



We make your Supply Chain future-proof

// RailSupply: The Supply Chain platform that ensures
successful collaboration with your business partners
within the European rail industry

// Product life cycles spanning several decades and high quality requirements are the hallmark of the rail industry. As a result, customer/supplier relationships are typically long-term and collaborative. At the same time, a lack of standardized, electronic supply processes result in a wide range of individual processes and data formats. Managing such a broad variety is both time consuming and costly. An increase in global sourcing and reduced vertical integration only potentiate the complexities within supply processes.

This puts the stability of the supply chain at risk, which precipitates supply bottlenecks, reduces customer service levels and ultimately erodes competitiveness. Achieving profitable growth requires not only continuous process improvement, but requires standardized, stable and transparent supply processes that facilitate collaboration between all tiers of the supply chain.

As a specialist in cross-company collaboration, SupplyOn's RailSupply solution covers the specific requirements of the rail industry. RailSupply ensures secured and traceable communication between companies and provides valuable decision support at both operational and strategic levels. Subsequently, processes with external partners are more transparent and dependable.

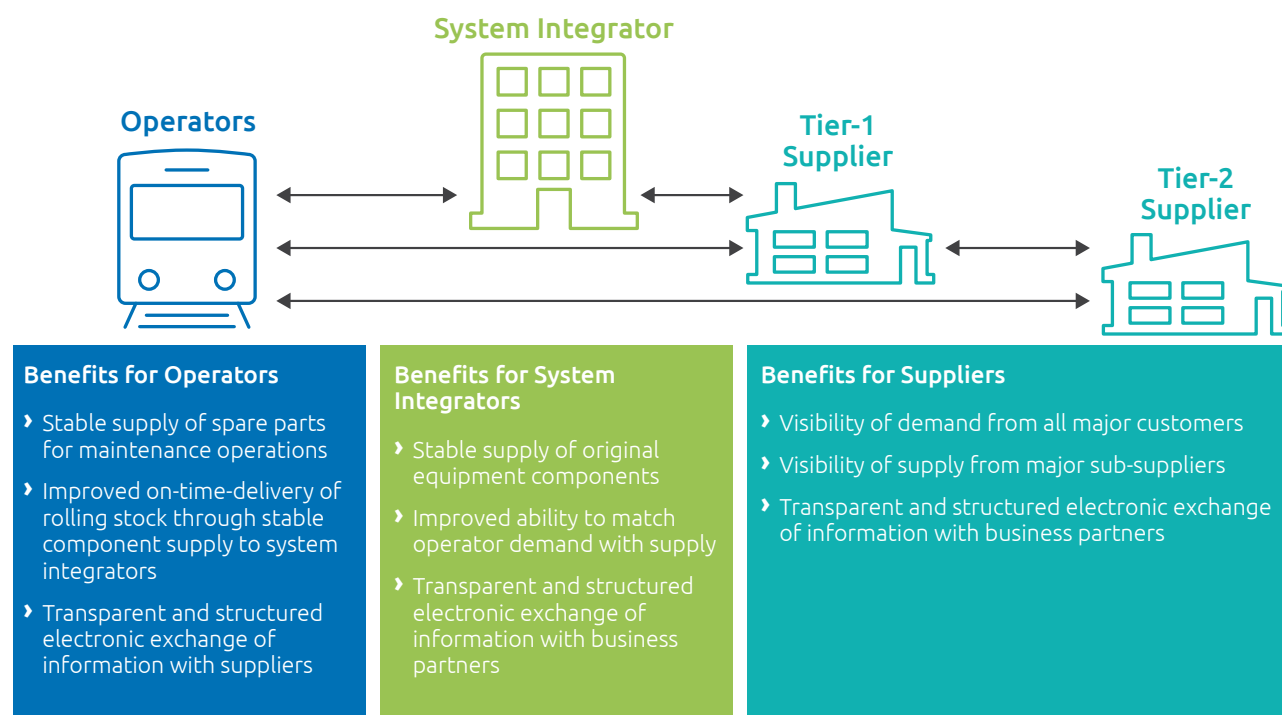
Interconnecting your Supply Chain

RailSupply is the collaborative supply chain network for the European rail industry enabling stable and efficient supply chain operations.

