



# ESIS

Supply Chain Solutions That Work

## Electronically link to all your suppliers through ESIS and count the savings!

**200 manufacturers and 17,000 suppliers use ESIS to automate their supply chain processes.**

**ESIS enables companies like yours to automatically exchange purchasing documents with all their trading partners.**

Our Harmony Order Management System (HOM) can be implemented with no upfront costs and minimal time from your IT staff. And we can have you up and running in 90-120 days!

**ESIS is about communication—rapid, accurate communication between you and your suppliers.**

ESIS can reduce your paperwork, eliminate redundant data entry, promote supplier accountability, and provide you and your suppliers with the information you need when you need it. With ESIS, you can greatly reduce your administrative costs while freeing your buyers for more strategic purchasing tasks.

**Because your needs are unique, we customize the application for you.**

We work with you to learn how you operate, and we design your HOM application accordingly. Need help enforcing your business rules? No problem. Require your suppliers to use a specific carrier or ship within tight windows? You've got it. Want bar coding to reduce time in receiving? We can do that too.

**ESIS works with any ERP system.**

Regardless of what ERP/MRP system you use, ESIS can receive your documents and get them to your suppliers. Since ESIS is an outsourced solution, there is no system to install or maintain.

**ESIS works for all your suppliers.**

All they need is an email address and access to the Internet. We take it from there. We set up and train your suppliers and provide them with ongoing live telephone support. We even track your documents and ensure that your suppliers receive them. Ask our clients and their trading partners—our ten years of experience really shows—in our system AND our people.

**Is your company a candidate to use ESIS?**

If you have 200 or more trading partners, ESIS can increase your efficiency and save you money. Chances are that over half of your suppliers are already using our system to get orders from their other customers. We handle your supplier communication issues so you can concentrate on your core business.

**Are you ready?**

If you're ready to streamline your purchasing processes, drastically reduce phone, faxing, and mailing costs, eliminate

### ESIS Customers Count the Savings

**Lam Research** reduced their purchase order processing time by 20% using ESIS.

**Cessna Aircraft** streamlined their procurement operations and maintained a flat number of personnel in their purchasing department while their company production increased by 250%.

**Sikorsky Aircraft** reduced their receiving time by over 50% and lowered the cost of their inventory by using ESIS to enforce their JIT shipping rules.

**Embraer** reduced the time required to process an invoice from 5-7 days (with errors) to one day with 100% accuracy.

One division of **Honeywell** saved over \$4 million in procurement costs using ESIS in 2001. Seventeen divisions of Honeywell now use ESIS.

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## A Decade of Experience and a Proven System

**ESIS is an outsourced supply chain solution provider with long-term contracts with some of the largest companies in the world.<sup>79</sup>**

ESIS clients include Honeywell, Textron, Sikorsky, Embraer and Lam Research. We work with each of our clients to understand the way they do business, and we customize their ESIS system to meet their specific requirements.

### Cessna Aircraft

In 1998, Cessna selected ESIS because of its large supplier base and its reputation. ESIS worked with Cessna and its 1200 suppliers to get the system up and running in less than four months.

Since the beginning, ESIS and Cessna have worked together to address Cessna's expanding procurement needs. Since the original implementation, inventory advice and shipment schedule modules have been added to fulfill Cessna's receiving requirements.

When Cessna implemented Ariba Buyer in 2000, they decided to use ESIS to deliver the purchase orders to the suppliers, enabling them to conduct business the same way for both direct and indirect procurement. As part of the Ariba implementation, ESIS added the capability to create "spontaneous suppliers," allowing Cessna to send "spot buy" orders for new suppliers through ESIS.

Today the Cessna division of Textron is considered a model for e-procurement and has been featured widely in technology and supply chain management journals and at national conferences.

**ESIS processes tens of thousands of documents daily and handles nearly \$10 billion in purchase orders each year.**

### Lam Research

Prior to their ESIS implementation, Lam was handling procurement of their direct materials in a traditional way. This required many staff hours just for administrative duties such as printing out and mailing purchase orders.

Lam was committed to outsourcing its non-manufacturing functions in order to concentrate on its core business. They knew that controlling costs and improving efficiencies in purchasing was key.

