

GE Information Services



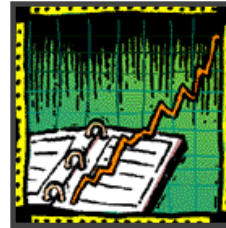
**Purchasing/
Procurement**



**Inventory
Management**



**Logistics
Management**



**Direct Sales
Force**



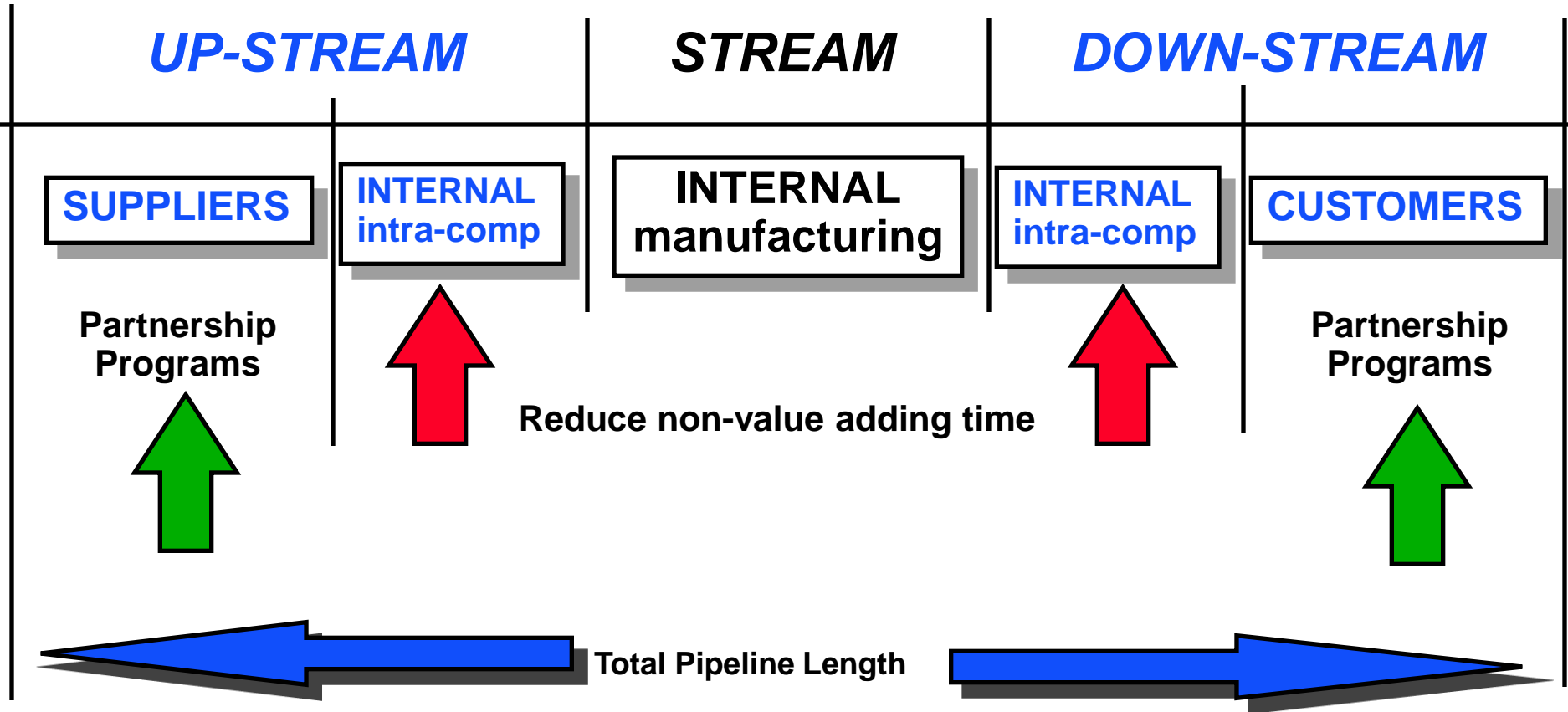
**Channel
Management**



Next Step



Opportunities for Pipeline Compression



Make Priorities



Opportunities for Pipeline Compression

