppliers can use Ariba Ready Platinum resources and services to streamline efforts to develop best-in-class integrations and catalog capabilities, and to support their overall eBusiness strategy.

Technical resources

- Provides all solution validation and testing included in the Ariba Ready Program.
- Receive a test version of Ariba® Buyer™, a valuable resource for closed-loop testing, internal training, and marketing initiatives.
- Train technical development, integration and channel support teams.
- Access enhanced technical support and connect.ariba.com for extensive information resources and support.

Marketing resources

- Receive Ariba Ready Platinum designation at ariba.com, which is searchable by buying organizations.
- Use Ariba Ready Platinum logos for supplier web sites, collateral materials, business cards, and other marketing materials.
- Enhance your listings with multimedia presentations at the online Ariba Ready Supplier Pavilion, where potential customers search for new suppliers.
- Gain speaking opportunities at customer-facing events such as Ariba LIVE.
- Participate in analyst interviews, press events and supplier-buyer case study opportunities, which present trading partner successes to Ariba buying organizations and prospects.



Toll-free (USA): 1 866 583 5988
Outside USA: 1 650 390 1516
Email: supplierprograms@ariba.com
www.ariba.com

- Enjoy discounted booth sponsorships at Ariba LIVE, the premier conference for procurement executives and professionals.
- Contribute articles for publication in *Ariba Supply Lines*, a quarterly newsletter that provides valuable tips, best practices, and the latest thinking for suppliers.

Strategic resources

- Ariba Supplier Consulting assists with solution development, strategy review, system enhancements, training, and eBusiness issues.
- Supplier Steering Committee membership includes Ariba product roadmap information, benchmarking data, access to Ariba management, and participation in panels and global forums.
- New program and product development information provides access to the on-demand review committee and pilot program as well as participation in the Ariba Supplier Network beta testing of release enhancements.

Program qualifications

To qualify for the Ariba Ready Platinum program, your company must:

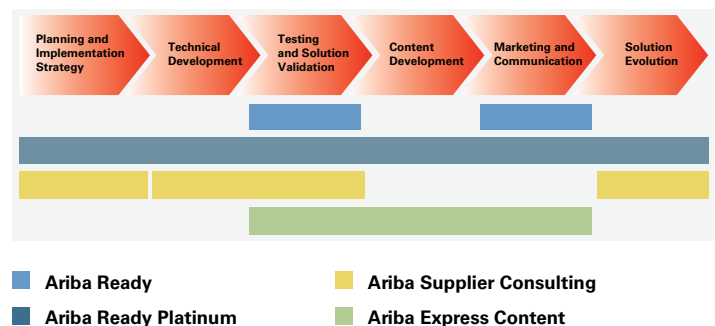
1. Be registered on the Ariba Supplier Network
2. Have scalable and repeatable processes for transacting with and providing content to Ariba Buyer customers
3. Be in production with at least one Ariba Buyer customer
4. Demonstrate other competencies such as order processing, exception handling, returns management, and customer support.

If you are looking for assistance in building your eBusiness capabilities, talk to Ariba about Ariba Supplier Consulting Services.

Additional Ariba Supplier Programs

Select from several programs to meet your needs in developing and deploying eBusiness solutions for the Ariba Supplier Network.

Supplier Process



- Ariba Ready
- Ariba Supplier Consulting
- Ariba Ready Platinum
- Ariba Express Content