

Supply Chain Performance and Spend Analytics

It is common knowledge that in our competitive business landscape, the company that has the most effective Supply Chain Solution in place, wins in the long run. Supply Spend Analytics is a major component of this solution and helps with the objective of acquiring the best supplies at the lowest cost. If all the elements of the Supply Chain Solution are in place you can be assured that you are providing your customer a quality product and service at the most competitive prices.

Our solution will enable users to analyze corporate-wide spend, from any dimension and drill-down to any level of granularity.

With our Spend Analytics solution in place, you can:

- Create effective sourcing practices
- Establish the process to strengthen your supply chain
- Advance market penetration
- Augment community commitment
- Deploy Process Quality and Control
- Accelerate Supplier Diversity Participation through Industry Collaboration
- Effectively answer questions as: What is your spend across supplier risk, parent-child linkage and diversity characteristics — off and on-contract?
- Realize increased visibility for tracking progress against goals on targeted sourcing efforts

Spend data typically generated in processes like Purchase Requisition, Purchase Orders or Catalogs and Invoicing is often fragmented and inconsistent, and lacks a common coding structure. Aggregation of such data, standardizing its schema, and enriching it with structured attributes, can be easily enabled by using our cutting-edge solution.

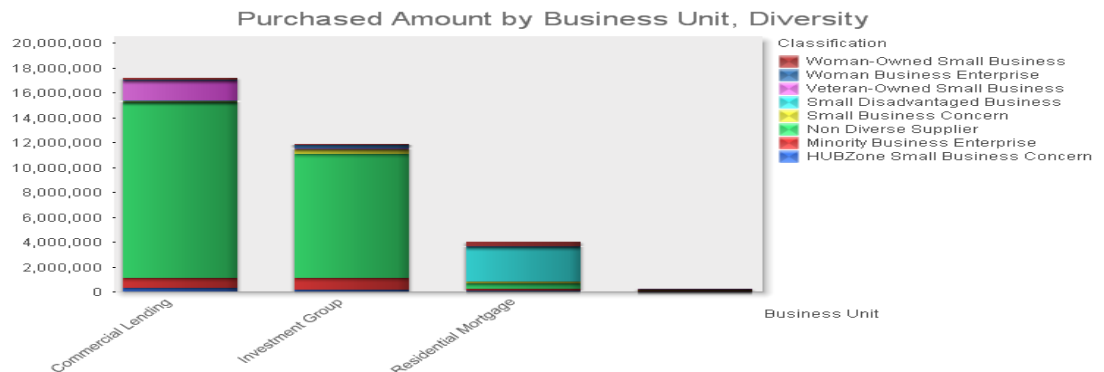


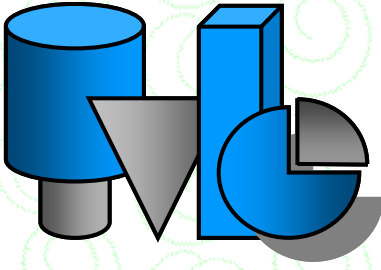
Key Features and Benefits

Data Integration

- Integrates with existing corporate financial, procurement and other operational systems. We consolidate, clean, and enrich disparate spend data from all transactional systems throughout your organization into an integrated database
- Perform continuous spend analysis with frequent data updates instead of a one-time exercise. One-time upfront integration with ERP systems makes the process simple and easily repeatable. We setup the ongoing data uploads at a predefined frequency (including intra-day) to ensure availability of current data and historical comparisons.
- Whether you have a single integrated data warehouse or spend data scattered across dozens of systems, we can help you achieve visibility across all your spend.
- We can aggregate spend data from numerous systems, including SAP, Oracle, Movex, JDEdwards, Ariba and others.

