HUBSPAN™
GLOBAL INTEGRATION ON DEMAND

ARIBA®

Cloud-based Integration for Ariba Buyers and Suppliers

HIGHLIGHTS

- *Complete interoperability across networks, applications and standards*
- *Proven cloud-based platform that's secure, reliable and scalable*
- *Extend Ariba spend management systems to business communities*
- *Easy business process automation for eProcurement and eCommerce*

The Business Integration Imperative

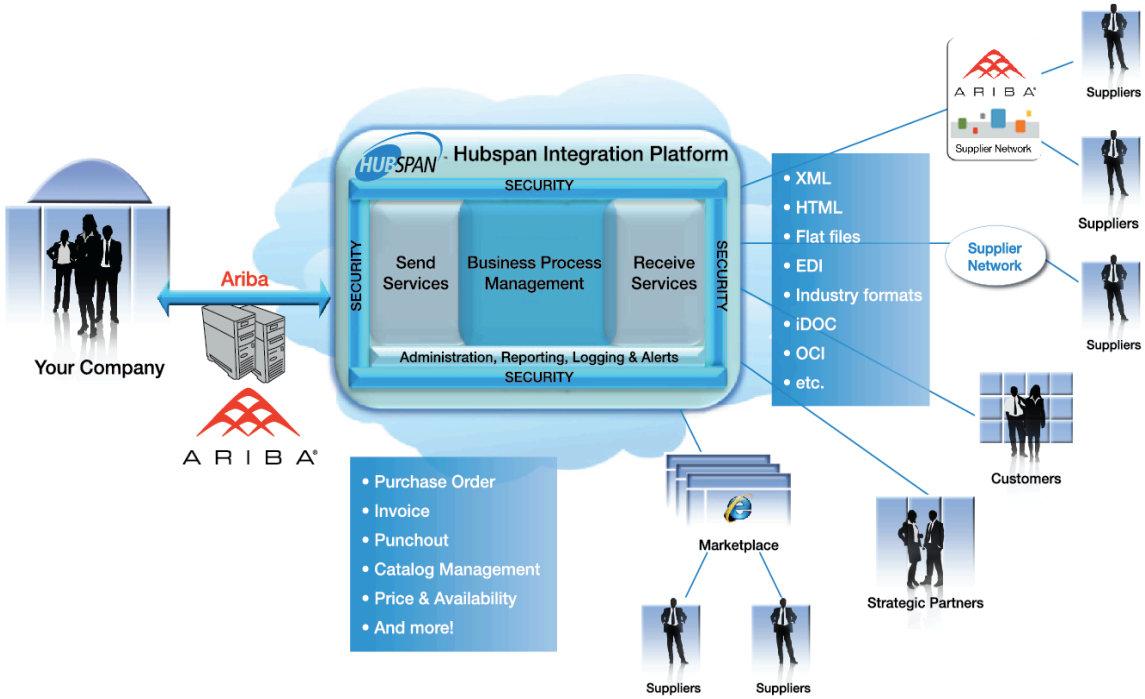
In today's business world, it's increasingly important to work closely with your suppliers, partners and customers. This requires sharing information, real-time status reports and documents as well as collaborating on critical business processes, like procurement, eCommerce, e-invoicing, and other operations.

However, achieving this close level of collaboration is easier said than done. Integration can be challenging, with companies using a myriad of networks, applications, and standards. Most companies have invested in strategic IT initiatives and need to leverage their existing infrastructure and processes. Also, there are multiple supplier networks competing for buyers and suppliers.

There is a way to automate these critical business processes and achieve interoperability across multi-enterprise systems and supplier networks.

The answer is Hubspan. As the integration industry's first true cloud-based integration platform delivered as a service, Hubspan provides seamless integration across supplier networks, applications and business processes. With a single connection to Hubspan, you can create vast business community networks with your suppliers, customers, strategic partners, or corporate divisions.

Because Hubspan is delivered in the software as a service (SaaS) model, you pay a cost-effective, monthly subscription fee that allows you to start small and grow as needed. No software or hardware is needed, and Hubspan extends all existing systems.



Extend Ariba with one connection to all suppliers and business communities

www.hubspan.com/solutions

HUBSPAN™ IBM Business Partner ARIBA®

Integration Packages to Meet Your Needs

Hubspan is offering Integration Connectors to specifically help Ariba customers and suppliers achieve stronger interoperability, message exchange, and real-time queries or reports.

