

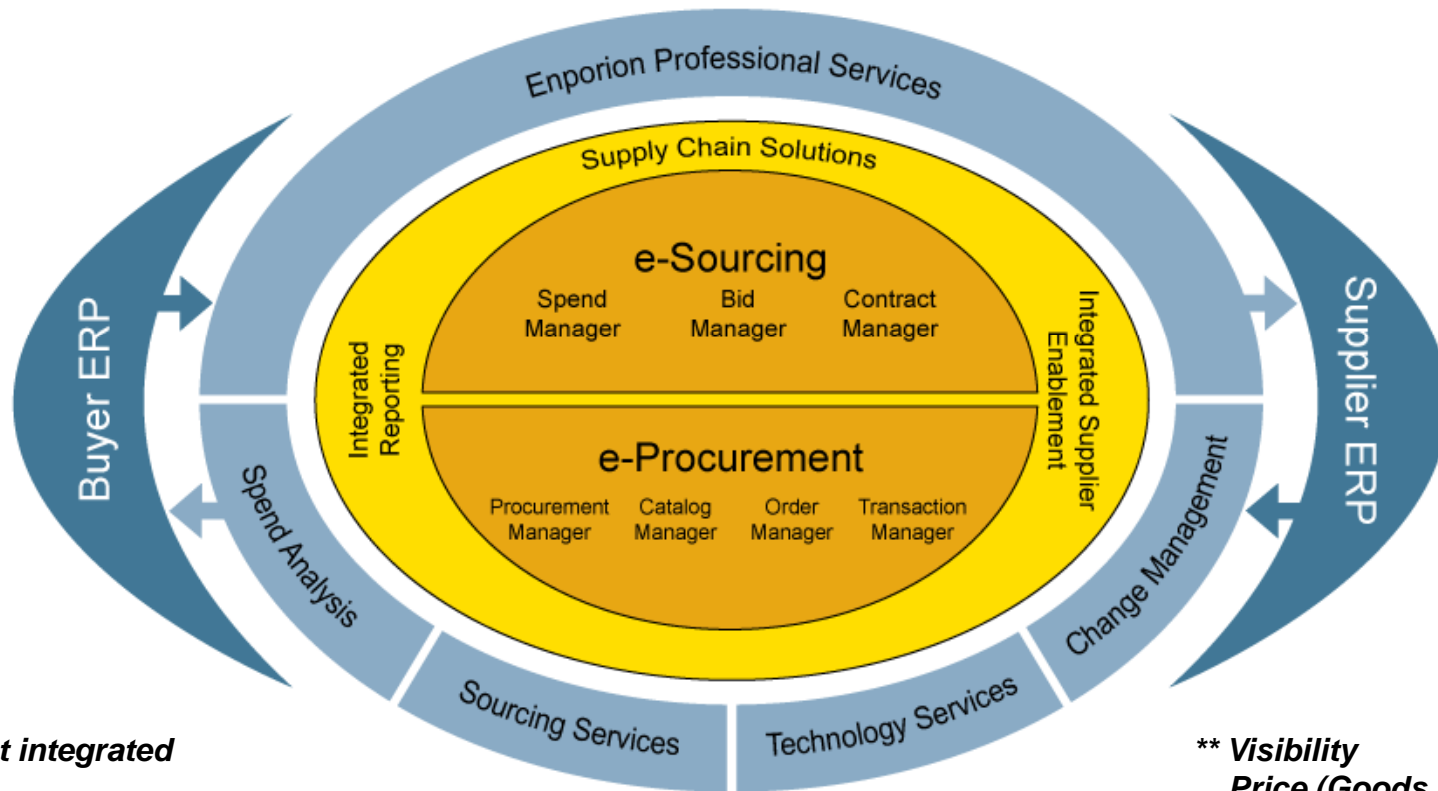
# ENPORION

## Supplier Enablement

## Enporion Customers Include:



*Enporion: An end-to-end solution suite\*, supported with people and services to deliver real results\*\**

