



Cost Effective Electronic Supply Chain Solutions for Hub's SMEs

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Agenda

- The changing Supply Chain Landscape
- The Challenge for Hubs in engaging SMEs
- GridNode's RAE Solution
- Full Spectrum of Solution Across All Tiers
- About GridNode
- Walkthrough on e-mail based RAE

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The changing Supply Chain Landscape

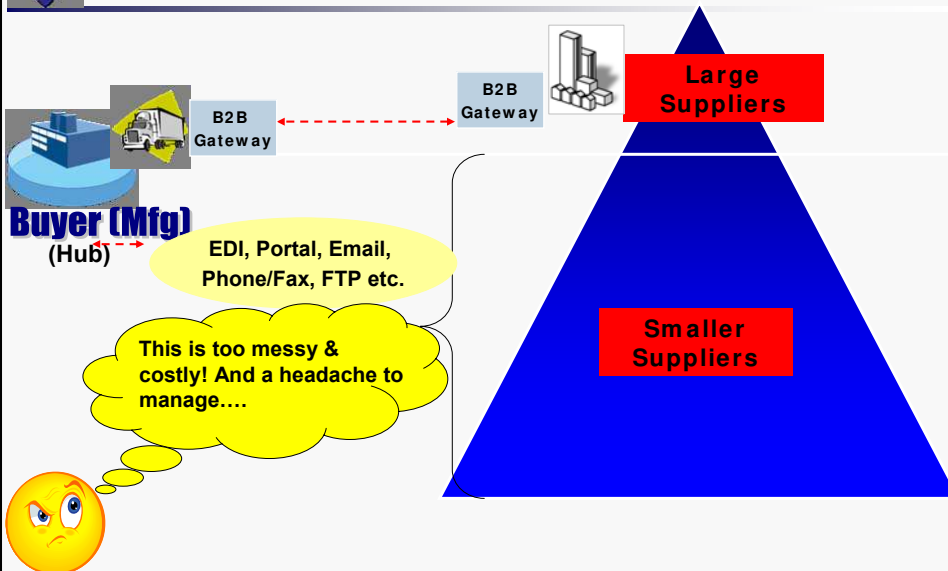
- Competition is now “Supply Chain vs Supply Chain” rather than an enterprise with another enterprise
- To compete, a supply chain needs to be responsive with real time automation, bi-directional transactions with all trading partners
- Data and process automations can only be achieved through system-to-system integrations. Also commonly known as B2B
- A supply chain is as strong as its weakest link. SMEs typically faced challenges to participate in system to system integrations

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The Hub's Challenge

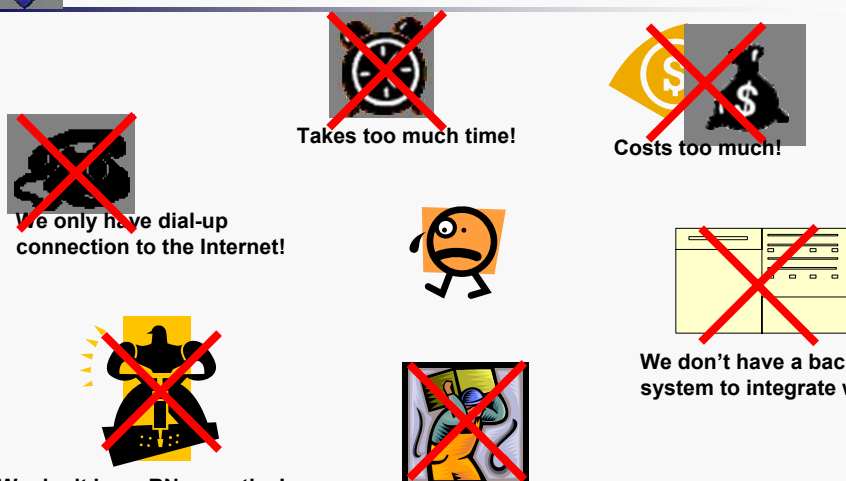


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Adoption Barriers for SMEs for B2B



