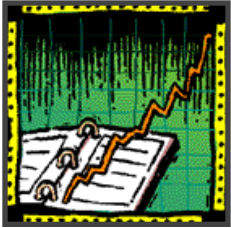


GE Information Services



**Marketing &
Sales**



**Purchasing/
Supplier**



**Logistics
Management**



**Financial
Services**



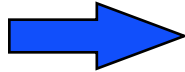
Action Consulting Stories



GE Information Services

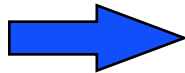
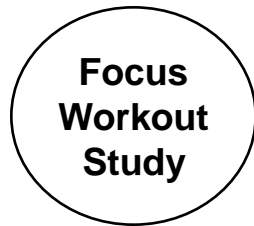
- Multi-billion dollar rapidly expanding healthcare provider with 300+ hospitals
- \$3B in purchased materials and supplies
- \$500M in expenses associated with materials management

1.



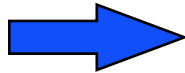
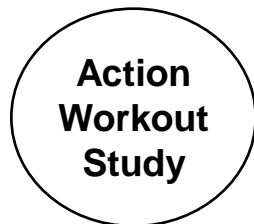
- Enterprise attended a GEIS Change Acceleration Program session
- Enterprise VPs impressed with GEIS EC expertise
- Enterprise asked GEIS to evaluate its Materials Mgmt initiatives

2.



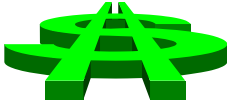
- Intense, 2-day, cross-functional session targets high impact areas
- Identified/prioritized sub-processes that were “broken”
- Developed action plan to address high impact areas, including 2 Action Workout studies.

3.



- Conducted Action Workout to improve Contract Information Distribution
- Identified process problems/issues/bottlenecks, brainstormed improvements
- Designed new process using EC solution, quantified benefits



BENEFITS

- Greater than \$10M per year in savings due to 60% reduction in distribution cycle time!



- 90% reduction in labor by eliminating costly redundancies, unnecessary steps and manual activities



