



ARAVO OVERVIEW

Solutions for Supplier LifeCycle Management

Over the past decade, global enterprises have spent billions of dollars on sourcing and procurement solutions in an effort to transform Source-to-Settle business processes, drive down costs, reduce supply chain risk, and ensure regulatory compliance. But all too often the results of these implementations have fallen well short of expectations simply because supplier lifecycle management (SLM) goals were never met.

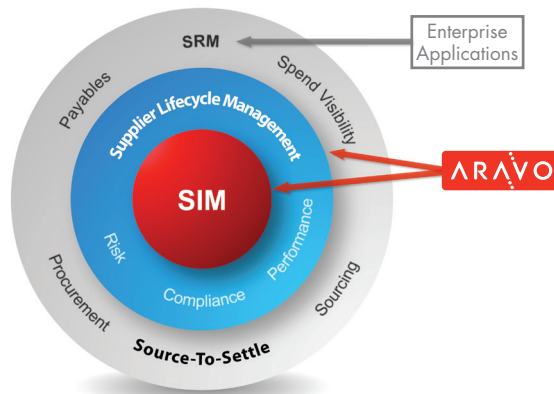
The most common Achilles' Heel? Poor supplier information management (SIM) systems and processes.

The world's best-run businesses know that accurate, validated and complete supplier information is essential to drive core SLM business value and ROI. Aravo SLM was purpose-built to address this pressing need.

That's why Aravo is used by the world's best-run businesses including GE, Cisco, Accenture, and Boston University. In fact, according to AMR Research, Aravo's market-leading, self-service SIM solution reduces the cost of managing supplier information by 72% by maximizing automation, accuracy and compliance while minimizing cost, risk and complexity.

Aravo's customers are Fortune 1000 executives in procurement, finance, supply chain and IT departments whose key challenges include:

- High operational costs due to reliance on manual tools and processes (phone, fax, email)
- Unrealized savings due to lack of contract compliance
- Low levels of automation and supplier self-service
- Low ROI from eProcurement investments
- Product or service disruptions due to supply chain failures
- Undue brand risk due to poor supplier visibility and controls
- Missed payments and low levels of EIPP adoption



GE imagination at work

GE: Customer Profile

Geographies

- > Enterprise-wide, global deployment.
- > Languages: English, French, Spanish, German, Japanese and Chinese.

Challenge

- > Transform the technology and processes used to manage information on over 750,000 global GE suppliers.
- > Enable a single view of supplier performance and compliance.
- > Deploy a centralized repository with supplier self-service, role-based project management dashboards and workflow-based approvals.

Selection Criteria

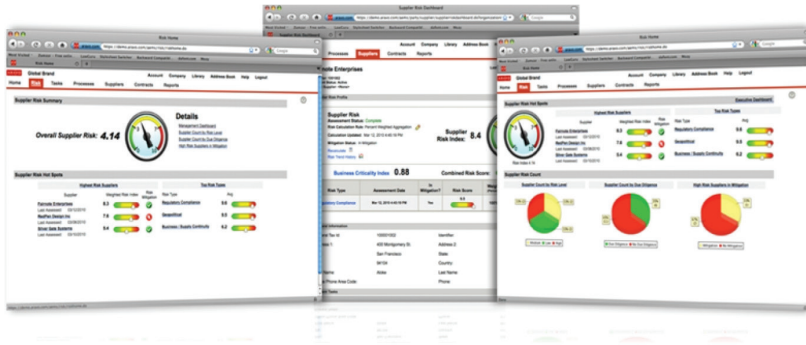
- > Support GE's massive global scale while remaining flexible, secure and highly available.

Solution

- > Deploy Aravo SIM to transform technology and process landscape at GE.
- > Suppliers self-maintain all critical profile and transactional data.

Results

- > A single, globally-deployed, Cloud-based SIM solution that creates one "source of truth" for GE suppliers.
- > Massive cost savings through removal of redundant vendor management applications, supplier self-service and automation.



The Aravo SLM Solution Portfolio is made up of seven distinct modules which can be deployed independently or in any combination:

-  **Aravo Discover** automates and manages new supplier registration, pre-qualification and discovery. The module allows firms to reduce supplier management costs while driving improvements in supplier quality, reliability, time to market and competitive advantage.
-  **Aravo Enable** automates and manages end-to-end supplier on-boarding, management, and retirement processes, driving system adoption, usage and ROI. The module takes a supplier self-service approach while ensuring buyers retain control over all data review and approval.
-  **Aravo Enforce** automates and manages the workflow and approvals around supplier selection and assignment, allowing firms to drive spend to preferred suppliers, reduce maverick spend, and realize savings negotiated and contracted during sourcing events.
-  **Aravo Risk Management** automates and manages supplier risk management initiatives across multiple business processes and risk types: financial, information security, data privacy, geographic, FCPA/corruption, and more, providing the industry's only single unified view of supplier risk.
-  **Aravo Credentials & Compliance** automates and manages the complex, time-consuming process of collecting, maintaining, analyzing, and renewing supplier credentials and regulatory compliance certifications (diversity, SBA, licenses, etc).
-  **Aravo Spend Visibility** automates and manages the collection, cleansing, classification and analysis of large amounts of disparate spend data from across the enterprise. It helps organizations discover more about their spend and how it impacts overall supplier performance and supply chain risk.

KEY BENEFITS

- > Improve sourcing, procurement, and A/P ROI
- > Reduce the cost of supplier disruptions by anticipating risk
- > Protect your brand by proactively managing compliance
- > Speed time to market through effective supplier selection
- > Achieve bottom-line savings by driving spend to preferred suppliers
- > Ensure accurate, timely and complete supplier data across the enterprise
- > Re-focus resources on strategic initiatives

KEY FEATURES

- > Supplier self-service portal
- > Real-time, role-based dashboards
- > 3rd party data validation - including IRS, Accuity, LexisNexis, others
- > Libraries of best practice process and performance templates
- > Workflow-based approvals and corrective actions
- > Policy/regulatory monitoring and alerts
- > Health meters with workflow triggers
- > Collaborative workspaces

“We are confident that the ROI is not just positive but it’s massively positive.”

- Brad Sweeney, Corporate Initiatives Group, GE Global Procurement



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About Aravo

The world's best-run businesses utilize Aravo's Cloud-based Supplier Lifecycle Management and B2B information and collaboration solutions to find and manage trading partner relationships, reduce supply chain risk, ensure global regulatory compliance and lower the cost of managing suppliers by up to 72%. Customers like General Electric, Accenture, and Cisco rely on Aravo to manage information and processes for over 2 million global suppliers. Aravo is based in San Francisco, with offices in Chicago, Dallas, Portland, Kiev, Ukraine and Ahmedabad, India, and is backed by over \$50 million in investment from Cisco Systems, and Big Sky Partners. For more information regarding Aravo's award-winning solutions please visit our websites <http://www.aravo.com> and <http://www.aravoassure.com> or view our blogs at <http://www.2sustain.com> and <http://atrisk.net>.

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