- Integrated
- Interactive
- Drill-Down
- In-Memory Analysis
- Revolutionary
- Simple
- Quick ROI
- Fast Implementation



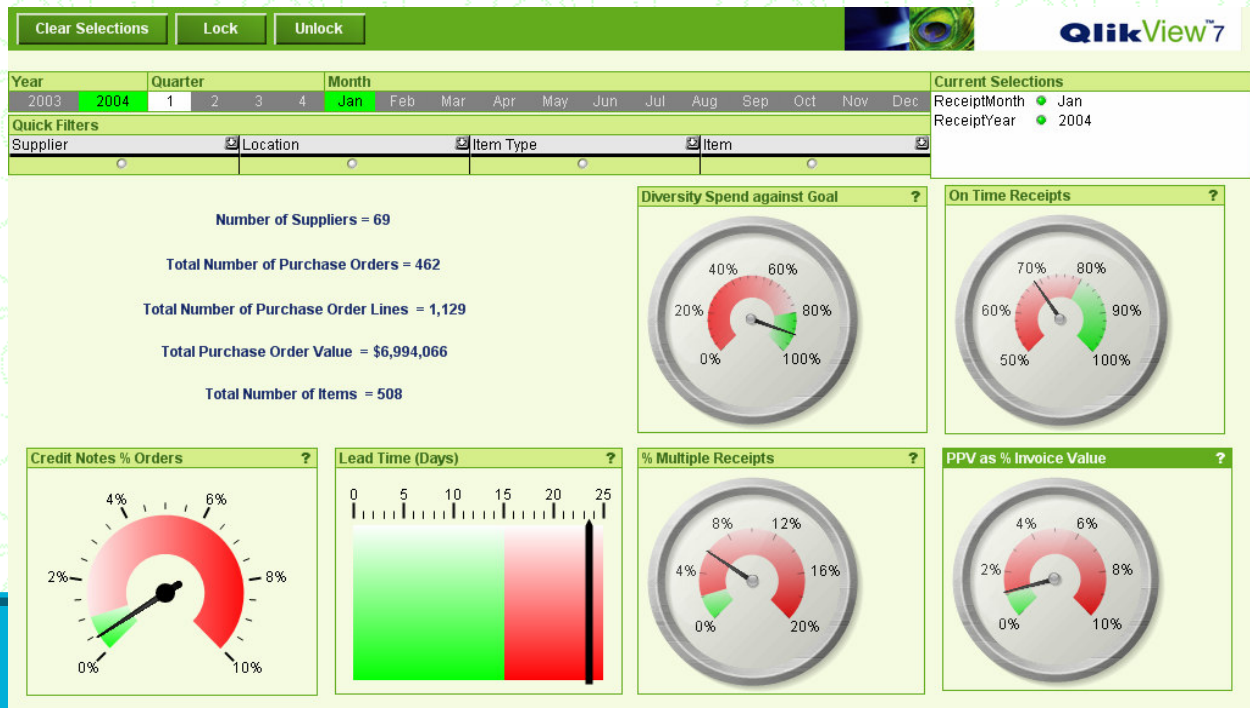


Supply Chain Performance and Spend Analytics

Key Features and Benefits

Track goals and performance using role-specific and region/ business unit specific dashboards

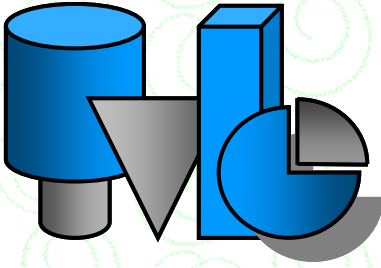
- Specify and track goals against commodities, diversity categories, and business units. Monitor spend against goals on a dashboard and ensure policy compliance.
- Enable an executive and managerial dashboard to drive procurement and operational decisions
- Tracking of compliance of negotiated agreements through preferred suppliers
- Drilldown to display sub-units, regions and all transaction detail that comprises summarized spend figures
- Eliminate maverick spend by enhanced monitoring of employee spending.
- Track diversity spend against goals by unit, ethnicity, commodity and customer-specific compliance plans and goals.
- Perform Tier 2 spend analysis including tracking of subcontracting plans and goals.



- Integrated
- Interactive
- Drill-Down
- In-Memory Analysis
- Revolutionary
- Simple
- Quick ROI
- Fast Implementation

Third-party data integration

- Integrating with D&B Supply Diversity data services can accurately determine the diverse component of your portfolio. Review your spend with diverse suppliers, find other diverse suppliers that meet your requirements, and ensure that you are meeting corporate, federal, state and Tier 2 requirements.
- Report your high risk suppliers as part of Sarbanes-Oxley compliance and check involvement in any fraudulent activities or linkage to terrorist organizations as required by the Patriot Act.



