



ESIS

Supply Chain Solutions That Work

ESIS—Supply Chain Solutions That Work!

**What do 17,000 companies have in common?
They use ESIS to automate their supply chain processes!**

Manufacturers have been using ESIS to increase their purchasing efficiency for over ten years. ESIS' system, Harmony Order Management or HOM, serves as the gateway for the automated exchange of information between buyers and suppliers. HOM cuts through to the essence of Supply Chain Management - more efficient communication between you and your direct and indirect suppliers.

You can be up, running, and saving money in 90-120 days!

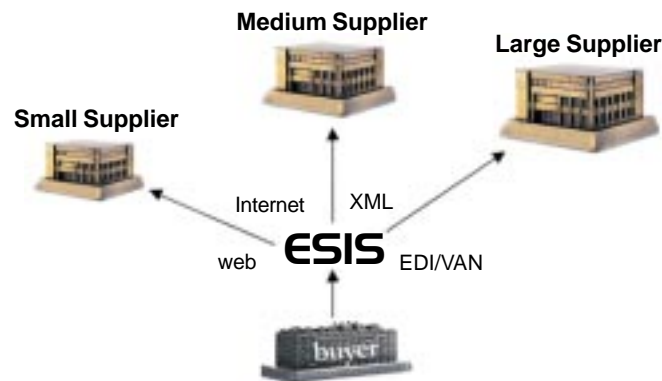
Because of our decade of experience and the fact that thousands of suppliers are already using HOM, we can have 95% of your supplier base in full production in 90-120 days - not just "signed up" but actually online doing business with you! And our ESIS customer service team does all the work of contacting and training your suppliers.

Supplier Acceptance—Assurance Your Project Will Succeed

A major reason that e-commerce initiatives fail is lack of supplier acceptance of the system. This is where ESIS has a proven track record! Too many companies forget that their suppliers may be dealing not just with their buyers but with hundreds or even thousands of other customers. HOM allows suppliers to receive documents from all their customers in one place by logging onto one secure web application. With HOM, suppliers don't need to invest in costly hardware and software - all they need is a PC, a browser, and an email account.

More Reasons Companies Choose ESIS

HOM works for you because we customize it to work for your company, taking into consideration your unique documents and



enforcing your business rules with your suppliers. HOM options like bar coding provide even more efficiency. HOM works with any ERP system and requires a minimal amount of effort from your IT staff. ESIS tracks your documents daily and ensures that your suppliers receive them. We also handle your front-line supplier support. Ask our customers and their trading partners—our ten years of experience really shows!

HOM - A Mature, Stable, Proven Supplier Communication Tool

The ESIS system has been creating efficiencies for companies like yours for over a decade. If you have 200 or more trading partners, chances are that over half of them are already using our system. At ESIS, we take care of your supplier communication issues so you can concentrate on your core business.

Are You Ready?

If you're ready to streamline all aspects of your purchasing process, drastically reduce phone, faxing, and mailing charges, eliminate frustrating follow up, enforce your JIT rules with your suppliers, create efficiencies in your receiving department, and make your personnel more productive, it's time to call ESIS!

"With HOM, we expect to replace our entire EDI supply chain data-exchange system."

**- Steve Newton
Bell Helicopter Textron**

"ESIS takes the messy job of managing a supply chain in both EDI and over the Internet out of manufacturers' hands, usually after they've tried to reconcile the different systems themselves."

**- Aviation Week
and Space Technology**

"...many small suppliers will never have IT departments ...all Cessna suppliers were given the choice of using EDI integration or a web-enabled application... underneath the web, it's all EDI. Cessna gets the true benefits of integration."

- Purchasing Magazine

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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. Footing the bill yourself 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 company's technical capabilities, your suppliers will find HOM easy to implement.

ESIS allows your suppliers to receive documents from all their customers in one secure place. Best of all, the system is free to suppliers and unlimited customer service is just a phone call away.

"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**

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ESIS and Your Return on Investment

Companies have used ESIS since 1992 to solve their procurement challenges and save millions of dollars in the process. The sophistication of our Harmony Order Management System (HOM) and our reputation for outstanding service have made us the proven choice for companies looking for a better way to do business.

How much can your company save? Ask our customers!

ESIS ROI Success Stories

- One division of Honeywell calculated \$4 million in savings with ESIS in 2001. Seventeen divisions of Honeywell now use ESIS.
- With ESIS, Cessna Aircraft was able to avoid hiring additional purchasing personnel while their company production increased by 250%.
- Boeing Mesa tracked their ROI for their first two years after ESIS implementation and averaged over \$2 million in savings.
- Sikorsky Aircraft was able to cut their receiving time in half with 100% accurate ESIS bar codes.
- Regardless of your current procedures, HOM will help you create efficiencies that translate into time, money, and marketplace advantage for your company.

ESIS Can Drastically Reduce Your Procurement Costs

ESIS can help you reduce or eliminate many of the costs associated with processing an order. With ESIS' efficiencies, your buyers are freed up to concentrate on more strategic procurement projects rather than chasing down lost orders or standing at the fax machine.

Build or Buy?

Many companies have spent years and millions of dollars developing their own web procurement systems or implementing purchased systems. In the process, they have found that integration costs frequently run more than three times the initial software licensing fees or initial development costs. Your IT department must customize, implement,

and maintain the system for your in-house users and for your trading partners.

But that may not be the worst part. Such portal or "pull" systems require that suppliers check your web site often to receive their orders. The problem is that suppliers are dealing with scores if not hundreds of customers, and logging onto multiple systems can create logistical nightmares for them. Lack of supplier acceptance has been the downfall of many e-commerce projects.

