

ENPORION

Supplier Enablement

Enporion Customers Include:



BabcockPower



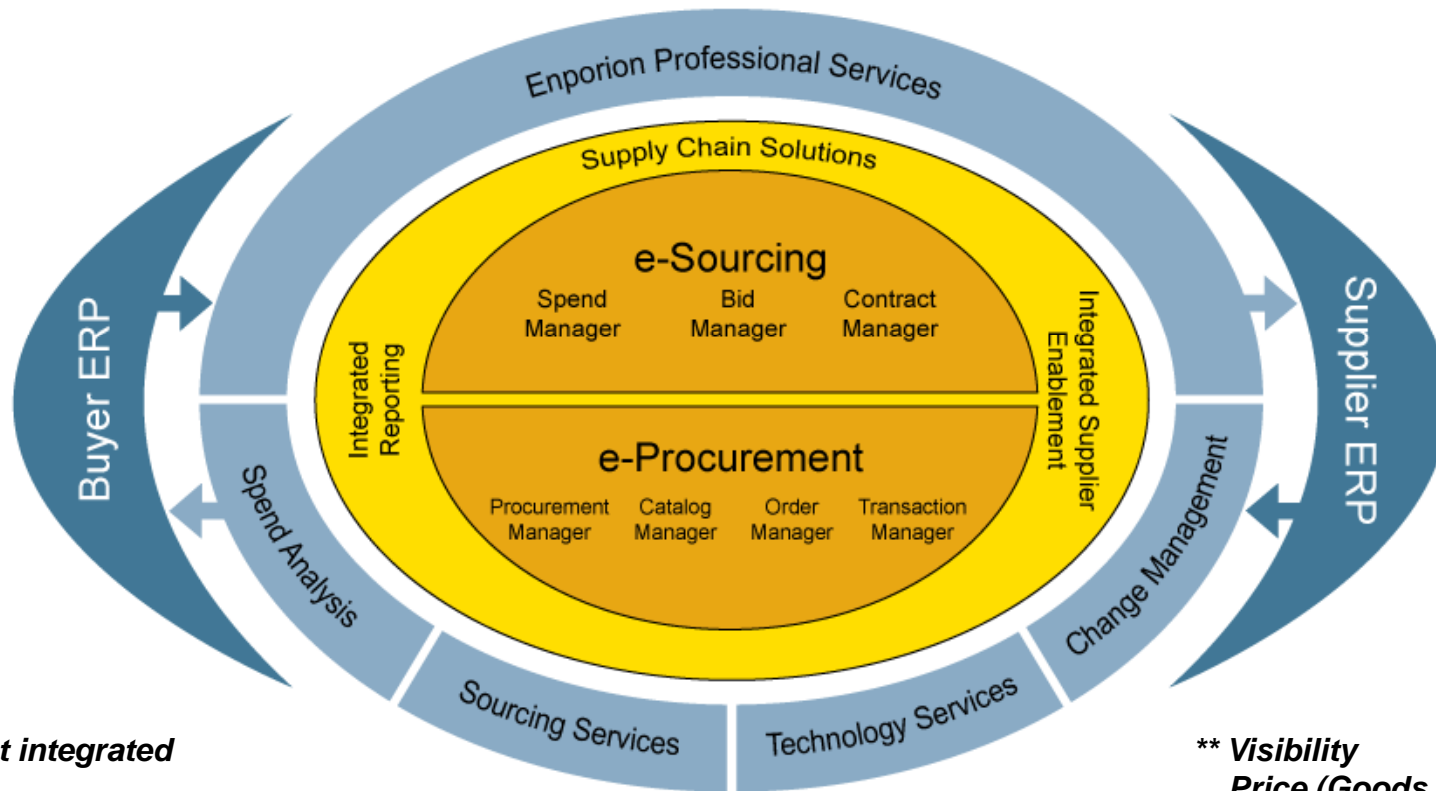
UTILITIES, INC.