- Takes too much time!**
- Costs too much!**
- We only have dial-up connection to the Internet!**
- We don't have RN expertise!**
- Provisioning for DMZ, Static IP, and Server Class Machine is added burden!**
- We don't have a back-end system to integrate with!**

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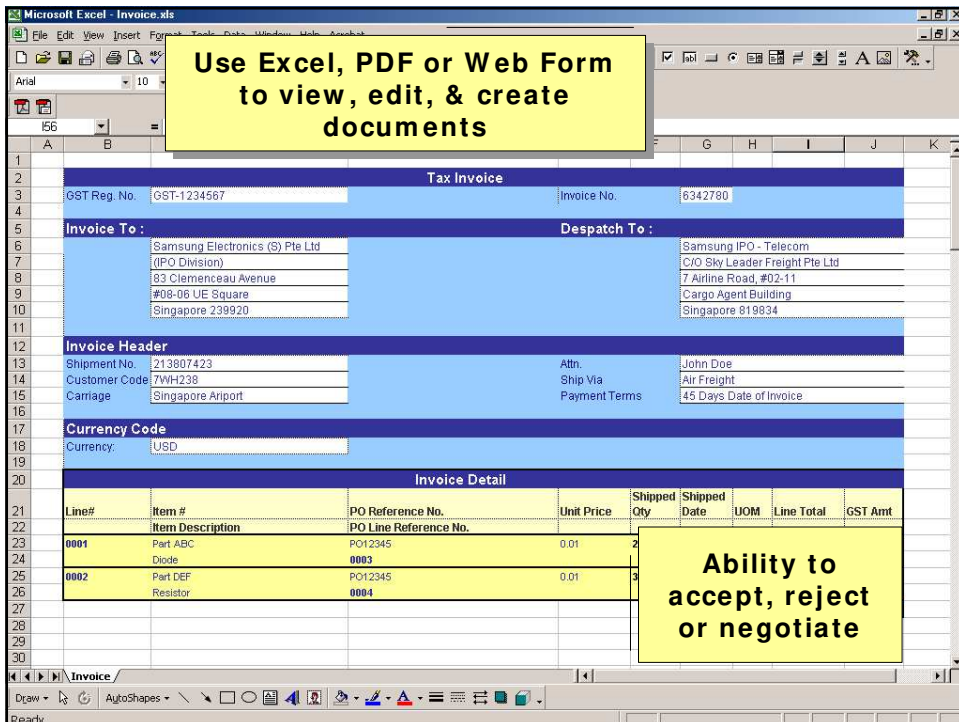
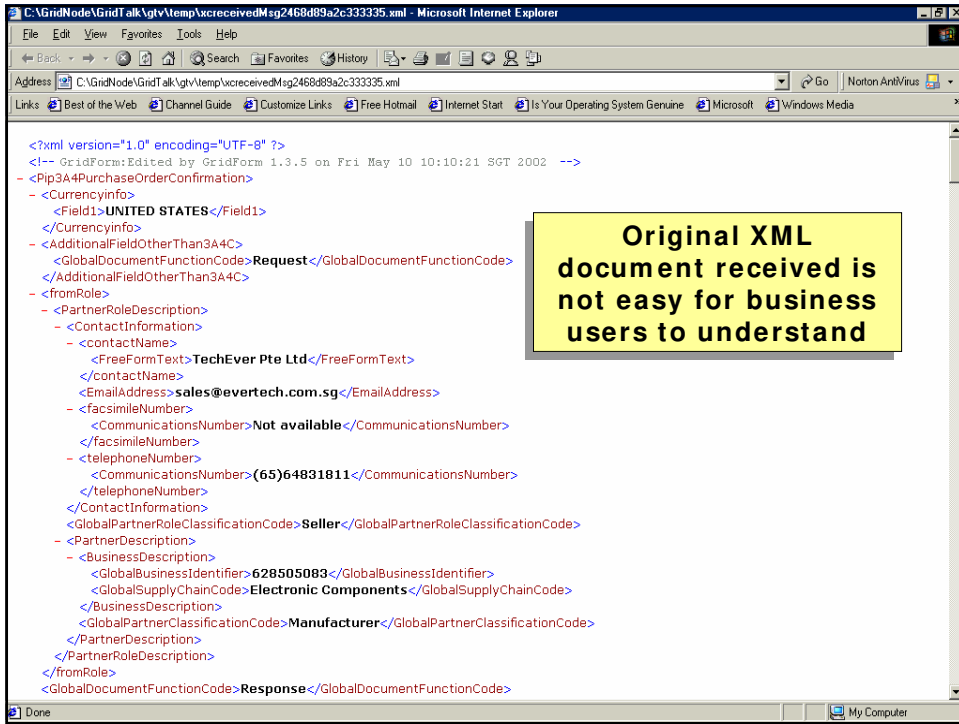
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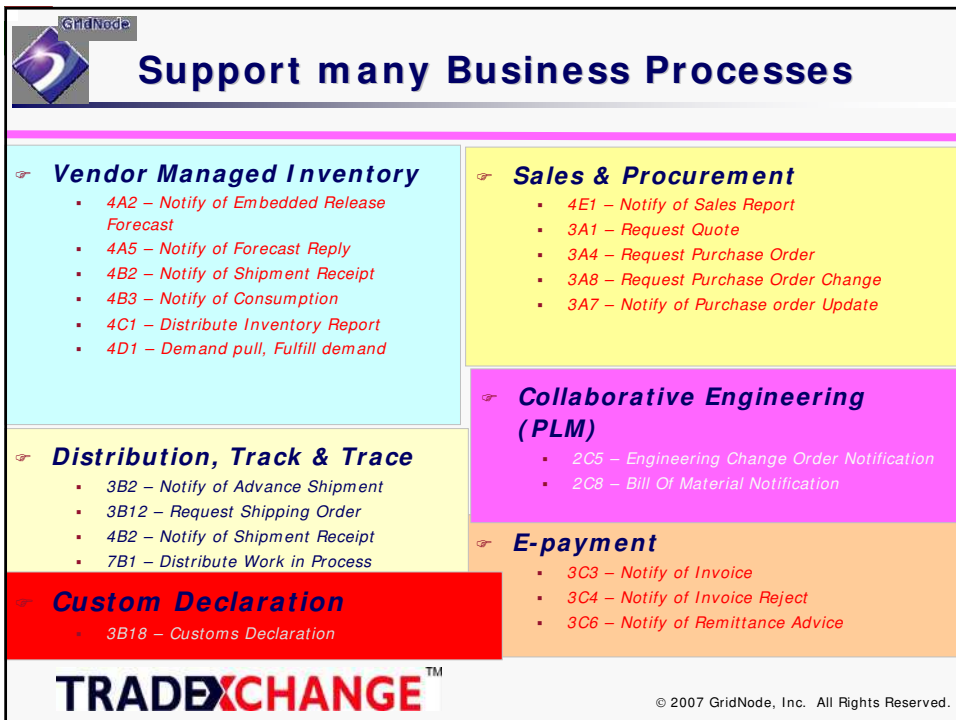
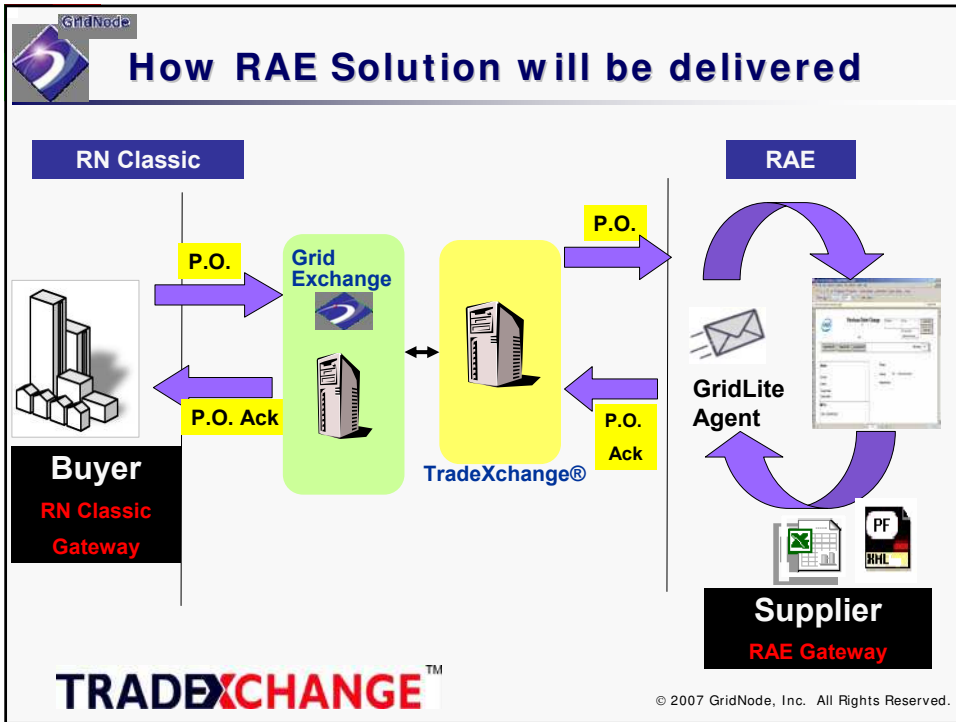
Solution: A Form Based B2B

