

GE Information Services



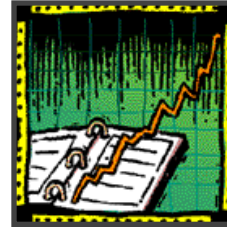
**Purchasing/
Procurement**



**Inventory
Management**



**Logistics
Management**



**Direct Sales
Force**



**Channel
Management**



Story : GE Power Generation



Before



After



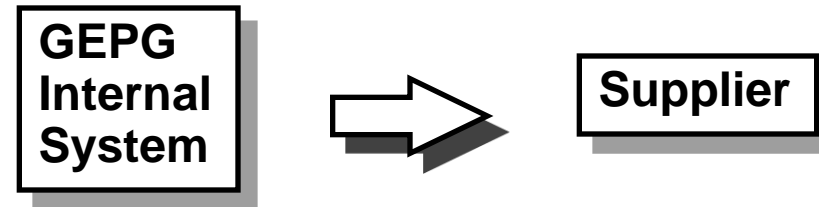
GE Information Services

Before



- Sporadic
- Inconsistent
- Buyer Dependent
- Limited to Key Supplier

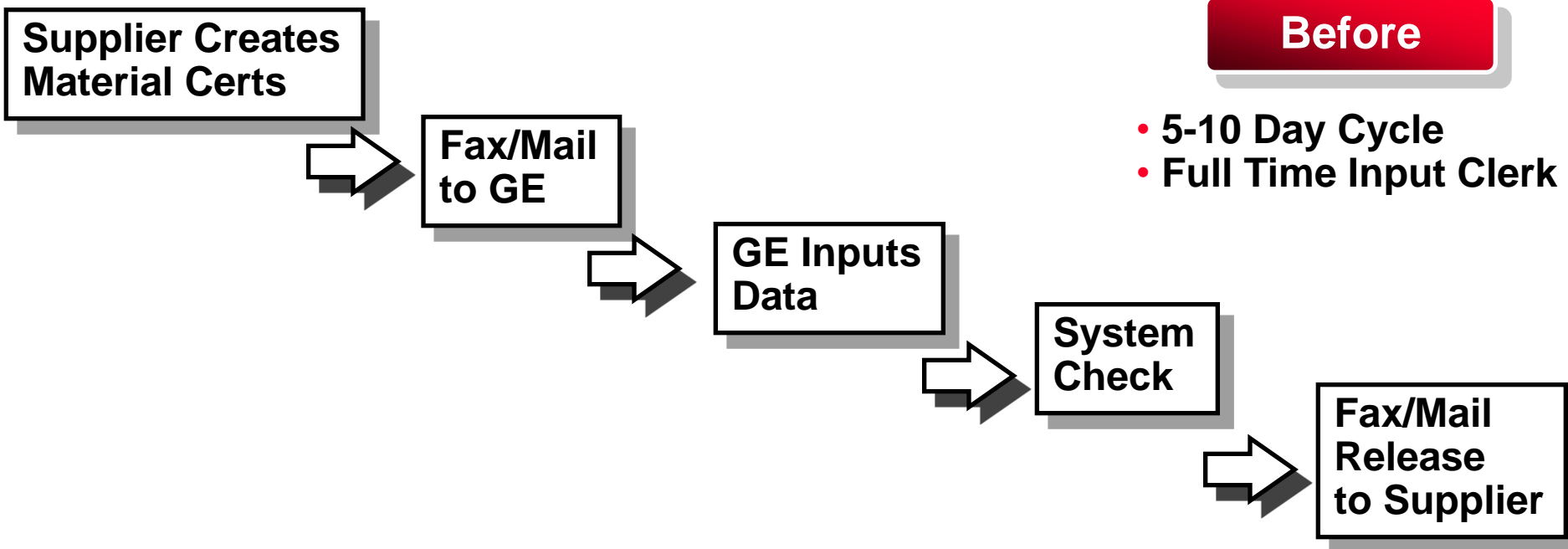
After



- Information On Demand
- Available to all Suppliers

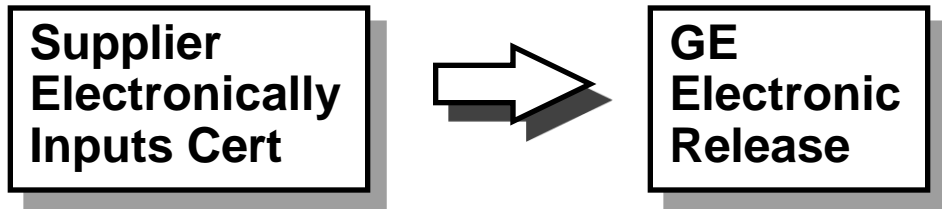


GE Information Services



Before

- 5-10 Day Cycle
- Full Time Input Clerk



After

- On Line ("0" Cycle)
- Immediate Feedback
- No GE Resources

Material Certification Process



Electronic Bulletin Board :

- **Current Specification Library**
- **Electronic Product Catalog**
- **Electronic Drawing Transfer**
- **Business Policies and Practices**
- **Certified Supplier Database**
- **Supplier Selection Information**
- **Supplier Quality Information**



Electronic Bulletin Board :

- **Electronic Product Catalog**
- **Electronic Drawing Transfer**
- **Electronic Auctions/Bidding**

