

Corporate Fact Sheet

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.

THE ARIBA COMMERCE CLOUD

The global recession has created a new state of normal in which supply volatility, capacity constraints and global uncertainty are the rule. In this new state of normal, agility has become the new strategic capability. And organizations must now do more with less, while operating faster and smarter than ever before. In order to survive and thrive in the new normal, companies need to leverage solutions that enable them to dial up the resources they need—as they need them—to meet changing market conditions and business demands.

The Ariba Commerce Cloud provides the platform for companies of all sizes across all industries to do just that. With the Ariba Commerce Cloud, companies have everything that's needed to control costs, minimize risks, improve profits and optimize cash flow and operations, including:

- On-demand technology to optimize the complete commerce lifecycle—from source-to-settle and market-to-receipt
- A web-based community to efficiently discover, connect and collaborate with a global network of trading partners
- Capabilities to augment internal resources and skills with always-on expertise and commerce services

So whether they are buying, selling, or managing cash, companies can do it better in the Ariba Commerce Cloud.

ARIBA BUSINESS COMMERCE SOLUTIONS

BUYING

Ariba Spend Visibility™ Solution

Ariba Spend Visibility extracts your data from wherever it lives, classifies it for easy analysis, and enriches it with valuable market and business intelligence. What's more, you'll be part of the largest online community of trading partners and spend management leaders. You have access to supplier pricing, savings, and performance benchmarks to augment your data for comprehensive analysis.

Armed with complete visibility, you can bring more spend under management, minimize risk, and drive compliance. Quickly identifying savings opportunities and making better, more-strategic sourcing decisions, you'll strengthen your edge in an increasingly competitive marketplace.

Ariba Sourcing™ Solution

Ariba Sourcing is a subscription-based solution that helps you improve the complete sourcing lifecycle—from supplier discovery and negotiation to award optimization and savings tracking. Using patented, market-leading sourcing technologies embedded with vital category intelligence and integrated into the world's largest trading network, you can quickly identify, negotiate, and do business with companies around the globe. And with as-needed category expertise, best-practice advice, and benchmarking guidance, you can easily drive adoption and productivity.

With Ariba Sourcing, you can make smarter sourcing decisions and drive better results. Manage supply volatility and capacity constraints. Minimize supply risk with better supplier visibility. And build your sourcing pipeline with tools that achieve early ROI and long-term cost savings.

Ariba Contract Management™ Solution

On a single, user-friendly platform, you can standardize and accelerate the contract management process, from initial request to electronic execution and storage. You can also negotiate with suppliers from the world's largest online trading partner community, and drive efficiency and compliance by integrating contract management processes with sourcing, procurement, and other spend management solutions.



Only with Ariba can you achieve this level of process integration and efficiency, gaining clear contract visibility with unrivaled compliance assurance. Spend less time managing documents and more time building supplier relationships. You'll secure better deals, more savings, and a stronger competitive edge.

Ariba Procure-to-Pay™ Solution

Ariba Procure-to-Pay hooks you up with the world's largest trading community. Now you can quickly locate and collaborate with suppliers for all goods and services, and process every purchase from requisition to reconciliation—all through the same interface.

You'll find it a lot easier to get compliance when you have more control and visibility. With greater efficiency than ever, you'll be buying the right goods and services from the right suppliers, all at the right time and the right price.

Ariba Services Procurement™ Solution

This SaaS solution can be integrated with your ERP e-procurement system to make it easier to use, and more productive. And it comes with access to the world's largest business commerce network. So through a single user interface, buyers across your enterprise can negotiate, manage, and deliver savings on any type of service, from consulting and contingent labor to marketing and printing.

By delivering complete visibility and organization-wide control, Ariba Services Procurement empowers you to finally bring all services spend under management, ensure compliance, and protect more company profits. And it's the only solution that can.

Ariba Procurement Content™ Solution

Ariba Procurement Content has a single user interface and integration with the Ariba Network—the world's largest trading partner community—that facilitates rapid catalog enablement and maintenance. Users can easily search approved supplier content for the goods and services they need, all with the right contract pricing. And they'll enjoy using it, too, because it's designed to feel like shopping on their favorite websites.

Once your e-procurement initiative includes user-friendly content, you'll have no trouble delivering on its promise of improved compliance and bottom-line savings.

Ariba Travel and Expense™ Solution

Ariba Travel and Expense is the first truly integrated solution for managing travel costs. It lets businesses combine travel with other spend categories and use a single system for managing everything from sourcing and procurement to invoicing, expense reimbursement, and analysis.

Using Ariba Travel and Expense to follow best practices, corporate travel professionals can move beyond managing routine transactions and engage in strategic activities that improve results, like evaluating new global and domestic sources of supply, managing existing relationships, negotiating optimal contracts, and analyzing spend at granular levels to drive better business decisions and bottom-line improvements.

