

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 business⁶

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 capability⁷

COMPLIANCE

65%

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

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 innovations⁹

57%

of CIOs expect to be defined in terms of delivering business innovation to increase revenue, margins, and new products¹⁰

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 years¹¹

50% higher likelihood of networked enterprises over their peers to have increased sales and higher profit margins, gain market share, and be a market leader¹²

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.



● 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 Network¹⁷ **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.



● 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.



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.



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

Sources: 1. eMarketer Report, "Worldwide Social Network Users: 2013 Forecast and Comparative Estimates"; 2. "Business Digital: McKinsey Global Survey Results," McKinsey, August 2013; ScienceDaily, 22 May 2013; 3. "CIO Predictions 2015: Accelerating Innovation—and Growth—on the 3rd Platform," IDC, December 2014; 4. Statista, 2014; 5. "The Impact of Shifting Technology Buying Centers on Your Business," IDC, 2013; 6. "No Business is an Island," The Economist Intelligence Unit, 2014; 7. www.frostandstovall.com/blog/software-as-a-service/SaaS-cloud-trends-for-2015-04-14/; 8. www.ewe.com/news/2014/08/20/it-as-revenue-generator/; 9. "IT as Revenue Generator: McKinsey Global Survey Results," McKinsey, 2013; 10. "CIO FutureScope: Worldwide CIO Agenda 2015 Predictions," IDC, October 2014; 11. "Technology Adoption Report on Business Networks," Ardent Partners, 2014; 12. "The Rise of the Networked Enterprise: Web 2.0 Finds Its Payday," McKinsey & Company, December 2010; 13–20. Analysis of the database of the Ariba Network; 21–26. Customer benchmarking from Ariba, an SAP company.