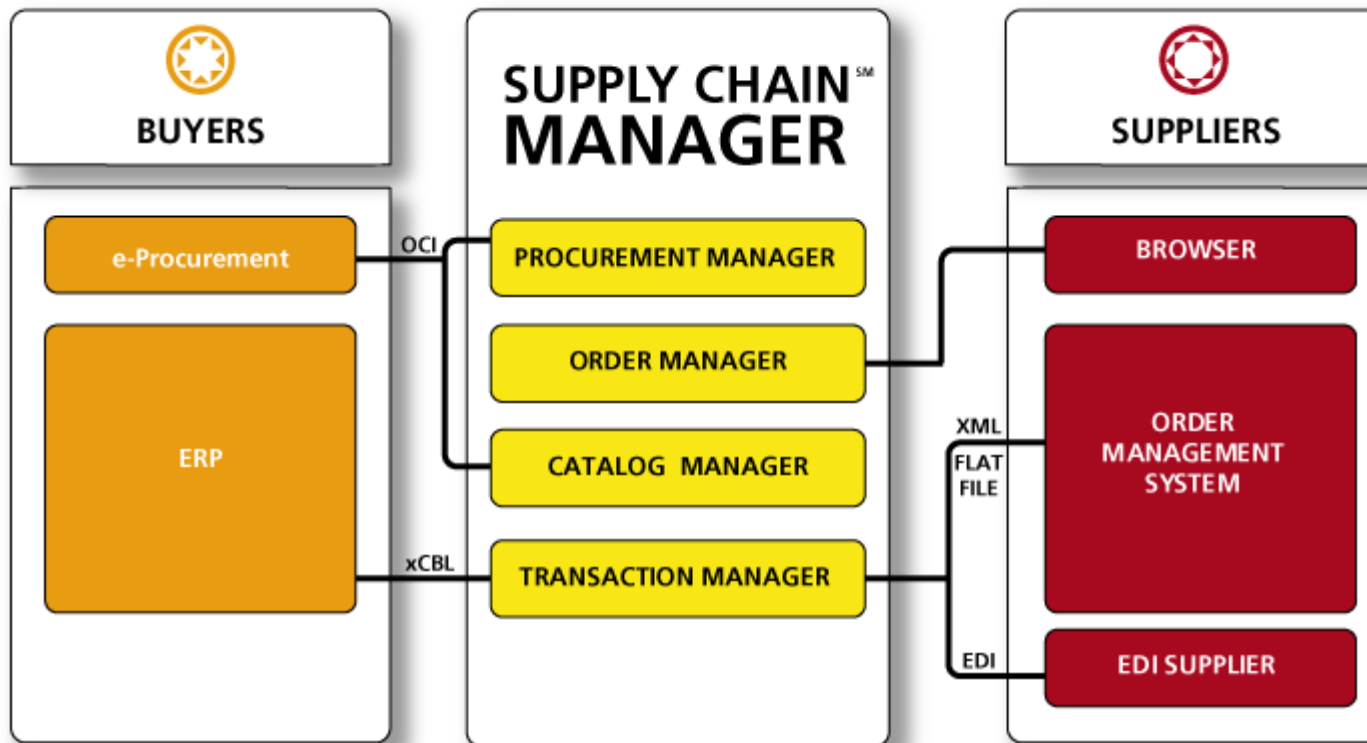


*\* Modular yet integrated*

**\*\* Visibility**  
**Price (Goods & Services)**  
**Savings**  
**Process Efficiency**  
**Organization Efficiency**  
**Compliance and Tracking**

# Supply Chain Manager

End-to-End Supplier Enablement Solution



## *Integrated Suppliers*

**Enporion connects to Suppliers in their desired format.**

### **Direct Integrations**

- Multiple EDI Versions 3030 4010 via VAN or VAN-less
- XML in various formats including xCBL, OAG XML
- Custom file formats as desired

### **Gap Analysis**

- Determine functionality gaps between Buyers and Suppliers
- Provide technology or business solutions (i.e. ship to codes vs. street address)

### **Business Rule Validation**

- Duplicate Invoice number checking
- Freight Codes
- Tax Codes

## *Supplier Portal*

### **Web-Based Solution for Small to Medium Suppliers**

#### **Full features including trading partner specific functionality.**

- PO Flip to Create PO Responses, Invoices, ASNs.
- Download and printing
- Storage and retrieval
- Services Invoicing
- Drill Down viewing of Remittance Advice and Payment Status

#### **Training**

- Web based on-demand
- One-on-One
- No cost to suppliers
- Help desk support

## *Supplier Enablement Services*

### Process Enablers

- **Work with customers to identify target Supplier lists**
- **Develop communication from Buyer to Suppliers explaining Enporion's role and expectations**
- **Conduct e-mail and telephone campaigns for follow-up**
- **Develop Customer Specific Websites for information and training**
- **Develop Trading Partner specific business rules for Order Manager to match the Buyer's business process**

## ***Case Studies: Customer A***

**Had an EDI solution in place for their tier one suppliers**

**Contracted with Enporion to adopt their second tier suppliers that process more than 6 transactions per year**

- Successfully processed over 160,000 invoices with 237 suppliers over the last several years.
- Savings on the processing costs of these invoices exceed \$5.00 per invoice.