Supply Chain Performance and Spend Analytics

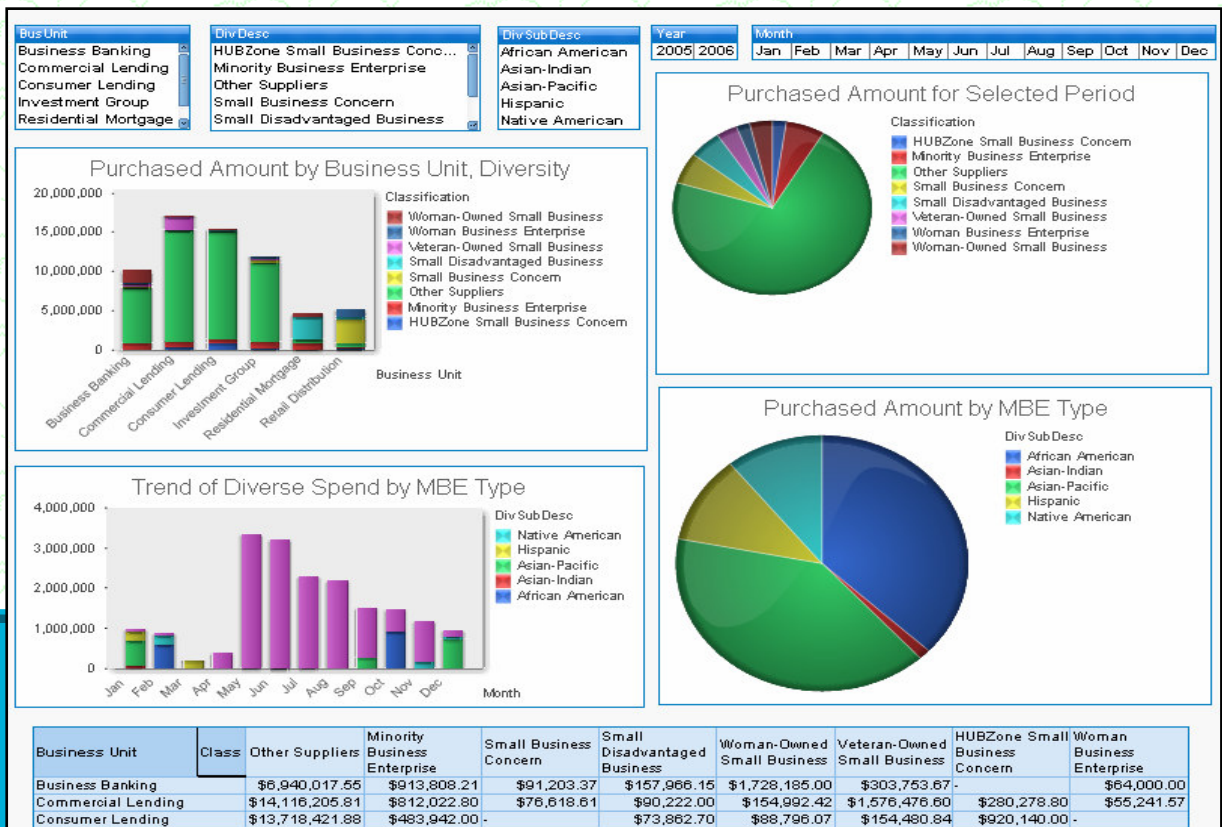
Key Features and Benefits

Analysis—on the fly, in-memory

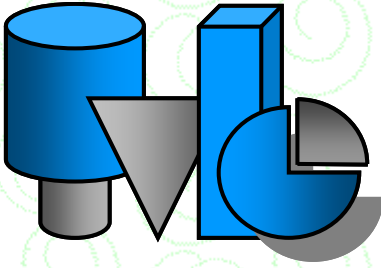
- Once we transform, clean, enrich and integrate spend data—we can add dimensions and metrics on the fly. There is no need to pre-aggregate information and most charts can directly handle aggregations. If transaction volume is very high, we can pre-aggregate information into our data mart.
- We pre-build the initial set of charts and reports you need, and since the interface is extremely easy to use, with minimal training most users are able to add dimensions, metrics and charts on the fly.

