



GE RUNS ARAVO ASSURE™



GE Powers Best-in-Class Supplier Development and Collaboration with Aravo Assure™

> Aravo Assure™ - A New Kind of Network

The future of collaborative trading partner management has arrived. Aravo Assure™ is the industry's first and only many-to-many supplier information management (SIM) network with an exclusive focus on supplier health/risk, performance, and sustainability. GE has signed on as the network's first global customer and will provide all GE suppliers with free access to the network and its associated benefits.

Aravo Assure™ is a new kind of network. The result of a \$10 million, three-year R&D effort, Aravo Assure™ will revolutionize the way buyers and suppliers engage, collaborate, and do business. Gone are the days of manual, spreadsheet-based systems for pushing and pulling data between trading partners and IT systems. With Aravo Assure™ all the power and promise of modern collaborative commerce technology are delivered in a seamless, web-based platform to drive down administrative costs and operational burdens for suppliers while maximizing automation and network-effect leverage for buyers.

> Aravo Assure™ and GE: A Natural Fit

GE is a diversified, global products and services company serving customers in more than 100 countries and employing more than 300,000 people worldwide. Managing the world's most complex supply chain, GE does business with over 750,000 suppliers in hundreds of commodity and product categories. In addition to managing great technical complexity and volume, GE must manage its business based on the core principles that have supported its growth for nearly 120 years. Central to those core principles is GE's commitment to developing supplier relationships which promote good corporate citizenship, environmental sustainability, and corporate social responsibility while maximizing spend with small and diverse businesses such as women, veteran, and minority-owned businesses.

With these core principles in mind, GE seeks to leverage new innovations in collaborative supply management technology to provide their suppliers with tools to streamline and simplify the processes and data required to do business with GE. Aravo Assure™ was built from the ground up to support such a vision.

Through deploying Aravo Assure™ GE will provide its suppliers with free access to a web-based network where they can create and maintain a rich corporate profile and share critical information and credentials with both GE and other customers. Suppliers will gain access to a series of wizard-driven templates to create, maintain and share information in a collaborative, many-to-many model.

Examples of data supported data types on page 2.



GE imagination at work

Geographies

- > Enterprise-wide, global deployment.
- > Languages: English, French, Spanish, German, Japanese and Chinese.

Challenges

- > Find a web-based repository to exchange profile, risk, sustainability and compliance information with over 750,000 global GE suppliers.
- > Provide a simple online way for small businesses and diversity suppliers to do business with GE.
- > Drive GE sustainability and Corporate Social Responsibility (CSR) initiatives into supply chain and track compliance.

Selection Criteria

- > Support GE's massive global scale while simplifying supplier access to GE business and lowering GE's risk and cost.

Solution

- > Participate in Aravo Assure™ to exchange risk, sustainability and compliance information with 750,000 suppliers.
- > New suppliers register profile, product and services offerings to win GE business.

Expected Results

- > A single, Cloud-based "source of truth" for GE and suppliers.
- > Easy to use web solution that small and diversity suppliers use to grow their GE business
- > Improved sustainability and CSR program compliance across GE's supply chain.
- > Massive cost savings through supplier self-service and automation.
- > Reduced supply chain risk and improved regulatory compliance



EXAMPLES OF DATA SUPPORTED DATA TYPES INCLUDE:

Corporate Profile	Diversity	SBA	Catalogs / Products
Banking Data	Labor Compliance	FCPA	Spend Data
Insurance Certs	Licenses	Business Continuity	Tier-2 Reporting
Tax / W9 / TIN	Sustainability	Performance / Health	Risk Assessments

> Key Benefits

SUPPLIERS

Aravo Assure™ will drive significant time and cost savings for GE's suppliers through:

- > A single platform for the creation and management of regulatory, sustainability and compliance documents and data to support customer requirements, including regulatory and sustainability compliance documents and credentials.
- > A centralized "data locker in the cloud" to store and maintain critical data and documentation required to do business with large, complex clients such as GE.
- > Access to collaboration tools and workspaces to solve problems faster and more efficiently, and to share best practices.
- > Reduced administrative and operational burdens associated both with applying for new business opportunities (RFPs) and maintaining accurate data with current clients.
- > Automated processes involved with data creation, submission, validation and ongoing maintenance.
- > Allowing suppliers to focus on more value-added sales and marketing activities rather than responding to never-ending requests for information from trading partners.
- > A platform for suppliers to showcase their product and service capabilities, corporate health, and other factors considered by buyers in awarding contracts.

BUYERS

Aravo Assure™ will drive significant time and cost savings for GE and other large buying organizations through:

- > A collaborative supplier network with features and functionality built to support supplier capacity/capability development, particularly among small business and diversity supplier communities.
- > Clean, accurate, transaction-ready data required by purchasing systems to maintain the global flow of direct and indirect materials.
- > A self-service data authoring and management system, reducing administrative expense and operational inefficiency.
- > Reduced risk associated with globalization and economic uncertainty by ensuring that supplier health and regulatory compliance are closely monitored, and that problems are flagged early and proactively.



450 Sansome St, 13th floor
San Francisco, CA 94111

Tel: 415.835.7600
Fax: 415.835.7610
www.aravo.com

About Aravo

The world's best-run businesses utilize Aravo's SaaS Supplier Information Management platform to reduce the cost of managing suppliers by up to 72% and to transform their supplier on-boarding, compliance, enablement, and risk management challenges into competitive advantage. General Electric, Goldman Sachs, Accenture, and Deutsche Bank rely on Aravo to manage information and processes for over 1.5 million global suppliers. Aravo is based in San Francisco, with offices in Chicago, New York, and Ahmedabad, India, and is backed by over \$50 million in investment from Cisco Systems, Big Sky Partners, and the Charles Schwab family. For more information regarding Aravo's award-winning solutions please visit <http://www.aravo.com> or view our blogs at <http://www.2sustain.com> and <http://atrisk.net>

Copyright© 2011 Aravo Solutions, Inc. All rights reserved.
Aravo Supplier Information Management is a trademark of Aravo Solutions, Inc. All other brands and product names are trademarks or registered trademarks of their respective companies.

GE SPEAKS OUT

"Over the last three years, GE has successfully utilized Aravo's SIM solution to transform our supplier lifecycle management landscape. Aravo is a leader in the global SIM solutions market and with the launch of *Aravo Assure*™ they are continuing their tradition of innovation and thought leadership.

We are excited to enter into this new phase of our relationship and expect great things of the *Aravo Assure*™ network, particularly as it supports our efforts to develop and strengthen relationships with our small business and diversity suppliers. We are committed to driving an increasing amount of our spend to these suppliers, and *Aravo Assure*™ is a key component in our strategy."

– Tom Hattier, GE SSS/AP Operations Manager

"GE is an industry leader in promoting sustainability and corporate social responsibility (CSR) initiatives across its supply chain. *Aravo Assure*™ allows us to proactively manage and accelerate supplier adoption of our corporate sustainability standards and policies.

Using *Aravo Assure*™ as the central repository of sustainability and CSR compliance information will help ensure our global supply chain meets our aggressive sustainability goals."

– Tom Hattier, GE SSS/AP Operations Manager