

GE Information Services



**Marketing &
Sales**



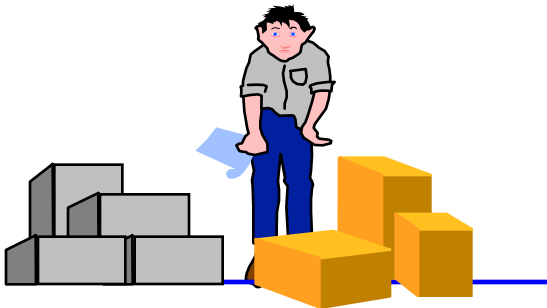
**Purchasing/
Supplier**



**Logistics
Management**



**Financial
Services**



ASN Plus





ASN Plus Service for the Purchaser

◆ Automates packing and shipping processes between purchasers and suppliers, reducing supply chain cycle times. Includes:

- Easy to implement software solution for suppliers, producing accurate, industry standard ASN/DESADV and bar code container labels
- Supplier ramp/implementation planning and management
- Customized trading partner kit tailored to your requirements
- Electronic Data Interchange from industry leader
- Ongoing client support

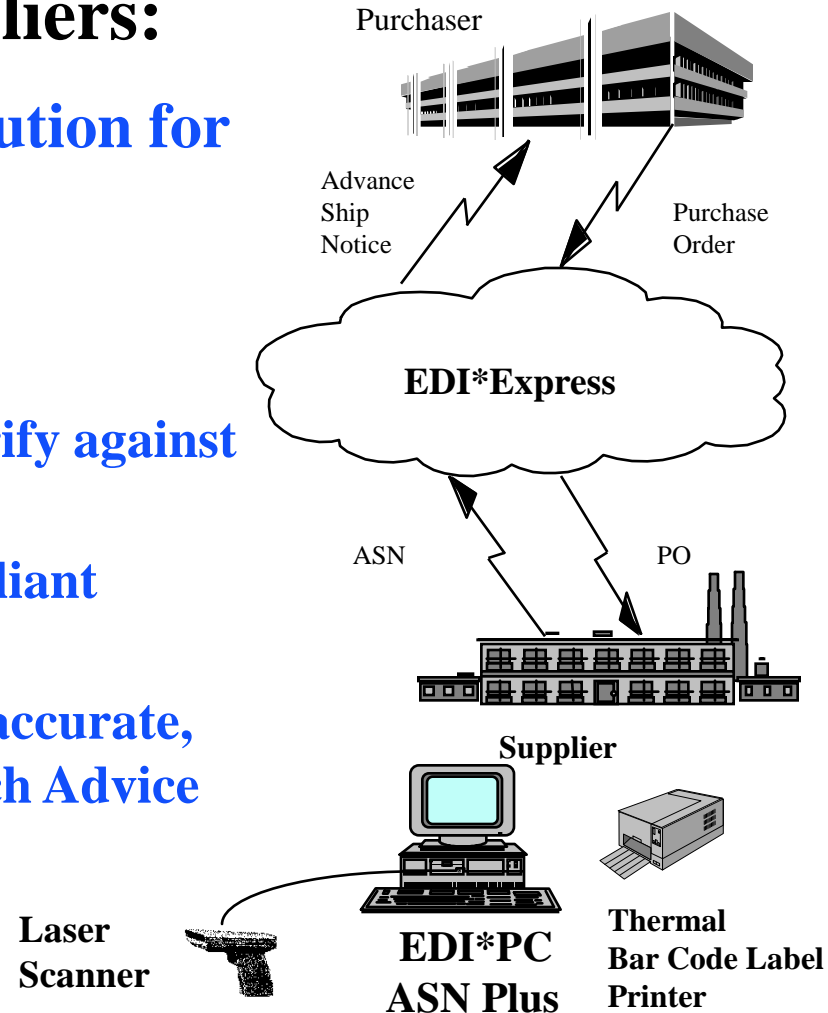
What Is ASN Plus?