Our sample screenshots below provide some idea of the capabilities of our solution

Diversity Spend Analysis



- Integrated
- Interactive
- Drill-Down
- In-Memory Analysis
- Revolutionary
- Simple
- Quick ROI
- Fast Implementation



Supply Chain Performance and Spend Analytics

Supplier Analysis Allows users to drill down to the lowest level of detail necessary to determine root causes of leakage and focus organizational resources on its elimination.

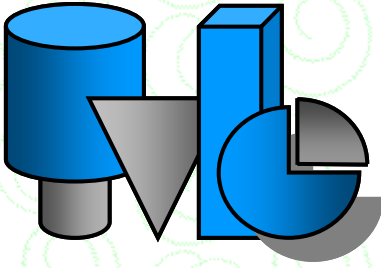
Year	Quarter	Month												Current Selections						
2003	2004	1	2	3	4	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	ReceiptYear	2004	
Quick Filters																				
Supplier Location Item Type Item Order Type																				
Key Measures By Supplier										Key Measures By Period										
Supplier	Purchase Value	In Tolerance	On Time	Credit %	Lead Time	% Mult Delivery	Mth	Purchase Value	In Tolerance	On Time	Credit %	Lead Time	% Mult Delivery							
Thompson Group	\$5,612,108	99.4%	79.3%	0.0%	15.7	1.7%	Jan	\$8,026,867	90.6%	68.6%	0.4%	23.6	5.1							
Accrue	\$4,047,675	90.9%	82.1%	4.2%	18.8	5.6%	Feb	\$8,185,355	90.5%	72.6%	1.3%	17.4	5.1							
Bechtel Corporation	\$3,874,879	84.1%	81.8%	1.0%	12.3	2.3%	Mar	\$8,517,778	89.8%	75.7%	1.6%	15.3	4.3							
Accel Partner	\$2,771,054	89.3%	71.9%	0.5%	12.2	7.1%	Apr	\$1,065,706	86.6%	71.0%	1.1%	16.8	6.3							
Solute International	\$2,010,772	52.6%	31.6%	0.0%	106.9	5.3%								#####	90.4%	72.9%	1.2%	18.0	4.1	
ACI	\$1,067,725	100.0%	92.4%	42.9%	1.3	0.0%								#####	90.4%	72.9%	1.2%	18.0	4.1	
AboveNet	\$569,397	89.7%	79.3%	0.0%	14.6	3.4%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Datacom Supply	\$390,568	100.0%	69.6%	0.0%	13.2	13.0%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Abbotsbury	\$280,002	97.6%	76.9%	0.0%	9.9	3.0%								#####	90.4%	72.9%	1.2%	18.0	4.1	
3i	\$263,251	82.1%	66.7%	2.3%	21.2	2.4%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Active	\$254,204	100.0%	68.6%	0.0%	15.1	2.9%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Chemical Group	\$235,177	98.0%	77.8%	0.0%	10.1	0.0%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Bendix Corporation	\$189,096	97.4%	76.9%	0.0%	11.9	5.1%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Accton	\$164,454	78.9%	71.1%	0.0%	17.2	5.3%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Welbeck Speciality	\$146,011	100.0%	81.1%	0.0%	10.6	0.0%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Chatsworth Pty Ltd	\$129,548	93.1%	75.9%	0.0%	9.7	1.7%								#####	90.4%	72.9%	1.2%	18.0	4.1	
C&C	\$95,533	95.0%	69.9%	0.0%	46.8	2.7%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Associates	\$95,424	100.0%	23.1%	0.0%	29.6	0.0%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Action Systems	\$94,311	73.9%	16.7%	0.0%	80.1	7.2%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Home Laboratories Pty	\$91,377	100.0%	92.3%	0.0%	14.8	0.0%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Capitolnet Marketing Gro...	\$88,200	50.0%	0.0%	0.0%	59.5	0.0%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Tonex Group	\$71,329	100.0%	69.2%	0.0%	9.7	11.5%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Ace Equipment	\$70,049	100.0%	85.0%	0.0%	7.8	2.5%								#####	90.4%	72.9%	1.2%	18.0	4.1	
Bezeq	\$67,303	88.1%	81.0%	0.0%	11.4	0.0%								#####	90.4%	72.9%	1.2%	18.0	4.1	
														#####	90.4%	72.9%	1.2%	18.0	4.1	
		\$23,756,498	90.4%	72.9%	1.2%	18.0	4.6%								#####	90.4%	72.9%	1.2%	18.0	4.1

