



ARIBA®

## B2B Cloud Integration for the Ariba Network

### HIGHLIGHTS

- Proven cloud integration platform with security and reliability
- Seamless connectivity and integration to the Ariba Network
- Supports all ERP and eCommerce applications and formats
- Easy scalability to start small and grow with cost-effective subscription pricing

### The Business Integration Imperative

In today's global marketplace, it's increasingly important to work closely with your business communities, especially your customers. This requires an ability to share information and documents and to automate critical business processes. Business-to-business (B2B) integration provides the information exchange and collaboration you need. However, many on-premise solutions or traditional EDI VANs are costly and complex. Hubspan, an Ariba Supplier Solution Provider (ASSP), offers a powerful alternative, with a cloud-based solution delivered as a service. Hubspan allows you to extend all back-end systems across the B2B cloud for secure message exchange.

*Hubspan and Ariba are partnering to provide you with choice for connecting to the Ariba Network and integrating with your buyer community.*

### Connect to the Ariba Network

The Ariba Network enables you to conduct business with your customers in a more cost effective, collaborative way. Ariba is partnering with the leading cloud B2B integration platform provider, Hubspan, to give you another option for connecting to the Ariba Network and enabling you to securely exchange messages and conduct online commerce with your customers. With a single connection to Hubspan, you can create vast business community networks and achieve interoperability across all applications, Internet standards and message formats. 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.



## WebSpan Integration Adapters for Ariba Suppliers

Hubspan's flagship solution is the WebSpan SaaS Integration Platform. Ariba and Hubspan have created WebSpan Integration Adapters to address the specific integration needs of Ariba suppliers. WebSpan mediates between the communication protocols and data formats used by your company and your buyers, ensuring rapid connections and immediate business value.

- **WebSpan Invoice Adapter for Ariba Network:** Allows suppliers to send Invoices and receive Invoice Status messages from their buyers.
- **WebSpan Purchase Order Adapter for Ariba Network:** Allows suppliers to receive Purchase Orders and send Purchase Order Confirmation and Change PO to buyers on the Ariba Network.
- **WebSpan Catalog Management Adapter for Ariba Network:** Allows suppliers to automatically manage the catalog upload process for your buyers on the Ariba Network.
- **WebSpan PunchOut Adapter for Ariba Network:** Allow your buyers to access your eStore directly from the Ariba site via the "punchout" process, ensuring your buyers retain the benefits of their internal approval processes while you manage a captive shopping experience.
- **WebSpan Price and Availability Adapter for Ariba Network:** Enables your buyer community to access up-to-date pricing and availability information directly from your catalogs, supporting the communication protocols and data formats specified by your company and your buyer.

### Expert Integration Services

To simplify the integration process, all WebSpan Integration Adapters for Ariba include managed services from Hubspan's expert team of service and support professionals. This includes 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 a state-of-the-art infrastructure with the highest levels of security, reliability and scalability.

### WebSpan Interoperability

The goal of business integration is to make disparate business systems and processes interoperable. WebSpan is designed to work with a diverse set of standards. You benefit from the platform's ability to resolve complex integration challenges and facilitate true interoperability. All members of the integration community can send and receive the exact information they need to process transactions through their back-end systems in a frictionless manner. Rather than a point-to-point or application-to-application solution, Hubspan is an "any-to-any" platform for connections and integration.

### Benefits of WebSpan Integration for the Ariba Network

For Buyers:	For Suppliers:
<ul style="list-style-type: none"><li>• Simplifies and expedites the procurement process for users and IT</li><li>• Leverages existing infrastructure, standards and data formats</li><li>• Reduces errors and cost of procurement</li><li>• Improves supplier relationships and customer service levels</li><li>• Improves speed of business and operational efficiencies</li></ul>	<ul style="list-style-type: none"><li>• Makes it easier for customers to do business with you</li><li>• Differentiates your business in increasingly competitive times</li><li>• Decreases costs while increasing operational efficiencies</li><li>• Accelerates ability to process more transactions, cost effectively</li><li>• Increases customer retention and revenue</li></ul>

### About Hubspan, Inc.

Hubspan is the leading provider of cloud-scale B2B integration solutions, helping organizations streamline business processes and exchange real-time information across the B2B cloud. Hubspan's flagship solution is the WebSpan SaaS Integration Platform. An enterprise-class solution, WebSpan provides a flexible, secure and cost-effective way for businesses to work together, extending existing infrastructure and supporting all applications and protocols. Thousands of organizations, from small enterprises to the Fortune 500, successfully use the platform every day for real-time B2B integration. Hubspan is an Ariba Supplier Solution Provider (ASSP) with certified solutions for integration with the Ariba Network.