- Vastly improved process for distributing vendor contract terms/prices



- Improved performance levels, productivity with excess resources reassigned



- Improved cross-functional communication across Materials Management group



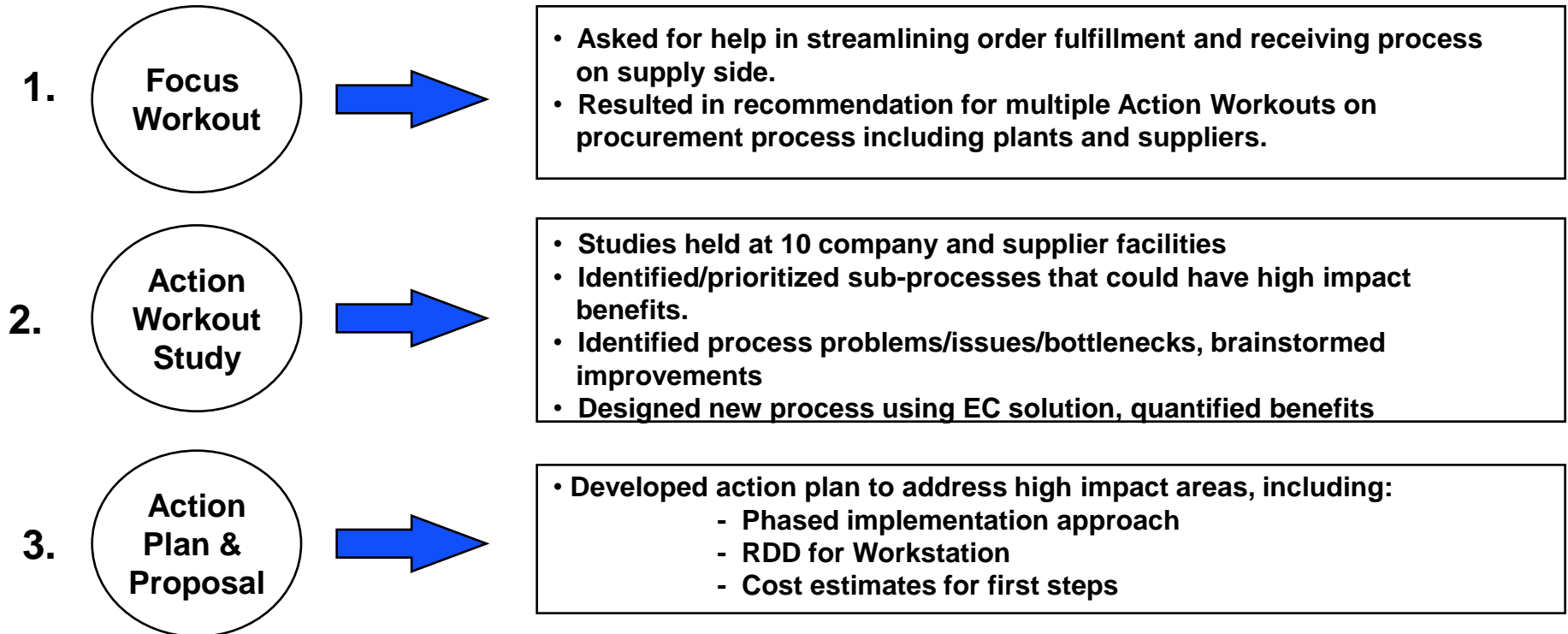
GEIS BENEFITS

- **\$75K Consulting revenue**
- **\$400K in UFF including ARIS ramp, BNET, data loading, documentation**
- **\$50K/mo BNET application to distribute catalog data ramped**
- **Action Workout #2 closed: \$96K study of Order-to-remittance process (January)**
- **Huge potential electronic catalog opportunity (Thomas Register) and more...**
- **Terrific consulting and GEIS services reference secured: Jim Olsen, VP**
- **Med Systems-CHCA relationship solidified**



GE Information Services

- Multi-billion dollar worldwide company that develops, manufactures, distributes and sells tires & other rubber products to the transportation industry.
- Earnings surpassed all other major global tire makers combined.
- Using GEIS for EDI on sales side, and Net*connect for supplier QA data



• CLIENT BENEFITS

- Identified where they could save over 60% of labor costs in various portions of procurement process.
- Identified where they could save over 60% of the cycle time associated with various parts of the process.
- Provided specific ways of how the improvements could be achieved.
- Provided preliminary implementation plans and costs to accomplish changes.
- Helped to improve supplier relations and internal culture.



