



ESIS

Supply Chain Solutions That Work

ESIS has the SPEC2000 options you've been waiting for!

Now there's an efficient, cost-effective way to receive all your SPEC2000, X12, and Edifact documents. ESIS has been processing SPEC2000 data for years. Scores of suppliers are already using ESIS to receive orders from their airline customers. Why should you consider ESIS?

ESIS will take any EDI transaction from your customers-



and deliver them to you the way you choose to receive them.



Have it your way. With our web-based application, Harmony Order Management (HOM), all you'll need is a connection to the Internet and an email address. But maybe you're ready to automate your orders. If that's the case, we can send you flat files that you can load directly into your own system.

Either way, ESIS will handle all the set up, including all mapping, testing, and communication with your customers for you. ESIS will process your data and upload it to our web application or post it on an FTP site for you. We'll give you the capability to create all the return documents necessary for every transaction.

ESIS is designed with the supplier in mind. We've included features like automatic email alerts when you have new documents, the ability to save data to a text file, and the ease of printing all your orders at once.

ESIS is affordable. You can process an unlimited number of transactions without paying per document or character fee charges. You won't need translator software or have to pay upgrade, maintenance or mailbox fees. And, as always, ESIS customer support is free.

So what are you waiting for? Pick up the phone and we'll show you just how easy it can be! You can call us direct at 858 625-0060. Just ask for Jason Griffith.

- Over 17,000 suppliers receive documents through ESIS.
- ESIS is the largest working exchange in the aerospace industry.
- With ESIS, you can receive all your documents in one secure place-no more logging onto multiple web sites.
- ESIS' HOM is a mature, stable, dependable system.
- ESIS is known for its excellent customer service.

9171 Towne Centre Dr
 Suite 455
 San Diego, CA 92122
 Phone: 858-625-0060
 Fax: 858-625-0260
www.esisinc.com



ESIS

Supply Chain Solutions That Work

Supply Chain Management From Your Suppliers' Perspective

**What's the number one reason e-procurement initiatives fail?
Lack of supplier acceptance!**

Provide your system free of charge to your suppliers.

Suppliers are understandably resentful when asked to pay for your system. Providing the system free of charge will ensure you a better supplier adoption rate, and it won't jeopardize your trading partner relationships.

Remember that you are not your suppliers' only customer.

They may be forced to log onto many different web sites in order to receive their orders from many different companies. Make sure you implement an open system that can deliver documents from other companies as well as your own.

Provide a system that allows both you and your suppliers to increase operating efficiencies.

Choose a system that fosters communication between you and your trading partners rather than inhibits it.

Be sure your system is easy to use.

Any necessary training should be available online. Suppliers won't use a system that has a big learning curve.

Be sure the system accommodates all of your suppliers regardless of their size and technical expertise.

It should be capable of delivering the data in each supplier's desired format—Internet, EDI, etc.

Make sure telephone support is available for your suppliers during their business day.

If you fail to consider your suppliers' needs as you select a solution, you may be doomed to failure regardless of the time and effort you spend on a system. Never forget that supplier buy-in is key to your success.

ESIS' Harmony Order Management system was designed with both the buyer and the supplier in mind.

Regardless of their technical capabilities, your suppliers will find our HOM system easy to implement and user friendly. They'll love the design that allows them to receive documents from all their customers in one secure place. Most of all, they'll appreciate the fact that the system is provided to them free of charge, and customer service is just a phone call away.

At ESIS, we understand you AND your suppliers—and that spells success for your e-procurement project.

"With ESIS I can download and print out all my documents at one time. ESIS makes it easy!"

- Terri Baca
Arrowhead Products

"With ESIS, all we do is pick up our orders. ESIS is easy to use, and there's no maintenance. And ESIS customer service is a 10!"

- Dorothy Foley
Goodrich

9171 Towne Centre Dr
Suite 455
San Diego, CA 92122
Phone: 858-625-0060
Fax: 858-625-0260
www.esisinc.com



ESIS

Supply Chain Solutions That Work

Suppliers Rave About ESIS

Supplier acceptance is key to the success of your e-procurement initiative—and here's what suppliers are saying about ESIS!

"ESIS has the best system and the best service of any company that I deal with. Whenever I get a chance, I recommend ESIS!"

**Aaron Schneiderman, Sr. Contract Manager
Pneudraulics, Inc.**

"ESIS' HOM provides a great tracking system and leaves very little room for errors. If all my customers used ESIS instead of phoning, faxing, or emailing their orders, it would make my life so much easier."

**Richalyn Williams, Aerospace Acct. Specialist
Crane Resistoflex-Aerospace**

"ESIS is a very smooth running and easily understood system. I wish all the systems I have to use were this simple."

**Carol Baltzer, Customer Service Manager
Consolidated Foundries**

"With ESIS, all we do is pick up our orders. ESIS is easy to use and there's no maintenance. And ESIS customer service is a 10!"

**Dorothy Foley, EDI Manager
Goodrich**

"I am very pleased with the latest version of HOM. The accessibility and retrieval of documents is fast and easy."

**Andrew Yowell, Contracts and Business Management
Hamilton Sunstrand**

"You provide a great service!"

**Linda Jackson, President
Mid-Central Manufacturing, Ind.**

"ESIS loads quickly and has a user-friendly interface. It's easy to navigate and quick and dependable."

**Mark Schroeder, Inside Sales
Wm. F. Hurst Company, Inc.**

"ESIS customer service staff is always very helpful and courteous, and I always get a live person, not voicemail."

**Denise Flores, Customer Service
Triumph Engineered Solutions**

"I really like the overall design of ESIS' HOM system. I can access the information I need very easily. It also gives you lots of options like printing reports and downloading information into Excel."

**Candace Chendorani, Sales
Cyttec Engineered Materials**

"ESIS' HOM6 is fabulous! We're very happy with it."

**Kathy Skaggs, Office Manager
American Tool & Die, Inc.**

"I have been using the ESIS HOM system for several years now. It's concise, efficient, and very easy to maneuver. ESIS' customer service and tech support are also outstanding. The system is just all around user-friendly!"

**Lori DesLauriers, Office Manager
Bundy Manufacturing Inc.**

"ESIS' system is a pleasure to use. It's very efficient in comparison to other systems I have to use."

**Hillary Matzen, Office Manager
Clearwater Engineering, Inc.**

"ESIS' HOM6 is excellent. It's fast, easy, convenient, and means a lot less paperwork for us."

**Julia Rowan, Quality Manager
Metalform Industries**

ESIS is the most user-friendly e-procurement system out there. I love the simple design, the email notification process, and the fact that I can go to one site to get all our orders.

**Fran Zandi, Sales
Enidine, Inc.**