ASN Plus Service for Your Suppliers:

A PC-based software and services solution for suppliers to:

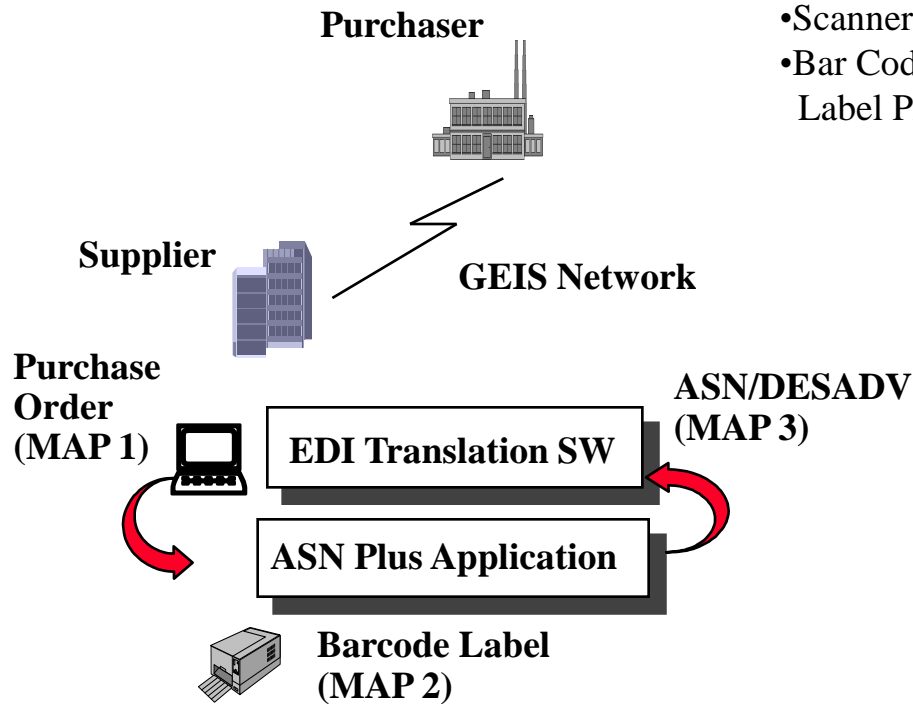
- **Receive electronic Purchase Orders**
- **Scan items as they are packed and verify against the Purchase Order**
- **Label shipments with standard, compliant container labels (e.g. UCC-128, EAN)**
- **Generate and transmit electronically accurate, timely, Advance Ship Notices/ Despatch Advice via EDI*Express**



What Is ASN Plus?



Service Components



Hardware Needed (Supplier)

- Pentium PC
- Scanner
- Bar Code Label Printer

Software (Supplier)

- ASN Plus Application SW (single user or LAN, required)
- Trading Partner Kit (req'd)
- Business Network (recommended)
- PC Anywhere or similar product (recommended)
- Novell Personal Netware (for LAN users - recommended)

Pre-Requisites (Hub & Supplier)

- EDI*Express
- EDI*PC (or other translation software) ʘ ʘ

Purchaser/Hub Specific Trading Partner Kit

- MAP 1** Purchaser's Electronic Purchase Order
 - MAP 2** Purchaser's Bar Code Label Format
 - MAP 3** Purchaser's ASN/DESADV (ASN Plus Flat File Format)
- (support ANSI and EDIFACT standards)

ʘ ʘ **NO ADDITIONAL TRANSLATION/MAPPING REQUIRED BY ASN PLUS END USER WHEN USING EDI*PC**

What Is ASN Plus?



Supplier Configuration Examples:



FOR SINGLE USER SYSTEM SUPPLIERS NEED:

- SINGLE USER SOFTWARE
- PENTIUM PC
- SCANNER
- BAR-CODE LABEL PRINTER

The diagram shows a single desktop PC with a monitor and keyboard. Below it, a horizontal line with two downward-pointing arrows connects to a handheld scanner on the left and a bar-code label printer on the right.