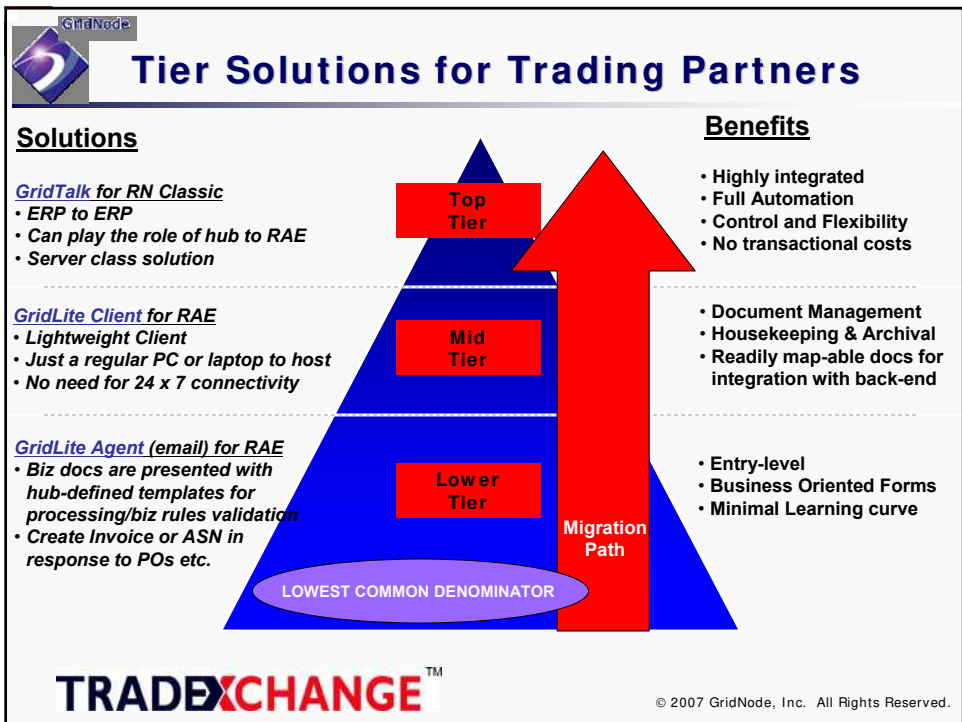
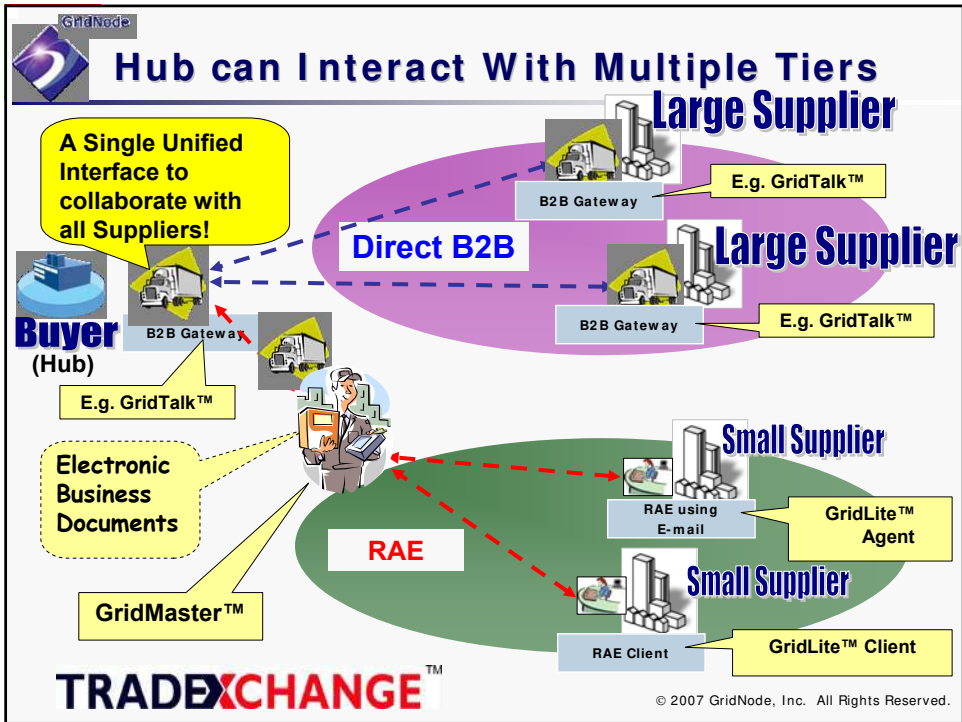
- ◆ Known as RosettaNet Automated Enablement (RAE)
- ◆ Transform complex message data in to user intuitive business forms. E.g. Adobe or Excel
- ◆ Light weight software installed at User's end
- ◆ Low total cost of ownership
- ◆ Business data reside at User's end

