

press release

Melbourne, 14 February 2011

GRA teams with Ariba

Leading specialist supply chain consulting firm, GRA, today announced that it is teaming with Ariba, Inc., the leading provider of collaborative business commerce solutions to provide a complete suite of supply chain and procurement software solutions and professional consulting services across Australia.

"Building on our existing success in supply chain and inventory optimisation, we're looking forward to working with Ariba to help our customers deliver market-leading results with even greater strength in the procurement field," said GRA Partner, Carter McNabb.

"Focusing on the procurement and spend management elements of the supply chain can deliver significant EBIT improvement. Ariba's market-leading sourcing and procurement solutions complement GRA's existing inventory optimisation and supply chain consulting expertise," said McNabb.

Used by more than 340,000 companies around the world, Ariba's solutions combine industry-leading software as a service (SaaS) commerce technology with the world's largest web-based global trading community and expert capabilities and services to help companies buy, sell and manage cash more efficiently and effectively. Delivered as a cloud-based service, the solutions can be easily accessed and quickly help companies gain control of costs, minimise risk and optimize performance and profits.

"Reducing costs, increasing profits and improving competitive advantage are among the most pressing initiatives for companies of all sizes, across industries and geographies," said James McParlane, General Manager, Ariba Australia and New Zealand. "In teaming with a leading firm like GRA, we are opening yet another channel through which we can provide companies with the technology, capabilities and communities they need to achieve these goals."

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About GRA:

GRA is Australia's premier specialist supply chain and logistics consulting firm. Founded in 1997, the company offers expert consulting, professional services and advanced planning systems across a broad range of industries throughout the Asia Pacific region.

GRA provides its clients with a competitive advantage by significantly improving margins, asset efficiency and supply chain responsiveness. Work undertaken is at strategic, operational, systems implementation and training/education levels. Using proven methodologies for delivering real working capital, cost and service level improvements, GRA's focus is bringing about real change and sustainable benefits for its clients.

GRA's clients include Amcor Fibre Packaging, Australian Defence Forces, Australia Post, Cadbury Schweppes, Cement Australia, Corporate Express, Fosters Australia, Honda Australia, Hunter Valley Coal, Mitre 10, Nestle Australia, Symbion Pharmacy Services, OneSteel, Qantas, Reece, Sara Lee Australia, Super Cheap Auto and Wesfarmers Industrial & Safety (Blackwoods).

About Ariba, Inc.

Ariba, Inc. is the leading provider of collaborative business commerce solutions. Ariba combines industry-leading technology with the world's largest web-based trading community to help companies discover, connect and collaborate with a global network of partners – all in a cloud-based environment. Using the Ariba® Commerce Cloud, businesses of all sizes can buy, sell and manage cash more efficiently and effectively. Over 340,000 companies around the globe use the Ariba Commerce Cloud to simplify inter-enterprise commerce and enhance results. Why not join them? To get on the path to Better Commerce visit: www.ariba.com/commercecloud/

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