Ariba Supplier Membership Program

2014 Public
When are Sellers Charged?

Payment is due only once thresholds are crossed

Two thresholds exist, BOTH must be crossed

- Volume (number of documents)
- Value (total size of the transactions)

Thresholds are based on 12 month previous Network usage and are per relationship

Volume

- Document counts and transaction amounts are based on POs + non-PO invoices in order to avoid double counting for the same sales transaction
- Threshold is 5 documents

Value

- No cost to sellers where no customer relationship hits 5 documents and $50K in annual transaction volume - these sellers are not assigned into subscriptions
- Calculation can be simplified to the greater of the PO or Invoice dollar value (do not double-count)
- Threshold is $50k
The Ariba Supplier Membership Program
Helping Sellers to Differentiate – Grow – Automate

### Network Transaction Service

<table>
<thead>
<tr>
<th>Annual Volume Per Customer Relationship</th>
<th>Annual Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; $50,000 USD or &lt; 5 documents*</td>
<td>None</td>
</tr>
<tr>
<td>$50,000 to $12.9M and 5+ documents</td>
<td>0.155% of total volume</td>
</tr>
<tr>
<td>$12.9M+ and 5+ documents**</td>
<td>$20K</td>
</tr>
</tbody>
</table>

*Sellers transact at no cost if no single customer relationship transacts 5 or more documents and $50K or more annually

**Only 1.2% of transacting sellers reach the $20K cap

Note: Sellers who use cXML or EDI technologies and transact 5+ documents and $50K+ annually automatically receive the $495 Premier or higher level subscription

### Subscription Fees

<table>
<thead>
<tr>
<th>Annual Volume Across All Customer Relationships</th>
<th>Annual Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; $50K or &lt; 5 documents sent*</td>
<td>None</td>
</tr>
<tr>
<td>$50K to &lt; $250K and 5+ documents</td>
<td>$50</td>
</tr>
<tr>
<td>$250K to &lt; $1M and 5+ documents</td>
<td>$495</td>
</tr>
<tr>
<td>$1M to &lt; $10M and 5+ documents</td>
<td>$2,495</td>
</tr>
<tr>
<td>$10M+ and 5+ documents</td>
<td>$7,495</td>
</tr>
</tbody>
</table>

- **FREE for all sellers to join and begin transacting**
  - Free registration provides everything sellers need to collaborate
- **Paid participation adds value**
  - Value-added features, support and services
- **No surcharges for sellers with multiple divisions, business units, or subsidiaries using the Network**
Program Cost Examples Based on Document Counts and USD Transaction Volumes

<table>
<thead>
<tr>
<th>Docs</th>
<th>Transaction Amount</th>
<th>Eligible for Fees / NTS Fees</th>
<th>Subscription / Annual Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seller A</td>
<td>4</td>
<td>$10,000,000</td>
<td>No</td>
</tr>
<tr>
<td>Seller B</td>
<td>148</td>
<td>$25,000</td>
<td>No</td>
</tr>
<tr>
<td>Seller C</td>
<td>500</td>
<td>$50,000</td>
<td>Yes / $77.50</td>
</tr>
<tr>
<td>Seller D</td>
<td>5</td>
<td>$250,000</td>
<td>Yes / $387.50</td>
</tr>
<tr>
<td>Seller E</td>
<td>1,100</td>
<td>$50,000,000</td>
<td>Yes / $20,000</td>
</tr>
</tbody>
</table>

- Document counts and transaction amounts are based on POs + non-PO invoices in order to avoid double counting for the same sales transaction
- Network Transaction Fees are 0.00155 x transaction amounts (0.155% of value) and are capped at $20K per relationship
- No cost to sellers where no customer relationship hits 5 documents and $50K in annual transaction volume - these sellers are not assigned into subscriptions
<table>
<thead>
<tr>
<th>Annual Transaction Volume</th>
<th>Standard</th>
<th>Select</th>
<th>Premier</th>
<th>Enterprise</th>
<th>Enterprise Plus</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; $50K or &lt; 5 docs</td>
<td>(Free)</td>
<td>$50K to &lt; $250K and 5+ docs ($50)</td>
<td>$250K to &lt; $1M and 5+ docs ($495)</td>
<td>$1M to &lt; $10M and 5+ docs ($2,495)</td>
<td>$10M+ and 5+ docs ($7,495)</td>
</tr>
</tbody>
</table>

