

National Electronic Commerce Coordinating Council Survey Purchasing Electronic Commerce Systems - Vendor Survey

Vendor Name: **Ariba Technologies**

Web Address: **WWW.ARIBA.COM**

Survey Contact Name: **Kirk Danilson**

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Survey Contact Email Address: **kdanilson@ariba.com**

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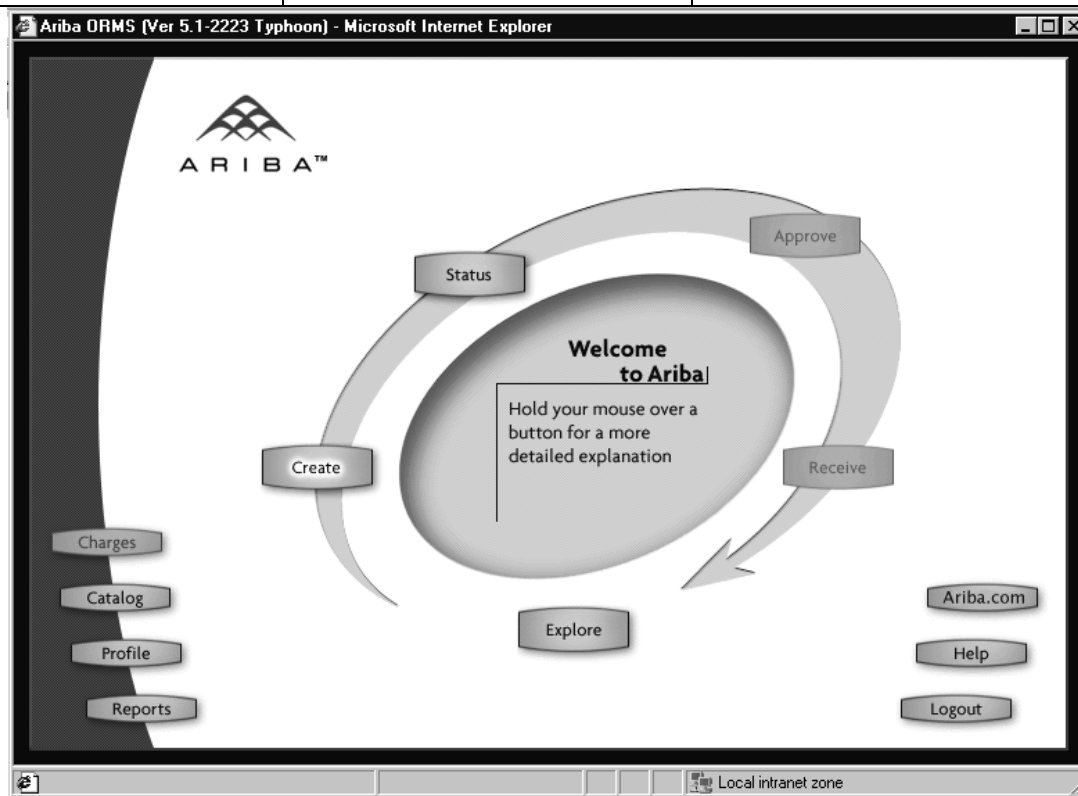
Sales Phone Numbers: Voice: **916-933-0177**

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<i>Functions Performed</i>		<i>Platform Used</i>	<i>Cost</i>
<i>Name(s) of Product(s) and Modules</i>	<i>Purchasing, Consumables, etc</i>		
Ariba Operating Resource Management System (ORMS)	The Ariba Operating Resource Management System (ORMS) enables organizations to strategically manage all of their non-production goods and services, including capital equipment, MRO supplies, and travel and entertainment expenses. The Ariba ORMS includes the following modules and capabilities:	Client: MS Internet Explorer: Win95,NT4.0 Netscape: Win95,NT4.0,Solaris 2.5 Application Server: NT, HP-UX, Sun Solaris Requires Printer and Fax Modem Database Server: SQL Server on NT Oracle on NT, Solaris, or HP-UX	
Purchase Requisition Module	Automates the processes associated with requisitioning non-production goods and services, capital equipment, and MRO supplies.	Same as above.	
Expense Reports Module	Provides expense report functionality to cover the purchase of Travel and Entertainment goods and services.	Same as above.	
Requisition Status Module	Allows the end user to graphically view the status and progress of the requisition as it moves through the management approval chain.	Same as above.	

Routing & Approval Module	Automates the routing and approval process based completely on the organizations internal business rules (i.e. spending limits, commodities, etc.)	Same as above	
Ordering Module	Automates the ordering process. Orders can be transmitted directly to the supplier via email, fax, EDI, cXML, OBI, or secure HTML.	Same as above.	
Desktop Receiving Module	Allows the end users to record data regarding items that have been received or rejected.	Same as above.	
Reporting Module	Allows sophisticated data analysis of your purchasing data to analyze spending trends and vendor performance.	Same as above.	