In 2002, the company selected ESIS as its SCM partner for its 250 direct materials suppliers. Nearly 50% of the Lam's trading partners were already members of the ESIS network of 17,000 suppliers.

ESIS worked with Lam to create a transparent link from the company's SAP purchasing module to ESIS. Lam's business rules were built into the ESIS application, and IBM consultants handled the internal coding for the company. ESIS handled all supplier notification and setup; and within 90 days, Lam buyers and suppliers were exchanging documents electronically. ESIS also accommodated suppliers who requested that the data be sent to them via VAN in X12 format.

**Outsourcing to ESIS allows you to concentrate on your core business.** We handle everything from initial supplier set up and training to providing ongoing live phone support to you and your trading partners. We also manage all system testing and maintenance.

### 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
- 862-Ship Schedule
- 856-Advance Ship Notice
- 846-Inventory Advice (Min/Max)
- 820-Remittance Advice/Payment Order
- 869-Order Status Inquiry
- 870-Order Status Response
- 824-Application Advice
- 832-Price Catalog
- Bar Coding

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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. 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. We even 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**

When polled, the majority of IT executives say that online procurement software, once fully integrated, provides the highest ROI of any enterprise-wide application.

The partnership between ESIS and its clients continues today as customer requirements and vision help drive ESIS development. The result is a mature, stable, practical system that cuts to the essence of supply chain management—fast, efficient communication between companies and their trading partners

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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. Providing the system free of charge 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 technical capabilities, your suppliers will find our HOM system easy to implement and user friendly. They'll love the design that allows them to receive documents from all their customers in one secure place. Most of all, they'll appreciate the fact that the system is provided to them free of charge, and customer service is just a phone call away.

At ESIS, we understand you AND your suppliers—and that spells success for your e-procurement project.

"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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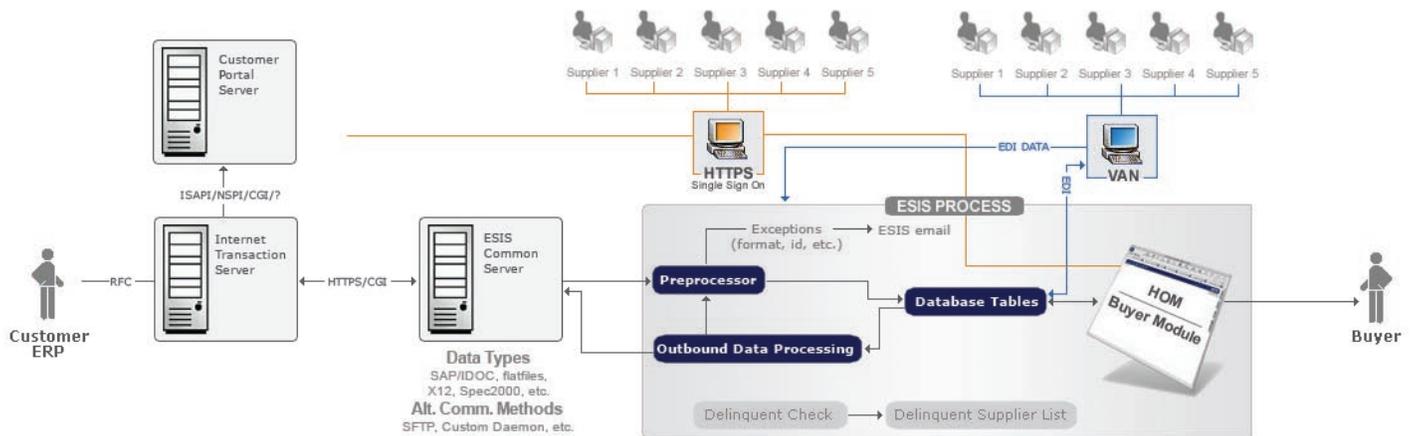


# ESIS

Supply Chain Solutions That Work

## ESIS Adds Experience, Innovation, Versatility, Support and Universality to your Portal Portfolio!

Now ESIS offers you an opportunity for even greater portal functionality and benefits. ESIS can deliver your supplier communications wish list!



You've launched your own supplier portal because you understand the benefits of eCommerce-increased supplier collaboration, reduced cycle times, reduced inventories, more productive buyers, increased data accuracy, and elimination of manual data entry. Now ESIS offers you an opportunity for even greater portal functionality and benefits. ESIS can deliver your supplier communications wish list!

