

GE Information Services



**Marketing &
Sales**



**Purchasing/
Supplier**



**Logistics
Management**



**Financial
Services**



**TPN Mart: EPC
Ordering
& Purchasing
Solutions**



- Wider selection of suppliers and products
- Reduced purchasing cycle time
- Lower cost of purchasing goods
- Ability to enforce purchasing procedures
- Improved financial control
- Integration with existing systems



- Contract enforcement
 - Over 1/3 of all purchases outside of system
 - Lost money due to outside buys
 - Lost discounts due to insufficient information
- Automated Ordering
 - Orders can take hours instead of weeks
 - Saves money

Why do Buyers want catalogs?



- **Faster Purchasing**
 - Reduce Purchasing Time
 - Refocus on High Value Activities
- **Improved Buying Process**
 - Better Accuracy - Fewer Order Rejections
 - Fewer Out of Contract Purchases
- **Better Tracking - Better Discounts**
 - Capture Info on All Orders - Higher Volumes
 - Additional Trade Payment Discounts



- Attract new clients
- Reduce sales costs
- Increase sales to current clients
- Get better reach from advertising
- Reduce order processing time & costs
- Lower the number of order rejections

Why do Suppliers want Catalogs?



GE Information Services

- Increase Sales Via Internet
 - Increase Advertising Reach
 - Access New Clients Worldwide
 - Increase Sales to Current Clients
- Improve Productivity
 - Maintain a Single Version of Your Catalog
 - Clients Get Current, Accurate Product Info
 - » Fewer Incorrect Orders
 - Receive Orders Via EDI

EPC Benefits - Suppliers

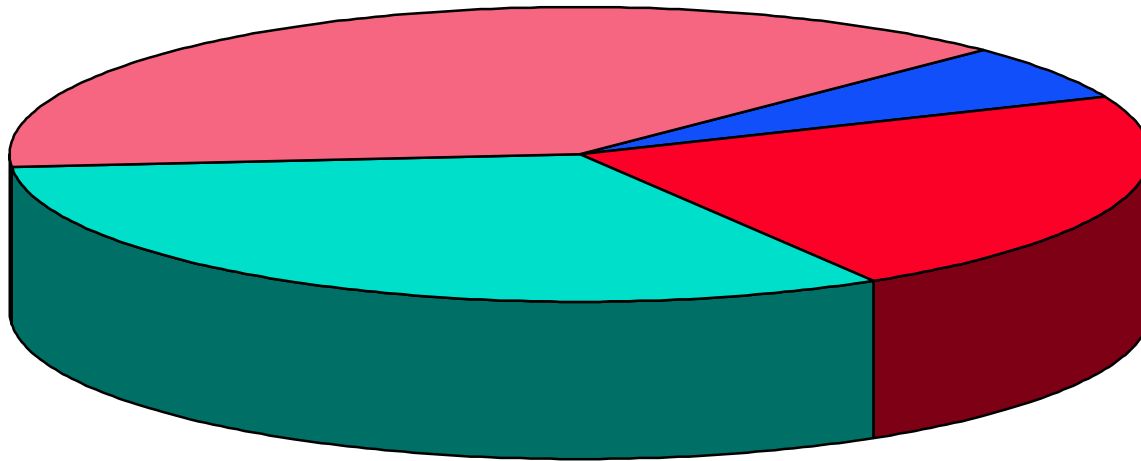


- **Typical MRO categories**
 - **Production consumables, spare parts**
 - **Maintenance supplies**
 - **Office items**
 - **Small machines**
 - **Building housekeeping**
 - **Services**
- **\$300,000,000,000 spent annually on MRO**

Why an MRO catalog?