- **Purchase Order Connector:** Enables purchase order exchanges, as well as other messages such as purchase order acknowledgements and shipping and delivery notices, in a secure environment. Purchase Order Connector supports major PO formats from EDI 850 and iDOCs to Ariba, Oracle and Lawson, and more.
- **Invoice Connector:** Provides electronic exchange of invoices, as well as other invoice-related documents across systems, applications and enterprises. It supports all invoicing formats, from EDI 810 and 811 to procurement systems, such as Ariba, SAP, Oracle and Lawson, as well as in-house applications.
- **Punchout Connector:** Offers a direct connection from a buyer's procurement system to a supplier's online catalog or eCommerce store. Punchout Connector seamlessly works with procurement systems such as Ariba, SAP, Oracle and others and supports all types of data formats.
- **Catalog Management Connector:** Allows suppliers to automatically manage the catalog upload process for buyers on the Ariba Network.
- **Price & Availability Connector:** Enables a buyer community to access up-to-date pricing and availability information directly from supplier catalogs, supporting the communication protocols and data formats specified by all companies.

The Ariba Hubspan Partnership

Ariba and Hubspan are partnering to help businesses quickly and cost-effectively connect their ERP and other backend systems to buyers and sellers using the Ariba Commerce Cloud. The Ariba Commerce Cloud is the most-efficient, effective, and universally adopted platform for global commerce between businesses and contains everything that's needed to drive it. Hubspan provides a seamless integration and interoperability layer, supporting all major ERP, Supply Chain, and CRM systems, including SAP, Oracle, PeopleSoft, JD Edwards, Siebel, Salesforce.com, Baan, and more. As a cloud platform delivered as a service, Hubspan manages mappings to all system upgrades and allows companies to scale their integration to the Ariba Commerce Cloud as their systems and infrastructure evolve and change.

Expert Services to Manage the Integration for You

All Connector packages include integration services from Hubspan's expert team of service and support professionals. Hubspan provides extensive implementation services, such as on-boarding, business analysis, process design and configuration, production testing, business rule definition, and more. Following implementation, Hubspan delivers project management, change management and tier 1/2/3 support.

Plus, our managed service is backed by state-of-the-art infrastructure with the highest levels of security, reliability and scalability. Hubspan maintains strong service level agreements (SLAs) around reliability and performance, and our ten years in the cloud integration market ensures you receive best-in-class services.

Hubspan maintains compliance to both SAS 70 Type II and PCI DSS mandates.

Interoperability Lets You Do Business Your Way

Hubspan provides any-to-any connectivity and integration across communication protocols, message formats and applications, while also mediating between business rules, security policies and standards.

Protocols	Message Formats	Application Types
• **HTTP/S** • **FTP/S** • **SFTP** • **SMTP** • **AS2** • **RNIF** • **VAN** • **REST** • **SOAP** • **MQ**	• **EDI** (ANSI, X12, EDIFACT, Spec2000, Tradacoms, etc.) • **Flat File** (CSV, FixedWidth, MultiRecord, etc.) • **XML** (cXML, OAGIS, UBL/ebXML, RosettaNet, customized, etc.) • **HTML Forms** • **Vendor Specific** (OCI, CIF, iDOC, etc.) • **Industry Standards** (PIDX, CIDX, AIA, etc.) • **Custom** (may require additional services)	• **On-premise Apps** - Such as Ariba, SAP, Oracle, PeopleSoft, JD Edwards, etc.) - IBM WebSphere and other on-premise Middleware • **Web-based Apps** • **SaaS-based Apps** • **Legacy Apps** • **Custom Apps**

Top 10 Business and IT Benefits of Integration

Business Benefits	IT Benefits
1 Improved partner and customer relations retention	6 Reduced cost and capital expenditures
2 Increased revenue and margin	7 Increased operating efficiencies with few manual processes
3 Improved order accuracy	8 Expanded investments in legacy applications
4 Faster time to market	9 Aligning IT with business goals
5 Greater competitive advantage	10 Scalability and flexibility

About Hubspan

Hubspan is the leading provider of business integration solutions, helping companies automate business processes and provide strong collaboration among internal and external communities. As a cloud-based platform delivered as a service, Hubspan provides seamless integration across supplier networks, applications and business processes. Thousands of companies worldwide, from small enterprises to Fortune 500 firms, successfully use the Hubspan platform every day to achieve stronger business integration. For more information, go to www.hubspan.com or contact info@hubspan.com.