Building essentials for a better tomorrow™



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

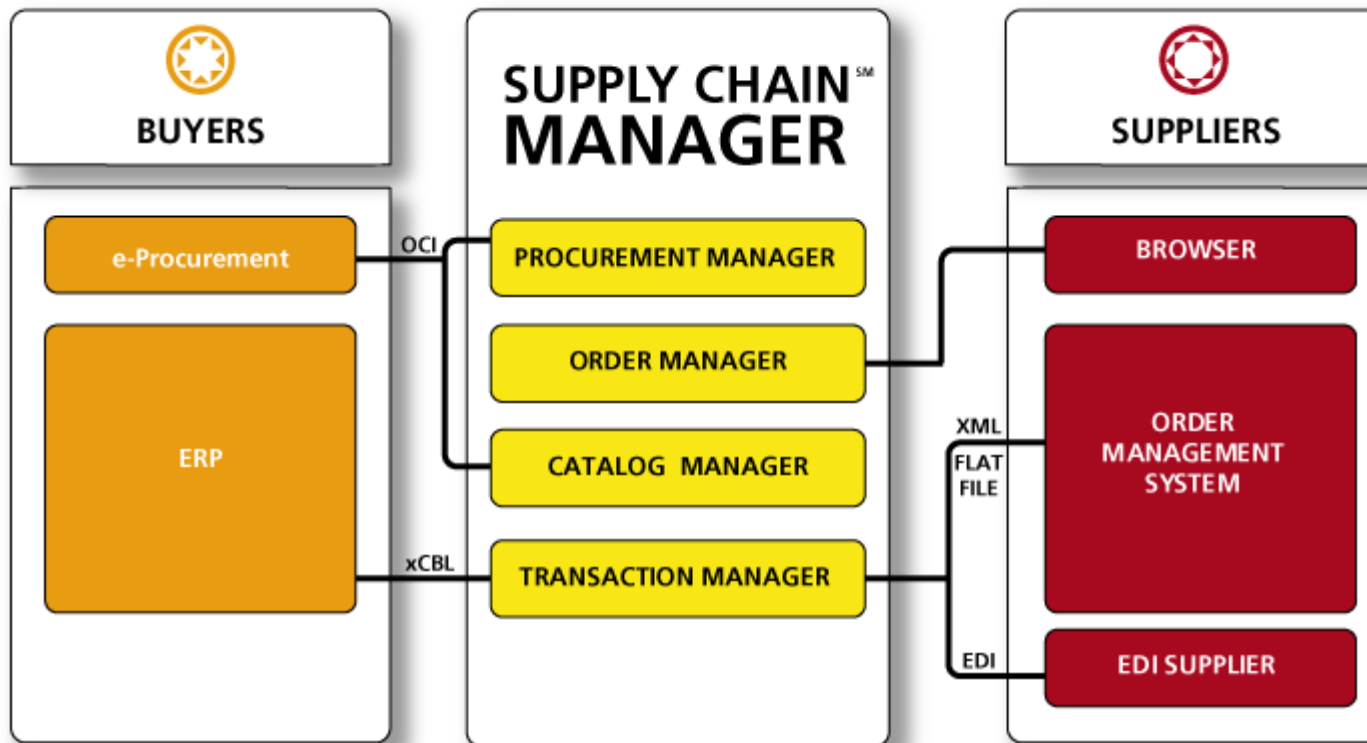


** Modular yet integrated*

**** 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

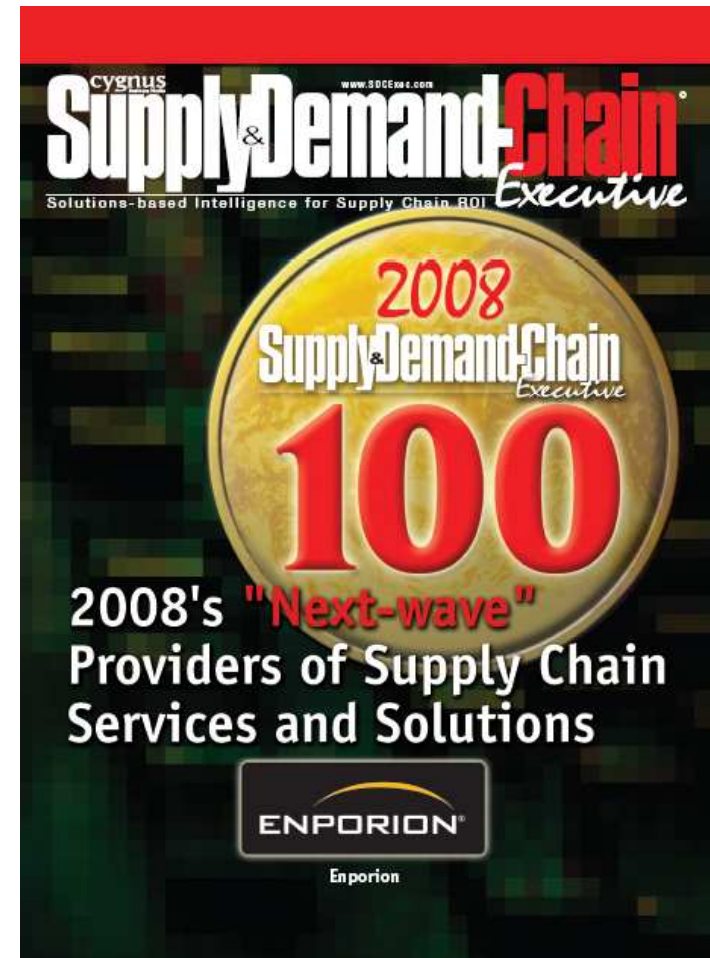
Required a streamlined solution for indirect purchasing

- 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