

CISTECH Supplier Web Portal

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The Problem: Supplier Communication

- ▶ ...can be inefficient
 - Their systems may be manual
 - Our orders may be lost in the swamp
 - They get back to us eventually
 - Their communications get lost in our swamp
- ▶ ...can be error prone
 - Orders, lines, dates, quantities can get mixed up
 - Drawings get lost
 - Scraps of paper get misplaced

Why it's a problem

- ▶ Higher production costs
 - Extra inventory to buffer unreliable suppliers and communication failures
 - Production delays or shutdowns due to stockouts
 - Expedited shipping
- ▶ Higher cost of quality
 - Out-of-date specs and requirements
- ▶ Higher staff costs
 - Buyer resource spent administering paperwork, following up, calling suppliers, updating spreadsheets...

Our Solution

For the supplier...

- ▶ Notification that we placed an order
- ▶ Online access to real time order list
- ▶ One-click acknowledgment
- ▶ Easy notification of shipment

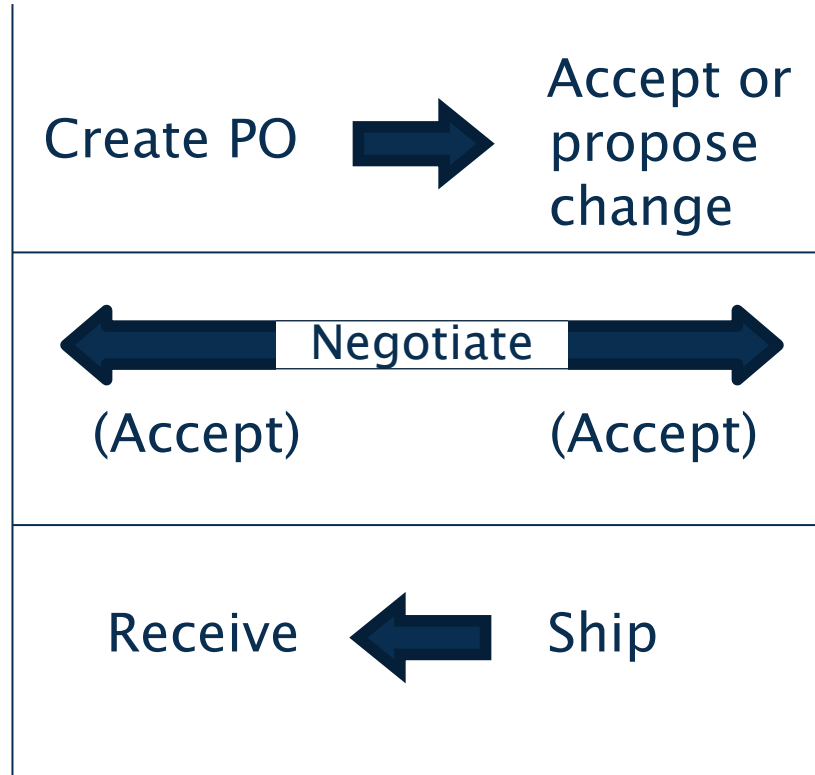
For the buyer...

- ▶ Prompt, two-way communication
- ▶ Instant visibility of supplier commitments
- ▶ Instant visibility of shipments
- ▶ All integrated into Power-Link

The Conversation



Customer



Supplier

Simple scenario

Buyer

- ▶ Place the PO
- ▶ See Supplier Accept



Supplier

- ▶ View Scheduled Receipts
- ▶ Accept (VA)



Change scenario

Buyer

- ▶ Place the PO —————▶
- ▶ Review change ◀————
- ▶ Accept change —————▶
- ▶ See Supplier Accept ◀————

Supplier

- ▶ View Scheduled Receipts
- ▶ Propose change
- ▶ See Customer Accept
- ▶ Accept (VA)



Three roles



IT Admin



User = Buyer



User = CSR

Customer



Supplier

Two systems



Buyer

XA Power-Link
(Remote Desktop)



IT Admin



Supplier

Portal

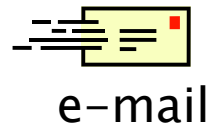
Now let's show you...