### EXPERIENCE

At ESIS, we've spent more than a decade learning what buyers and suppliers need and designing our system around those needs. ESIS will customize our application to extend your portal functionality. We can streamline your business processes while promoting best practices and enforcing your business rules with your suppliers. Purchase Order to Fulfillment, VMI, Forecasting, Shipment and Inventory notifications, Ship Notices, Bar Coding to Invoices. It's hard to find an eBusiness standard, a document type, or a supply chain business process that ESIS doesn't already support!

ESIS works with over 250 complex manufacturers and 17,000 suppliers. Join companies that include Lam Research, Honeywell, Textron, Goodrich, United Technologies, Volvo, Caterpillar, and PACCAR and experience the ESIS advantage!

### STATE-OF-THE-ART INNOVATION SAVES YOU TIME AND MONEY

Why spend months and thousands of dollars extending your supplier communications functionality when you can quickly implement a customized system with the most state-of-the-art technology and functionality? If your company has invested heavily in your proprietary portal or an ERP system, outsourcing to ESIS will help you leverage your technology investments.

- . Reduce late deliveries-send Order Status Inquiry documents and/or give your suppliers a current view of Planning Schedule changes.
- . Reduce early and over deliveries with Advance Ship Notice rules.
- . Reduce receiving time with 100% accurate bar codes.
- . Automate invoicing and pay receipts.
- . Empower your buyers to work exceptions first. ESIS alerts buyers of order exceptions and supplier activity according to your guidelines.
- . Keep your suppliers on track. ESIS notifies your suppliers by email when they have orders to pick up.



# ESIS

Supply Chain Solutions That Work

## ESIS Adds Experience, Innovation, Versatility, Support and Universality to your Portal Portfolio! (cont.)

So how does it work? Simple. ESIS plugs into your current supplier portal adding the supplier communication pieces that you have not yet developed. We take your data from whatever system(s) you have, in whatever format you choose, and then we build your business rules directly into our supplier interface.

ESIS is a hosted solution. That means you can deploy ESIS as a part of your supplier portal quickly with minimal IT involvement on your end. Even better, there's no software to install or maintain and no upgrade hassles or fees.

With ESIS, your suppliers have a single sign on to your portal, and they can access your documents from our system right there. They don't have to leave your site. Suppliers will be able to toggle back and forth between ESIS and your supplier interface. They'll send you response documents through ESIS-acknowledgments, advance ship notices, and even invoices- and all that information will go right back into your ERP/MRP system for your buyers to view. There's no new software for your buyers to learn.

### **VERSATILITY**

ESIS provides customized data delivery for both you and your suppliers. As return-on-investment research shows, data integration into a company's back-end systems is a winner. How many ways can your suppliers currently receive data from your portal? Many suppliers want and need to receive data in a specific format in order to load it into their own systems. Not being able to download data in the format they need from proprietary portals decreases suppliers' efficiencies, and their customers eventually get the bill. ESIS technology can send your data to your suppliers in EDI, XML, or whatever customized format they choose.

### **SUPPORT**

ESIS offers front-line supplier support. Many companies do not have the resources to offer immediate and sustainable help desk support, supplier training, and process monitoring. ESIS telephone customer service support is available from 5:00 a.m. to 5:00 p.m. PT. All phones are answered immediately by live customer support representatives.

Our customer support staff continuously works with your suppliers from signup to testing, to initial and ongoing training, reposting of documents, and on any questions related to the site.

ESIS also proactively manages your suppliers. If your suppliers haven't retrieved your documents after 24 hours, ESIS will send them another email notification. This is followed by more email reminders, faxes and finally phone calls. And we'll keep you in the loop. ESIS provides you with delinquent reports notifying you of suppliers who have not logged on to pick up documents.

### **TURN YOUR PROPRIETARY PORTAL INTO A UNIVERSAL SUPPLIER PORTAL**

Several recent surveys have shown that the single biggest eCommerce problem for the majority of suppliers is that they must log on to too many customer websites! ESIS solves this issue by setting up individual secure logins for your suppliers where they can pick up their orders from you as well as from their other customers at the same time. Currently 17,000+ suppliers receive orders from over 250 manufacturers using one login to ESIS' system.

