

WebSphere® software



Make spend management work for your enterprise.

Today's economic conditions are challenging. Low profit margins. Downsizing. Weak demand for your products or services. One essential way to help improve your bottom line is to take control of the full spending cycle throughout your enterprise. When you analyze and manage spending at every level, you can return the savings to your business. And if you integrate your spend management solution with other key enterprise applications like supply chain management and enterprise resource planning (ERP), the advantages can multiply.



“Ariba continues to hold the top spot in the fragmented sourcing and procurement market, with 14 percent market share in 2002.”

—AMR Research Report, January 2003¹

Leverage the strengths of two industry leaders

Without a comprehensive spend management strategy, large businesses often find that their approaches to spending are fragmented, inconsistent and manual. For example, you may find that each of your divisions purchases the same items from different suppliers, resulting in higher costs. Or multiple business locations may use disparate systems to account for purchases, impeding corporate management's ability to analyze how your money was spent.

Rather than simply automating your existing purchase processes with makeshift solutions from multiple vendors, use the Ariba® Spend Management solution that is Powered by WebSphere® software from IBM. WebSphere e-business software can provide a reliable, yet flexible infrastructure for Ariba Spend Management solutions—so you can adapt your responses to business events on demand, as circumstances change.

Built on open industry standards, infrastructure software from IBM can allow you to integrate various technologies, vendors, platforms and styles of computing that aren't typically compatible. It can also help you orchestrate interactions among various disparate applications, systems and packaged solutions used throughout your spending cycle. And you can use the same infrastructure to help link to outside parties, including suppliers, remote employees and customers. By leveraging best-of-breed solutions from IBM and Ariba—top-quality technologies, expertise in establishing effective sourcing practices and insight about how to revamp and integrate procurement processes—you can implement a spend management strategy that can last and earn the support of your stakeholders.

Harness spending throughout your business

The Ariba Spend Management solution implemented on the WebSphere software platform can help unite many of the people, applications, processes and systems involved in your enterprise spending. Rather than running Ariba Spend Management applications in isolation, you can tap into existing IT assets to run your business more efficiently through a single foundation that can leverage many of the applications you already use. With this solution, you can:

- *Analyze spending patterns, then structure your resources and processes to be more effective.*
- *Aggregate your spending data so you can accurately track how your money was spent.*
- *Establish and automate a common, integrated sourcing process throughout your enterprise to get the best possible prices for all types of purchases—from a variety of competitive suppliers.*
- *Improve compliance with negotiated contracts and help ensure competitive bidding.*
- *Leverage your investments in existing applications and skills.*
- *Boost efficiency of your entire spend management lifecycle by slashing transaction expenses, decreasing cycle times and improving supplier relationships.*



Enforce compliance with contracts and critique spending patterns

By focusing on three critical spend management initiatives—analysis, sourcing and procurement—you can find and retain savings throughout your enterprise. Ariba Spend Management solutions let you manage requisitions and purchase commodities online to gain extensive visibility of and control over your expenditures. You'll learn exactly who spends what, when and how. You can use an automated purchasing cycle to minimize purchases by maverick buyers—and drive widespread compliance with negotiated contracts to build and sustain savings. And with Ariba® Supplier Network™, you can access a global base of suppliers so you can attract more competitive bids.

Use this closed-loop spend management process to capture ongoing feedback about spending, measure savings and help improve results continuously. You can identify spending trends, track expenses and forecast more effectively to improve your strategic planning. As you coordinate transactions involving multiple trading partners, you'll be able to streamline and standardize related business processes. In turn, you can forge stronger links for enhanced collaboration with customers and suppliers, helping improve connectivity as well as business relationships. This solution can help maximize the value of transactions to help reduce process and operational costs.

Transform procurement data into valuable business information

As part of the WebSphere software portfolio, WebSphere Business Integration software is used in conjunction with the Ariba Spend Management solution to provide the connections you need to integrate the solution throughout your enterprise. Prebuilt application adapters, message brokers and business process collaborations—or templates—included in the WebSphere Business Integration portfolio work together to help you link many of the interaction points of the people, applications and underlying business processes that are part of your spending cycle. So you can share relevant applications and information among departments efficiently by synchronizing the business processes and rules that govern these interactions. With fully integrated business processes, you can make the transition to e-business on demand™. Making informed decisions quickly. Responding immediately to fluctuating market conditions. And anticipating customer requirements, rather than simply reacting to them.

Working together, IBM WebSphere Business Integration Adapter for Ariba® Buyer™, Version 8.0 and IBM WebSphere Business Integration Server can allow you to synchronize data and automate processes between Ariba Buyer and other enterprise systems. The adapter connects with Ariba Spend Management applications to capture spending information and send it to the server. The server then choreographs this information with that of other integrated applications—both within and outside of your firewall—to complete various business process transactions. The information transfer works in both directions, so your back-end applications can also send information to initiate changes to procurement interactions as needed.