FOR LAN (1-5 USERS) SYSTEM, MINIMUM 2 PERSON SYSTEM, SUPPLIERS NEED:

- LAN 1-5 USERS SOFTWARE
- (2) PENTIUM PC's
- (2) SCANNERS
- (1) BAR-CODE LABEL PRINTER
- NOVELL PERSONAL NETWORKWARE (RECOMMENDED)

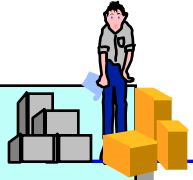
The diagram shows two desktop PCs side-by-side. Below them, a horizontal line with three downward-pointing arrows connects to two handheld scanners on the left and a bar-code label printer on the right.

ASN Plus Software Purchase Includes:

- 1st Year's software maintenance
- 1 Trading Partner Kit

What Is ASN Plus?





Key Features of ASN Plus Software:

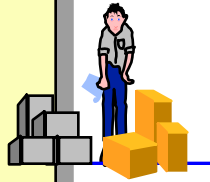
- **Solution generates and transmits accurate ASNs via the GEIS EDI network and EDI*PC.**
- **Solution integrated with scanning technology to capture accurate information as items are packed to EDI Purchase Order (scanner reads bar coded products).**
- **Shipments can be packed by line item or final store location.**
- **Software electronically verifies shipment contents against EDI P.O.**

What Is ASN Plus?



Key Features of ASN Plus Software (continue):

- Application integrated with labeling technology to produce bar coded shipment container labels.
- Containers labeled with industry standard labels.
- Software provides flexible shipping options (combining orders, splitting shipments, etc.)
- Pick lists, pack lists and bills of lading can be printed.
- Purchaser specific label and ASN format generated when using ASN Plus and EDI*PC.
- Turnkey solution that is easy to use and implement.



What Is ASN Plus?





Streamline supply chain through process re-engineering - timlier supply of goods to combat increased competition:

- **Lower operating costs**
- **Lower inventory costs**
- **Increase customer satisfaction**

*The RIGHT Product to the RIGHT
Selling Floor/Assembly Line at the RIGHT TIME*



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- **Purchasers recognize benefits of ASN/Shipping Container Label - reduce cycle times in shipping/receiving process (automatic cross docking e.g.).**
- **Purchasers driving their suppliers to comply to these standards.**
- **Suppliers (in some cases) forced to significantly change business processes - invest in technology.**
- **Some suppliers already recognize benefits - maintain competitiveness, maintain customer relationships, lower costs (chargebacks)**

*Increased Productivity in
Shipping/Receiving Process*





- **Human error in packing process**
- **Human error in entry of shipment data**
- **Shipment data not compared to PO**
- **ASNs not arriving on time**


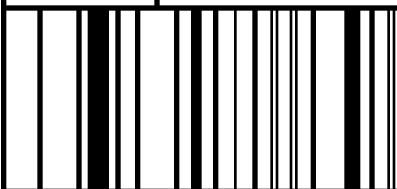
*Most Suppliers Do Not Produce Timely,
ACCURATE ASNs or Shipping Container Labels*

The Problem - ASNs Inaccurate Today



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- **Bar-coded shipping labels - Shipping Container Markings (SCM's) tie shipment contents to ASN**
- **Provides validation of shipment contents**
- **Increases accuracy of counts in receiving**
- **Automates receiving and cross docking**
- **Advance Ship Notice (ASN) - Electronic pre-notification of shipment contents**
- **Improves material planning - allocation and movement**
- **Improves inventory turnover**
- **Increases accuracy**

From: ABC Supply 1234 First Street Dayton, OH 12345		Carrier: ROADWAY PRO NUMBER 123456 B/L NUMBER 987654	
TO: KMART DC #8292 655 SOUTHWEST 52ND AVE OCALA, FL 32678			
POSTAL CODE		APPOINTMENT NUMBER: 999991-991	
		ORDER TYPE:	
			

The challenge and value is in tying the two together to provide ACCURATE information and shipments.....

Key Elements Necessary for Compliance!



**INDUSTRY**

Retail: Dept. Stores, Gen'l Merchandise, Specialty Apparel/Retail, Grocery

Manufacturing: Apparel/Clothes, Home Furnishings, Food, Computer Equipment, etc.