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Benefits

❖ **Benefits to Manufacturer (Hub)**

- ❖ All trading partners can be included in an automated supply chain
- ❖ A single B2B gateway to connect all trading partners
- ❖ Scalable and fast deployment

❖ **Benefits to SMEs**

- ❖ Cost effective entry to B2B
- ❖ Scalable for future needs

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Partnership with TradeXchange[®]

- ❖ GridExchange
 - ❖ Link Hubs and transform business messages to required format
- ❖ GridExchange Future Services
 - ❖ Trade Declaration Services
 - ❖ Shipping Lines linkages
 - ❖ Overseas Customs Clearance
- ❖ TradeXchange[®]
 - ❖ Provide common registry services and route messages to SMEs
 - ❖ Linkages to other services (as listed above)

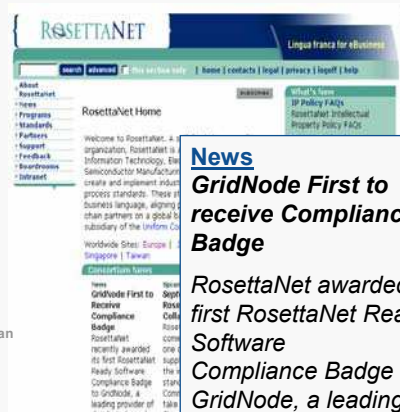
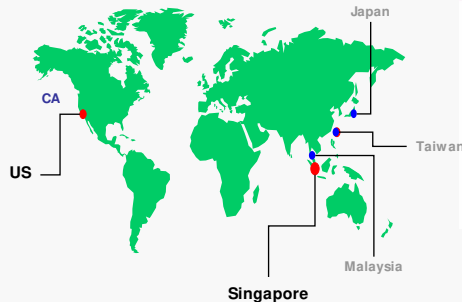
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An Overview of GridNode

GridNode is an enabler of standards-based **Business-To-Business (B2B) integration** and **collaboration**.



