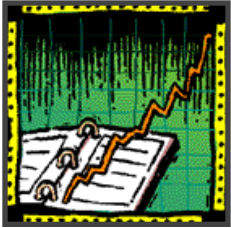


GE Information Services



**Marketing &
Sales**



**Purchasing/
Supplier**



**Logistics
Management**



**Financial
Services**



Buyer

- Reduced cost of purchasing
- Lower purchase prices
- Wider choice of Suppliers
- Faster Procurement Cycle
- Clearer Terms of Reference and Processes

Supplier

- Reduced cost of selling
- Wider choice of Buyers
- Faster Procurement Cycle
- Clearer Terms of Reference and Processes



For Buyers:

- Streamlines company's purchasing processes
- Reduces cost of buying and price of purchases
- Distributes supply needs and specifications to suppliers
- Identifies and manages a world-wide supplier base

For Suppliers:

- Streamlines company's selling/quoting processes
- Reduces cost of selling
- Brings requirements and specifications to the buyer
- Gives access to first-class, world-wide clients

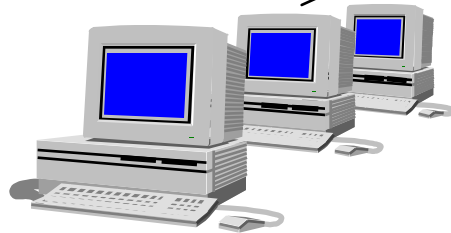
What does Trading Process Network do?



Topology and Process

Software Provided

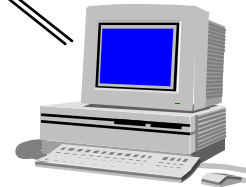
- **Suppliers:**
 - Quote Manager
 - BNet Win
 - Viewer Tools
- **Buyers:**
 - Supplier SW-Plus-BEST



Suppliers

1. Register via DEUS
 5. Receive and Eval RFPs
 6. Prepare and Submit Bid
 8. Accept/Close Notice
- * Complete Negotiation

GEIS
Network



Commercial Buyer

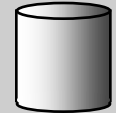
2. Establish Event & Suppliers via BEST
 3. Prepare RFP Materials & Invite Suppliers
 4. Post RFPs
 7. Evaluate Bids and Send Notice
- * Complete Negotiation

GEIS Mark III

Information Manager

EXE

MPlace
Event
Module



MPlace
Event
Database



BNet Admin

- Network Monitor
- Appl Monitor
- Billing
- Validations



BID Board Demo



Thank you!



Productivity. It's all we do.™

