

Advanced Energy Powers Spend Management with Ariba

Jun 05, 2012 8:30 AM

Advanced Energy's solar energy business leverages Ariba's cloud-based applications to standardize sourcing, drive savings and competitive advantage

SUNNYVALE, Calif.--(BUSINESS WIRE)-- Ariba, Inc. (Nasdaq: ARBA), the world's business commerce network, today announced that Advanced Energy Industries, Inc. (Nasdaq: AEIS), a leader in power conversion solutions, will leverage its cloud-based applications to streamline its sourcing process and reduce costs. Under the terms of a new agreement, AE Solar Energy will use Ariba® Sourcing™ On-Demand to optimize its sourcing process and drive rapid and sustainable savings across the company's range of solar inverters, services, and complimentary balance of-system (BoS) accessories.

“At Advanced Energy, we are focused not only on delivering precision, high-quality innovative products and reliable service worldwide, but on streamlining our supply chain so that we can continue to reduce costs for our customers,” said Travis Johnson, Director, Supply Chain Management, AE Solar Energy. “With Ariba's cloud-based solutions, we have access to technology and best-practice processes that we can use to more efficiently manage our supply chain and spends, and reduce our costs. The result will be more efficient supply chain operations, flexibility in manufacturing and ultimately, more value for our customers.”

A robust and flexible offering, [Ariba Sourcing On-Demand](#) combines the technology, expertise and services needed to create effective markets for a wide range of direct materials and indirect goods and services with best practice processes that companies can implement to improve the efficiency and effectiveness of their procurement operations and create value across their entire organization. Delivered completely in the cloud via the [Ariba Network](#), Ariba Sourcing On-Demand requires no investments in special hardware and can be quickly and cost-effectively implemented across locations and geographies.

Advanced Energy will use the application to:

- Find new suppliers and simplify the process of negotiating with them
- Structure and execute events for even the most complex categories of spend
- Drive rapid and sustainable savings
- Manage project workflows
- Generate data-rich reports

“Advanced Energy is widely recognized for its commitment to innovation – both in its solutions and operations,” said Daryl Rolley, Senior Vice President and General Manager, Ariba. “By implementing Ariba's cloud-based offerings, the company can drive an innovative approach to spend management that enables it to deliver bottom-line improvements that enhance its performance, its products, and ultimately, its advantage in the competitive and demanding markets that it serves.”

About Advanced Energy

Advanced Energy (Nasdaq: AEIS) is a global leader in reliable power conversion solutions used in thin-film plasma manufacturing and solar energy generation. The company's solar energy business

enables utility scale, commercial, and residential solar project stakeholders to offer system owners a lower Levelized Cost of Energy (LCOE) and confidence their PV system will deliver on long-term production goals. With more than 30 years of leadership in delivering innovative energy solutions, combined with a legendary reputation for customer service, AE is a trusted partner to solar project developers, financiers and beneficiaries around the globe. Founded in 1981, Advanced Energy is headquartered in Fort Collins, Colorado with dedicated support and service locations around the world. For more information, go to www.advanced-energy.com/solarenergy.

About Ariba, Inc.

Ariba, Inc. is the world's business commerce network. Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners. Using the Ariba[®] Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before.

Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: www.ariba.com

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of our acquisitions and dispositions, including the disruption or loss of customer, business partner, supplier or employee relationships; and the level of costs and expenses incurred by Ariba as a result of such transactions. Factors and risks associated with its business, including a number of the factors and risks described above, are discussed in Ariba's Form 10-Q filed with the SEC on May 5, 2012.



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Source: Ariba, Inc.