- › **One Community:** one network connects operators, system integrators and suppliers of the European rail community
- › **One Standard:** standardized supply chain collaboration processes and shared formats for data exchange
- › **One Platform:** one single supply chain hub to connect buyers and suppliers, online process collaboration provided as Software-as-a-Service

Efficient processes across multiple tiers of the supply chain

SupplyOn offers unique and customizable tools to support and optimize processes for efficient cooperation across all tiers of the supply chain in a global network.

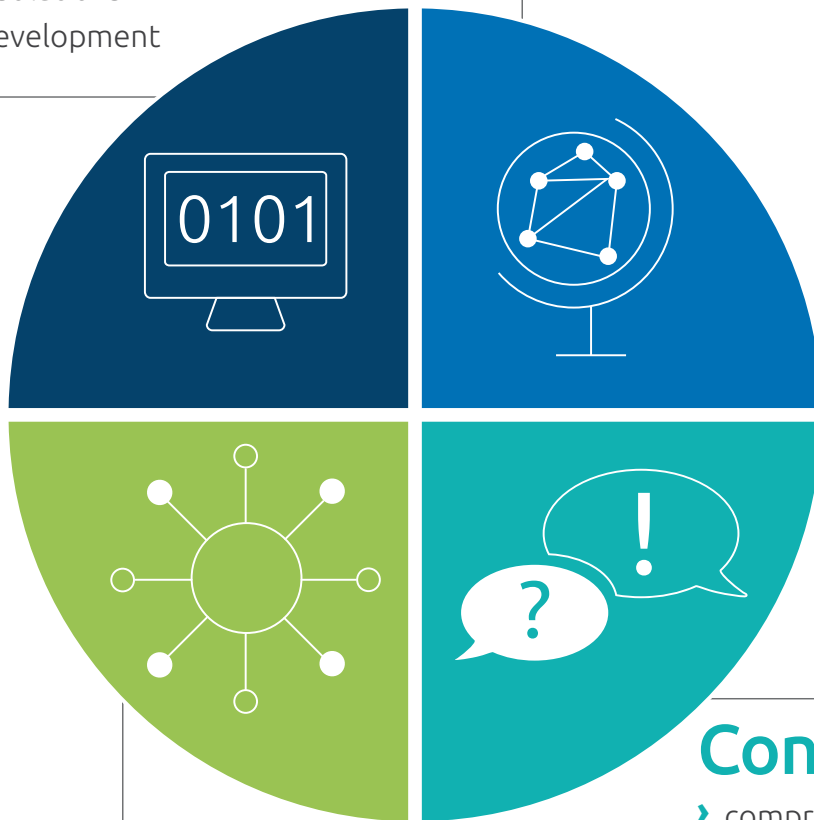


Software

- › comprehensive portfolio that covers all supplier processes
- › configurable solutions
- › continuous development

Network

- › 50,000 business partners are part of the worldwide community



Platform

- › secure access worldwide
- › high availability (> 99%)
- › hosted in Germany

Consulting

- › comprehensive supply chain consulting
- › fast ERP integration
- › user enabling, training and online help center
- › 24/7 customer support

Successful collaboration with your business partners

// To manage your supply chain successfully, you need an efficient infrastructure that provides you with maximum transparency in terms of your business relationships. Successfully implementing that infrastructure requires considerably more than just software that covers all the required functions. SupplyOn's approach is therefore based on four key components, which together guarantee the success of an implementation project and enable successful long term collaboration between business partners.

Software

SupplyOn's solutions take up where internal ERP systems leave off, and extend internal business processes seamlessly beyond company borders. The solutions, which are provided as Software-as-a-Service, encompass cross-company processes in supply chain management, supplier risk and performance management, strategic and operational procurement and in quality and transport management.

Platform

All companies use a shared platform with one and the same solutions, but each customer can only see and edit their own data. The advantages are evident: Industry specific processes or adaptations to new legal requirements are immediately available to all users with a single update. And: Every company can directly benefit from a sophisticated security and operating concept.