Source: Purchasing Magazine

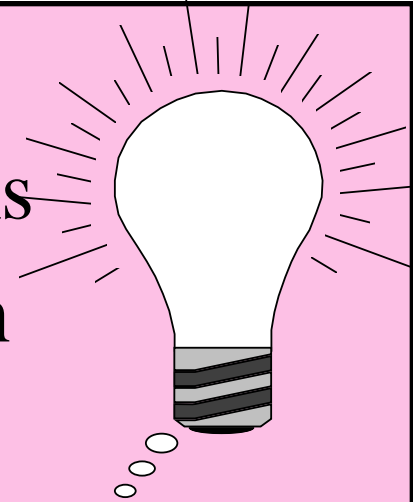


39% of Purchasing Managers stated that MRO makes up greater than 25% of the purchase orders

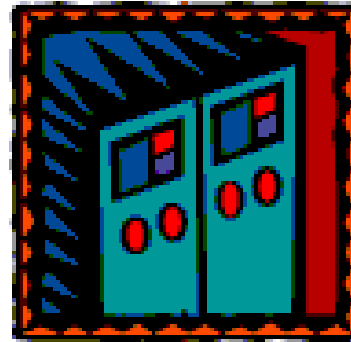
What percentage of Purchase orders are MRO?



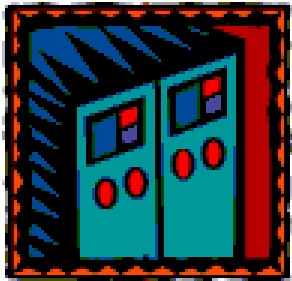
- High end user participation
- P.O. taking 24 hours instead of 3 weeks
- Immediately saw a 25% cost reduction
- Participation across agencies
- EDI standards lead to easy implementation
- Catalog feeding existing systems



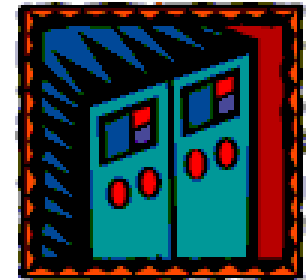
Public Catalog



*Private Catalog
(Buying)*



*Private Catalog
(Bias/Selling)*



Catalog Types



Public Catalog

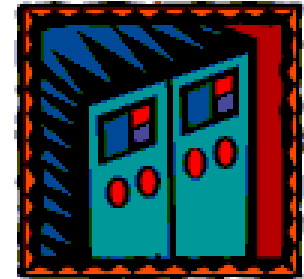
Multiple Vendor, many products
Retail prices
All items represented equally
On central network
Used to locate/source/buy products

Catalogs Attributes



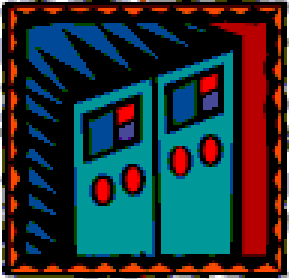
Single vendor/distributor
All products of vendor
Products highlighted
Retail pricing
Used for advertising and buying

*Private Catalog
(Bias/Selling)*



Catalog Attributes





*Private Catalog
(Buying)*

Multiple vendor
“Approved” products only
Negotiated prices
Terms and conditions
Shopping lists of frequently
purchased items
Ability to send electronic P.O.

Catalog Attributes



<u>Business Requirements</u>	<u>EPC</u>
Web Browser Access	Y
EDI Enabled	Y
Requisition/Approval	Manual
Security at Item/User Level	Y
Supports Images	Y
Client Site Resident	Gen 2
Complex Data Structures	All
User Defined Views	Y
APIs to Client Systems	Y
Purchase Card Integration	Gen 3

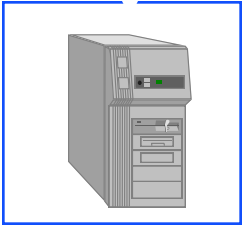


GE Information Services



Web Browser - Netscape, Mosaic, Explorer

Security - SHTTP Std. - InterBusiness Optional - Gen 2



Netscape Commerce Server
 Optional - CGI Interface to Client Systems
 E-Mail & Bulletin Boards