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RosettaNet B2B Track Record

- ✓ 7 years experience in RosettaNet (RN)
- ✓ 200+ installs in Asia, US and Europe
- ✓ 3000+ RosettaNet connections
- ✓ 1st to be compliant with latest RN specs
- ✓ RosettaNet Architecture Advisory Committee

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Business Benefits

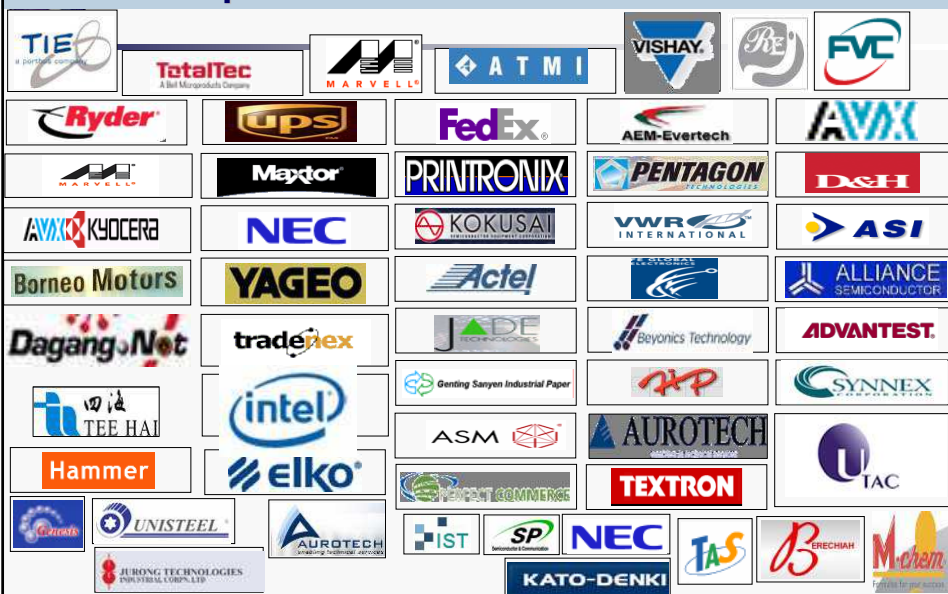
Our Customers have reported the following benefits:

- ✓ Reductions in order cycle time
- ✓ Reductions in inventory costs
- ✓ Improvements in productivity through automation
- ✓ Improved efficiency through standardization & simplification of business processes
- ✓ Improved competitiveness in Extended Enterprise

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Sample of GridNode's Customers



Accelerating Connectivity Among Enterprises

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Demo (Walkthrough)