Outsourcing - A Better Way

Outsourcing to ESIS gives you the advantage of a powerful, highly customized solution without the exorbitant upfront cost of a purchased system. The time required from your IT staff is minimal. ESIS hosts the application on our servers, handles all the product updates and maintenance, and provides telephone support for your suppliers. And we track your orders to ensure your suppliers receive them.

With ESIS, your suppliers have a common system that allows them to receive orders from all their customers in one place instead of from many proprietary systems. We've kept the supplier in mind so you can be assured of supplier acceptance—and the success of your e-commerce project!

Rapid Implementation Means Faster ROI

How quickly do you want to start saving money? ESIS can implement all of your suppliers and your core procurement documents in just 90-120 days—providing you a very, very rapid payback on your investment!

ESIS provides the most cost effective solution with the greatest value—lower implementation costs, lower maintenance costs!

When polled, the majority of IT executives say that online procurement software, once fully integrated, provides the highest ROI of any enterprise-wide application. ESIS' Harmony Order Management (HOM) Services represent a substantial savings over traditional procurement methods and EDI costs.

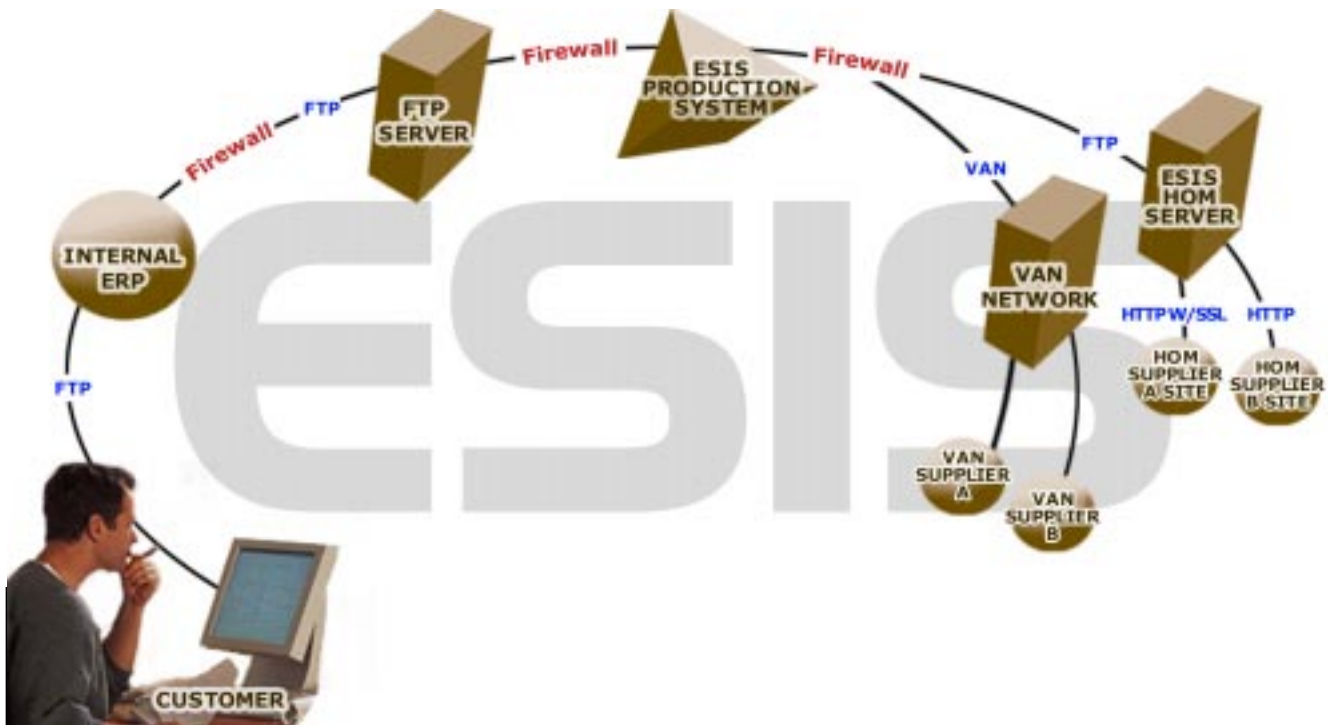
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ESIS Process Flow for the Purchasing Module



As your buyers create orders, ESIS receives the data directly from your ERP/MRP system and delivers it to your trading partners in the format they choose, either traditional EDI over a VAN or Internet application. There is no new system for either you or your suppliers to learn.

As your suppliers respond to your documents, their response data is loaded back into your system automatically. Redundant data entry is eliminated.



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ESIS Provides The Documents You Need For All Your Trading Partner Transactions

830 - Planning Schedule and Response

850 - Purchase Order

855 - PO Acknowledgment

860 - Change Order

865 - Change Order Acknowledgment

840 - Request for Quote

843 - Bid

810 - Invoice

856 - Ship Schedule

857 - Combined Ship Notice/Invoice

820 - Payment Order

869 - Order Status Inquiry

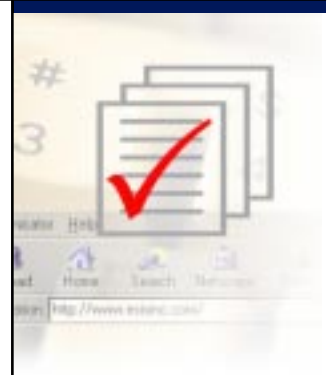
870 - Order Status Response

824 - Application Advice

832 - Price Catalog

Bar Coding

Complete Reconciliation Process



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