Network

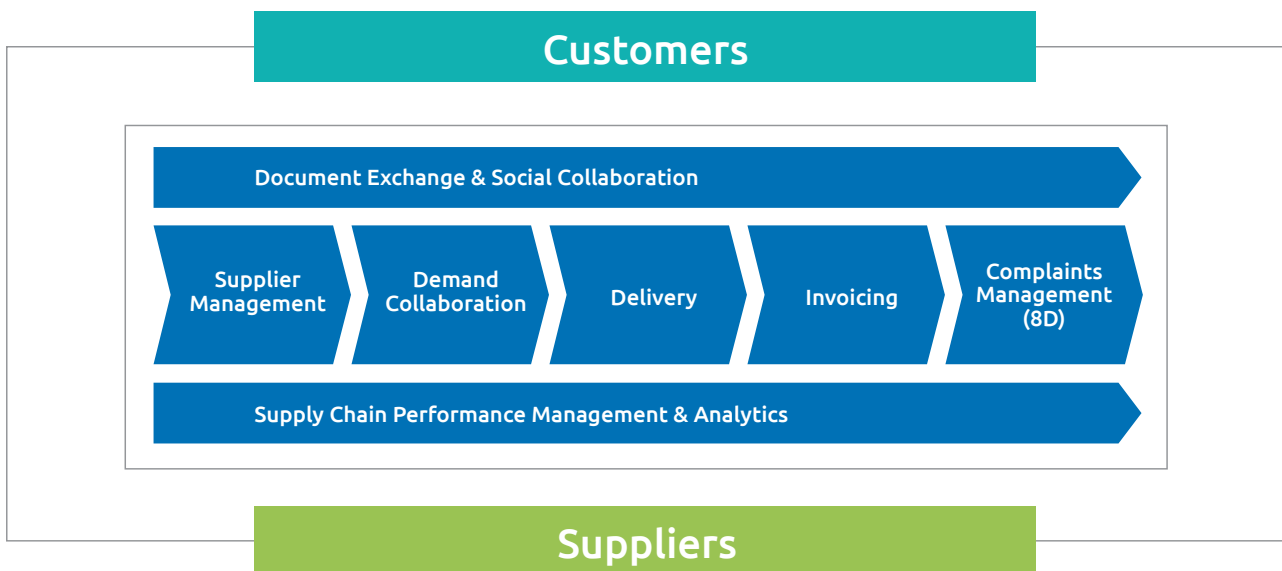
The SupplyOn business network connects 50,000 companies all over the world. Many of these companies are also your suppliers and can therefore be integrated into your processes in next to no time. As you are not starting from scratch with SupplyOn in terms of global partner connections, you will be able to implement the project considerably more quickly and reap the rewards earlier.

Consulting

Whether it involves connecting suppliers in Asia or integrating freight forwarders for optimizing your transport network, the implementation of solutions for cross-company cooperation requires know-how, experience and intuition. And this is exactly what SupplyOn consultants bring to the table in all project phases, not only ensuring a swift rollout but also optimized supply chain processes across the board.