GEOGRAPHY

North America (including Canada and Mexico)

Europe , ASPAC

13 countries to date can distribute software for US-based Hub int'l sites

Canada

Belgium & Luxembourg

Germany

Portugal

Republic of Korea

Thailand

Singapore/Indonesia/Malaysia/India/Sri Lanka

Mexico

France & Monaco

Italy

U.K.

The Philippines

Spain



SEGMENT



- Large EDI Hubs promoting industry acceptance of ASNs/DESADVs
- Suppliers to Hubs (mid- to large-sized suppliers/manufacturers that need to purchase ASN solution to meet Hub requirements)

FUNCTIONAL AREAS



- | | |
|---------------------------|-------------------------------|
| Hub: | Supplier: |
| - VP Distribution | - Shipping/Distribution Mgrs. |
| - VP Logistics | - Warehouse Mgrs. |
| - VP Operations | - EDI Mgrs. |
| - VP Merchandising | - Traffic/Receiving Mgrs. |
| - Purchasing Mgrs. | |
| - EDI Mgrs. | |
| - Traffic/Receiving Mgrs. | |

DEMAND IS STRONG - Automation required to determine the EXACT product content of each shipment for each order!





- **Improves flow of merchandise in/out of distribution centers or stores,**
 - ➔ **decreasing inventory carrying costs**
 - ➔ **improving planned allocation of goods in advance**
- **Supports automated receiving processes (scanning shipping container labels),**
 - ➔ **increasing productivity through immediate count & validation of shipments against purchase orders**
 - ➔ **improving replenishment of fast selling items or determining back orders and partial shipments, increasing sales, customer satisfaction and competitiveness**





- Supports cross-docking systems,**
- lowering labor costs through less material handling**
 - improving cycle times by routing merchandise to proper outbound destination (e.g. store selling floor or manufacturing assembly line)**
- Improves reaction to variances in shipments vs. orders prior to receipt of goods,**
 - increasing sales and customer satisfaction**



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- **Increases accuracy of data received in advance electronically,**
 - ➔ **lowering operating costs by cutting down on claims processing and administrative overhead**
 - ➔ **increasing competitiveness using information technology and EDI**
 - ➔ **expediting the payment process for suppliers (e.g. ERS)**
- **Offers consistent, easy-to-use solution for all types of suppliers/trading partners,**
 - ➔ **improving the accuracy and timeliness of information and supply of goods!**

Execution of ECR, JIT and QR in Logistics/Supply Chain Management using accurate ASNs and container labels!

Hub/Purchaser Benefits (continues)





- **Offers ability to send electronic ASN/DESADV, delivering better, more timely information to Hubs,**
 - ➔ **improving customer satisfaction**
 - ➔ **supplying the right products to the right “shelves”, selling floor or manufacturing line faster**
- **Applies scanning and container bar code labeling technology, improving the accuracy of shipments and ASN/DESADV integrity,**
 - ➔ **increasing customer satisfaction and competitiveness by supporting industry standards and Hub compliancy programs**
 - ➔ **decreasing costs due to loss/damage claims processing and/or Hub chargebacks for non-compliancy**
 - ➔ **decreasing inventory carrying costs**



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Automates cumbersome manual tasks of packing and comparing shipments against POs, streamlining the shipping process,

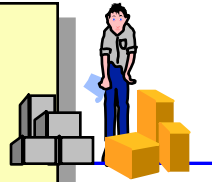
- saving time and improving productivity
- decreasing labor and human error costs

- Allows for shipment verification, supporting automated receiving systems at a Hub's distribution centers/stores,

- improving competitiveness and reducing claims processing

- Offers flexibility in handling differing Hub requirements in labeling, ASN generation through multiple trading partner kits,

- increasing customer satisfaction, reducing costs due to chargebacks and improving competitiveness



*Supporting Industry Initiatives (QR, ECR, JIT, RRS, ERS),
Positioning Suppliers for the Future!!*

Supplier Benefits (Cont.)