Ariba Operating Resource Management System (ORMS) walk-up user interface.

System architecture - i.e. Mainframe, Client Server , Web

Ariba Technologies, Inc. is one of the first enterprise software companies to take advantage of this paradigm shift with a new architecture approach: the Network Application. Network Applications dramatically change the way enterprise applications can be conceived, developed, and deployed within the enterprise. This architecture enables entirely new types of applications to be created, such as the Ariba Operating Resource Management System

(ORMS).

Network Applications rely on the fundamentals of the Internet and Intranets as well as new technologies like Java. They do not depend on centralized databases for information, but rather, are designed to leverage the information in existing databases, applications and legacy systems. In so doing, Network Applications are enabling a whole new class of solutions to enterprise-wide business problems.

Components of Network Applications

Network Applications are differentiated from traditional client-server architectures by the following components:

Component	Benefits
The Network as the Virtual Database	Allows the efficient use of all external information sources on a network
An Integrated Workflow Platform	A modern workflow architecture imbedded into all application components.
Externalization of Business Process Logic & Parameters	Makes it easier to modify and customize business processes
Elimination of Client Maintenance	Increases the reach of the enterprise application to the entire enterprise without high maintenance and deployment costs
Expressive Walkup User Interface Clients	Minimizes training costs when deploying to the entire enterprise
High Capacity Server Architecture	Provides state-of-the-art scalability and performance for processing large volumes of transactions
Implemented 100% in Java	Takes full advantage of a next generation, object-oriented computing language

Operating system(s) - i.e. PC, LAN, WAN, DOS, Windows, NT, 95, 98, Macintosh

Client:

MS Internet Explorer: Win95, NT 4.0

Netscape: Win95, NT 4.0, Solaris 2.5

Application Server:

NT, HP-UX, Sun Solaris

Requires Printer and Fax Modem

Database Server:

SQL Server on NT

Oracle on NT, Solaris, or HP-UX

Hardware requirements

*

Processor, 386, 486, Pentium, Pentium II, Pentium III

* RAM

* Hard drive

Database Server:

The hardware requirements for the database machine depend on your estimated transaction and data volume, as estimated on page 9 of the *Installation Guide*:

Memory: Estimate 256 Mbytes for the first instance of the Ariba Core Server connecting to the database machine. Add an additional 128 Mbytes for any additional instance. For example, with three instances (test, development, and production), the database server would need 512 Mbytes.

Connections: Estimate one database connection for every 12 concurrent users.

Disk: Estimate 2 Kbytes per static object (user, supplier, catalog item, etc.) plus an average of 6 Kbytes per approvable (requisition, etc.). For example, 5,000 users and 10,000 catalog items would require 30 Mbytes. Creation of 20,000 requisitions per year would require an additional 120Mb per year.

The table below lists requirements assuming that the machine is a dedicated database server, and that the Ariba system is the only application accessing the database. If you are running other applications, you will need to increase resources accordingly.

DATABASE SERVER HARDWARE CONFIGURATION

Processor	Processor One of: • UltraSPARC 250Mhz or faster - 1 or more CPUs • HP D or K class server, 1 or more CPUs • Pentium Pro 200 Mhz or faster - 1 or more CPUs
Memory	256M for the first instance of the Core Server + 128M each additional instance.
Virtual Memory	Twice the physical memory calculated above
Network	100Base-T
Disk (Database size)	For the database itself, you can estimate 2 Kbytes per static object (user, supplier, catalog item, etc.) plus an average of 6 Kbytes per approvable (requisition, etc.). For example, 5,000 users and 10,000 catalog items would require 30 Mbytes. Creation of 20,000 requisitions per year would require an additional 120Mb per year.

Application Server (Core Server):

The Ariba Core Server hardware requirements include a printer and a fax modem, for transmitting orders to suppliers. The server is certified to run on Windows NT, HP-UX, and Sun Solaris. The tables below list the hardware requirements for each of the supported platforms.

WINDOWS NT

Processor	Pentium Pro 200 MHz or faster, single processor or multi-processor.
Display	A minimum of 256 colors at 800 x 600 resolution.
Memory	256M for the first instance of the Core Server + 128M each additional instance.
Virtual Memory	Twice the physical memory calculated above.
Network	100Base-T
Disk (Database size)	Disk 200 Mbytes / instance
Fax Modem	U.S. Robotics Sportster
Printer	Any (if you wish to print out orders)

UNIX (HP-UX)

Processor	Single or Multi Processor D or K class server
Display	A minimum of 256 colors at 800 x 600 resolution.
Memory	512M for the first instance of the Core Server + 128M each additional instance.
Swap	Twice the physical memory calculated above.
Network	100Base-T
Disk (Database size)	Disk 100 Mbytes / instance

Fax Modem	MultiModemZDX modem, models MultiTech MT1932ZDX or MultiTech MT2834ZDX
Printer	Any PostScript Printer (if you wish to print out orders)

UNIX (Solaris)

