The livelihood of any company is recorded in its contracts. Procurement contracts accommodate the sum of goods and services owed to the company. Sales contracts detail commitments to customers and revenue expectations. And internal contracts chronicle agreements within the organization.

Contract management is of critical importance to effective business commerce. Yet many organizations continue to record contracts on paper documents with disconnected offline tools and no process standardization. The result is inefficient, costly, and long contract cycles that make monitoring and managing agreements a challenge. And, perhaps worse, a failure to realize negotiated savings and missed revenue opportunities.

But there is a better way.

WHY ARIBA CONTRACT MANAGEMENT

Ariba Contract Management helps legal, finance, procurement, and sales operations professionals tasked with driving contract management to manage all types of agreements, including procurement, sales, and internal contracts. With Ariba Contract Management, companies can develop best-value agreements by addressing the two major components of the contract lifecycle:

- **Contract Management** from contract request, contract authoring, workflows to address the contracting process, negotiation and approval, and contract execution via electronic signatures
- **Commitment Management** including all ongoing compliance and performance management through task-driven reminders and search and reporting capabilities as well as contract renewal activities

With Ariba Contract Management, companies can connect directly with customers when creating, negotiating, executing, and managing the ongoing administration of contracts. And this means greater efficiency, lower administrative costs, and improved relationships that result in higher-value agreements.

A unique Software-as-a-Service (SaaS) solution, Ariba Contract Management delivers market-leading technology in a fully hosted environment with data security standards that exceed those of any enterprise company. With Ariba Contract Management, companies can be up and running faster with fewer resources—enjoying faster time to value and lower total cost of ownership.
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 two 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
• Multi-tenant, SaaS-integrated platform managing the entire contract lifecycle for all agreements
• Flexible compliance capabilities including real-time enforcement at time of requisition and improved monitoring on past spend transactions
• Powerful search and reporting capabilities to optimize the value from existing commitments
• Robust and flexible contract processing workflows
• Full audit trail for internal and external/regulatory requirements
• Integrated contract data and workflows with third party systems

Community
• Collaboration internally and with trading partners during negotiations
• Electronic signatures capabilities via SAP Ariba’s partnership with leading enterprise eSignatures provider, DocuSign

Capabilities
• Expertise and best practices delivered via flexible delivery model ranging from onsite consulting to web-based templates
• Technology-enabled best-in-class conditional contract templates

A SOLUTION DESIGNED FOR YOUR EXACT REQUIREMENTS

• Ariba Contract Management Basic is a feature-rich application that allows your organization to manage contracts of any type—Sales, Procurement, Intellectual Property, and more. It is a great solution for the significant step of storing your contracts in an electronic contract repository.

• Ariba Contract Management Professional provides the robust functionality of Ariba Contract Management Basic plus contract authoring. Contract templates along with a clause library streamline the entire contract creation process. Available integration with Salesforce.com further streamlines the sales contracting process. Contract requests are created by the click of a button in your Salesforce opportunities and include all relevant attributes—eliminating the need for rekeying or for Legal to go back to Sales for more information.

READY TO GET STARTED?

Each day, companies use SAP Ariba to manage more than four million contracts. Why not join them? To learn more, visit http://www.ariba.com/solutions/contractmanagement.cfm or contact your account executive.

www.ariba.com

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