

Unlocking value with optimized spend management

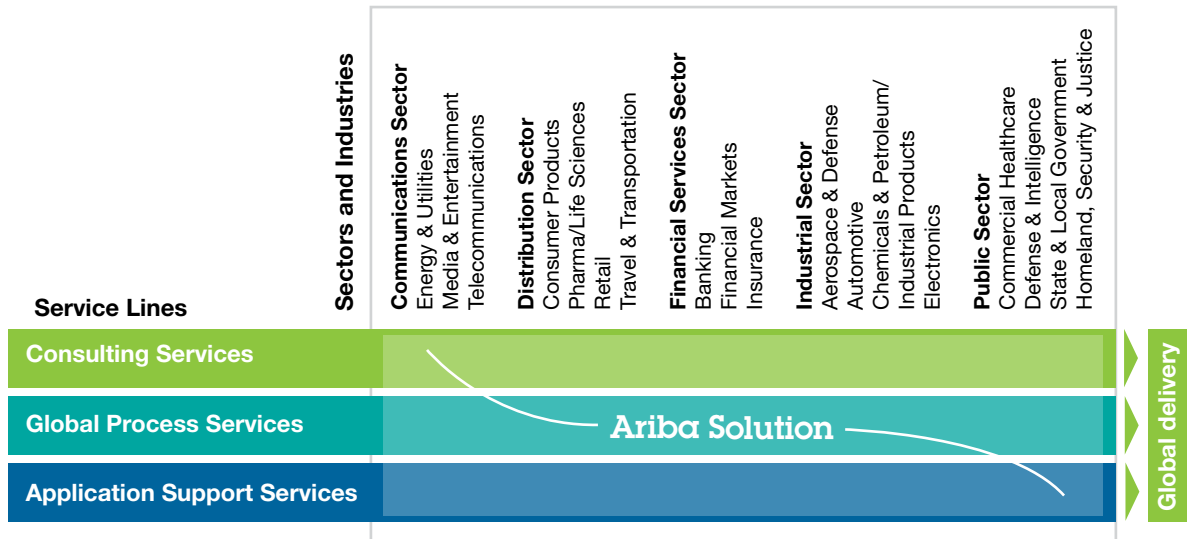
IBM provides end-to-end Source to Pay services, enabling best-in-class processes, advanced analytics and technologies to discover unrealized savings for your organization.



Highlights:

- End-to-end services unlock value in spend management
- Full industry coverage around the globe
- Business value accelerators to jumpstart your program

As one of the largest Ariba integrators and a Platinum supplier on the Ariba Network, IBM is uniquely qualified to deliver the full value of your Ariba investment. By combining our Ariba spend management experience, award winning ERP Alliance partnerships, and our deep capabilities in supply chain transformation, technology integration, outsourcing and support services, IBM can help your organization compete in the Era of “Smart.” Let’s build a smarter planet!



IBM Global Business Services

Service Offerings

- **Consulting Services** – Business Strategy & Transformation, Process Design, Solution Implementations – OnPremise & OnDemand, Global Deployments, Technology Upgrades, Supplier Enablement, Education Services, Ariba Spend Management Subject Matter Expertise
- **Application Support Services** – Global Delivery Staffing Model, Application Management & Configuration, Continuous Improvement, RICEF development



IBM Global Business Services & Global Process Services Solution Brief

Global Practitioner Base

Over 250 global practitioners with Ariba subject matter expertise and an additional 300+ global practitioners with spend management process and technical solution expertise.

Business Value Accelerators (Approximate Durations)

- Source to Pay Process and Technology Assessments (6-8 weeks)
- Procurement Maturity Assessment (3-5 weeks)
- S2P Technology Strategy and Roadmap Development (4-6 weeks)
- Procurement Transformation Case for Change (4-6 weeks)

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IBM Global Process Services

Service Offerings

Source to Pay Services – Our outcomes-based services cover the full scope, or any portion, of our client's functional and business operations around:

- Strategic Sourcing / Tactical Buying
- Procurement Operations
- Accounts Payable
- Travel and Expense Processing

World Class Procurement Services

- IBM manages more than \$57 billion of spend for both the IBM company and our clients
- More than 100 categories of spend
- More than 29,000 suppliers for our shareholders, and 34 external managed services clients
- We employ over 3,900 Supply Chain Management professionals worldwide
- Recognized by the market for driving many of the procurement best practices followed today by leading private sector companies and public sector agencies.
- Consistently ranked near the top of Gartner's AMR Supply Chain Top 25 ranking
- Provide managed procurement / strategic sourcing services for three companies that are also ranked in the Top 25

IBM Global Process Services Differentiators

- Ability to offer a compelling commercial model which commits to savings and leverages our financial strength (e.g. gain share models, higher fees at risk, stronger balance sheet)
- Broad and deep category management expertise on a global scale
- Strong executive supplier relationships and leverage of large managed spend
- Deep technology capability including the world's largest SAP practice, technology hosting and market leading software.
- Unmatched investments in innovation (acquisitions, IBM Research, analytics)
- Dependable, cost effective global delivery organization

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