Processor	UltraSPARC 250Mhz or faster, 1 or 2 CPUs
Display	A minimum of 256 colors at 800 x 600 resolution.
Memory	256M for the first instance of the Core Server + 128M each additional instance.
Swap	Twice the physical memory calculated above.
Network	100Base-T
Disk (Database size)	Disk 200 Mbytes / instance
Fax Modem	MultiModemZDX modem, models MultiTech MT1932ZDX or MultiTech MT2834ZDX
Printer	Any PostScript Printer (if you wish to print out orders)

Type of application Single user, LAN, WAN, Enterprise

The Ariba ORMS was designed from the ground up as an enterprise wide web-based application deployable to thousands of users within an organization. Since Operating Resources represent the goods and services acquired by anybody in an organization, any application of this type must be deployable via the web and to every end user.

Client Server? Explain

Ariba Technologies, Inc. is one of the first enterprise software companies to take advantage of this paradigm shift with a new architecture approach: the Network Application. Please refer to the **System Architecture** section above for a more detailed description.

Type of client(s) and how updated - Thin, Full, etc.

The Ariba ORMS supports three types of client configurations to meet the needs of every type of user: thin client, thick client, cached client. Since the Ariba ORMS is a web based application built upon a network application architecture the client is updated via a pull process upon login.

Networking and versions required and supported - i.e. Banyan, Novelle, NT, etc.

- Banyan
- Novell
- NT Ariba ORMS is compatible with Windows NT 4.0.

Programming language(s) from which the application was created - Powerbuilder, C++, HTML, other web programs

The Ariba ORMS is designed from the ground up, as a complete Network Application in 100% Java. Java provides platform independence on the Client, Servers, and Adapters. However, Java's greatest advantage is in its design as an enterprise systems language for the network. Java provides many benefits in security, memory management, network management of code, and in development speed.

Benefits of Java Clients

Attribute	Client Benefits
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Platform Independent Computing Language	Ability to write once and run everywhere. Java clients are platform independent.
Deployment through a Browser	Near zero cost of deployment. Deployment is automatically accomplished when the user invokes the application through browsers such as Microsoft Explorer or Netscape Navigator.
Automated Client Version Maintenance by the Server	The server automatically maintains clients. If clients become out of date, the server automatically downloads a new client when the user invokes the application.

The result of these benefits is that clients can be deployed and maintained automatically by the system, at an order-of-magnitude lower cost than traditional client-server systems.

Computer platform used - Mainframe, AS 400, Sun, Client server

Please see **Hardware Requirements** section above.

Accounting systems integration and method of integration

Ariba Enterprise System Adapters are an important element of the Ariba ORMS. Adapters allow the Ariba ORMS to leverage existing enterprise systems such as an Enterprise Resource Planning systems (ERP), Human Resource Management Systems (HRMS), other legacy applications, and directory services such LDAP, NIS, or Microsoft Exchange.

Adapter	Supported Interfaces
Authentication Adapter	The Authentication Adapter allows the Ariba system to leverage your existing username and password structures. Your users will be able to use the Ariba system without having to learn another username and password.
HRMS Adapter	The HR adapter pulls all the information pertinent to the user such as their number, name, location and manager etc. are pulled from the HR system into Ariba at regularly scheduled intervals. This information is used as the user's personal profile within the Ariba system.
Catalog .CIF Publish & Subscribe Adapter	A Publish/Subscribe supplier catalog adapter that automatically subscribes to catalog information composed in the .CIF format. The Catalog Adapter via URL can subscribe to supplier catalogs over the Internet, from a file (disk), or from an HTTP location.
Email Adapter	The SMTP (Simple Mail Transport Protocol) adapter allows the Ariba system to integrate with your existing mail services. Your users can then receive notifications of events in the system in their normal mail system.
ERP Adapter	The ERP interface supports push/pull architecture. Data such as accounting information, commodity codes, supplier profiles, units of measure et cetera are pulled from the ERP system into the Ariba system at pre-determined intervals. Once a requisition has been fully approved, it can be pushed into the ERP system for conversion to a Purchase Order.
Generic Table Adapter	The generic adapter allows you to create an interface between Ariba and any data source that you currently have, even if it is not one of the standard ones supplied by Ariba.

Is the system capable of long accounting streams, what is the number of characters available for the accounting stream?

The idea of account combinations or long accounting streams is to specify which combinations of accounting entities are valid. For example, you might have cost centers that are only valid for certain company codes or project codes that are valid only for certain cost centers. For ERP systems that support account combinations or long accounting streams Ariba supports the length of the specific system and pulls in that information and uses them to populate the Ariba choosers. When Account Combinations are in effect, the Ariba choosers will ensure that users choose valid combinations._

Other known third party interfaces- SAP, People soft, mechanical maintenance systems, consumable supplies systems, menu planning systems, etc

Please refer to *Accounting systems integration and method of integration* section above.