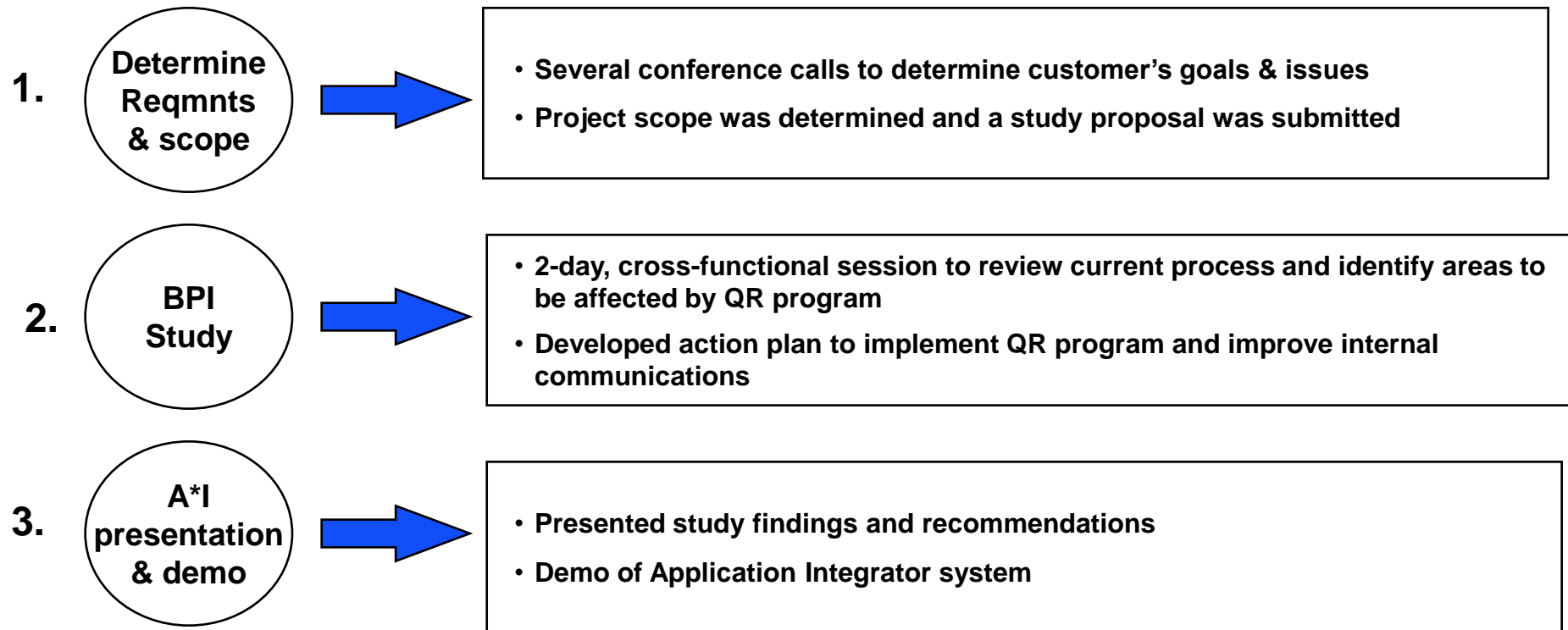
GEIS BENEFITS

- \$90K Consulting revenue.
- A number of spin-off opportunities were generated and closed.
- GEIS client relationship further enhanced.
- Terrific consulting and GEIS services reference secured: Joe Croston, Manager Quality for North American Tire.



GE Information Services

- Major manufacturer of steel tubular products for gas and oil wells and overland land pipe
- Manufacturer of structural tubing used in construction
- Goals were to implement QR program with customers and improve internal communications



CLIENT BENEFITS

- Improved internal communications
- Reduced fax labor and costs by 40%
- Gained competitive advantage by enabling ASN's
- Improved customer service levels
- Became a QR leader in their industry
- Developed internal QR organization