Pro-active notification

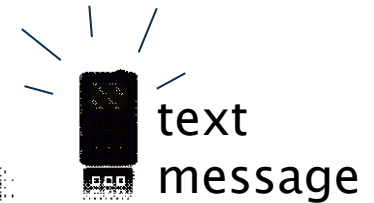
- ▶ Place the PO
- ▶ Issue a release
- ▶ Change a PO quantity or date
- ▶ Automatic text message
 - Order placed, check e-mail
- ▶ Automatic e-mail
 - Link provides one-click access to portal



Buyer

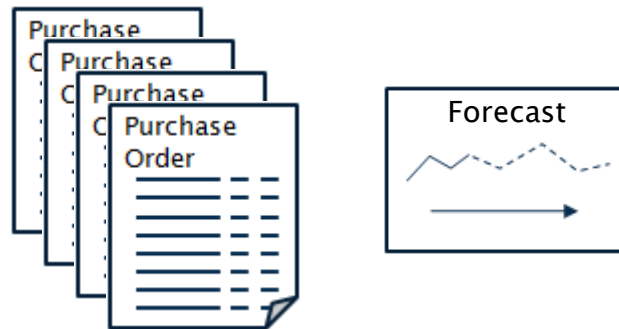


Supplier



Supplier can see your requirements

- ▶ Orders placed by their customer
 - Items, quantities and dates
- ▶ Both item numbers: customer's and their own
- ▶ *Confirm by date*
- ▶ Forecast: Annual view of open and planned orders



Supplier View

Windows Internet Explorer

http://na1.programgo.com/www/Main.html?profile=js%2FgpumtPgMtvXcgrFan4NJ%2Fd4R%2B%2BJGkrZvyb%2F5

File Edit View Favorites Tools Help

★ Favorites

Catavolt Home Administration pjoseph ABC Technologies Logout Help

Launch Open Orders

Open Orders

Welcome to your Supplier Account Center

Current Orders

Order	Item	Vendor catalog	Rel	Dock due	Estimated ship	Qty	UM	Confirm by	
P000295	1310	G2X1755	1	10/18/2010	10/14/2010	334	EA	10/04/2010	N
P000295	1313	G2X1758		10/18/2010	10/14/2010	334	EA	10/04/2010	P
P000295	1314	G3X1762		10/18/2010	10/14/2010	144	EA	10/04/2010	P
P000295	1316	47728889	4	10/18/2010	10/14/2010	2449	EA	10/04/2010	C
P000284	1312	G2X1757		10/20/2010	10/15/2010	262	EA	10/05/2010	S
P000284	1315	G3X1731	2	10/20/2010	10/15/2010	262	EA	10/05/2010	S
P000284	1316	47728889		10/20/2010	10/15/2010	406	EA	10/05/2010	Supplier Accept
P000283	1310	G2X1755		10/28/2010	10/27/2010	596	EA	10/15/2010	Supplier Accept
P000283	1311	G2X1756		10/28/2010	10/27/2010	307	EA	10/15/2010	Supplier Accept

Search

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- Order
- Item
- Vendor catalog
- Release
- Due date
- Quantity
- Confirm by

Supplier View

ABC Technologies Supplier Web Portal - Mozilla Firefox

File Edit View History Bookmarks Tools Help

catavolt.net https://na2.catavolt.net/www/Main.html?profile=js%2FgpumtPgNjH7Un

pjoseph40 ABC Technologies Logout Help

Home Administration

Launch

Open Orders

Forecasts

Open Orders ☒

Welcome to your Supplier Account Center

Current Orders

Order	Item	Supplier item	P.O. release	Dock due date
P000457	1000	PCX166A304	1	10/08/2008
P000457	1000	PCX166A304	2	10/15/2008
P000457	1000	PCX166A304	3	10/22/2008
P000457	1000	PCX166A304	4	10/29/2008
P000457	1000	PCX166A304	5	11/05/2008
P000458	1310	G2X1755	0	10/19/2008
P000459	1310	G2X1755	0	10/19/2008

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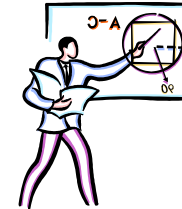
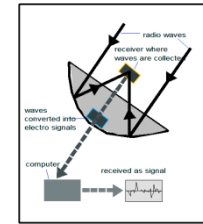
Transferring data from na2.catavolt.net...