Data warehousing - Does the application utilize a data warehouse? What database programs and versions support the database? i.e. Oracle, Sybase, etc.

Ariba supports Oracle and SQL Server RDBMS software.

Ariba server database versions	MS SQL Server 6.5 MS SQL Server 7.0 (in Ariba R6.1 and above) Oracle 7.3.4 (and above) Oracle 8.0.4 (all platforms)
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Reporting - Does the application have a report generation system? Can other report programs easily use data from the application. i.e. Crystal reports, etc.

Ariba has excellent reporting capabilities. Reporting within the Ariba system resides on Ariba's report server, a back end distributed component that can reside on any physical computer tied to Nestle's Intranet. Ariba ORMS provides both standard reports and the ability to create new reports.

When a user executes a report they will only receive the data to which they have access. For example, a user with no special roles will only be able to see the requisitions that they created. A user with the appropriate authority will be able to create a report on all of the requisitions and orders in the system.

All of these reports are configurable, providing the user with the ability to enter a set of filters for each report. A user can also save custom reports for future use so that they do not have to re-create the filters each time they use the system. All reports provide output in HTML, Excel, or Comma-Separated-Value (CSV) format.

Ariba uses standard reporting tools, relational database and JDBC technology to store and manage data. Hence using standard database distributed and replication functions, data may be consolidated into an 'enterprise-wide' view. This consolidated view may be accessed by any, third party, reporting tool to create additional Nestle specific reports.

Ariba ORMS 5.0 and above utilizes Actuate as the embedded reporting engine.

Contract catalogues - Does the application(s) support internet catalogues? Briefly explain.

Yes. Please refer to *Maintain Internet catalogues* section below.

Maintain internet catalogues - Strategy for maintaining internet catalogues. Contractor maintained catalogue, business maintained catalogue, etc.

Ariba provides a comprehensive catalog architecture consisting of multiple content management models for complete catalog management. This flexible architecture offers buying organizations using Ariba ORMS the

option of linking to approved supplier Web sites in order to achieve a zero maintenance model for content, sourcing goods and services through indices maintained at Ariba.com Network, or caching indices of operating resources directly in Ariba ORMS. This flexibility ensures indices of supplier content are accessible and current while allowing the buying organization the ability to determine what content is managed internally, and what content is managed by the supplier.

Ariba.com Network uses a unique and highly scalable approach for content management. This approach, similar to that proven by the major consumer services such as Yahoo! and Excite, uses indexing, rather than content aggregation, to connect buying organizations using Ariba ORMS to suppliers' catalogs. This indexing approach eliminates the need to aggregate content in a central repository, yet provides robust and comprehensive searching tools to buyers.

The Ariba.com Network uses vertical industry and commodity-based supplier content aggregation via content partners that have relevant domain expertise. Leading content aggregators, such as electronic marketplaces and content management services, create process efficiencies and economies of scale for supplier content aggregation. Through Ariba.com Network, fully indexed access to this content is available.

The ubiquity of the Internet and the widespread connectivity it provides to buyers and suppliers makes it a low cost and scalable platform for eCommerce. The Ariba.com Network leverages this platform to achieve a secure, open and scalable content and transaction integration infrastructure.

Internet sites - Provide an example of internet site(s) which have internet catalogues. Provide a name of a contact person and telephone number which might be published.

Annual maintenance costs - *What are the annual application maintenance costs and what do they include?*

Annual maintenance costs vary based on the software license option selected. Maintenance includes telephone support, point and major releases.

Help desk or vendor support - What are the vendor support days and hours? How are client calls first handled? i.e. real person answers, automated call system, etc

Hours of Operation

Ariba provides Hotline support services Monday through Friday during the hours of 8:00am to 5:00pm PST, excluding U.S. holidays. Ariba also provides off-hours Pager based support services for Priority 1 issues. Additional off-hours technical support can be provided at rate defined in the Technical Support Fee Schedule at the end of this document. Ariba's support policies may be changed without notice.

Access Methods

Designated contacts may request technical support services via telephone, WWW, fax, Internet electronic mail, or posted mail.

Support Request Priority Levels

Each request for technical assistance will be prioritized per the following guidelines.

Priority 1	Licensee and authorized designees are down causing critical impact to business operations if service is not restored quickly. No work around is available. Licensor and Licensee are willing to commit full-time resources around the clock to resolve the situation.
Priority 2	Licensee or authorized designees are hampered from performing common business functions. No acceptable work around is available. Licensor and Licensee are willing to commit full-time resources during business hours to resolve the situation.
Priority 3	Licensee or authorized designees performance is degraded. Acceptable work around is available. Functionality is noticeably impaired but business operations continue.
Priority 4	Licensee requires information or assistance on capabilities, installation, or configuration of the Licensed Software.

Electronic signature capable - Is the program electronic signature capable? Explain.

In the Ariba ORMS authorization is authenticated via username/password but an actual signature is not used.

Purchasing Functions

Vendor management activities

Yes No Vendors are automatically purged?

