



Ariba Teams With Kelly Services to Streamline Temporary Labor Procurement

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New, Network-Based Offering Enables Companies to Quickly and Easily Procure Services Across Categories to Increase Savings, Accelerate Results

SUNNYVALE, Calif., Nov 18, 2008 (BUSINESS WIRE) --

With the prices of core commodities largely out of their control, companies are on the hunt for opportunities to drive savings in other areas to maintain their cost structures and competitive advantage. And one category in which they are finding them is temporary labor. In an effort to help companies quickly convert these opportunities to hard-dollar savings, Ariba, Inc. (Nasdaq:ARBA), the leading spend management solutions provider, today announced the launch of a new, network-based offering that will enable companies of all sizes to quickly and easily procure temporary talent across categories leveraging a pre-enabled catalog sponsored by Kelly Services, Inc. (NASDAQ:KELYA) (NASDAQ:KELYB), a world leader in human resources solutions.

"A highly challenging economic environment with increasingly volatile labor markets demands that hiring managers look to temporary labor as a means to stay competitive and flexible," said Andrew Bartolini, Vice President, Global Supply Management, Aberdeen Group. "As pressure to deliver results intensifies, companies with the right tools and processes in place to optimize the management of their temporary labor spend will be best positioned to drive productivity and impact the bottom-line."

Delivered as part of Ariba^(R) Services Procurement^(TM) via the Ariba Network, the pre-enabled temporary labor channel provides highly flexible and granular visibility into spend and fast access to services across a wide range of temporary labor sub-categories, including:

- Accounting/Finance
- Contact Center
- Creative Services
- Education
- Electronic Assembly
- Engineering
- Healthcare
- Information Technology
- Legal
- Light Industrial
- Marketing
- Office
- Professional
- Scientific

Ariba Services Procurement is a unique offering that enables global businesses to control costs for services from requisition to invoice across categories and generate operating productivity and hard cost savings.

"Good people are hard to find, but through the power of the Ariba Network, companies can quickly access the talent they need to support their business globally and deliver results," said Rick Collison, Director, Solution Owner, Procurement & Content, Ariba. "Our pre-enabled channel is uniquely designed to help buyers more efficiently manage the procurement of temporary labor from requisition through payment and drive savings and compliance with negotiated contracts and purchasing policies. Participating suppliers benefit as well through process efficiencies that ultimately enhance their operations."

Using the temporary labor channel, buyers can perform key actions through a single interface right from their desktops, including:

- Request a resource by creating a detailed purchase requisition outlining job requirements
- Negotiate value
- Select a candidate
- Get approvals for candidate
- Issue PO
- Onboard candidate
- Pay invoices based on timesheets submitted
- Handle contractor expenses
- Manage compliance
- Report on services spend

"As budgets continue to shrink and labor markets tighten, it is more critical than ever that companies carefully manage their labor spend and create efficiencies throughout the supply chain," said John Healy, Vice President, Enterprise Workforce Solutions, Kelly. "In joining forces with Ariba, we can help organizations locate the best people at the best value faster and more efficiently than ever before."

Availability

Ariba Services Procurement and the temporary labor channel are available as part of Ariba Buyer, Ariba Procure-to-Pay, and Ariba Procurement Content and can also be easily accessed by companies using ERP and other non-Ariba procurement systems. For more information on Ariba's procurement solutions, visit www.ariba.com.

About Kelly Services

Kelly Services, Inc. (NASDAQ:KELYA) (NASDAQ:KELYB) is a world leader in human resources solutions headquartered in Troy, Michigan, offering temporary staffing services, outsourcing, vendor on-site and full-time placement. Kelly operates in 37 countries and territories. Kelly provides employment to more than 750,000 employees annually, with skills including office services, accounting, engineering, information technology, law, science, marketing, creative services, light industrial, education, and health care. For more information visit www.kellyservices.com.

About Ariba, Inc.

Ariba, Inc. is the leading provider of on-demand spend management solutions. Our mission is to transform the way companies of all sizes, across all industries, and geographies operate by delivering software, service, and network solutions that enable them to holistically source, contract, procure, pay, manage, and analyze their spend and supplier relationships. Delivered on demand, our enterprise-class offerings empower companies to achieve control of their spend and drive continuous improvements in financial and supply chain performance. More than 1,000 companies, including more than half of the companies on the Fortune 500, use Ariba solutions to manage their spend from sourcing and orders through invoicing and payment. For more information, visit www.ariba.com.

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SOURCE: Ariba, Inc.

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