**"Enporion's hosted platform coupled with its attentive customer support staff were key components to the fast and easy implementation of our Purchase Order and Invoice automation..."**

**- Manager, Supply Chain.**

## *Case Studies: Customer B*

### **Moving all Invoicing to Enporion**

- Initial phase targeted small to medium suppliers with the Supplier Portal due to quick implementation
- Next phase was to replace EDI connections with Enporion integrations
- PO Invoices ramping up since mid 2005 – now processing 3000+ invoices/month and growing
- Savings quantified at \$3.40/invoice
- Services based invoicing beginning year end 2008

## *Case Studies: Customer C*

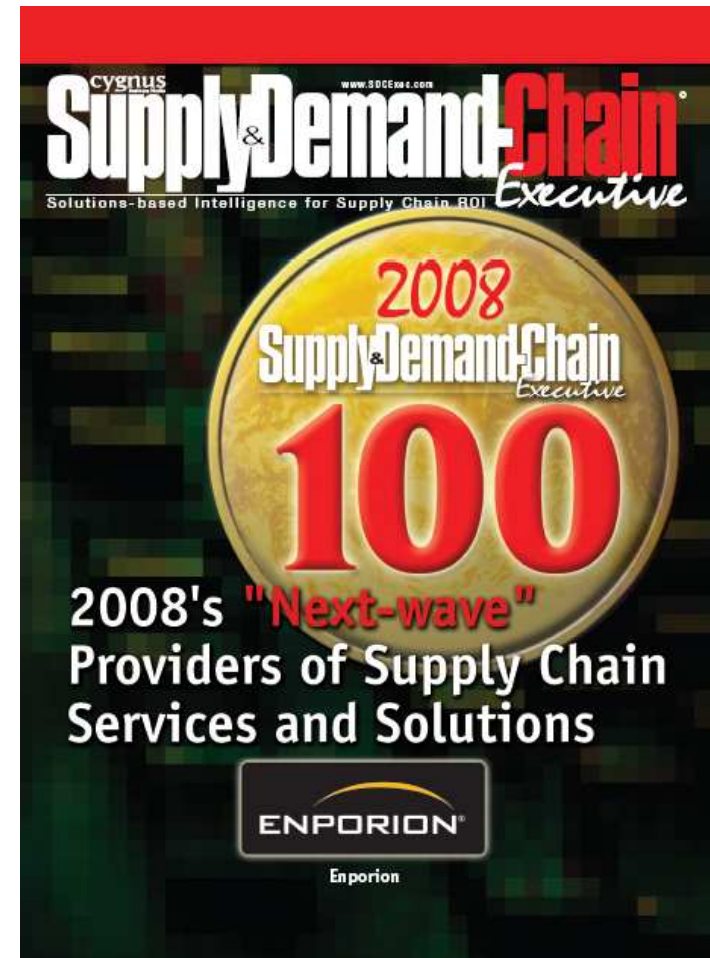
### **Required a streamlined solution for indirect purchasing**

- Utilizing Enporion to enable procurement for their indirect suppliers in the US
- Working to enable a worldwide rollout in 2008-2009
- Enable simpler end-user buying through Enporion tools
- Results reported that the use of Enporion's electronic tools have allowed for negotiating better terms with suppliers (7-10% concessions so far!)

**“...the technical support we have received from Enporion has been outstanding! Professional, responsive, and helpful. This is a refreshing change from some of my recent dealings with other vendors.”**

## *The Enporion Difference: Technology, Services, and Support*

- Source-to-Settle electronic solution
- Transaction processing competency
- High reliability operation – 99.99%
- Rapid development capabilities
- Combination of development expertise with solid understanding of business process



## *Summary*

### **What does it take to implement supplier enablement?**

- **A solution for all suppliers Small, Medium, and Large**
- **Technical Resources to work with Suppliers**
- **Support offloads and minimizes IT resources**
- **Speed and effectiveness**

**Supplier Adoption is a core Enporion Competency**