

# ARAVO SPEND VISIBILITY



## Closing the Loop on Supplier Lifecycle Management

While accurate spend analysis and spend management are among the greatest opportunities a company has to dramatically impact its bottom line, improve supplier performance and reduce supply chain risk, achieving comprehensive spend visibility has historically been difficult, time-consuming, and frustrating.

The difficulty lies in delivering measurable results on an ongoing basis across the organization, and linking spend data to a 360° view of supplier information. Spend data is often incomplete, not current, maintained using different classifications, or too high-level to make the best decisions quickly and effectively. The data — specifically the complete set of underlying data — ends up being the bottleneck.

And the frustrating part is “you don’t know what you don’t know.” With increased pressure to cut costs, reduce risk and improve supplier performance, true visibility into spend coupled with supplier information is required to achieve your supplier objectives. Until you can deliver timely, accurate and complete spend visibility, you will not experience the value and benefit of advanced supplier lifecycle management.

### KEY BENEFITS

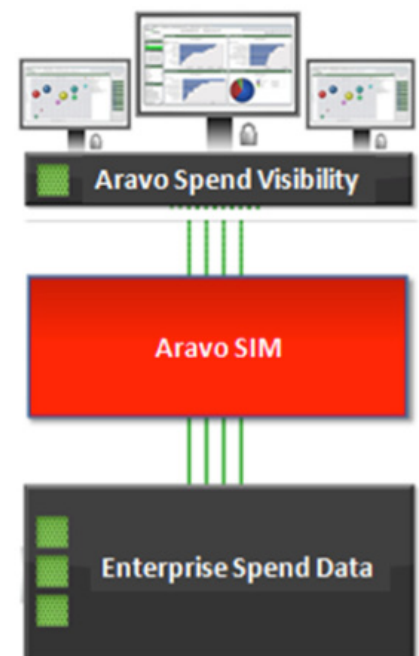
- > Speed time to analysis
- > Highlight savings opportunities
- > 360° supplier visibility
- > Spend data accuracy & transparency
- > Reduce supplier risk
- > Optimize supplier performance

### > SOLUTION SUMMARY

Aravo Spend Visibility is the industry’s leading SaaS solution for collecting, cleansing, classifying and analyzing large amounts of disparate spend data from across the enterprise. With a fresh, global perspective, Aravo Spend Visibility begins and ends with the data, offering a fundamental and philosophical shift from all other spend analysis and management solutions. Whether as a stand-alone solution, or as part of a complete Supplier Lifecycle Management (SLM) initiative, Aravo Spend Visibility helps organizations discover more about their spend and how it impacts overall supplier performance and supply chain risk. Companies, professional services firms, and outsourcing providers rely on Aravo to build the right information foundation to drive their overall sourcing, procurement and supplier management initiatives to lower costs, reduce risk and optimize supplier performance.

**“When information enabled by technology becomes visible across the organization, cost per supplier quickly dwindles from \$1,000 to below \$150 per supplier.”**

*- An Economic Dream: Supplier Information Technology’s Massive Cost-Saving Opportunity, AMR Research*



## CHALLENGES MET – VALUE DELIVERED

### Global 2000

Large global organizations use *Aravo Spend Visibility* to accelerate and improve existing spend management and analysis programs. Whether they're using an independent technology provider or an ERP vendor as a core analysis or BI spend platform, Aravo helps accelerate the time to acquire the maximum set of opportunities and to lock-on to the best targets, while providing a comprehensive view of supplier risk and performance.

### Professional Services Firms

Professional services firms can use *Aravo Spend Visibility* to help their clients achieve value faster, creating scale and leverage in their spend analysis, invoice auditing, strategic sourcing and supplier management efforts. Whether it's part of a single project or a global procurement and supplier transformation program – or anything in between – Aravo is a unique offensive asset for services providers large and small.

### Outsourcing Providers

The continuous drive for ever greater savings has led to an increase in systems, procurement and A/P outsourcing. With *Aravo Spend Visibility*, outsourcing providers can help their customers achieve savings faster and get more from existing and planned systems investments. Whether your approach is on-shore or off-shore or whether it includes technology or not, Aravo can help drive greater savings more efficiently.

## KEY FEATURES

- > Supports all data formats
- > Multi-currency
- > Multi-language
- > Simultaneous multi-schema support
- > Enterprise system integration
- > 3rd party data enrichment
- > Supplier Risk Management integration
- > Supplier Performance Management integration

## BEST PRACTICE PROCESSES

With *Aravo Spend Visibility*, the initial data cleansing and classification process offers a quick turnaround of your data with relevant feedback. Prebuilt rules, auto-classification and a built-in UNSPSC library assist with ongoing classification and refinement. Refreshes can be scheduled on an ongoing basis as needed.

Cleansed and classified spend data can be viewed and analyzed from a single, secure version of the truth. Users can be fully trained in a matter of minutes, allowing the right people to focus on the right issues at the right time. Reports are provided in a visual, interactive method that simplifies complex analysis and provides instant insight to an organization's spend, sourcing opportunities, savings and compliancy rates, and the impact on supplier risk and performance metrics.



450 Sansome St, 13<sup>th</sup> floor  
San Francisco, CA 94111

Tel: 415.835.7600  
Fax: 415.835.7610  
[www.aravo.com](http://www.aravo.com)

### 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 USAA rely on Aravo to manage information and processes for over 1.5 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, Big Sky Partners, and the Charles Schwab family. 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>.

Copyright© 2011 Aravo Solutions, Inc. All rights reserved.  
Aravo Supplier Information Management is a trademark of Aravo Solutions, Inc. All other brands and product names are trademarks or registered trademarks of their respective companies.