Yes No Vendors are automatically selected, with policy priorities factored (minority and small business)?

Vendors or suppliers within the Ariba ORMS are selected and displayed based on relationships and contracts established by the buying organization. The Ariba ORMS supports ways of quickly identifying women, minority, and small business suppliers.

Yes No Notice distribution of invitation to bids and requests for proposals via:

Ariba's strategy for the support of bid/quote/ITB functionality is through the use of strategic "best of breed" third party relationships at time of implementation.

Yes No email?

Yes No FAX?

Yes No hard copy?

Yes No other. Explain

Yes No On demand electronic distribution of ITBs and request for proposals via:

Yes No FAX on demand system?

Yes No Internet download? Briefly explain.

Yes No Other? Briefly explain.

Yes No Vendor performance?

Yes No Vendor notes screen?

Yes No Vendor performance screen?

Yes No Vendor notes and performance screens linked?

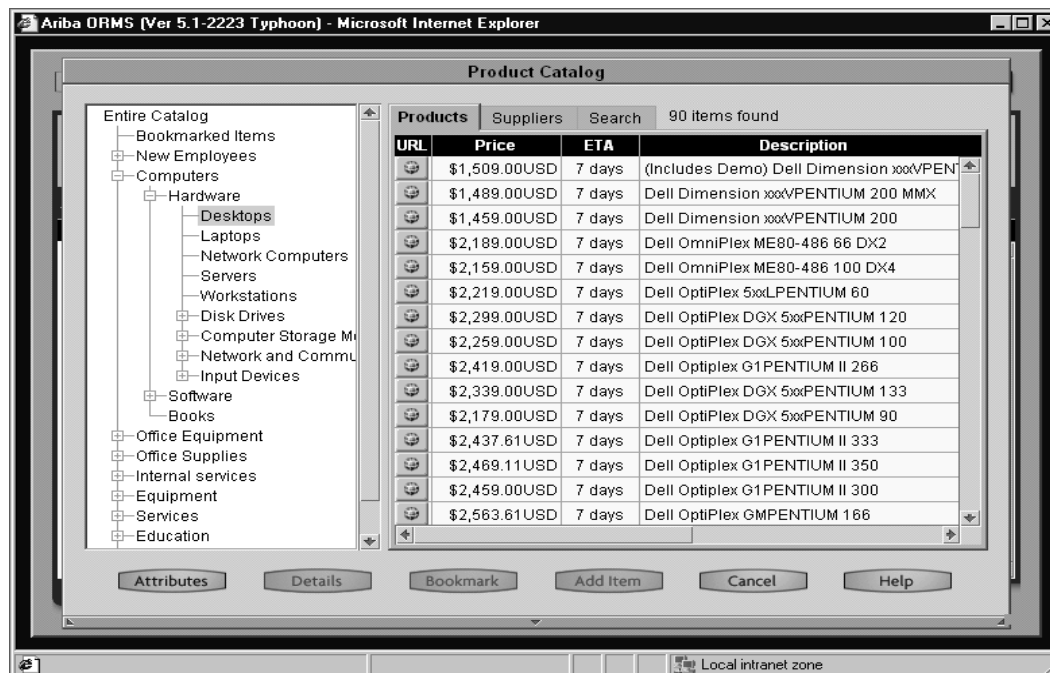
Purchase Orders

Yes No Can forms be easily modified?

Yes No Do purchase orders look as they are printed?

Yes No Can blanket purchase orders or contracts be used?

Yes No Can contracts be searched for goods and services? How?



In the Ariba ORMS contracts are represented as pre-negotiated catalogues that can be searched via mouse point and click or through text keyword search.

Ariba ORMS catalogue search screen.

Invitation to bids

Yes No Are Invitation to Bid templates available?

Yes No What standard PC Suites software can be used used (i.e. Microsoft Office, Groupwise, Lotus Suite)

Yes No Ability to use standard terms and condition language?

Yes No Ability to choose standard language for each invitation to bid or RFP?

- | | | |
|-----|----|---|
| Yes | No | Ability to modify standard language for each invitation to bid or RFP? |
| Yes | No | Can the invitation to bid be downloaded from internet? How? |
| Yes | No | Sealed bids - can the system handle sealed bids? Vendor provides electronically and sealed in a system until date and time for bid opening? Explain |

Ariba's strategy for the support of bid/quote/ITB functionality is through the use of strategic "best of breed" third party relationships at time of implementation.

Purchase orders and contracts

- | | | |
|-----|----|---|
| Yes | No | Can appropriate terms and conditions be copied to purchase orders and contracts? How? |
|-----|----|---|

In the Ariba ORMS a purchase order is represented as a report that can be added to or amended with terms and conditions, special instructions, etc.

- | | | |
|-----|----|--|
| Yes | No | Can Purchase orders and contracts be printed at remote locations? How? |
|-----|----|--|

Given that the organizations internal infrastructure can support remote location printing a purchase order can be printed remotely.