Why should you care about this? Because using ESIS helps both you and your suppliers become more efficient. You will receive faster responses when suppliers are able to work with all their customers' documents from one central Internet work station. ESIS provides one-stop shopping document management for even for the most globally and multi-market extended supplier. This results in time and cost savings both you and your suppliers. Put simply, ESIS reduces the cost of doing business for both buyers and their trading partners, and that's a good thing for all concerned!



# ESIS

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## Suppliers Rave About ESIS

**Supplier acceptance is key to the success of your e-procurement initiative—and here's what suppliers are saying about ESIS!**

*"ESIS has the best system and the best service of any company that I deal with. Whenever I get a chance, I recommend ESIS!"*

**Aaron Schneiderman, Sr. Contract Manager  
Pneudraulics, Inc.**

*"ESIS' HOM provides a great tracking system and leaves very little room for errors. If all my customers used ESIS instead of phoning, faxing, or emailing their orders, it would make my life so much easier."*

**Richalyn Williams, Aerospace Acct. Specialist  
Crane Resistoflex-Aerospace**

*"ESIS is a very smooth running and easily understood system. I wish all the systems I have to use were this simple."*

**Carol Baltzer, Customer Service Manager  
Consolidated Foundries**

*"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, EDI Manager  
Goodrich**

*"I am very pleased with the latest version of HOM. The accessibility and retrieval of documents is fast and easy."*

**Andrew Yowell, Contracts and Business Management  
Hamilton Sunstrand**

*"You provide a great service!"*

**Linda Jackson, President  
Mid-Central Manufacturing, Ind.**

*"ESIS loads quickly and has a user-friendly interface. It's easy to navigate and quick and dependable."*

**Mark Schroeder, Inside Sales  
Wm. F. Hurst Company, Inc.**

*"ESIS customer service staff is always very helpful and courteous, and I always get a live person, not voicemail."*

**Denise Flores, Customer Service  
Triumph Engineered Solutions**

*"I really like the overall design of ESIS' HOM system. I can access the information I need very easily. It also gives you lots of options like printing reports and downloading information into Excel."*

**Candace Chendorani, Sales  
Cyttec Engineered Materials**

*"ESIS' HOM6 is fabulous! We're very happy with it."*

**Kathy Skaggs, Office Manager  
American Tool & Die, Inc.**

*"I have been using the ESIS HOM system for several years now. It's concise, efficient, and very easy to maneuver. ESIS' customer service and tech support are also outstanding. The system is just all around user-friendly!"*

**Lori DesLauriers, Office Manager  
Bundy Manufacturing Inc.**

*"ESIS' system is a pleasure to use. It's very efficient in comparison to other systems I have to use."*

**Hillary Matzen, Office Manager  
Clearwater Engineering, Inc.**

*"ESIS' HOM6 is excellent. It's fast, easy, convenient, and means a lot less paperwork for us."*

**Julia Rowan, Quality Manager  
Metalform Industries**

*ESIS is the most user-friendly e-procurement system out there. I love the simple design, the email notification process, and the fact that I can go to one site to get all our orders.*

**Fran Zandi, Sales  
Enidine, Inc.**



# ESIS

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## HOM Standard Edition Makes e-Purchasing Easy

**Buyers with Fewer than 100 Suppliers Can Gain Efficiencies and Save Money Using a Proven E-Commerce System for Purchasing**

**Does your company have 100 or fewer suppliers?** Now your purchasing department can automate its communication with your suppliers and enjoy the same Information Age savings as larger companies. Harmony Order Management (HOM) Standard Edition, a new streamlined version of ESIS' flagship system, will allow you to quickly and affordably e-commerce enable your entire supply base.

HOM is already used by hundreds of large manufacturers across multiple industries to exchange customized purchasing documents with their suppliers. By drawing on our ten years of experience, ESIS was able to standardize a core set of procurement documents in HOM Standard that represent the best practices of Fortune 50 manufacturers. Rather than contracting with ESIS for the creation of unique documents, HOM Standard Edition users will use standard purchase order, change order, acknowledgement, and other document formats.