Database Server - Oracle 7
 CGI Security - Only Server has direct access to data

Three Tier EPC Architecture



Supplier/Vendor

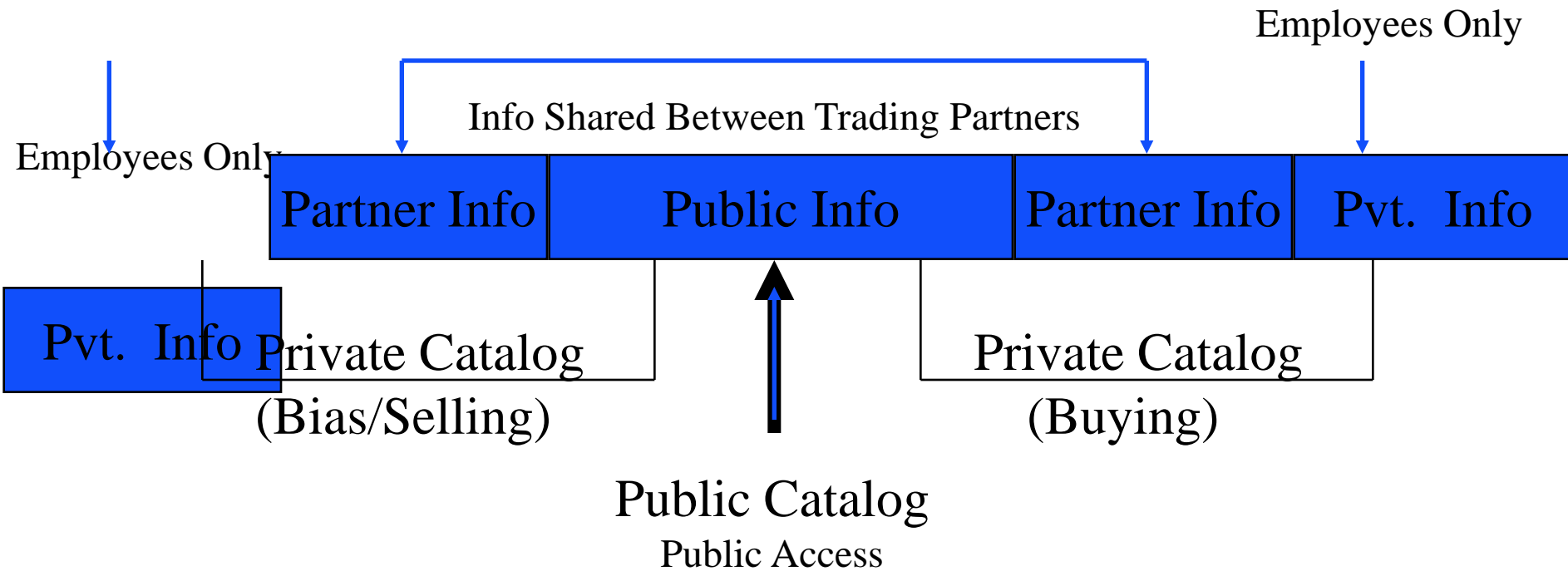
Buying Organization

Pvt. Info	Partner Info	Public Info	Partner Info	Pvt. Info
Contracts	Negotiated Prices by Client	Product Info.	Negotiated Prices by Supplier	Purchase History
Margins	Ts & Cs by Client	Retail Prices	Ts & Cs by Supplier	Supplier Performance
Product Dev. Info.	Eng. Drawings	Sales Brochures	Eng. Drawings	
Quotas		Link to Supplier Home Page		



Supplier/Vendor

Buying Organization



■ Loading Data

- Flat file formatted tape - GEIS loads
- FTP Flat file
- EDI 832
- Online - Add, Change, Delete

■ Buying

- To - Supplier, Approver , or PC
- Via - EDI (832 or 850), Flat file, E-Mail



- **Administration - Profiles**
 - **Identifies Group Membership, address & format**
 - **Order or Requestor Privileges & Limits**
 - **Ability to Approve Orders**
 - **Groups Info can be sent to**
 - **Groups Info can be received from**



