

Discover more Opportunities

Maximum Benefit with the new SupplyOn Service Range for
PROFESSIONAL Customers



Communication with Your Customers

+ RfQ's to Your Suppliers

+ Successful Use

+ SupplyOn Community

+ Management Cockpit

= **SupplyOn PROFESSIONAL**

Simplifying Your Business

With SupplyOn Management Cockpit you can quickly gain an overview of all important information and outstanding issues of your business relationships.

All information at a glance

5 training courses and 2 process consultations per year

Successful Use

A comprehensive range of application and process training courses as well as process consultation by telephone ensures the successful use of SupplyOn.

Requests for Quotations to Your Suppliers

SupplyOn simplifies your purchasing processes: You can quickly prepare and evaluate your requests for quotations, and always have an overview.

3 Users

Participation of 2 persons in the SupplyOn Supplier Forum

SupplyOn-Community

The virtual world becomes reality in the SupplyOn Community – personal contact with companies in the industry and Best Practice Sharing.

Communication with Your Customers

SupplyOn Services simplify communication with your customers in the areas of Sales, Logistics, Development, and Quality Management.

Unlimited Use



SupplyOn PROFESSIONAL

for only 660 euros
per month*

With SupplyOn PROFESSIONAL, you have a comprehensive range of products and services available. On the one hand, you have unlimited use of all SupplyOn Services, thus optimizing communication with your customers. On the other hand, you can request quotations from your suppliers via SupplyOn and make your RfQ processes reliable and transparent. Furthermore, a comprehensive range of training courses in the applications and processes plus process consultation by telephone guarantees successful use of the SupplyOn Services in your company. During the annual SupplyOn Supplier Forum, the virtual world will become reality for you: Here you can contact existing and potential new customers, get information about the latest trends and innovations, and swap Best Practice experiences.

Your Strategic Advantages with SupplyOn

- Enhanced quality and transparency of important processes with your customers.
- Increased customer satisfaction due to seamless electronic communication.
- Your company is a part of the worldwide communication platform for the automotive and manufacturing industry: You extend your visibility for key players.
- SupplyOn offers you central access to numerous companies.

* If your company is not registered with SupplyOn yet, a one-time fee of 100 euros will be charged for the basic registration.

Unlimited use

Communication with Your Customers

SupplyOn Services provide you with eight building blocks that let you optimize your collaboration with your customer in all of your business processes. This is the foundation for your long-lasting business relationship! The following is an overview of all SupplyOn Services, what they provide and the advantages they offer.

You receive requests through **SupplyOn Sourcing** and can submit your offers electronically.

Your advantages: Your sales processes are optimized and all received requests and submitted offers can be viewed at a glance.

SupplyOn Document Management provides you with the current documents of your customers, such as standards and drawings. **Your advantages:** You can access the current documents of your customers at any time. If a document is changed, you will be notified by e-mail and can retrieve the updated document.

SupplyOn WebEDI and EDI will help you exchange EDI messages such as delivery instructions, orders, delivery notes, and invoices. **Your advantages:** The data have a standardized format and can be processed in your internal system. This prevents manual keying errors.

SupplyOn Vendor Managed Inventory (VMI) gives you insight to the stock and demand planning of your customers. You autonomously secure the stock within agreed minimum and maximum stock limits. Furthermore, the kanban process is supported.

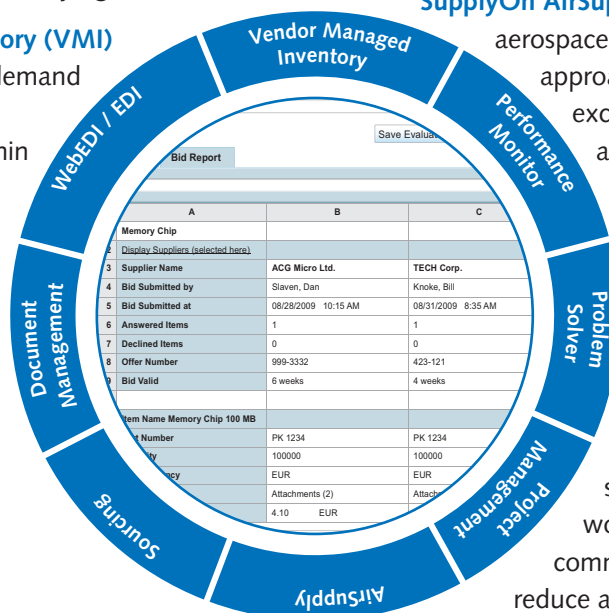
Your advantages: You can operate consumption-driven instead of according to delivery instructions. This allows you to better plan your production, reduce your stock levels, and save on transportation costs.

The **SupplyOn Performance Monitor** will tell you how your customer assesses your performance. The data can be evaluated in many different ways. **Your advantage:** You can systematically improve your performance.

The **SupplyOn Problem Solver** offers the possibility of working off complaints in a structured manner. Schedules can be more efficiently tracked and solution measures more clearly communicated. **Your advantage:** You can quickly work off customer complaints in a quick, comprehensible, and target-oriented manner.

