ARAVO

DATA SHEET

ARAVO ENABLE

Optimize Source To Settle Solution ROI

You've invested millions of Dollars, Euros, Pounds, Yen in your enterprise source to settle business systems. Perhaps you have ERP procurement and payables, best of breed sourcing, stand-alone eProcurement, and niche services and asset management systems. Regardless of vendor, age, or technology they all rely on one key ingredient to deliver their expected ROI: accurate, timely, and complete supplier data. In fact, it's all too common for these enterprise system implementations to have stumbled or fallen short of expected returns simply because supplier enablement targets were never met. And it's more than just inaccurate payments, duplicate supplier records, and maverick spend … poor supplier enablement can hamper your ability to capitalize on fast moving opportunities to expand into developing markets with local suppliers. Add decentralized global operations each with their own unique set of supplier issues, and it's not surprising that supplier enablement continues to be among the primary challenges facing procurement professionals.

KEY BENEFITS

- Improve sourcing, procurement, and AP ROI by accelerating supplier enablement
- Reduce the cost of supply errors with real-time supplier add, change, and EOL
- Focus internal resources on strategy – have suppliers manage their own data
- Enable accurate, timely, and complete supplier data integrated with upstream and downstream systems
- Prevent common invoice and payment errors by maintaining current supplier data in a central repository
- Optimize workflow and approval processes to reduce errors and drive desired behavior

SOLUTION SUMMARY

Aravo Enable is the industry's leading SaaS solution for managing enterprise-wide supplier enablement and administration. Regardless of your MDM strategy, or whether you own a single ERP system, a variety, or are consolidating, *Aravo Enable* delivers a single control point for supplier information and cross-system integration so that every application, business unit, and region can access a single source of supplier truth. With *Aravo Enable* you verify and onboard suppliers quickly and efficiently, keeping ahead of supply chain and general business demands, while providing web-based supplier self-service in the local language to put the administrative burden where it belongs … on suppliers. And since Aravo has the largest supplier network in the industry (over 1.5 million suppliers), you know that your supplier enablement efforts can leverage the experience and 3rd party supplier data enrichment of Aravo's extensive Fortune 100 customer base, reducing your cost for dedicated 3rd party services. *Aravo Enable* will help you reduce costs, avoid regulatory failures, increase productivity, and quickly take advantage of today's fast moving global supply base opportunities.

> **"Aravo allows my teams in the field to enable more suppliers faster with fewer errors. The result is increased spend under management and greater bottom-line savings for our clients."**
>
> *- Kevin Jeras, Senior Executive, Accenture Procurement Solutions*

> ARAVO BEST PRACTICES: PROCESS EXAMPLES

Aravo Enable is a core component of Aravo's market-leading Supplier Information Management (SIM) platform. By automating and managing supplier enablement, *Aravo Enable* allows you to reduce supplier management costs while driving improvements in source to settle systems ROI.

ADD SUPPLIERS

Aravo Enable simplifies and automates new supplier on-boarding, whether it's a single supplier or an entire new supplier master. Using best practices developed through on-boarding over 1.5 million suppliers, *Aravo Enable* allows you to collect supplier profile information, catalog data, contract information and 3rd party enrichment data accurately and quickly. Best practice Add Supplier steps include:

1. For buyer-initiated supplier invitations, a supplier receives an email invite that directs them to a web-based portal where they complete online customizable surveys that capture relevant business and regulatory information such as location, products/services offered, and diversity and small business characteristics, credentials, and compliance information.
2. For supplier master file consolidation, missing information is added, supplier data is enriched with 3rd party information, and standard validations are performed before the suppliers are added to the Aravo Network.
3. For accounts payable additions, an AP clerk can search the existing supplier network for a match, and either use an existing supplier or create a new addition for the payment transaction.
4. For supplier catalog and contract loads, catalog requests are made by the system, and catalog and/or contract data is loaded into the appropriate template and added.
5. User-defined workflows manage review, approval, and validation of data.

KEY FEATURES

- Best practice enablement templates
- "Quick supplier add" option for approved users
- Supplier self-service portal
- 3rd party data validation – including U.S. IRS, Accuity, LexisNexis and others
- Standard Integration Connectors for Oracle, SAP, Ariba, and others
- Support for supplier catalogs and contract information

MAINTAIN SUPPLIERS

Supplier information changes and retirement processes are also managed by *Aravo Enable* with simple self-service portals, and supported by enterprise system integration to align with your MDM strategy. With *Aravo Enable*, a supplier utilizes a simple portal to enter data changes which are routed for approvals and syndicated to all relevant downstream systems. Best practice Maintain Supplier steps include:

1. Supplier updates are triggered by a workflow event such as a certificate expiration, or by a system user or a supplier.
2. For system triggered events, an email is automatically sent to suppliers requesting the required updates or information.
3. Supplier logs onto web-portal and enters appropriate data.
4. User-defined workflows manage review, approval, validation, and downstream syndication of updated data.
5. When suppliers are retired, they are flagged as inactive and do not require ongoing management costs.

KEY FEATURES

- Centralized communication with suppliers
- Real-time catalog content updates
- Integrated contract data
- Supplier web-portal
- User-defined workflows
- Downstream data syndication

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About Aravo

The world's best-run businesses utilize Aravo's SaaS Supplier Information Management platform to reduce the cost of managing suppliers by up to 72% and to transform their supplier on-boarding, compliance, enablement, and risk management challenges into competitive advantage. General Electric, Goldman Sachs, Accenture, and Deutsche Bank 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, New York, 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 http://www.aravo.com or view our blogs at http://www.2sustain.com and http://atrisk.net

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