- ▶ Orders placed by buyers via Procurement Management
- ▶ Suppliers can see both your item and their internal item number
- ▶ Confirm delivery per line item by date
- ▶ Supplier gets an e-mail each time a PO line item or release is created

Supplier can also see...

- ▶ PO Attachments
 - Drawings, spec sheets
- ▶ PO Comments
 - Header, line, release

Supplier has clear understanding of what you need



Comments and attachments

The screenshot shows a web browser window displaying the Catavolt application. The browser's address bar shows the URL: <http://na1.programgo.com/www/Main.html?profile=js%2FgpumtPgMIZ3Z73fx8Ku51z5EXR8jn4Nj5GPCc2NwaBs4UTXCJA%3D%3D#>. The application interface includes a top navigation bar with the Catavolt logo, a user profile for 'pjoseph' at 'ABC Technologies', and links for 'Logout' and 'Help'. Below this is a 'Launch' sidebar with an 'Open Orders' link. The main content area is titled 'Open Orders' and shows a specific order: 'Order: PJ12345' and 'Item: 1000'. The interface is divided into two main sections: 'Customer Comments' and 'Supplier Comments'. The 'Customer Comments' section contains a text area with the following text: 'Order', 'Seller is obligated to perform and deliver in strict accordance with the contractual requirements as described within the body of this Purchase Order. All changes shall be at the direction of the Buyer only. Seller performing any work beyond the scope of this Purchase Order shall do so at Seller's own expense.', 'Line Item', and 'Release'. The 'Supplier Comments' section contains a large text area with the text 'Supplier Comments' and 'Save' and 'Cancel' buttons. Below these sections is an 'Attachments' section with a search bar and a list of attachments. The footer of the application shows 'Copyright © 2008 Catavolt, Inc.' and the website 'www.catavolt.com'. The page number '3568' is visible in the bottom right corner.

Windows Internet Explorer

http://na1.programgo.com/www/Main.html?profile=js%2FgpumtPgMIZ3Z73fx8Ku51z5EXR8jn4Nj5GPCc2NwaBs4UTXCJA%3D%3D#

File Edit View Favorites Tools Help

★ Favorites

Catavolt Home Administration

Launch

Open Orders

Order: PJ12345

PJ12345 Item: 1000

Customer Comments

Order

Seller is obligated to perform and deliver in strict accordance with the contractual requirements as described within the body of this Purchase Order. All changes shall be at the direction of the Buyer only. Seller performing any work beyond the scope of this Purchase Order shall do so at Seller's own expense.