- | | | |
|-----|----|---|
| Yes | No | Does the system support online requisitioning from agency customers? How? |
|-----|----|---|

The Ariba ORMS was designed from the ground up as an enterprise wide web-based application deployable to thousands of users within an organization regardless of whether the user is remote or local. Ariba recognizes the importance of local and remote agency use within state and local governments and supports this concept via the underlying web-based network architecture of the system.

- | | | |
|-----|----|---|
| Yes | No | Is the system capable of electronic routing and approvals? Briefly explain. |
|-----|----|---|

A sophisticated routing and approval engine automates the routing and approval process based completely on the organizations internal business rules (i.e. spending limits, commodities, management chain, etc.) The dynamic nature of the routing and approval engine allows authorized approvers to add or remove other approvers to the approval chain on the fly.

Below is just one example of how the Ariba ORMS improves cycle times and end user satisfaction via the use of a sophisticated routing and approval engine. The routing and approvals are based on your business rules and organization structure. This example represents a requisition for the Department of Administrative Services. Once the requisition is submitted, individuals or individuals associated with a role within your organization (i.e. **Budget Administrator**) are notified via your existing email infrastructure that there is a requisition awaiting their approval.

Ariba ORMS (Ver 5.1-2223 Typhoon) - Microsoft Internet Explorer

Buttons: New, Copy, Delete, Approve, Deny, Print, ?, Exit

Type	Submitted	Status	Requester	ID	Title	Summary
Today, 2:23...	Submitted	Christopher...	PR37	PC's for Department of Administrative...	\$21,890.00USD	

Buttons: Order!, Cancel!, Edit, Save, Cancel

Requisition PR37 \$21,890.00USD

Title: PC's for Department of Administrative Services Express? ☐

Add Approval:

☐ Pending
 ☐ Approved
 ☒ Denied
 ☐ Current
 ☐ Optional

```

graph LR
    Start[ ] --> BC[Budget Check]
    BC --> ISM[IS Manager]
    BC --> SB[Scott Barmmer]
    ISM --> TP[Tom Pallack]
    SB --> TP
    TP --> End[Approved]
  
```

All items must be encumbered before they are purchased.

Buttons: Details, Comments, Approval Flow

Done loading folder containing 1 approvable Local intranet zone

Ariba ORMS

routing and approvals screen.

Yes No Is the system capable of workload assignment and status? Briefly explain.

Ariba allows the end user to check the status of a requisition at any time during the approval process via a graphical user interface and provides the ability to assign roles to a user or group of users who can be given authority to requisition items on behalf of others.

Ariba ORMS (Ver 5.1-2223 Typhoon) - Microsoft Internet Explorer

Buttons: New, Copy, Delete, Submit, Withdraw, Cancel Order, Receive, Print, ?, Exit

Type	Created	Status	ID	Title	Summary
Today, 1:57am	Submitted	PR37	PC's for Department of Administrative Services	\$21,890.00USD	

Requisition PR37 \$21,890.00USD

Title: PC's for Department of Administrative Services Express? ☐

Add Approval:

☐ Pending
 ☐ Approved
 ☒ Denied
 ☐ Current
 ☐ Optional

```

graph LR
    Start[ ] --> AC[Angela Carstens Budget Check]
    AC --> ISM[IS Manager]
    AC --> SB[Scott Barmmer]
    ISM --> TP[Tom Pallack]
    SB --> TP
    TP --> End[Approved]
  
```

Buttons: Details, Comments, Approval Flow

Done loading folder containing 1 approvable Local intranet zone

This example

shows that the Budget Administrator has approved the requisition and advanced it on to Scott Barmmer and the IS

Manager. (Note the difference from the routing and approval example above.)

Ariba ORMS requisitions status screen.