E-MAIL

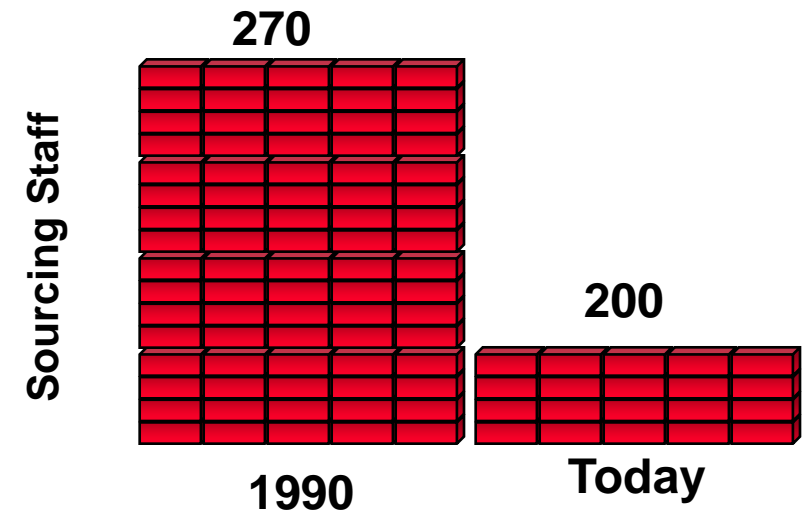
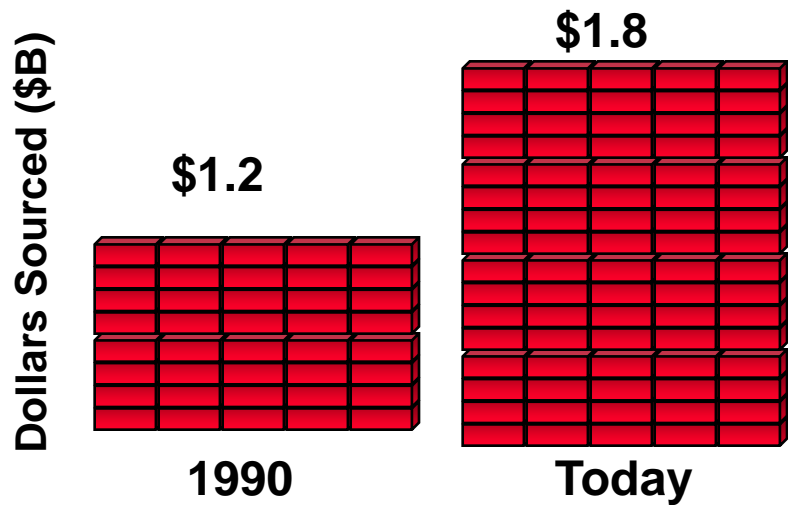
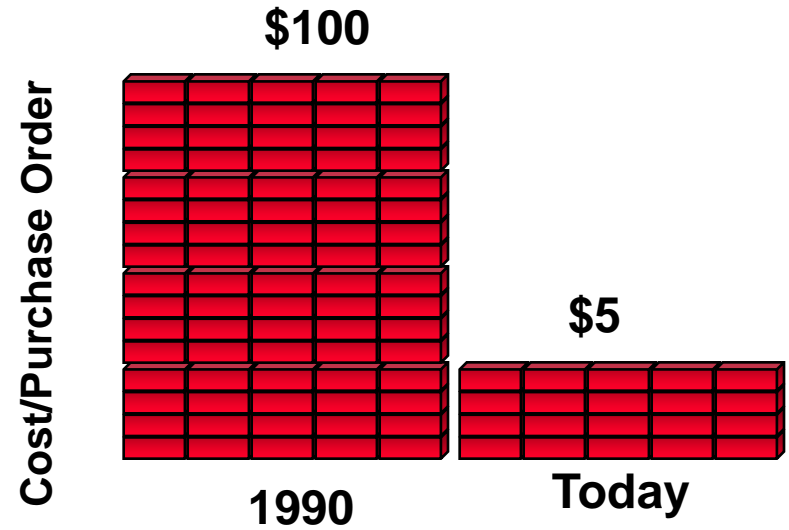
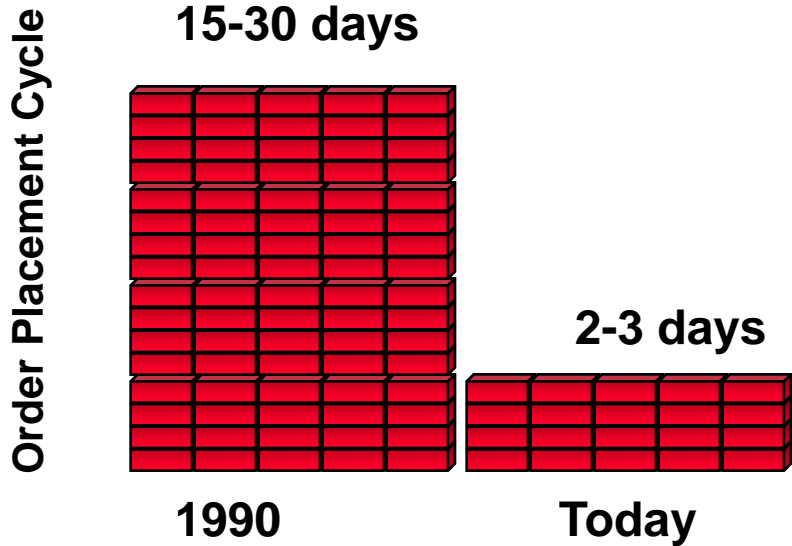
- **replacing “Telephone Tag”, Inter’l “Time Windows”**
- **Faxing, Hard Mail**

EDI :

- **Improved Speed of Transactions with Suppliers**
- **Increased Productivity in Sourcing Operation**
- **Easier of Managing Changes to Schedule**
- **Reduce Order Placement Cycle**



GE Information Services



Solid ProgressBig Opportunity Remains



Thank you!