Line Item

Release

Supplier Comments

Supplier Comments

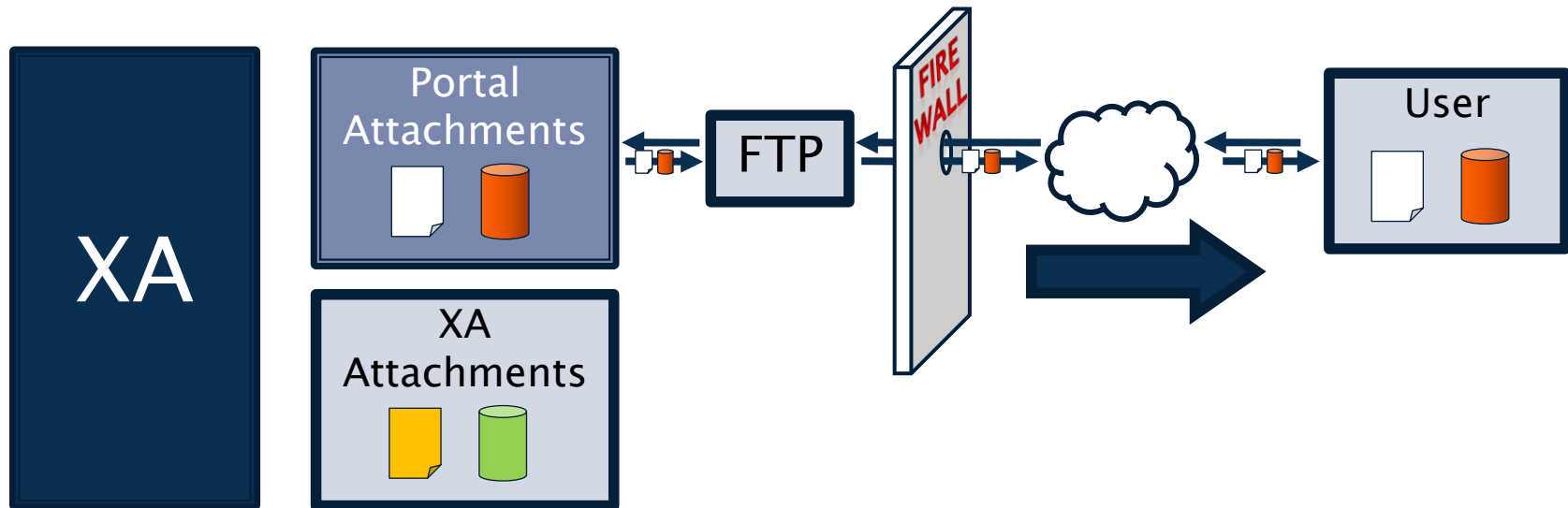
Save Cancel

Attachments

All

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Supplier retrieves attachments



- ▶ Suppliers can see attachments with one click
- ▶ External attachment files stored in secure location
 - Can be separate from internal attachment location

Supplier Response

ABC Technologies Supplier Web Portal - Mozilla Firefox

File Edit View History Bookmarks Tools Help

catavolt.net https://na2.catavolt.net/www/Main.html?profile=js%2FgpumtPgNjH7Un

pjoseph40 ABC Technologies Logout Help

Home Administration

Launch

Open Orders

Forecasts

Open Orders ×

Welcome to your Supplier Account Center

Current Orders

General

Qty	Ord UM	Confirm by	Status	Proposed Ship Date	Proposed Ship Qty	Proposed Split Date	Proposed Split Qty
4	EA	08/31/2009	Proposed	08/19/2009	3	08/26/2009	1
5	EA	08/31/2009	Proposed	08/19/2009	2	08/26/2009	3
10	EA	08/25/2009	New				0
2	EA	08/25/2009	Proposed	10/2			1
15	EA	08/25/2009	Proposed	10/2			0
25	EA	08/25/2009	Supplier Review				0
100	EA	08/25/2009	Supplier Approval				0

- Status
- Proposed...
 - Ship date
 - Ship quantity
 - Split date
 - Split quantity

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Transferring data from na2.catavolt.net...

3740

Supplier Response

- ▶ Same quantity, different date
- ▶ Partial quantity on requested date
- ▶ Split shipment

Propose Order Change ✕

Change the proposed quantity or ship date to propose a change to this open order.
Change the split quantity and ship date to propose splitting this order.
Press Update when finished.

	Requested	Proposed	Split
Quantity	2449	<input type="text" value="1950"/>	<input type="text" value="499"/>
Ship Date	Mon, May. 17, 1999	<input type="text" value="10/20/2010"/>	<input type="text" value="10/22/2010"/>



Buyer's Power-Link View

(SW) Scheduled Receipts

File Display Maintain Customize Navigation Help

SWP General *PJ SWP Select...