Ariba Supplier Management

Other companies promise total supplier management, but only Ariba helps you achieve it. On a single SaaS platform, you can view updated profiles of all your suppliers, monitor and drive performance, assess compliance and manage supply risk. And, access the Ariba Network—the world's largest trading partner community—to augment your supplier information and locate qualified new sources.

What you'll end up with is a 360-degree view of your supplier relationships, the insight to engage in cost-effective strategic sourcing, and a whole lot less worry.

Ariba Discovery™ Service for Buyers

A free, easy-to-use, web-based service, Ariba Discovery opens the door to the Ariba Network and more than 300,000 suppliers. About 36 percent have global reach, and at least 15,000 are engaged in supplier diversity or green initiatives. Starting now, you can locate new sources in just three simple steps: post requirements, field responses, and assess capabilities. You can also source more categories, manage RFP development, respond to bids, award contracts, and more—all on a single platform.

Accelerate your sourcing cycle and drive significant savings with Ariba Discovery. We bet you won't mind focusing your team's energy on more-profitable initiatives.

SELLING

Ariba Discovery™ Service for Suppliers

Available on demand in the Ariba Commerce Cloud, Ariba Discovery turbo-charges your sales by connecting you with the world's largest buying community at the right moment: when they're actively engaged in sourcing. More than 15,000 buyers—including half of the Global 2000—seek supply sources to the tune of more than \$1.3B in annual spend. After your free registration, you're automatically notified when a buyer needs what you have to sell. Collaborative tools for responding and negotiating help you take it from there.

Pretty soon, you'll be closing new deals in no time—in your own backyard, and around the world.



Ariba Contract Management™ Solution for Sales Contracts

Now you can automate, standardize, and accelerate the entire contract development process with this cloud-based software solution. Get everyone creating contracts using pre-approved language, conditions, and terms, on the same multi-tenant platform they use for customer negotiations. Eliminate the paper, and execute electronically, too. And with a centralized repository, you'll have complete visibility into every stage of the contract lifecycle, including renewals.

You'll not only close more deals faster, you'll also be well-prepped to turn every renewal into an up-sell opportunity.

Ariba Sales and Marketing Programs

Think of e-commerce capability as a continuum. Wherever your company lies on it—from novice to adept—Ariba offers a program to broaden your capability and reach. We're talking new networking opportunities, marketing tactics, and consulting services—tailored to your position on that continuum. Take advantage of online marketing tactics, customer matching services, Ariba Ready designations, sponsorship opportunities, and regional events, including Ariba LIVE—the leading industry event for director- and C-level procurement professionals.

Enhance your marketing mix with Ariba, and watch your e-commerce initiative drive awareness, demand, and that all-important incremental revenue.

Ariba Order and Catalog Collaboration Solutions

Delivered through the Ariba Commerce Cloud, this is the only e-commerce solution that gives you everything you need to access, respond to, and manage online sales processes—all in one place. Operating from a single, web-based platform, you can tie together order, catalog, and invoice management solutions to encourage more collaboration with all of your online buyers. Doing so can cut costs, while ensuring full visibility into orders, changes, and approvals. Quicker responses to customer requests won't hurt, either.

Transform your customer's e-procurement initiatives into collaborative commerce relationships. You'll earn that preferred supplier status in no time.

The Ariba® Network

The world's largest trading partner community, the Ariba Network is where you can discover, connect, and collaborate with more than 300,000 global businesses. Its broad-based platform can support all of your B2B commerce needs, including e-procurement, e-invoicing, and working capital management.

Because it's based in the Ariba Commerce Cloud, you won't need to add to head count to use it, nor add to IT infrastructure to support a myriad of portals and systems. By simply integrating and extending your current backend systems into the Cloud, you can manage and optimize all of your trading relationships through a single user interface, and transact and collaborate virtually and instantly, with far-greater accuracy and visibility.

MANAGING CASH

Ariba Discount Professional

This cloud-based solution makes it easier for you to bolster your supply chain by funding suppliers' short-term cash flow needs. You can fully automate discount management from initial offer to agreement, including deals involving prorated or dynamic discounting. Automate settlement processes, too, making sure everything happens on time. And with Discount Professional's tight integration with the Ariba Network—the world's largest trading community—supplier participation, management, and collaboration are a breeze.

With Ariba Discount Professional, you achieve lower costs, maximized discount value, double-digit returns on your cash, and a stronger supply chain by creating alliances with your suppliers.

Ariba Receivables Financing

Working through the Ariba Network, you can engage with a global network of capital providers that will bid on your receivables through competitive auctions. You retain complete control over your cost of capital and cash flow. Ariba's partnership with The Receivables Exchange (TRE) paves the way, providing key advantages in terms of speed and rates. Normally, payment terms on your accounts receivable can hold up cash for 45 to 180 days, or more. With Ariba Receivables Financing, you can turn those receivables into cash in as few as two days. So get ready. Soon you'll be able to unlock cash to ramp up production, fund a capital investment, or get that new idea off the ground. And breathe a little easier in the process.