UP-STREAM

**INTERNAL
intra-comp**



DOWN-STREAM

**INTERNAL
intra-comp**



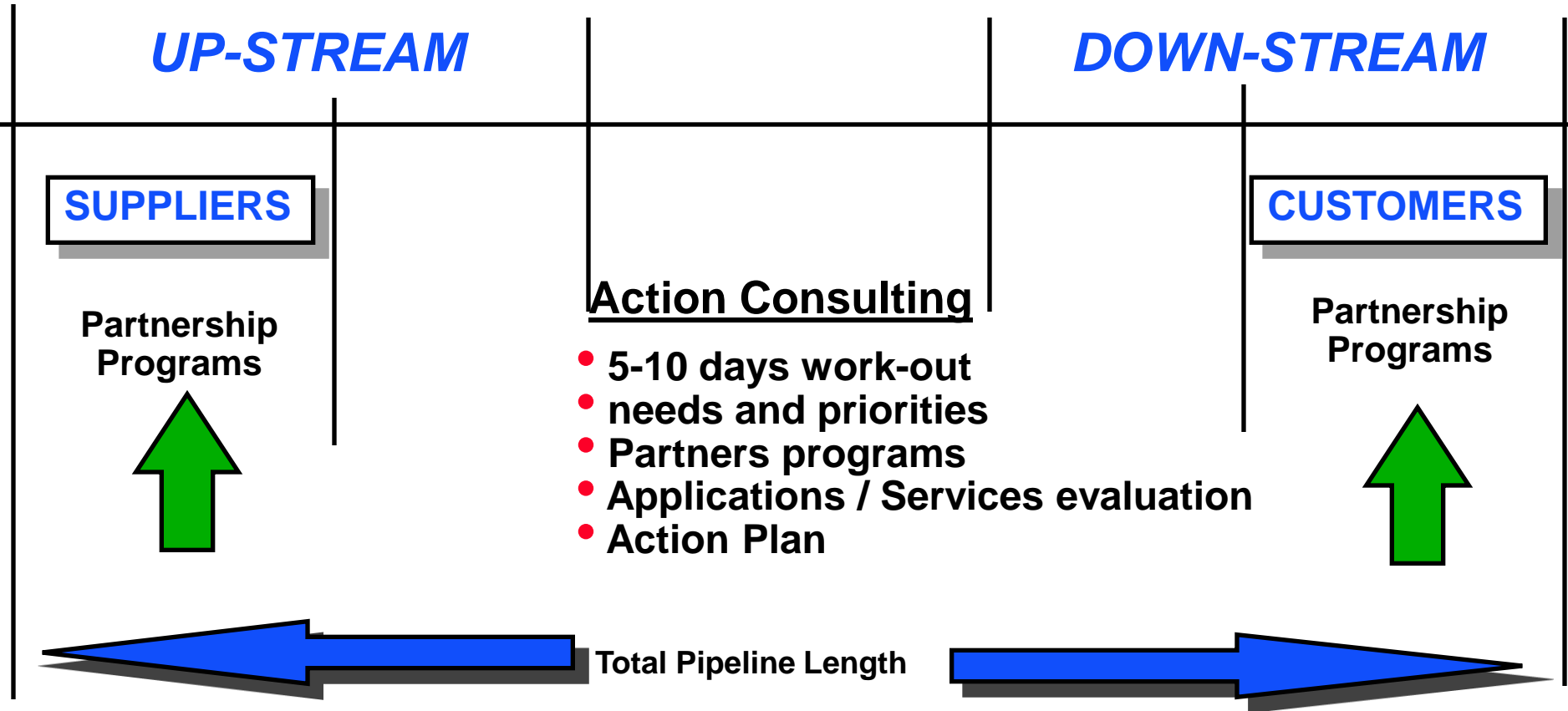
Reduce non-value adding time

- Faster / easier implementation
- “One-Head” decision
- Pilot for overall project
- Immediate benefits

Inter-Company Programs



Opportunities for Pipeline Compression



Intra-Company Programs



Thank you!