Scheduled Receipts

PO	Customer Item	Supplier Item	Rel	Due to Dock	Requested Quantity	UM	Confirm by	Status	Proposed Arrival Date	Proposed Ship Qty	Proposed Split Date
P000478	1000	PCX166A304	0	10/19/2009	12.000	EA	09/02/2009	Supplier Review	10/21/2009		
P000478	1310	G2X1755	0	10/15/2009	15.000	EA	09/02/2009	Shipped	10/19/2009	100	11/26/2009
P000478	1312	G2X1757	0	10/16/2009	25.000	EA	09/02/2009	Shipped			
P000478	1313	G2X1758									
P000478	1314	G3X1762									
P000477	1000	PCX166A3									
P000477	1310	G2X1755									
P000477	1312	G2X1757									
P000477	1313	G2X1758							10/21/2009		
P000477	1314	G3X1762									
P000477	1314	G3X1762									
P000476	1000	PCX166A3									
P000476	1310	G2X1755									
P000476	1312	G2X1757	0	10/16/2009	25.000	EA	08/26/2009	Customer Review	10/21/2009		
P000476	1313	G2X1758	1	10/16/2009	60.000	EA	08/26/2009	Shipped			

Same as the Portal

- Can be the same view
- ...or a similar one
 - Add Vendor
 - Remove Vendor Catalog

► See supplier commitments and proposals

Buyer can see...

- ▶ Orders under review by Supplier
- ▶ Orders accepted or not accepted
- ▶ Changes proposed by Supplier
- ▶ Supplier's comments
- ▶ Suppliers attachments