GridLite Agent

RAE interface using E-Mail

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GridLite Agent

◆ GridLite Agent

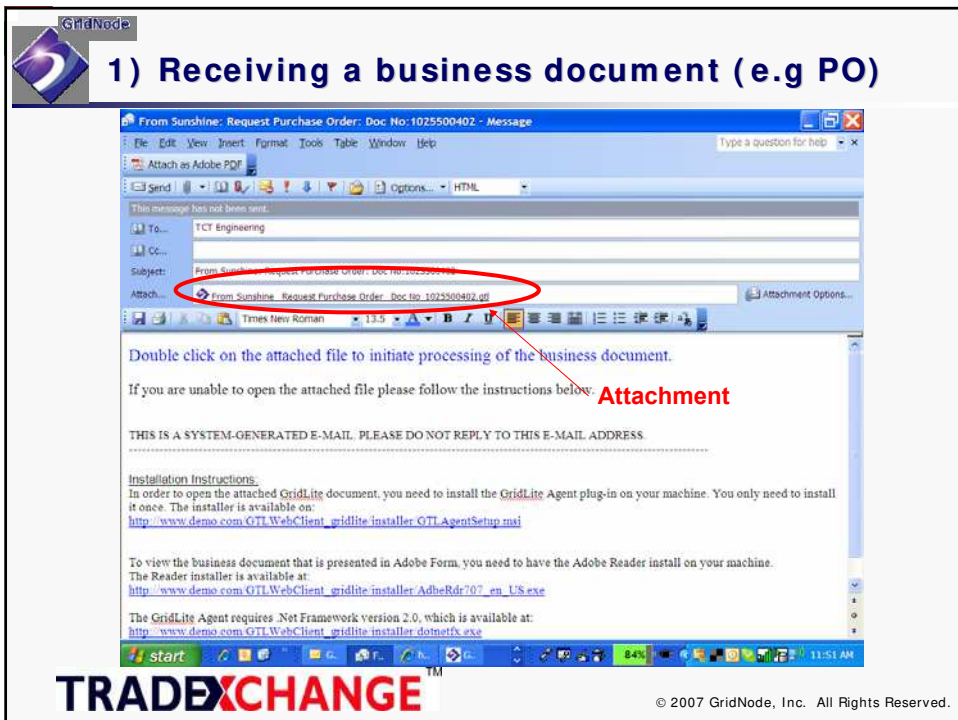
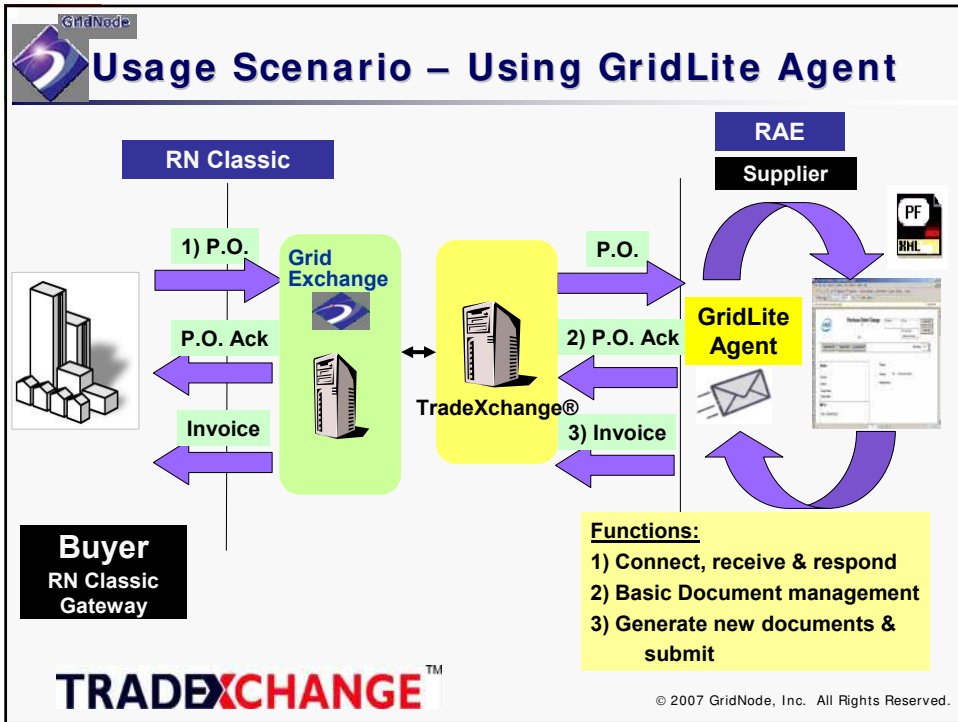
- ◆ A simple application that allows users to open up attachments via e-mail. It provides the basic functions for users to modify and reply to their clients
- ◆ Easy to install

◆ System Requirements

- ◆ A computer with Internet access
- ◆ A e-mail account
- ◆ Window 2000, XP Home and Pro with SP2.
- ◆ Adobe Reader or Excel applications

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2) GridLite Agent User Interface

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3) Viewing a P.O

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4) Responding to a P.O

The screenshot displays the Adobe Acrobat Professional interface with a form titled 'CreatePOConfirmation_64826693.pdf'. The form contains the following elements:

- Remarks:** A section for entering notes.
- PO Confirmation Status:** A dropdown menu.
- Supplier Project Remarks:** A text input field.
- Currency:** Set to 'USD'.
- Final Amount:** Set to '200'.
- Submit:** A button to process the form.