RailSupply enables efficient, collaborative logistics and quality processes

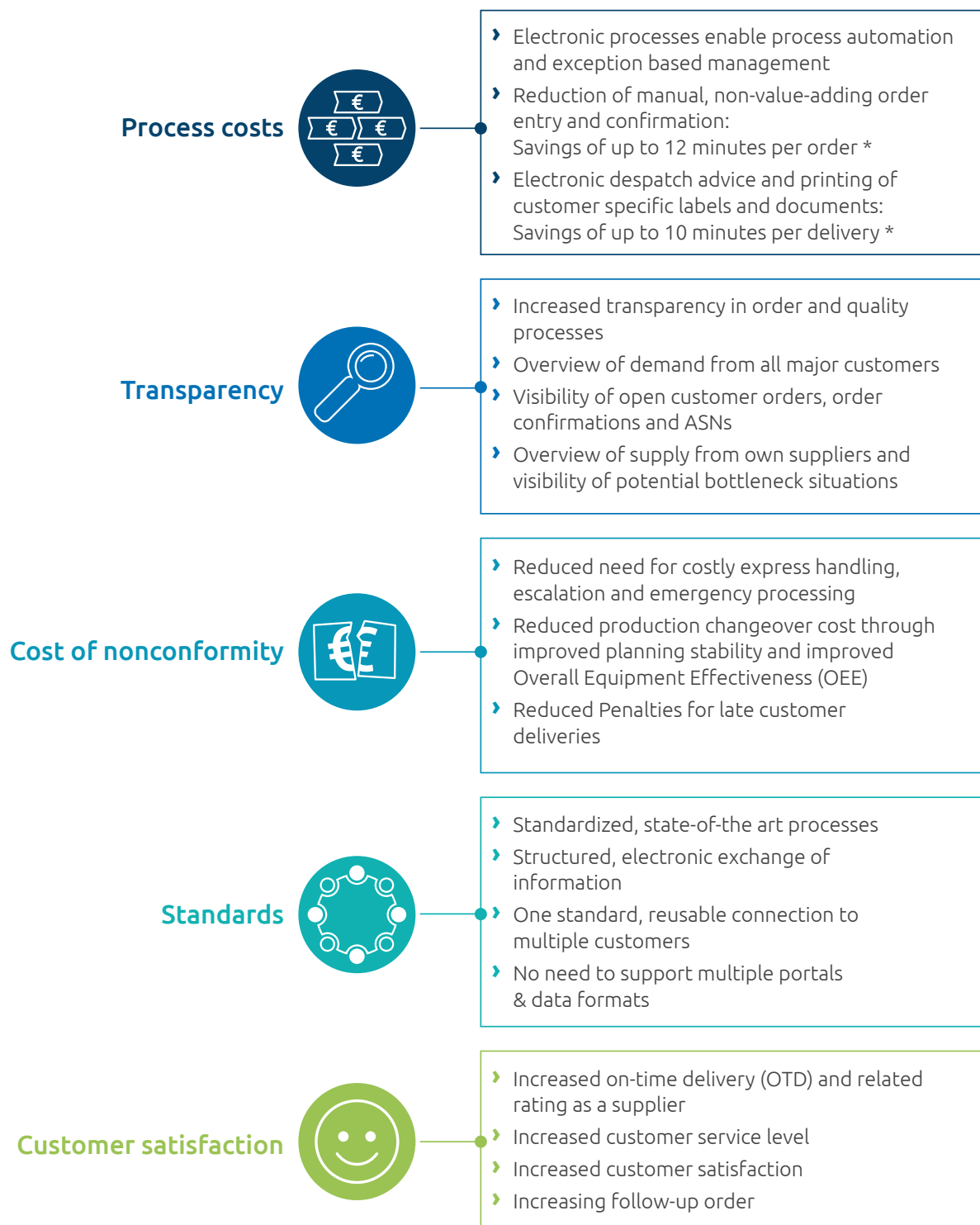
The RailSupply solution from SupplyOn forms the basis for standardized supply chain processes in the rail industry. It makes daily cooperation between customers and suppliers more transparent and facilitates collaborative processes across all tiers of the supply chain.



RailSupply maps proven industry processes, from supplier management, ordering, delivery and payment to complaint management. Documents can be securely and transparently exchanged throughout the entire process. A social collaboration function enables documented, process-oriented communications with your business partners.

With the help of Supply Chain Performance Management & Analytics, you can go one step further and receive information about possible disruptions in your supply chain and their impact on your production operation. An analysis of demands, inventories, in-transit parts and consumption will show you whether delayed deliveries could pose a problem to you. This is valuable information that you can use to ensure trouble-free production.

Benefits of collaboration via RailSupply



* typical results achieved in automotive, aerospace and manufacturing industries

Sites throughout the world

With our offices in Hallbergmoos near Munich (Germany), San Diego and Detroit (USA) as well as Shanghai (China), we provide thorough coverage of all of the world's key markets. We are therefore able to offer you the best possible on-site support when it comes to implementing your global projects.

Customers

Well-known companies across multiple manufacturing industries trust in SupplyOn such as Airbus, Bombardier Transportation, BMW Group, Bosch, Continental, Deutsche Bahn, Faiveley, SBB, Siemens, Thales and ZF as well as 50,000 further companies. If your company also supplies to the Automotive or Aerospace industries, you may already be connected to SupplyOn!

For more information on how to improve collaboration with your supply chain partners, just contact us.

// **Thorsten Füllung**

Director Consulting & Business Development

Ludwigstraße 49 // 85399 Hallbergmoos // Germany

Thorsten.Fuelling@SupplyOn.com // P: +49 . 811 . 99997-203 // M: +49 . 174 . 3101191

www.SupplyOn.com