You have clear understanding of their commitments; no confusion in the hand-off

Real Time Feedback

- ▶ Supplier actions show up in Power-Link
- ▶ Buyer can take action as required

Supplier

- ▶ Review or Accept —————▶
- ▶ Propose change —————▶

Buyer

- ▶ No action required
- ▶ Review, Accept or Reject



Shipping

Supplier

- ▶ Print labels
- ▶ Upload attachments
- ▶ Send shipment notice



Receiving

Export
Decl

Certificate
of Origin

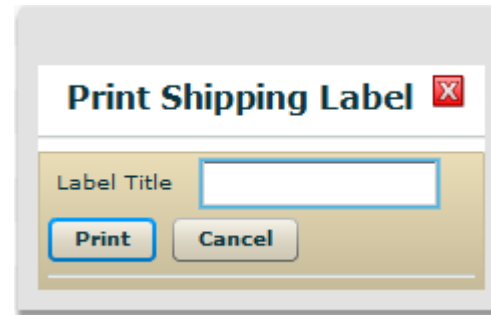
Packing
List

- ▶ Receive goods via
Materials
Management



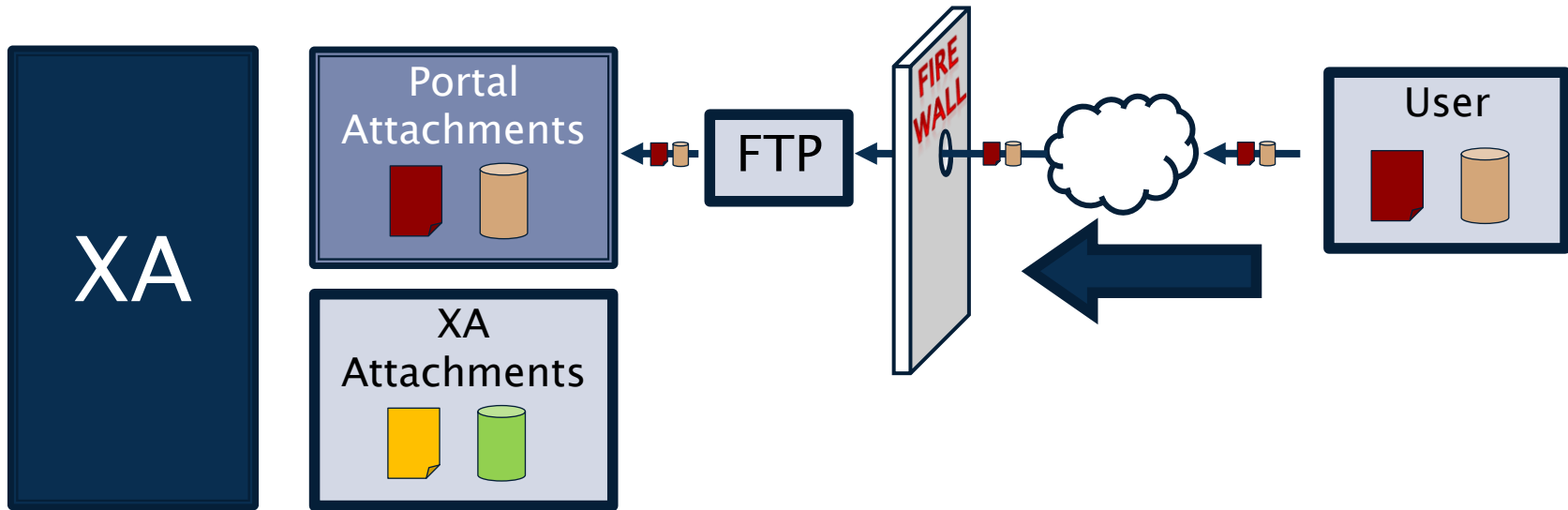
Item labels

- ▶ Bar coded labels with Item and PO...
 - Used for receiving and inventory transactions
- ▶ Integrator transaction program
 - Creates PDF, sends to Portal
- ▶ Prompt on Portal
 - Includes attributes added via Integrator



- ▶ Supplier can print as many as they need on their local printer

Supplier uploads attachments



- ▶ Supplier can attach shipping documents, import papers, etc.
- ▶ We attach documents to...
 - *Scheduled Receipt* for buyer viewing convenience
 - *Purchase Order* for history

Send shipment notice

- ▶ Select multiple lines
- ▶ Fill in quantity shipped per line
- ▶ If short, add date for rest
 - Same as proposing a split quantity
- ▶ Creates Shipment Notice in Power-Link

Send Shipment Notice

Shipment: 40-2009-08-20

Date: 12/14/2009 Time: 0 : 00 am

Document Origin: 07/08/2010

Departure: 07/13/2010

Arrival: 10 : 37 am

2 : 00 pm

Bill of Lading: Manifest

Freight Terms:

Transport

Method: Consolidated truck

Carrier ID: Tracking Num:

Vehicle: Type: Route:

Weight

Unit of Measure:

Gross: Tare: Net:

Item	Ordered	Shipped	Remaining ship date	Remaining quantity
P000457/1000/1	1	1	--/--/----	0
P000457/1000/2	2	2	--/--/----	
P000457/1000/3	3	3	--/--/----	
P000457/1000/4	4	4	--/--/----	

