

# Top 10 Reasons Ariba Customers Switch to JAGGAER

## 1. Product Innovation

JAGGAER has set the standard for innovation in today's rapidly evolving procurement software space. In April 2021, we launched our AI-driven Digital Mind offering which provides contextual recommendations to users as they perform their jobs and autonomously executes many routine, repetitive tasks.

In 2022, we publicly announced our Autonomous Commerce strategy, followed by new product launches for intelligent contract management (Contracts AI), and payments (JAGGAER Pay). Many more innovations are on our near-term product release schedule, so stay tuned!



## 2. Superior Customer Engagement

Recognizing that our customers are the lifeblood of our company, customer success is at the heart of JAGGAER's core values.

We collect customer input during our regional user group and customer advisory board meetings, as well as via an automated feature enhancement request process that we call Engage.

Within the Engage platform, customers are able to:

- Submit new ideas
- Check the status of an existing idea
- Vote on ideas submitted by other customers
- Engage with the community through comments

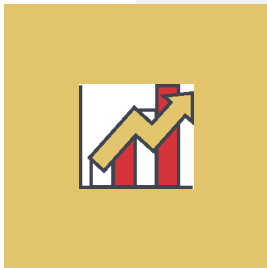
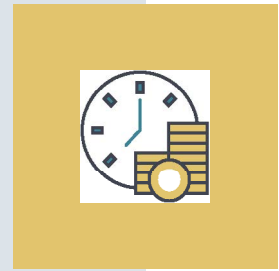
By incorporating customer input into every product release cycle, we ensure our solutions are addressing real-world business requirements.



### 3. Faster Time to Value

Increasingly, enterprise applications are evolving like consumer apps – intuitive for rapid adoption, networked to share best practices, and intelligent to be a force multiplier. These are some of the core tenets of our Autonomous Commerce strategy, and they ultimately result in faster time to value for our customers.

Gone are the days of year-long software implementations. Enterprises need value quickly, and JAGGAER is delivering it to them in months, not years.



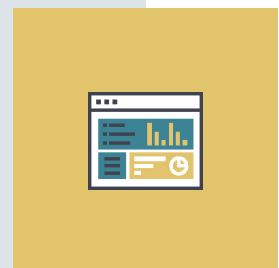
### 4. Better Cost to Value Ratio

Back in the day, cost reduction was the singular focus of procurement organizations. That has changed. CEOs are now asking their procurement departments to maximize the value they're delivering to the organization, not just reduce costs.

Value comes in the form of improved sustainability, supply chain resilience and digital transformation. We're helping procurement professionals to maximize the value they deliver.

### 5. Ease of Use

In 2022, we rolled out an entirely new UI / UX that has modernized our look and feel and simplified how users interact with our already functionally rich solutions. Coupled with intelligent user guides and contextual automated assistants, the JAGGAER ONE solution is extremely easy to use.



## 6. Flexible Integration Architecture

JAGGAER has developed pre-configured integration with many common ERP systems. We're SAP certified for S/4HANA, for example, and independent industry analysts have noted we have stronger out-of-the-box integration to SAP ERP than SAP Ariba!

Integrations are completed faster with add-ons installed on the ERP. JAGGAER leverages cloud connectors to exchange data with third party systems across the JAGGAER ONE platform. That includes information providers like D&B, Cerved, Bureau van Dijk and EcoVadis; eInvoicing partners like Sovos TrustWeaver; and eSignature tools like Ned, Namiral and InfoCert.



## 7. Solution Extensibility

Extensibility is a critical success factor for any enterprise application despite the fact that it doesn't get the attention it deserves. We know better.

Applications that lack extensible integration architectures or those that can't be configured to meet the specific needs of a customer invariably fail. That's why we've developed an embedded business process management tool and form builder that operates natively within our platform. Leveraging these tools, we're able to deliver tailored process workflows and screens that address the specialized 'last mile' requirements of our customers.

## 8. Direct Involvement in Implementations

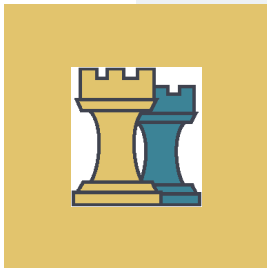
JAGGAER always has at least one experienced professional services resource involved in every implementation, even when our customers engage with an SI partner. Staying engaged with our customers throughout an implementation helps us deliver better results for our customers and build stronger long-term relationships.



## 9. Comprehensive All-in-One Solution

Nobody has deeper or broader functional capabilities that span the entire source-to-pay spectrum--across both Indirect and Direct Materials use cases--than JAGGAER, period. Even in specialized areas like Contract Lifecycle Management (CLM), JAGGAER's capabilities rival the best of breed vendors.

That's not to say we can do it all. Within rapidly evolving areas like supply chain risk management and sustainability, we partner with and offer plug-and-play access to the leading solution providers. So, by our definition, an all-in-one solution means seamless access to the best procurement capabilities the market has to offer, integrated by JAGGAER, contracted by JAGGAER and supported by JAGGAER.



## 10. Supplier-Friendly Strategy

The promise of Autonomous Commerce can't be realized without equal involvement from both buyers and suppliers. Seamless collaboration between these two parties results in tremendous efficiency gains and risk reduction.

For this reason, JAGGAER is investing heavily in both buyer-centric and supplier-centric capabilities. For example, we're leveraging AI to deliver smart-match recommendations, aligning buyer needs and supplier capabilities. We're also delivering capabilities that enable suppliers to autonomously respond to RFPs issued by buyers, and continuously learn from and improve outcomes related to buyer award decisions.

As more suppliers benefit from our toll-free supplier network, more will flock to our network, giving buyers more options. That's good for everyone.

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