This document standardization results in savings that will allow companies that have been putting off the transition to e-purchasing to make the move without incurring the high costs of developing and supporting a custom system. And it also makes our fast implementation even faster, letting you electronically enable all of your suppliers for about what you're now spending on phoning, faxing, and mailing your orders.

**Imagine.** Your buyers create purchase orders in your own ERP/MRP system just as they always do. There is no new software for them to learn, no redundant data entry. After the purchase order is created, ESIS picks up your data and delivers it to your trading partners via a secure web site or, if they prefer, EDI/VAN. Your suppliers use ESIS to send acknowledgements and other information back to you, and this information goes directly into your own system. What could be easier?

**ESIS is a turnkey outsourced solution.** Not only is there no need to install expensive software on your servers, but we handle all supplier set up and training. We'll notify your suppliers by email any time you send them a new document, and we'll track your orders to be sure they are received. Perhaps best of all, we provide you and your suppliers with the full telephone customer support that ESIS is known for.

Is this the year you'll implement an e-purchasing system rather than just talking about it? Let ESIS show you how easy it can be. We can have you up, running, and saving money in 90-120 days. The days of wishing there were a better way are over. Now there's an answer—HOM Standard Edition!

HOM cuts through to the essence of Supply Chain Management—more efficient communication between you and your suppliers.

At ESIS, we take care of your e-commerce issues so you and your trading partners can concentrate on your business!

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### Cessna

### e-Procurement Project

Cessna Aircraft, a \$3 billion company, is a worldwide leader in the design and manufacture of airplanes for business, industry, pleasure flying and the military. Cessna's share of the worldwide business aircraft market is over 50% and continues to expand. Cessna sells more light and midsize business jets annually than all other manufacturers combined. Its employment worldwide stands at more than 12,000.

Cessna has been a pioneer in the implementation of sophisticated business management systems. It is a wholly-owned subsidiary of Textron, Inc., a diversified manufacturing and financial services company serving markets all over the world.

#### Value Proposition

- Provide Cessna with supply chain management technology to advance its lean manufacturing objectives.
- Greatly reduce time spent on purchasing while providing additional ROI from eliminated manual processes.
- Overhaul the buyer/supplier communication process, making it interactive and more efficient.
- Provide necessary information to suppliers automatically on an as-needed basis.
- Improve JIT inventory processes.

#### Cessna E-Procurement Initiative

Cessna was a traditional, conservative culture when management announced a supply chain initiative they hoped would revolutionize purchasing processes and give them a competitive edge. Dave Oppenheim, then director of e-business, realized that electronic data interchange systems were critical for the company-to-company integration Cessna hoped to accomplish.

Cessna wanted to reduce or eliminate many purchasing-related expenses and to free up overworked buyers for more strategic tasks. To avoid upfront costs and development delays, they decided to outsource.

Recognizing that supplier acceptance is key to the success of any e-procurement system, Cessna looked for a system that was supplier-friendly and would not reduce their costs at the expense of pushing them back on suppliers. They also realized they needed a system that could accommodate all sizes of suppliers regardless of their technological capabilities.

In 1998, Cessna selected ESIS because of its large supplier base and its reputation as the largest working aerospace exchange. ESIS worked with Cessna and its 1200 suppliers to get the system up and running in less than four months.

Since the beginning, ESIS and Cessna have worked together to address Cessna's expanding procurement needs. Since the original implementation, inventory advice and shipment schedule modules have been added to fulfill Cessna's receiving requirements. When Cessna implemented Ariba Buyer in 2000, they decided to use ESIS to deliver the purchase orders to the suppliers, enabling them to conduct business the same way for both direct and indirect procurement. As part of the Ariba implementation, ESIS added the capability to create a "spontaneous supplier" for Cessna, allowing them to send "spot buy" orders for new suppliers through ESIS.

Today the Cessna division of Textron is considered a model for e-procurement and has been featured widely in technology and supply chain management journals and at national conferences.