■ Administration - Groups & Views

- Info Owners may add, change, delete data
- Info Users may view, forward, download data
- Access based on Groups rights and privileges
- Group limits users VIEWS
- User may be member of multiple groups
- User may create their own sub-views of data



■ Using the Catalog

- Session settings - change Groups etc..
- Browsing
- Searching
- Comparison Shopping
- Creating, saving, retrieving Shopping Carts & Order Profiles
- Ordering



GE Information Services

Gen 1

RTS - 6/15/96
RTD - 8/15/96
Network Based Only
Browse & Search

EDI & E-mail Delivery
English Only
Pre-registration required

EDI Buying

Gen 2

RTS - Q 4 - 96
RTD - Q 1 - 97
Distributable to Client Sight
Advanced Searching - Text &
other
FAX Delivery & Multi Address
Full Multilingual - Double byte
On-Line registration

Scheduled Queries/Searches
InterBusiness Security
Broadcast Catalog Updates
Automated Workflow
Synonym Support
Billing Data Collection

Gen 3

RTS - Q 2 - 97
RTD - Q 3 - 97
Service Provider Option
Advanced Searching -
BitMap

Non-registered Internet
access - Public data only
Credit Card Buying

Ontology Support
Full Statistical Data
Collection
Full Integration w/ TPN Post



- 20 Years of proven success
- 6000 satisfied Catalog users
- 15 Major catalogs today

Market

Retail

Recording

Health care

Book Distribution

Publishing

Public Catalog

UPC*EXPRESS II

AEROS

NWDA

Pubnet

Presslink

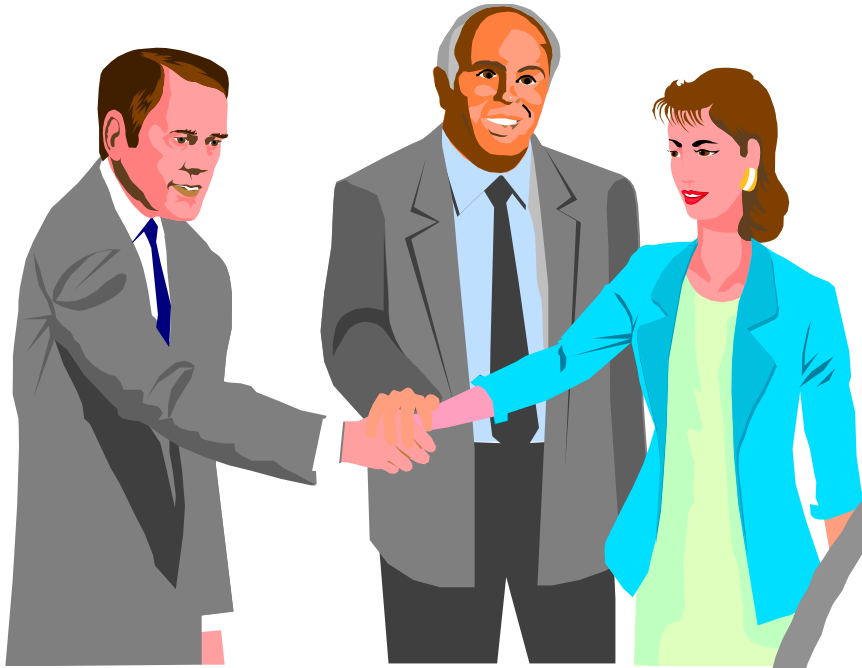
Why buy from GEIS



- **Network services**
 - **World-wide access, EDI community, Security**
 - **In-house integration**
- **Consulting**
 - **Planning, design, and post-implementation evaluation**
- **Implementation**
 - **Turnkey solutions and training**
 - **Trading community roll-out & ramp**

Services for Complete Solution





How can we help you?



Productivity. It's all we do.™