Send Cancel

Portal Design

»» Leveraging the IDF

Leveraging the IDF

▶ System-Link

- Retrieve data for Portal
- Update XA from Portal
- Two-way attachments

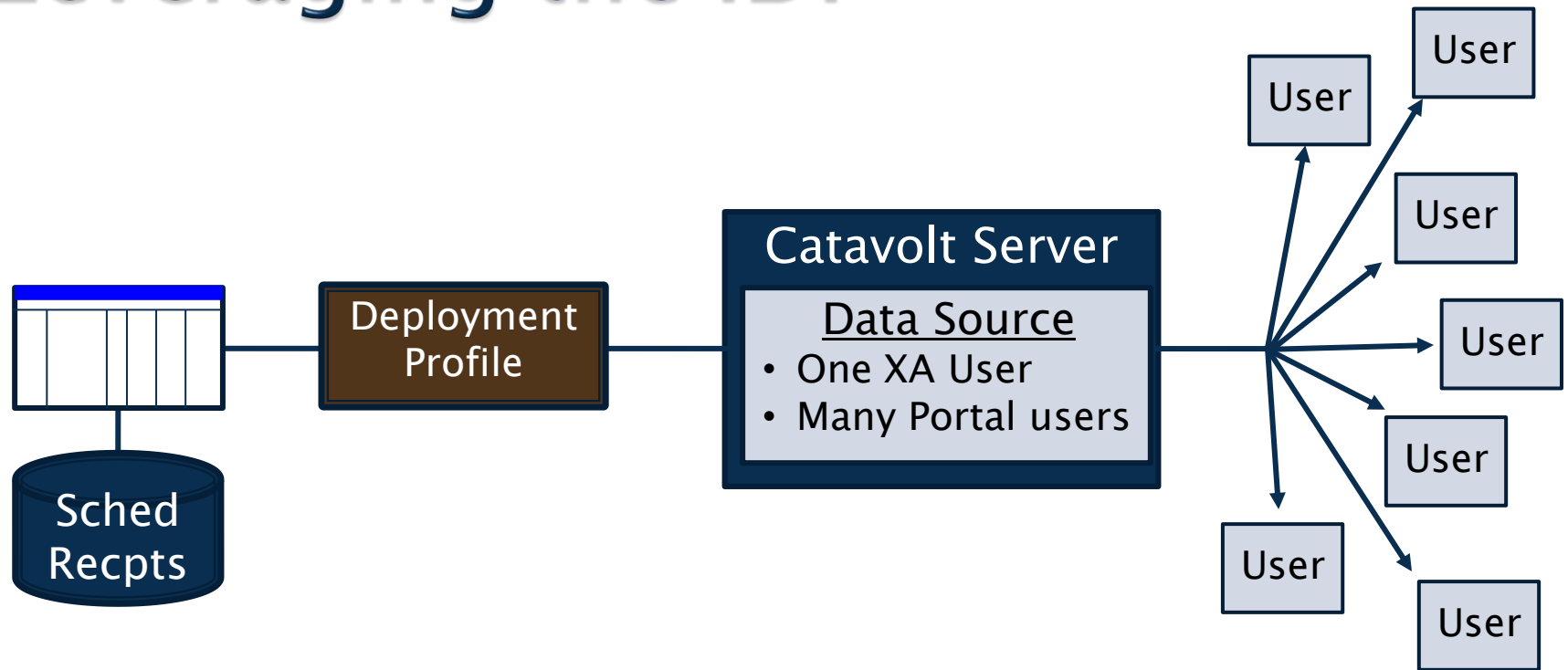
▶ Power-Link

- Views – General, Shipping and Export
- Deployment Profiles

▶ Enterprise Integrator

- Primary objects (Forecast)
- Secondary objects (Scheduled Receipt Extension)
- User Exit programs (Split shipment)
- Transaction programs (Label print)
- Publish & Subscribe (Alerts to suppliers)

Leveraging the IDF



- ▶ Flexible creation of views in Power-Link
- ▶ Deployment Profile protects your data

IDF Design

- ▶ Fast start-up
- ▶ Low cost
- ▶ Low risk
- ▶ Low maintenance
 - Uses core XA data...no external database

Catavolt technology extends IDF to the web

Implementation Estimate

- ▶ Installation (3 days)
 - Import Integrator objects & host code
 - Configure System–Link server and Portal
 - Tailor links for e–mail and attachments
- ▶ Buyer–side setup (1 day)
 - PO's (assume PM/OBPM used today)
 - Planned Orders (assume MRP/AVP used today)
- ▶ Supplier–side setup (2 days)
 - Train customer to administer suppliers
 - Review and tailor tools for training suppliers