Payment Analysis—Automatically summarize raw purchasing transactions, providing timely insight into spending patterns and trends.

Year	Quarter	Month												Current Selections						
2003	2004	1	2	3	4	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	ReceiptYear	2004	
Quick Filters																				
Supplier Location Item Type Item Order Type																				
Summary Balances by Supplier										Payables Balance										
Supplier	PPV (Absolute)	Invoiced Amount	PPV % Invoices	Payables Balance																
Thompson Group	\$82,482.00	\$4,167,375.75	2.0%	\$1,362,249.75																
Accel Partner	\$324.76	\$2,656,054.33	0.0%	\$113,065.41																
Accrue	\$24,610.44	\$1,982,040.93	1.2%	\$2,077,520.12																
Bechtel Corporation	\$12,003.59	\$1,796,411.75	0.7%	\$2,090,286.99																
Solute International	\$0.00	\$1,512,074.28	0.0%	\$164,883.60																
Datacom Supply	\$2,300.00	\$368,208.00	0.6%	\$22,540.00																
Abbotsbury	\$0.01	\$277,537.26	0.0%	\$2,465.00																
3i	\$422.46	\$263,590.89	0.2%	-\$753.29																
Chemical Group	\$118.40	\$224,649.80	0.1%	\$10,645.60																
Active	\$7,271.65	\$203,228.20	3.6%	\$43,705.84																
		\$148,033.60	\$15,643,606.54	0.9%	\$7,682,848.77															

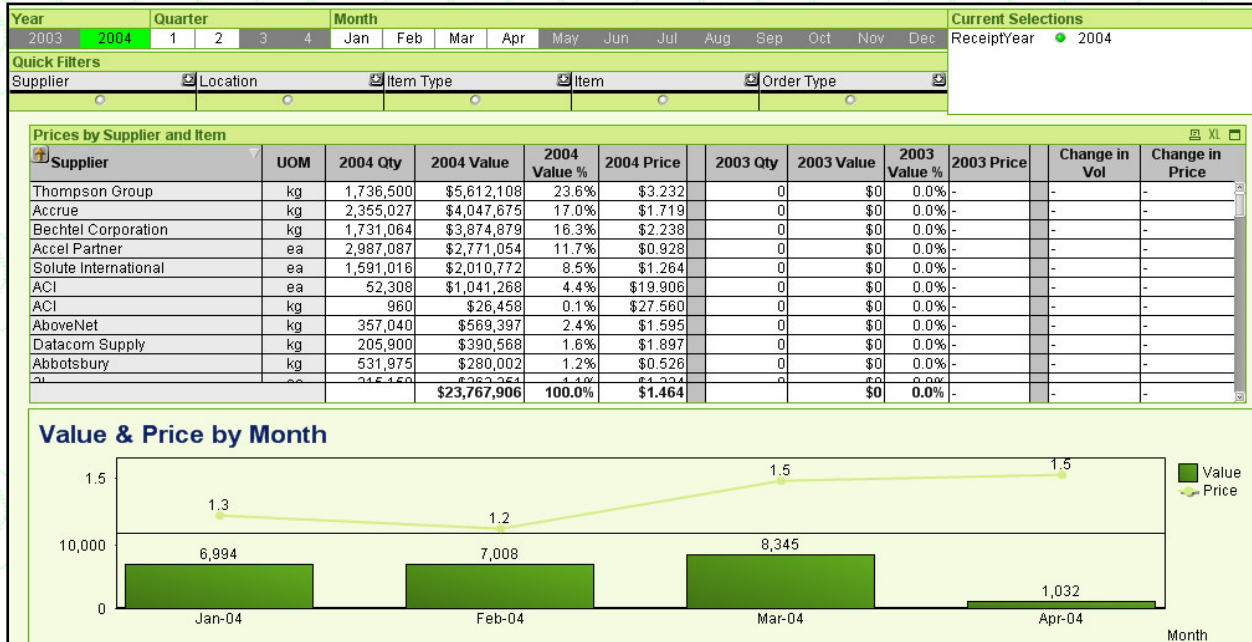
Supplier	PO No	Location	Line	Item	Sequ en...	Receipt Date	Receipt No	Delivered Qty	Delivered Value	Invoiced Qty	Invoiced Value	PPV	Status
3i	10018653	Fact-Melbourne	10	0391391B	1	8/01/04	119947	945	\$3,912.30	945	\$3,912.30	\$0.00	Error
			20	0116116C	1	8/01/04	119947	945	\$1,921.19	945	\$1,921.19	\$0.00	Matched
	10018767	Fact-Melbourne	10	0391391B	1	15/01/04	120018	675	\$2,794.50	675	\$2,794.50	\$0.00	Not Invoiced
			20	0116116C	1	15/01/04	120018	675	\$1,372.28	675	\$1,372.28	\$0.00	Part Matched
	10018930	Fact-Melbourne	10	0391391B	1	22/01/04	120089	270	\$1,117.80	270	\$1,117.80	\$0.00	PPV
			20	0116116C	1	22/01/04	120089	270	\$548.91	270	\$548.91	\$0.00	
	10018977	Fact-Melbourne	10	0391391B	1	27/01/04	120115	945	\$3,912.30	945	\$3,912.30	\$0.00	
			20	0116116C	1	27/01/04	120115	945	\$1,921.19	945	\$1,921.19	\$0.00	
	10019058	Fact-...	10	0391391B	1	5/02/04	120246	540	\$2,235.60	540	\$2,235.60	\$0.00	