GEIS' Cross Docking Facilitation/ASN Plus Service solution offers you and your trading partners the powerful combination of a fully compliant software application integrated with key hardware components, EDI, professional marketing/technical implementation management services and customer service support.

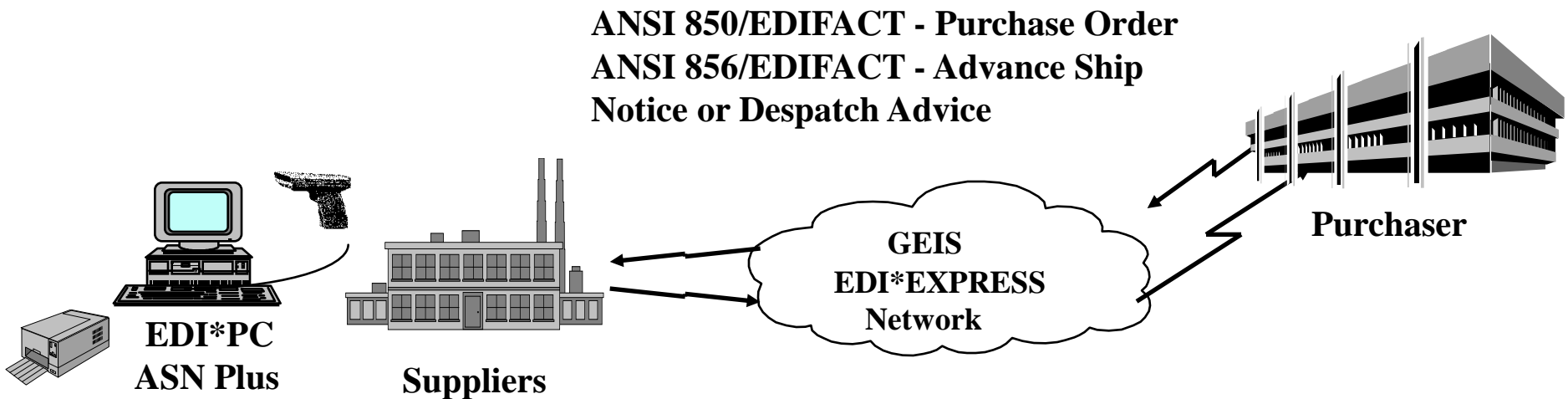
***With ASN Plus, Purchasers and Their Suppliers
Receive a Complete Solution,
PRODUCING QUICK, ACCURATE SHIPMENT MANAGEMENT,
SPEEDING THE DELIVERY OF ORDERED GOODS!***

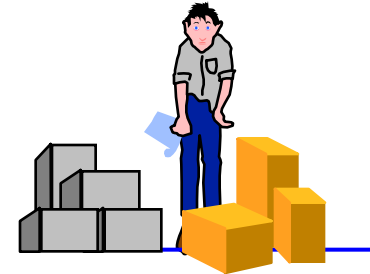
ASN Plus - Your Competitive Advantage!



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- Purchaser/Hub initiates process by sending electronic Purchase Order via EDI*EXPRESS Service.
- Suppliers receive and download electronic Purchase Order information into the ASN Plus System (can download on demand or schedule). POs are downloaded directly from EDI*EXPRESS via EDI*PC or from an order entry/host processing system.