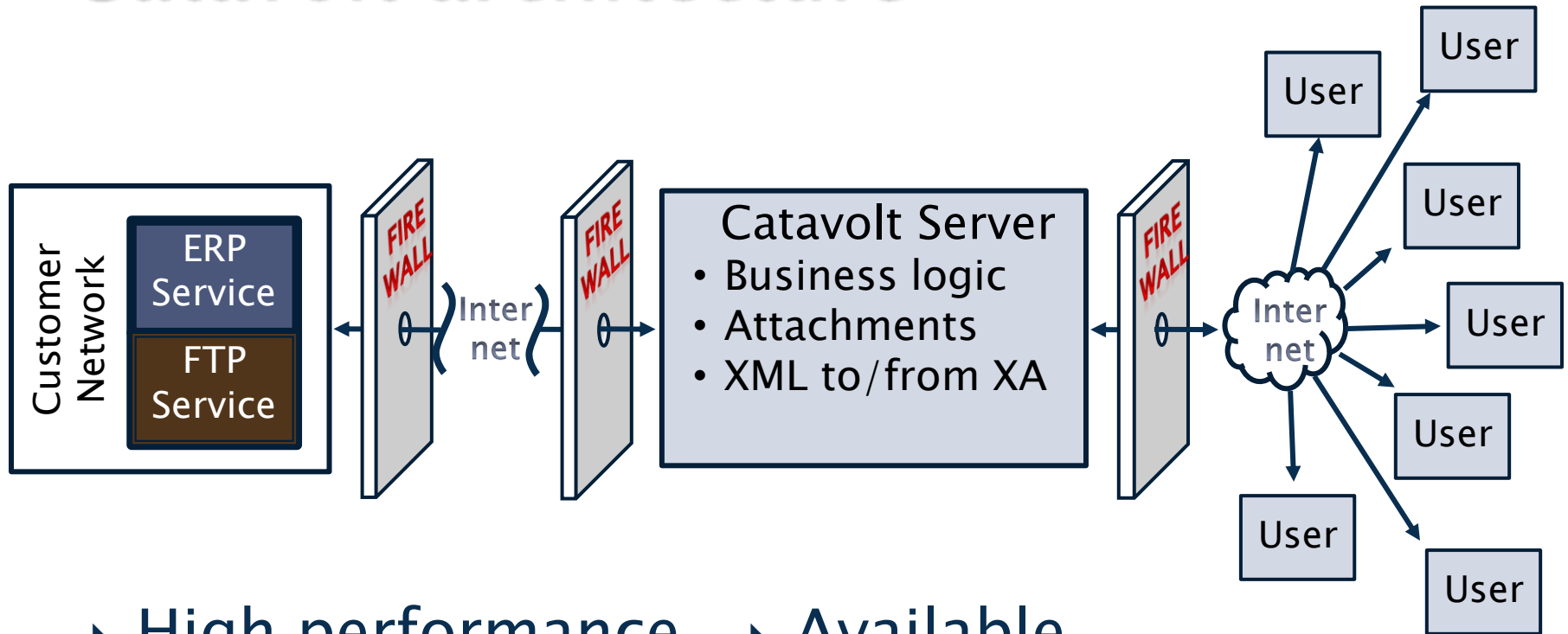
Not included: User exit code changes

Integrated for Buyers

- ▶ All internal activities done using same UI
- ▶ User actions on normal menus
- ▶ Supplier comments appear on card
- ▶ Attachments appear in normal place

The Portal looks and acts like part of XA

Catavolt architecture



- ▶ High performance
- ▶ 100% availability
- ▶ Extreme security
- ▶ Available worldwide
- ▶ Users not included in XA user count

Technology summary

- ▶ Built for XA
- ▶ Built for the web
- ▶ Gives you what you want
 - All the good things
 - Availability, performance, productivity...
 - None of the bad things
 - Moving parts, new things to manage...
- ▶ If you like the IDF, this is the way to go

Benefits Summary

- ▶ Improved relationship with suppliers helps manage costs down
- ▶ Reduce inventory investment
- ▶ Reduce plant downtime caused by stockouts
- ▶ Reduce costs by improving efficiency of procurement team
- ▶ Improve decision making with visibility of supply chain
- ▶ Improve receiving process via ASN's
- ▶ Meet automotive OEM dictates

Q&A

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