- Integrated
- Interactive
- Drill-Down
- In-Memory Analysis
- Revolutionary
- Simple
- Quick ROI
- Fast Implementation



Supply Chain Performance and Spend Analytics

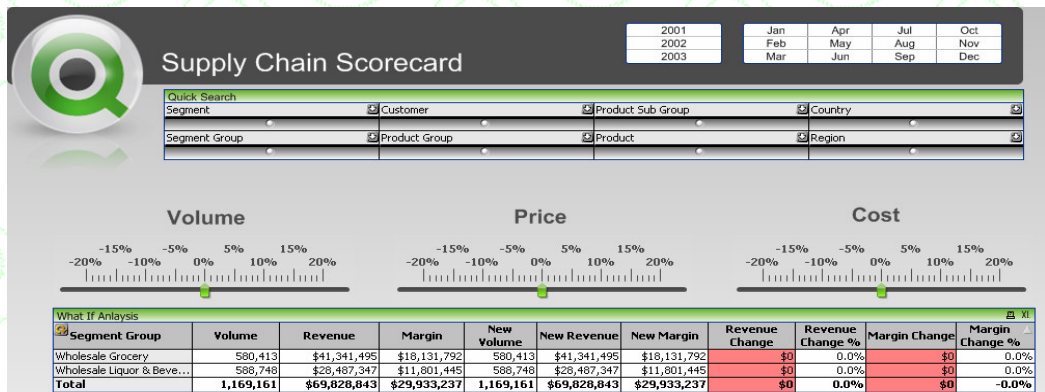
Pricing Analysis



What-If Analysis and alerts to your PDA

- Perform what-if analysis and simulations with ease. In addition to reporting, our solution also allows you to input key data into the application and use it in the metrics calculations.
- Web-based reports enable managers to view spending details, analyze procurement data, measure performance, and develop strategies for increased savings.
- Key stakeholders can be automatically notified via email or PDA alerts when out-of-tolerance levels compared to targets are reached.

- Integrated
- Interactive
- Drill-Down
- In-Memory Analysis
- Revolutionary
- Simple
- Quick ROI
- Fast Implementation



Call us today at 678.557.9828 and find out how we can help revolutionize your reporting...