If, for example, you need to validate the management chain that approves a purchase order, you can link human resources systems with the requisitioning and purchasing systems from your accounting division. Automate the transfer of information among the people and applications involved for a faster, smoother process. Or link automated purchase orders with the accounts payable department to simplify, speed and improve accuracy of invoice reconciliation.

Design new applications and processes quickly

By implementing a spend management solution on the WebSphere software platform, your developers can reuse existing logic and data in various applications and leverage many common, best-of-breed tools to help quickly design and deploy new applications or add new functions to existing applications. For example, IBM WebSphere Studio gives developers a range of application development tools that work across the WebSphere portfolio to help simplify development. You can also use IBM WebSphere Application Server for a standards-based environment to support multiple enterprise applications that help run your business.

With WebSphere software as the foundation, you can create new business processes that integrate with Ariba applications—like automated matching of invoices with contracts to trigger volume discounts. Enable purchase orders to communicate with various receiving applications to streamline and improve communications with a wide network of suppliers. And link your ERP system to communicate with your requisitioning application for improved tracking and forecasting.

The capabilities of the WebSphere software platform can help you get to market faster with new procurement applications that exchange information with packaged applications. By integrating your back-end applications and processes, WebSphere software can also give chief financial officers and procurement managers a single, centralized way to control enterprise spending—often without the tedious, costly programming usually required for connecting multiple layers of disparate IT systems.

Extend the reach of your spend management solution

An Ariba Spend Management solution implemented on the WebSphere software platform can allow you to start small and add new functionality as your network of suppliers grows and the number of users increases. For example, you can synchronize data from the Ariba Spend Management solution with data from other applications and present the combined information on a Web site to enhance communications with suppliers, customers and employees around the world. Build a cost-effective procurement channel by enabling Web-based transactions. Incorporate new business processes and applications from business mergers or acquisitions more quickly. And conduct business with new customers and suppliers around the world, so you can maintain a competitive edge.



Win with a comprehensive solution that delivers solid business results

An Ariba Spend Management solution that is Powered by WebSphere software from IBM can continuously deliver solid business results throughout your enterprise—and can send real savings straight to your bottom line. When you use the full range of powerful capabilities available from the WebSphere Business Integration portfolio, your business can benefit from a solution that helps you:

- *Model and simulate business processes to optimize them before deployment and find the best solutions for staying competitive as your business needs change.*
- *Integrate isolated processing functions by linking people, processes and applications in your enterprise who are involved with the spending cycle.*
- *Connect customers and trading partners to facilitate meaningful, two-way communications for many of those involved in procurement and sourcing transactions.*
- *Monitor business processes end to end so you can react quickly to unusual conditions by seeing up-to-the-minute views of orders, invoices or other business data.*
- *Manage and improve business effectiveness using fact-based analysis to reallocate resources to match business conditions.*

Meet demand with industry-leading business integration solutions

Integration: the efficient, flexible combination of resources that enables you to optimize operations across and beyond the walls of your business. By tying together disparate resources, data, applications and processes, you can create a single, cooperative environment to unite your entire demand chain. And speed your return on investment and time to value.

With WebSphere Business Integration solutions from IBM, you can connect:

- *People. By integrating business processes, your customers, employees, partners and suppliers can interact with your business more efficiently.*
- *Processes. By managing and coordinating your entire business horizontally, your IT infrastructure can keep pace with demand—and your business objectives.*
- *Information. By extending realtime access to distributed information, people and processes can take advantage of data and content resources from a variety of repositories.*

In your transformation to e-business on demand, you'll need to increase efficiencies. Streamline processes. Leverage existing assets. And provide immediate, dynamic, personalized information that helps build long-term relationships. The WebSphere Business Integration software portfolio delivers.

Built on open, industry standards like Java™ 2 Platform, Enterprise Edition (J2EE), Extensible Markup Language (XML) and new Web services standards, WebSphere Business Integration software helps your business become more focused. Flexible. Resilient. And better able to respond to the opportunities—and disruptions—that can influence your future growth.

For more information

To learn more about Ariba Spend Management solutions Powered by WebSphere software, visit ibm-ariba.com.



“The breadth and reliability of IBM’s integration software line earned it the Channel Champions title in application integration tools”.

– CRN, November 2002.²



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¹ AMR Research Report, *Enterprise Applications Outlook for 2003: The Performance-Driven Enterprise*. January 2003.

² CRN, The Newsletter For Builders of Technology Solutions. *IBM Earns Top Scores Across The Board With Its Broad Line Of Integration Software*. Elizabeth Montalbano, March 11, 2003.