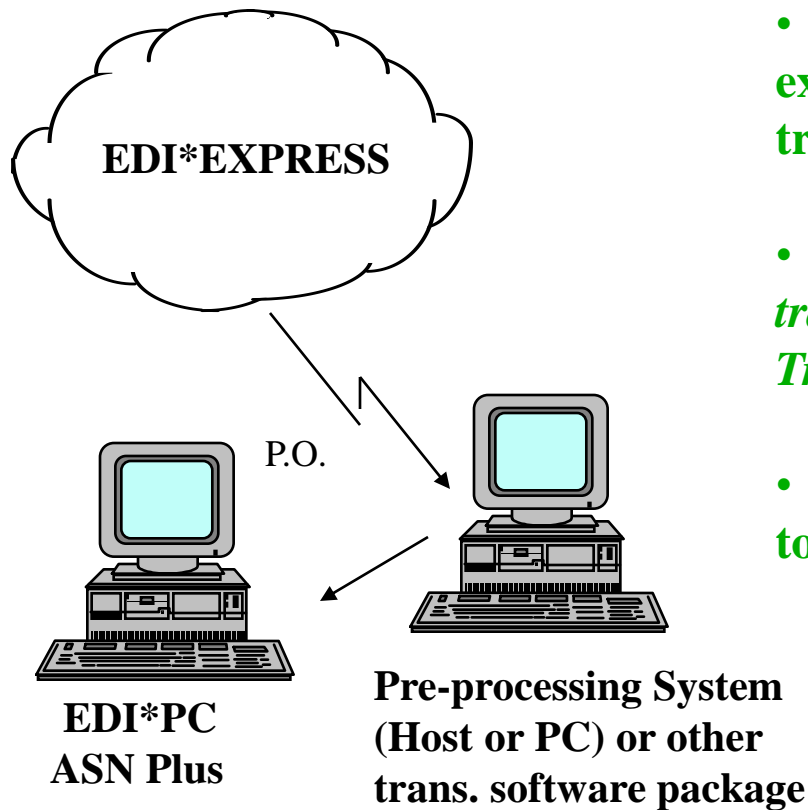


Pick-and-Pack Shipment Process

- Once the system knows which Purchase Order it is working on, the pick-and-pack process begins.
- User picks items from inventory, scans and packs items to ship. ASN Plus collects shipping container contents information during this process.
- Since specific Purchaser/Hub requirements are stored in the unique trading partner kit, data is automatically formatted to create the ASN/DESADV to match the Hub's requirements.
- Once a shipment is complete the system prints an accurate label based on the shipment contents and the Hub's requirements.
- Suppliers upload the ASN to EDI*PC and send the electronic Advance Ship Notice via EDI*EXPRESS to Purchaser (can be sent on demand or scheduled).
- The physical shipment is shipped with an accurate container label!
- ASN received by Purchaser/Hub prior to receipt of physical shipment!



Using a pre-processing system or another EDI translation software package:



- Supplier receives Purchase Order into existing pre-processing system or other EDI translation software package.
- Mapping may be required by the Supplier to translate the format into the Purchaser-specific Trading Partner kit format.
- GEIS will provide the flat file format to map to upon request.





SERVICE MAINTENANCE AND WARRANTIES

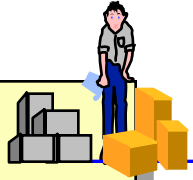
- 1st YEAR'S SOFTWARE MAINTENANCE INCLUDED IN SOFTWARE PRICE
- AFTER 1st YEAR, YEARLY MAINTENANCE FEE

U.S. GEIS SUPPORT

Mon-Fri, Excluding GEIS Holidays

- ASN Plus Implementation Team (8:30-5)
- Product Support from Client Services (8-8)





- **ASN Plus for Windows runs under MS Windows operating systems - Windows 3.1, Windows '95 and Windows NT.**
- **Minimum PC requirement is a Pentium 75.**
- **New features/functionality - provides all current features/functionality of previous DOS version with new enhancements (for details, contact your GEIS account representative):**
 - **Set-Up Wizard**
 - **Improved Picking/Packing functionality**
 - **Improved Upload Screens**
 - **Context-sensitive Help**
- **Available May 1, 1996**



GE Information Services

- **ASN Plus complies with several industry initiatives:**
 - **Quick Response (QR) - retail**
 - **Just In Time (JIT) - manufacturing**
 - **Efficient Consumer Response (ECR) - grocery**
- **ASN Plus supports many industry associations and standards:**
 - **ANSI & EDIFACT**
 - **AIAG (automotive)**
 - **EIA (electronics)**
 - **UCS/WINS (grocery)**
 - **VICS (retail)**
 - **TCIF (telecommunications)**
- **ASN Plus can scan many label formats:**
 - **UPC/EAN**
 - **Interleaf 2 of 5**
 - **Product ID**
 - **PO line numbers**
 - **Other bar code symbologies**



Thank you!