Ariba Supply Chain Finance

Ariba Supply Chain Finance connects you and your supplier in a mutually beneficial transaction with a third-party financial institution. The key is leveraging your investment-grade risk rating and credit worthiness to provide your supplier with access to affordable credit. As a result, your suppliers get a shot of liquidity and you maximize your working capital investments while mitigating supply chain risk. And the funder earns a fair rate of return. It's a winning proposition for everyone.

Ariba Invoice Management™ Solution

It's the Smart Invoicing solution that makes sure you receive the right invoice every time, and it's the only one integrated with the Ariba Network. That's the world's largest trading partner community, so odds are many of your suppliers are already part of it. If not, it's quick and easy to enable the rest of your suppliers through the Ariba Commerce Cloud. Once you've done so, you can collaborate more effectively, eliminate 98 percent of exceptions, cut most processing costs, speed up approval cycles, and capture more discounts.

And watch your team transform in the process—from a paper-processing group to a proactive team of analysts, focused on strategically improving cash flow management.



Ariba Payment Management™ Solution

An e-payment solution that helps you get all of your suppliers on board, it's the only one that's integrated with the Ariba Network. That's the world's largest trading partner community, featuring more than 300,000 suppliers and the industry's fastest-growing financial partner eco-system. Now you can extend your back-office systems to transmit ACH payments to your suppliers' banks and detailed remittance information to your suppliers. In turn, they'll have tools to monitor payments and perform their own account maintenance.

With Ariba Payment Management, you can achieve up to 100 percent supplier participation, cut your costs by 70 percent or more, and make your life—and your supplier's—a whole lot easier.

SERVICES

Ariba Expertise Services

Address your commerce management challenges by getting the up-to-date knowledge you need to stay competitive. Your organization might need commodity market insights, advanced technology and platform upgrade approaches, or cutting-edge disciplines like sustainability.

Ariba Enablement Services

You've worked hard to get the resources, budget, and buy-in necessary to get your commerce programs approved. Now you need to make sure they're successful. Or, you've had a program underway for a while and it's not producing the kinds of results you expected. Time for Ariba Enablement Services. No organization has the experience and track record of Ariba in making commerce work. Ariba's proven methodologies will provide you with the roadmap and guidance you need to give your initiative the best chance at success. And, along the way, Ariba can provide both the resources and knowledge you need to quickly fill gaps internally that would otherwise hold you back.

Ariba Execution Services

You've got a major project deadline looming. Or maybe it's a minor project. Regardless, you're not sure how it's going to get done because you're struggling with capability gaps in your team while simultaneously juggling multiple projects that all needed to be done yesterday. No worries. Ariba Execution Services can provide the resources and support you need. Assistance can range from implementing full turn-key procurement departments to periodic assistance with more tactical activities, managing trading partner connections and content. You'll quickly have the help you need to address new categories of spend, accelerate sales, or manage working capital.

Ariba Technical Support

A two-time, consecutive winner of the ACE Award, the Ariba Customer Support Services Organization provides the tools and services that maximize our customers' investments in Ariba Business Commerce Solutions.

Support personnel at Ariba are committed to providing dependable, timely resolution of all customer inquiries. With response centers in North America, Europe and Asia Pacific, Ariba offers round-the-clock support globally, via phone, email, or through Ariba's Connect web portal, recognized as one of "The Ten Best Web Support Sites of 2009" by the Association of Support Professionals.

Ariba Supplier Services and Support

The Ariba Customer Support team provides you with dependable, timely resolution of customer inquiries regarding our solutions and services. With response centers around the world, we can offer support globally, via phone, or over the Web—all at no charge.

FAST FACTS

Company Name: Ariba, Inc.

Ticker Symbol: Nasdaq: ARBA

Founded: September 1996

IPO: June 23, 1999

Headquarters:

807 11th Avenue, Sunnyvale, CA 94089

Global Offices:

40 offices in 21 countries, including North and South America, Europe, Asia/Pacific and Australia

Principals:

Chairman and Chief Executive Officer:
Robert M. Calderoni

President: Kevin Costello

Chief Financial Officer: Ahmed Rubaie

Chief Operating Officer: Kent Parker

Chief Technology Officer: Bhaskar Himatsingha

Chief Marketing Officer: Tim Minahan

Vice President & General Manager, Ariba
Europe: Michael J. Arentz

Senior Vice President and General Manager,
Ariba North America and Asia: Daryl Rolley

Senior Vice President and General Manager of
the Ariba Network Business Unit: Bob Solomon

Senior Vice President, Solutions Management:
Greg Spray

Senior Vice President, Corporate Development
and Human Resources: Matthew Zack

Fiscal 2010 Financial Highlights

(quarter ending June 30, 2010)

Total Quarterly Revenues: \$93.2M

Total Cash, Cash Equivalents and Investments:
\$239.2M

Headcount: 1,723