

## 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<sup>®</sup> 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/](http://www.ariba.com/commercecloud/)

## Connecting Buyers with Sellers for Better Commerce

If you are actively transacting on the Ariba<sup>®</sup> Network today, you know that the value of your eProcurement initiative is directly related to the level of spend that goes through it. But enabling new suppliers can be difficult, and many buyers stop after they get their initial list up and running. Over time, this leads to poor spend visibility, lost opportunities, and rogue spending, which cuts into expected cost savings. The good news is AribaConnection Solutions can help.

The AribaConnection Solutions Diamond Buyer Program recognizes buyers who are looking to identify current, e-commerce savvy sellers to enable and transact with on the Ariba Network.

## Delivering Value Where it Matters Most

The AribaConnection Solutions Diamond Buyer Program is a free program designed to:

- **Educate sellers on your business commerce goals and objectives:** Ariba will support you in creating a buyer profile to capture your detailed criteria for supplier enablement. We will promote your profile to sellers on the Ariba Network to encourage interested sellers to step forward.
- **Uncover your potential matches:** We can proactively identify and match you with existing sellers using the Ariba Network so you can engage to collaborate electronically.
- **Accelerate your time to ROI:** Ariba pre-screens interested sellers against your personalized list of criteria to proactively bring you only the right sellers—current or new vendors who are business-commerce savvy and ready to transact.
- **Reduce on-boarding cost and hassles:** Our multi-buyer enablement approach allows you to combine efforts with other buyers currently in active enablement to create more leverage with sellers to bring them online faster.
- **Increase the value you expect from the Ariba Network:** We'll help you capture more savings to boost your bottom line by increasing compliance to eliminate rogue spend, improving your performance, and expanding your business commerce expertise.

## Solutions Designed with You in Mind

Diamond Buyers are also offered ongoing program support to address your organization's specific challenges in supplier enablement. Through creative solutions such as Ariba-sponsored networking activities, enhanced support to sell the value of the Ariba Network to your sellers, exclusive access to enablement best practices or unique opportunities to share your enablement journey, AribaConnection solutions will work to ensure we continue to bring value to our Diamond Buyers.

## Get Started Today

To sign up for this free, value-add program, send an email to [AribaConnection@ariba.com](mailto:AribaConnection@ariba.com). One of our Network connectors will engage with you directly to create your profile and get you started today.

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