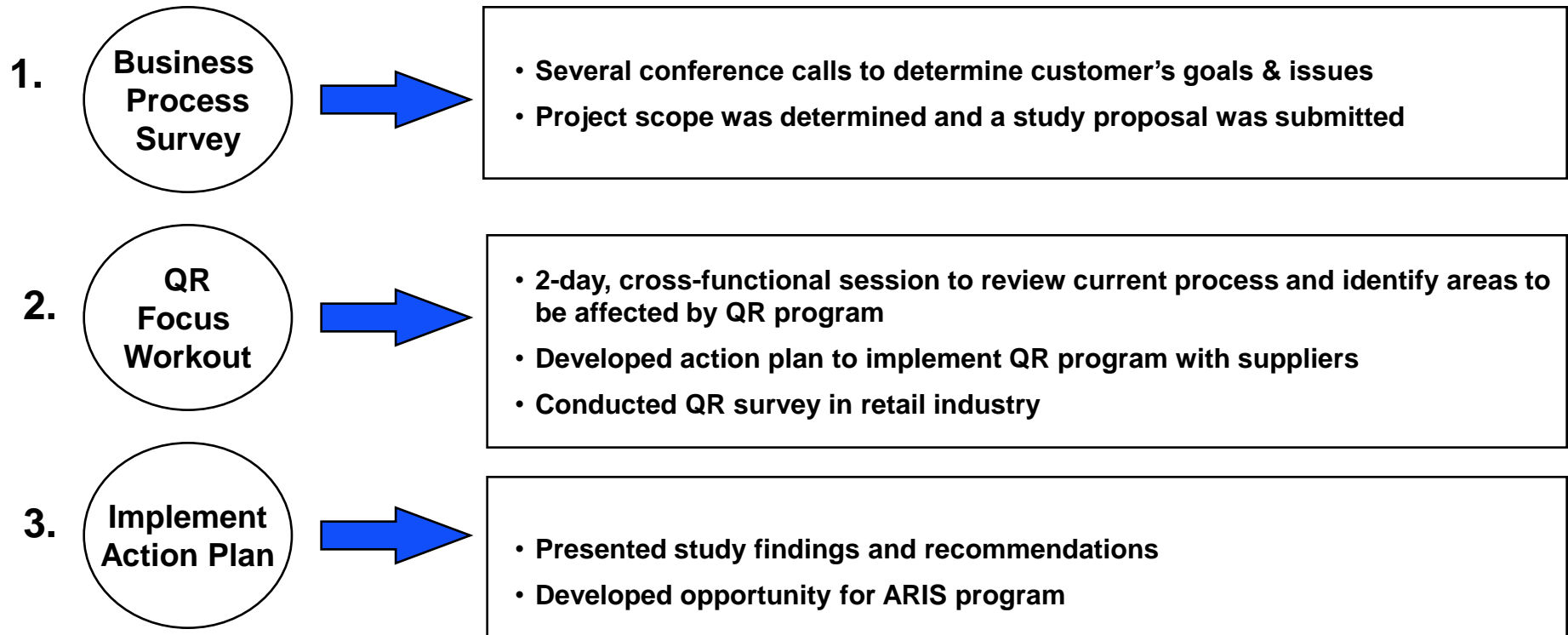
GEIS BENEFITS

- **\$120k revenue from study, B*NET, A*I**
- **Developed presence in that industry**
- **Good reference for additional studies**



GE Information Services

- **Regional hyper-market type retailer**
- **Goals were to improve supplier relations, implement an ASN program and to benchmark their QR program with the retail industry**



CLIENT BENEFITS

- Improved shipment processing by adding ASNs and Bar Coding
- Faster implementation of suppliers
- Reorganized internal QR organization
- Developed internal QR education program
- Obtained industry knowledge which enabled them to benchmark their program against the retail industry leaders
- All of the above were done faster without adding resources



GEIS BENEFITS

- **\$90k revenue from study, ASN*Plus and ARIS**
- **Opportunity for FPS**
- **Developed good pipeline with their suppliers**

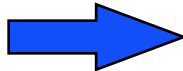


GE Information Services

- **\$500 Million motor transportation company**
- **Current Customer and operational systems dated**
- **Moving into the role of third party logistics company**

1.

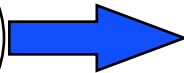
**Focus
Workout**



- **GEIS chosen after customer analyzed similar services in industry**
- **GEIS recommended Action Workout (Business Needs Analysis) to determine how IPM Service would be implemented in Skyway environment**
- **Study proposal accepted by the client.**

2.

**Action
Workout
Study**



- **\$50K Action Workout to improve current customer service operations**
- **Mapped current information flows (internal and external)**
- **Identified process problems/issues/bottlenecks, brainstormed improvements**
- **Designed new process using new GEIS IPM service**

Transportation Company



CLIENT BENEFITS

- **Provided new capability to track customer shipments globally**
- **Improved customer service**
- **Provided basic information management capability to allow Skyway to generate additional revenues from full-service logistics service**

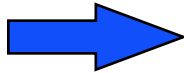


GEIS BENEFITS

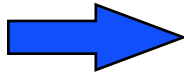
- **\$50K Consulting revenue**
- **Estimated \$250K in UFF for identified to purchase IPM**
- **Huge potential for additional software and services, i.e., ASN Plus, etc.**
- **Terrific consulting and GEIS services reference**
- **First significant reference and entry in the motor carrier, rail and third party logistics industries**



- **\$2 Billion Chilean Ocean Transportation Company**
- **Antiquated systems and systems not integrated**
- **Very paper and manual-intensive operations**

1.**Focus
Workout**

- GEIS distributor in Chile contacted by the client to implement EDI
- GEIS recommended Action Workout BNA to determine EDI plan
- Action Workout proposal put together and delivered to client

2.**Action
Workout
Study**

- \$48K Action Workout to improve communications and reduce paper
- Mapped current information flows (internal and external)
- Identified process problems/issues/bottlenecks, brainstormed improvements
- Designed new process using EC solution, quantified benefits



CLIENT BENEFITS

- **\$5M per year in savings due to automating manual processes**
- **Reduction in labor by eliminating costly redundancies, unnecessary steps, and manual activities**
- **Improved performance levels & productivity with excess resources reassigned**
- **Improved cross-functional communication across Materials Management group**



GEIS BENEFITS

- **\$48K Consulting revenue**
- **Estimated \$500K in UFF for identified GEIS application software and services**
- **\$50K/mo BNET application to replace current Facsimile and Telex usage**
- **Huge potential for additional software and services**
- **Terrific international consulting and GEIS services reference secured: Oscar Mimica, VP Information Services**
- **South America visibility for GEIS services**



Thank you!