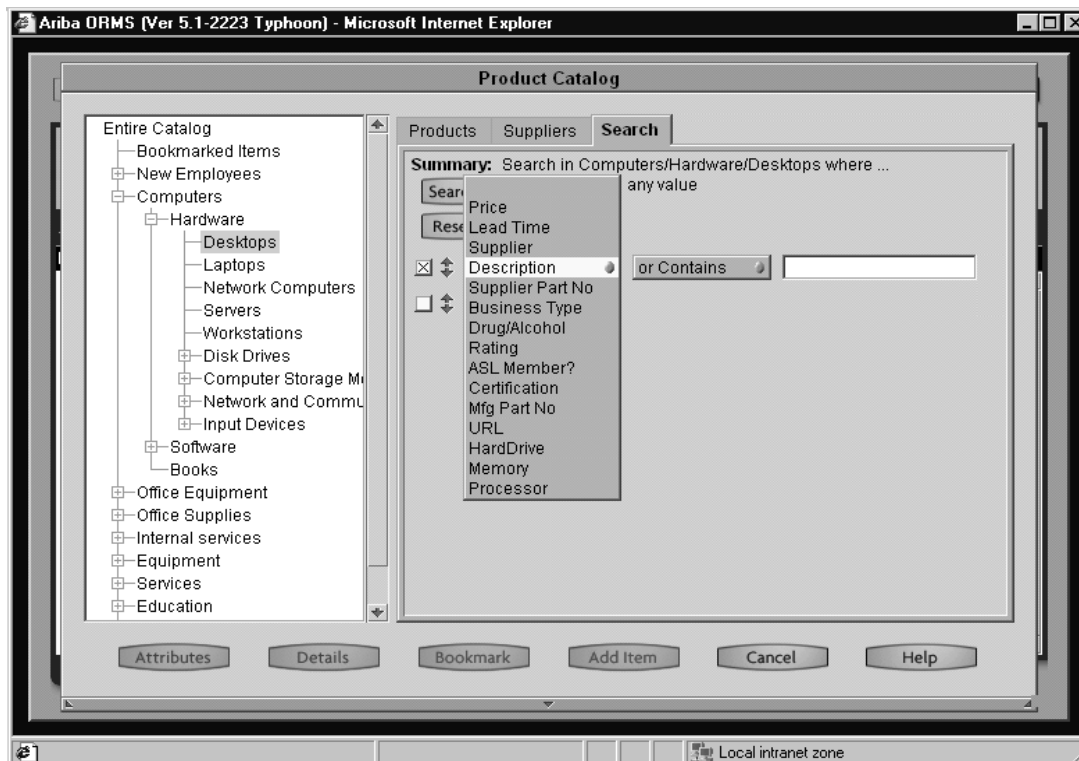
Yes No Will system document purchasing process milestones or timelines? Briefly explain.

Through the use of Ariba's reporting capability, analysis can be done on purchasing milestones and timelines.

Yes No Will the system provide lead-time analysis?

Yes No Will the system record and prompt for pending actions?

Yes No Does the system have commodity code capability? How does the keyword search work? What commodity codes are usually used?



The Ariba ORMS catalog aggregates items using the Dun & Bradstreet Standard Product & Service Codes (SPSC) and other commodity code standards. The Ariba ORMS provides complete and configurable search capabilities. Crucial to self-service and complex procurement processes, the catalog search engine provides intelligent wildcard searching combined with powerful attribute based searching. Ariba Attribute Searching allows any attribute of the item/service, supplier, supplier location, or contract to be searched on for quick filtering through large volumes of items for easy product selection. More important, key supplier attributes are also easily searchable and visible to allow service providers to be quickly located as well.

Ariba ORMS catalogue and keyword search screen.

Yes No Does the program allow for forms to be downloaded? How?

Yes No Does the system support EDI? Briefly explain.

Via Ariba.com, the following transaction mechanisms are and will be supported EDI x.12 VAN v4010, Internet EDI x.12 v4010, and EDIFACT.

Yes No Does the system support on-line receiving? Explain

Ariba provides for receipt integration with external systems through its complete end-user receiving processes, and extensible receiving event mapping to external systems. End-user receiving processes are configurable based on the organizations business rules, and are designed to facilitate the myriad ways the organization may require to account for goods and services.

Receiving by requisitioner is configured by Receiving Rules, which define which commodities, suppliers, and users are required to be received at the desktop through Ariba Receiving Wizards. Additional capability to capture asset, shipment and quality data may also be attached to each receipt transaction. This information is easily used as the basis of supplier/commodity analysis, as well as process completion through integration with Financial, Purchasing and Accounts Payable systems. The organization may also elect to utilize auto-receipt capability, whereby certain commodities, items of supplier groups are automatically received on a scheduled basis, and end-users have the opportunity to decrement receipt quantities if goods have not been fully received.

Yes No Does the system support two and three matches?

Payment is made to a supplier by an organization's existing Accounts Payable system. Ariba provides the necessary functionality to match the receipt of goods or services with the PO and a purchasing card-based invoice.

Yes No Does the system provide integrated electronic commerce? Briefly explain.

Ariba.com is Ariba's solution to large-scale content and eCommerce transaction integration. Ariba.com incorporates the advantages of existing approaches while building an entirely new paradigm that leverages networked economies of scale and the Internet.

Ariba.com provides a range of services for buying and selling organizations that accelerate the inherent advantages of a Networked ecosystem for business-to-business eCommerce. These service offerings are organized as "Buyer Link" (buyer.ariba.com) for buying organizations and "Supplier Link" (supplier.ariba.com) for suppliers, and includes:

- Supplier Registration
- Order Transaction Routing
- Catalog and Content Management
- Community News and Information
- Dun and Bradstreet integration for supplier rationalization and identification

Yes No Does the system support delegated purchasing? Explain how it works.

Ariba ORMS (Ver 5.1-2223 Typhoon) - Microsoft Internet Explorer

On Behalf of...

If you are preparing this request on behalf of someone else, then choose that person from the list below.

If you are submitting this request for your own use, just use **Next** to go on to the next step.