At the bottom of the window, the 'TRADEXCHANGE' logo is visible on the left, and the copyright notice '© 2007 GridNode, Inc. All Rights Reserved.' is on the right.

5) Sending a P.O Response via e-mail

The screenshot shows an email client window with the following details:

- To:** tradexchange
- Subject:** Re: For Sunshine, Purchase Order Confirmation for Request Purchase Order(1025500402)
- Attach:** For Sunshine, Purchase Order Confirmation for Request Purchase Order (1025500402).63318456.2028089927.pdf (37 KB)

The email body contains the following text:

```
Trading Partner :Sunshine
Document       :For Sunshine, Purchase Order Confirmation for Request Purchase Order(1025500402)
Document Code  :3A&C_30E
Process ID     :1001003A49_XDF16109ab-1990-4750-b0de-956d066a8399

THIS IS A SYSTEM-GENERATED E-MAIL. PLEASE DO NOT REPLY TO THIS E-MAIL ADDRESS.
```

At the bottom of the window, the 'TRADEXCHANGE' logo is visible on the left, and the copyright notice '© 2007 GridNode, Inc. All Rights Reserved.' is on the right.

6) Using GLA to create an Invoice

The screenshot shows the GridNode GLA Demo Version 1.4.1.0 interface. At the top, the title bar reads "GridLite Agent Demo Version 1.4.1.0". The main window displays a document titled "Request Purchase Order" with the following details:

- Trading Partner: Sunshine
- Document: Request Purchase Order
- Document No: 1025500402
- Process Id: 000100334R_XDP1616A2B-196C-473C-885A-986A065A399

Below the document details, there are two buttons under the "Actions" section:

- View and Create PO Confirmation
- View and Create Invoice

A "Task" table is visible, with columns for Description, Status, and Document. Below the task table, a "Message" box contains the following text:

11:50:33 Document selected: From Sunshine, Request Purchase Order, Doc No, 1025500402 gl
12:01:31 Perform View and Create PO Confirmation action.

The Windows taskbar at the bottom shows the "TRADEXCHANGE" logo and the copyright notice: © 2007 GridNode, Inc. All Rights Reserved.

7) Create/ Validate an Invoice

The screenshot shows Adobe Acrobat Professional displaying an interactive invoice form. The document title is "ViewandCreateInvoice_51484875.pdf". The form contains the following information:

Invoice
From: KIRITANI
Invoice Number: 1001200402
Date: 2007-06-28

PO Line	Description	Unit Price	QTY	U.O.M	Line Amount
#	TOUCHSCREEN ITEM	75.00	100	PC	7500.00
#	CRG GLOVE	10.00	200	PC	2000.00
#	RESAUGURAL MAP	5.00	54	PC	270.00
#	SHACERS	4.00	22	PC	88.00
#	IRISREAD AND SOL	8.00	100	PC	800.00
#	MACHINE KEYS	2.00	54	PC	108.00

Total Amount: 1,966.00
Confirm Invoice

The Windows taskbar at the bottom shows the "TRADEXCHANGE" logo and the copyright notice: © 2007 GridNode, Inc. All Rights Reserved.

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8) Sending an Invoice via e-mail

Re: For Sunshine, Invoice for Request Purchase Order(1025500402) - Message (Plain Text)

From: tradexchange

To: tradexchange

Subject: Re: For Sunshine, Invoice for Request Purchase Order(1025500402)

Attachments: For Sunshine Invoice for Request Purchase Order (1025500402_633184563412523693.pdf (26 KB))

Trading Partner :Sunshine
 Document :For Sunshine, Invoice for Request Purchase Order(1025500402)
 Document Code :RCS_XML
 Process Id :10001003C3_XML-633184563412523693

THIS IS A SYSTEM-GENERATED E-MAIL.. PLEASE DO NOT REPLY TO THIS E-MAIL ADDRESS.

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THANK YOU!

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