

CONQUERING COMPLEXITY WITH BUSINESS NETWORKS

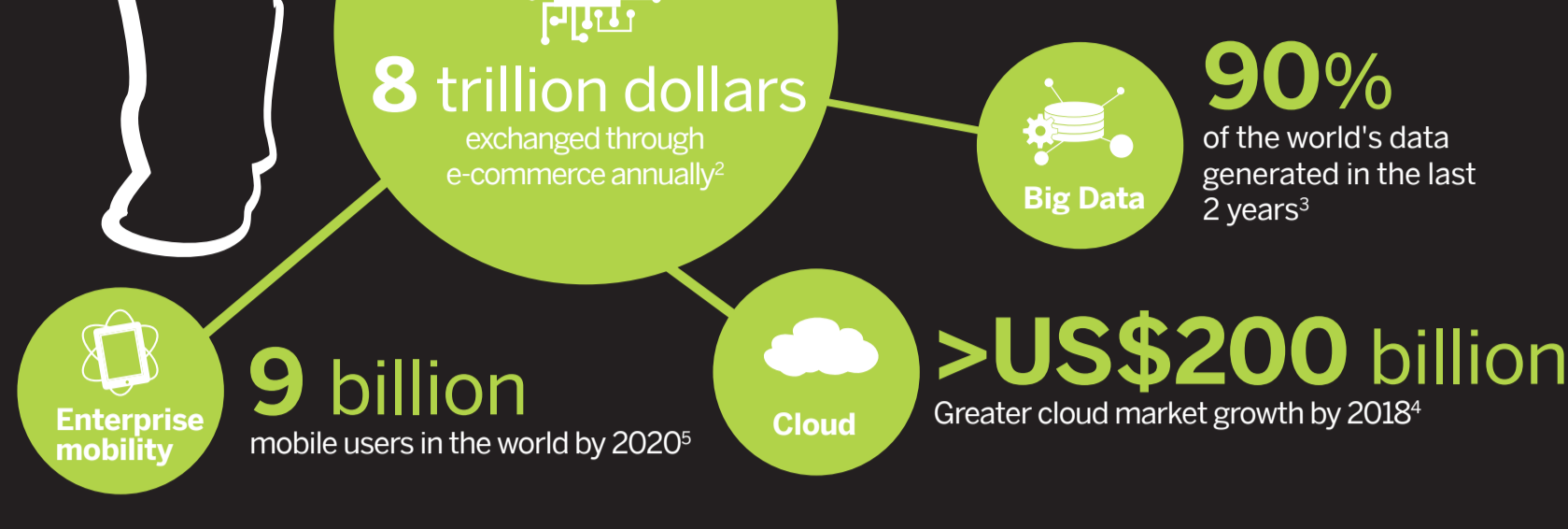
# There's a New CIO in Town

The role of the CIO is evolving from chief information officer to chief integration officer. And business networks are your secret weapon for success. Here's why.

## A technology challenge like no other

In the digital economy, everything is converging. As a result, it's more difficult than ever to ensure security, reliability, and performance. Your job as CIO is focused on orchestrating people and processes efficiently and effectively amid these changes.

Everything is converging.



80% of new IT purchases are made by lines of business<sup>6</sup>

The enemy is complexity, making connectivity, collaboration, and compliance difficult to manage.

### CONNECTIVITY

\$

The biggest challenge is connectivity, which can be costly.

### COLLABORATION

86%

of organizations consider collaboration a strategic capability<sup>7</sup>

### COMPLIANCE

65%

of the selection criteria for enterprise cloud solutions by 2015 will be influenced by data privacy requirements.<sup>8</sup>

More than ever, your company is depending on you to meet these challenges with the smart use of new technology.

## Strategic CIOs are delivering business innovation to drive growth

>60%

of CEOs expect 15%–50% of their earnings growth in the next five years to come from technology-enabled business innovations<sup>9</sup>

57%

of CIOs expect to be defined in terms of delivering business innovation to increase revenue, margins, and new products<sup>10</sup>

## A bright new future with business networks

There is good news for you. Business networks can help simplify resource management – allowing your company to connect, collaborate, and co-innovate with partners, suppliers, and customers for sustained business success.

“Business networks have sparked an explosion of a new class of unstructured data. Buyers and sellers can make more-informed decisions by leveraging the aggregated history of millions of business transactions.”

– “The Future of Business: Supply Chains,” The Economist Intelligence Unit, 2014.

40% expected growth in the adoption of business networks within the next two years<sup>11</sup>

50% higher likelihood of networked enterprises over their peers to have increased sales and higher profit margins, gain market share, and be a market leader<sup>12</sup>

## Ariba® Network

Centralized connectivity on an open platform

The Ariba® Network provides an open platform that overcomes complexity and eliminates the burdens of business-to-business connectivity. Integrate key source-to-pay processes and extend and connect your on-premise or cloud-based enterprise planning systems to trading partners to drive collaboration and compliance and maximize the ROI of your existing infrastructure.



## The Ariba Network Delivers What Your Business Needs to Thrive in the Digital Economy

### ● AUTOMATION

Automate trading partner collaboration and transaction processing across the e-commerce spectrum. This approach seamlessly connects buyers with all suppliers, regardless of their size, location, or technical sophistication.



76% of the 2014 Forbes Global 200 use the Ariba Network<sup>13</sup>

>102 million transactions, including purchase orders and invoices, executed annually on the Ariba Network<sup>15</sup>

8.8 million people use the Ariba Network<sup>14</sup>

\$874 billion in annual commerce handled on the Ariba Network<sup>16</sup>

### ● AGILITY

Rapidly connect with suppliers that you can onboard quickly with a range of automated supplier enablement tools and connectivity options.

40%–60% of a company's suppliers are already available on the Ariba Network<sup>17</sup>

Frees up IT resources

### ● VALUE AND SCALABILITY

Do more with less with a business network of unmatched size and scalability, putting a vast range of resources at your disposal that you can tap at a moment's notice.

1.38 million contracts<sup>18</sup>

>394 million catalog items<sup>19</sup>

>11 million leads generated annually<sup>20</sup>

### ● CONFIDENCE AND COMPLIANCE

Operate at peak capacity while driving compliance. Automate the generation of audit trails for electronic catalogs, purchase orders, and invoices. Comply with global tax, legal, data, security, and sustainability requirements.

15+ years of delivering secure transactions

### ● MOBILITY AND USABILITY

The Ariba Network combines enterprise mobility, collaboration, and modern design principles. Work anywhere with a unified experience across devices. Learn in context with built-in tools for collaboration. Enjoy consumer-grade user interactions with personalized and responsive interfaces based on the SAP Fiori® user experience.



24x7 multilingual global customer support

17+ languages

220 currencies

## Winning the day with cost savings, visibility, and control

The Ariba Network helps you to simplify connectivity, enable collaboration, and drive compliance for more business agility. With tangible, real-world benefits like these, your business will thank you for saving the day.

60% reduction in operating costs<sup>21</sup>

50%–75% faster transaction cycles<sup>22</sup>

50% improvement in discount capture<sup>23</sup>

20% shorter payment cycles<sup>24</sup>

60% greater order accuracy<sup>25</sup>

83% lower invoice error rates<sup>26</sup>

## Learn More

Visit us at <http://ari.ba/the-strategic-cio>.

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