Name
Chris Snideman
Christopher Wendling
Chun Lee
Colleen Shaughnessy
Craig Kennedy
Dan Dermer
Dan Kennelly
Dave Rome

Name:

Christopher Wendling

Email Address: cwendling

Supervisor: Scott Barmmer

Default Ship To: Ariba Seattle

Deliver To: Christopher Wendling

Accounting: Display ...

ManagementLevel: 8

Where Am I?

- ✓ Getting Started
- Header Information
- Express?
- Line Items
- Preview Approvals
- Submit Request

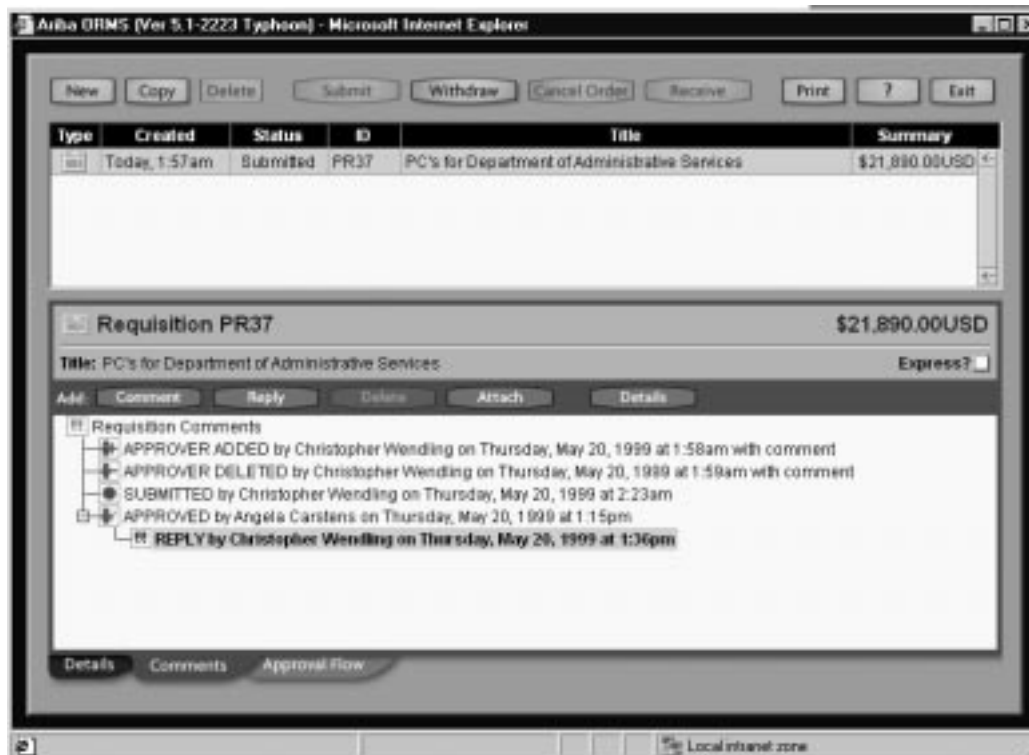
ARIBA™

Local intranet zone

The Ariba ORMS provides an “On Behalf of” capability where end users can submit requisitions “On Behalf of” other users. Ariba ORMS “On Behalf of” screen.

Yes No Does the system provide purchase history?

Yes No Does the system provide a documented audit trail?



The Ariba ORMS provides full audit trail capability capturing details regarding every time the requisition is touched. The example below shows that Chris Wendling added an approver, changed his mind and deleted the approver, submitted the requisition, then Angela Carstens approved it, and Chris replied with a message. Details of each step can be viewed by clicking the “detail” button.

Ariba ORMS audit trail screen.

Yes No Has the system been integrated with an asset management? An asset management system can be fixed assets or consumable supplies. Provide systems integrated with and explain.

Through the use of Ariba’s Enterprise Adapters (Generic Adapter, please see **Accounting systems integration and method of integration** section above) and implementation services integration with an asset management system can be achieved.

Yes No Can the system perform auto contract repurchase based on par levels. Provide examples.

The Ariba system defines a standard set of scheduled tasks, which are meant to run on a schedule, without needing an administrator to take any particular action. As part of an organization’s implementation additional scheduled tasks can be built.

Yes No Does the system provide and document a life cycle analysis function?

Yes No Does the system provide for hazardous material marking?

Yes No Has the system been integrated with a bar-coding system? How has it been integrated?

The Ariba ORMS solution has not been integrated with a bar-coding system, however, this functionality can be built as part of the implementation.

Yes No Does the program have built in security features?

Yes No Does the system have the ability to archive information?

Funding strategies available - What kind of funding strategies are available. i.e. vendor pays fee, etc. Explain.

Ariba offers a number of value-based pricing options for the Government and Higher Education Market. Please contact Kirk Danilson to review which option is the best for your organization.

Other issues or future plans

Please, return the survey to the person on the accompanying letter by April 26, 1999