#### Challenges

- Reduce and eliminate costs
- Eliminate manual systems
- Free up personnel for strategic tasks
- Integrate suppliers into business processes
- Accommodate all sizes of suppliers
- Implement rapidly

#### Solutions

- Implement HOM System
- Communicate with suppliers online and via EDI
- Automate purchasing processes
- Share planning schedules with suppliers
- Automate advance ship notification and invoices
- Notify suppliers of approved ship dates
- Deliver PO's for indirect purchases from Ariba Buyer

#### Benefits

- Fax, phone, and paper orders eliminated
- Supplier on-time delivery improved
- All suppliers accommodated
- Re-keying of data eliminated
- Orders/Change Orders, Acknowledgements automated
- Time to process PO greatly reduced
- Purchasing personnel freed up for more strategic assignments
- Purchasing personnel numbers remained flat while company production increased by 250%



## Honeywell

## Corporate e-Procurement Project

Honeywell is a diversified technology and manufacturing leader of aerospace products and services; control technologies for buildings, homes and industry; automotive products; power generation systems; specialty chemicals; fibers; plastics and advanced materials.

### ■ The Vision and the Problem

The Honeywell/ESIS partnership began in 1996 when the former AlliedSignal chose ESIS to streamline its purchasing processes. Prior to their acquisition by Honeywell in 1999, AlliedSignal had undertaken a comprehensive program to improve cash flow and operating margins, to increase productivity, and to position the company as a global competitive force for the years ahead.

As part of that effort, AlliedSignal wanted to be able to communicate with their direct materials suppliers via EDI. They realized that EDI could offer the company significant savings over manual processes. The problem was that the translation software and the technical expertise necessary for suppliers to do EDI made it impossible for most of them to comply.

### ■ The Solution

At that time, ESIS had just introduced their new web-based EDI product, Harmony Order Management, which allows users to receive documents sent in EDI using a web browser. Since the ESIS solution formats the information and displays it on a secure web page, suppliers do not need translation software or special technical expertise. A majority of AlliedSignal's supplier base elected to use ESIS. Because ESIS was able to demonstrate speed and efficiency, it became AlliedSignal's first choice for any supplier EDI connections.

In the ongoing relationship, ESIS worked to determine the company's business needs and made significant modifications to the ESIS system which allowed for even greater efficiency. ESIS also worked with the company, now Honeywell, to define and create a new component of its services. This new Buyer Module allows Honeywell to handle more of their own business processes using electronic means.

### ■ The Honeywell E-Procurement Initiative Today

The company's relationship with ESIS was continued and expanded after Honeywell acquired AlliedSignal in 1999. The project is now managed by Paul Bealor, the Electronic Data Interchange Manager in Honeywell's Corporate Information Technology group, under a corporate contract that provides autonomous Honeywell sites with the option of using ESIS services in their purchasing departments.

Today 17 Honeywell sites use ESIS to communicate with 2,000 suppliers, bringing new efficiencies to processes from bidding and procurement to shipping and receiving. Honeywell uses several of the available ESIS documents including purchase orders, change orders, requests for quotes, planning schedules, and inventory advice notifications. Although ERP systems sometimes differ among the participating sites, ESIS and Honeywell have worked together to provide a common format and interface for suppliers and to build on the existing infrastructure to further enhance business processes. ESIS processes 85,000 documents for Honeywell each month.

Honeywell suppliers log onto one secure ESIS web site to receive orders from all their customers. In addition to the web-based solution, ESIS offers suppliers direct delivery options including EDI and XML. ESIS handles all ongoing supplier support and document tracking.

As new Honeywell sites are added, ESIS works with them to document their process flows, create project plans and set up their suppliers. The Honeywell/ESIS partnership allows these business units to implement supplier enablement rapidly while receiving significant savings on ESIS services.

### Challenges

- Reduce and eliminate costs associated with manual processing of orders
- Improve buyer productivity
- Empower all suppliers, regardless of size, to receive electronic documents
- Enforce business rules
- Work with disparate ERP/MRP systems
- Provide an easy and rapid way to bring on new Honeywell sites

### Solutions

- Outsource SCM function including ongoing supplier support
- Implement ESIS' Harmony Order Management System
- Automate buyer/supplier communication
- Share planning schedules with suppliers
- Automate order status inquiries and advance ship notifications
- Provide ESIS services option to all sites under a corporate agreement

### Benefits

- Fax, phone and paper orders eliminated
- All suppliers accommodated
- Data from all ERP/MRP systems accommodated
- Buyer productivity increased
- Redundant data entry eliminated
- Purchasing personnel freed for strategic tasks