**Collaborate with customers on orders, invoices, and payments**
- Basic document routing & reporting
- Enhanced document routing & reporting
- Enhanced document routing & reporting
- Enhanced document routing & reporting
- Enhanced document routing & reporting

**Access Ariba Global Customer Support for functional and navigational assistance**
- Included
- Included
- Included
- Included
- Included

**Obtain direct access to customer enablement experts for onboarding assistance**
- Included
- Included
- Included
- Included
- Included

**Receive personalized advice from the Commerce Assistance team on optimizing your network and account settings for efficient collaboration with customers on order, invoice and online catalog processes**
- Included
- Included
- Included
- Included
- Included

**Expand your organization’s collaborative commerce capabilities by attending cXML and catalog e-learning courses**
- Included
- Included
- Included
- Included
- Included

**Gain exclusive access to program management services and expert advice to transform your collaborative commerce capabilities**
- Priority access
- VIP access

**Grow wallet share and find new customers**
- Provided
- Provided
- Provided
- Provided
- Provided

**Provide a superior shopping experience with CIF or Ariba PunchOut catalog technologies**
- Included
- Included
- Included
- Included
- Included

**Respond to leads and collaborate with buyers who are ready to buy**
- 1 response per year
- 2 responses per year
- 3 responses per year
- 4 responses per year

**Enhance your catalog with Ariba’s introductory data cleansing and enrichment services**
- 100 items per year
- 500 items per year

**Showcase your collaborative commerce capabilities with Ariba Ready validation**
- Ariba Ready Basic
- Ariba Ready Bronze
- Ariba Ready Silver

**Network with customers and prospects at Ariba LIVE**
- 1 pass per year

**Reduce cost of sales and get paid faster by eliminating manual processes**
- Included
- Included
- Included
- Included

**Automate the submission and receipt of orders and invoices with use of cXML and/or EDI integration standards**
- Included
- Included
- Included

**Access Ariba Seller Technical Support for configuration and integration assistance**
- Included
- Included
- Included

**Participate in an Integration Express Consultation to ensure that your customers and prospects work with you through Ariba in a way that is best for you**
- 1 consultation per year
- 1 consultation per year
- 1 consultation per year

**Receive technical expertise, guidance, and proven frameworks to ensure your success automating your connection to Ariba**
- 4 hours per year
- 8 hours per year

**Use the Ariba Integration Connector powered by Dell Boomi to enable connectivity to your back-end system, helping you reduce manual work and serve customers more efficiently**
- Basic integration
- Extended integration

*Available for sellers utilizing cXML and/or EDI ANSI X12 and EDIFACT with at least one customer on Ariba

**The Ariba Integration Connector, Powered by Dell Boomi is subject to additional terms of use and terms of service. Please contact Global Customer Support for additional details.**
Additional Resources

- 866-31ARIBA (312-7422)
Appendix: Email text

You have a free Standard subscription until you cross two chargeable transaction thresholds in at least one customer relationship annually. These thresholds are defined as:

1. **Annual document count**—you exchange five or more purchase orders and/or invoices [1]

2. **Annual network transaction volume**—the total financial value of these documents equals 50,000 USD or more

Once you cross both of these thresholds, your subscription level is elevated. The greater the number and value of your transactions, the higher your level and the more features, capabilities, and tools you have at your disposal.

Subscriptions, other than the free Standard level, are assessed two fees:

1. A Network Transaction Service (NTS) fee—assessed as a small percentage (0.155 percent) of your network transaction volume. This fee is capped for high-volume customers.

2. A subscription package fee—a fixed annual fee based on your subscription level.

[1] *Change orders, order confirmations, advance ship notices, invoice and payment status reports, and other documents are not included in document counts or transaction volumes. Also, PO-based invoices sent via the Ariba Network are not included in network transaction volume. This is done to avoid double counting. However, in some cases, your total invoice value (both PO-based and non-PO-based invoices), rather than PO value plus non-PO-based invoice value, may be used to determine fees.*

**Resources:**

- 866-31ARIBA (312-7422)