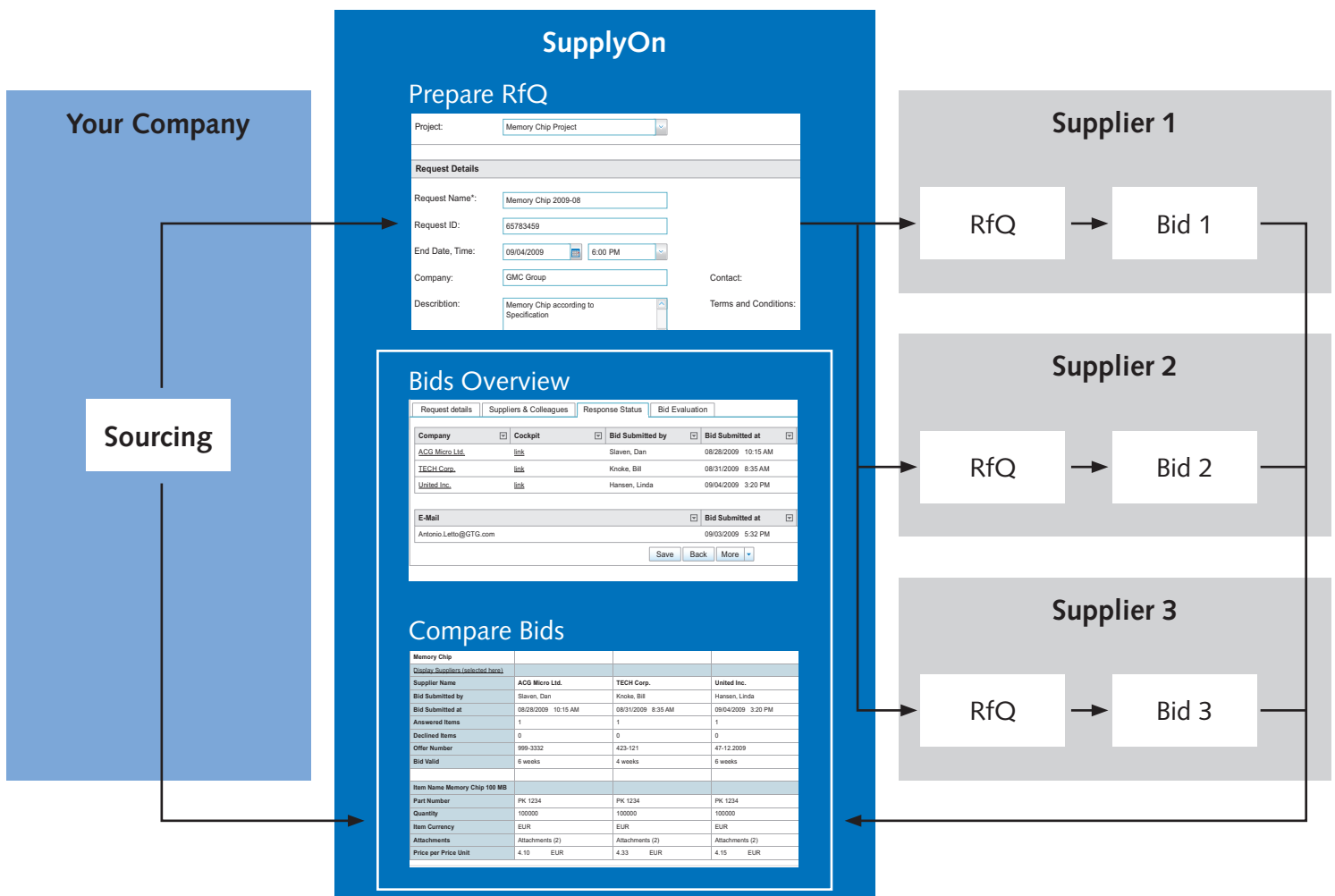
The **SupplyOn Project Management** supports you in planning development projects and structuring your partial tasks processing in stages. **Your advantages:** Any possible project delays will be quickly detected and countermeasures can be initiated early.

SupplyOn AirSupply for suppliers in the aerospace industry takes a structured approach to information exchange from planning and agreeing material requirements in advance and collaborating on orders right through to delivery and payment. **Your advantages:** Status reports make the individual process steps transparent and support exception-based working. You speed up your communication processes and reduce administrative overhead.



Requests for Quotations to Your Suppliers

SupplyOn Sourcing enables you to easily prepare requests for quotations and send them to all of your suppliers, regardless of whether they are registered with SupplyOn or not. While a request is ongoing, you always have an overview of which suppliers have already submitted bids. Reminder e-mails ensure that all bids are submitted on time. As soon as all bids have been received, you will receive an evaluation with one mouse click. All bids are displayed transparently in a table – including all information relevant to the buying decision, such as payment terms, quantity scale etc. The table helps you to immediately identify which supplier has offered the best conditions.



Your benefits

Your bid processes become efficient and transparent and this will save you a great deal of time. Moreover, you will definitely find the best suppliers.

**5 training courses and
2 process consultations per year**

Successful Use

There are three decisive aspects for the successful use of SupplyOn:

1. How does the process work and which general benefits does it offer?
2. How do I use the software?
3. How can I implement the process in my company so that it offers the maximum benefit in my individual case?

SupplyOn has prepared a comprehensive training and consultation concept that integrates all of these aspects and can be implemented step-by-step.



1. Process Training

Here you will learn innovative business processes, such as Vendor Managed Inventory or complaints processing with the help of the 8D method and much more. You will receive answers to the following questions:

- How will these processes be implemented?
- What advantages do they offer?
- What needs to be considered when implementing such processes?

2. Application Training

In small groups you will be taught all functionalities of our solutions and will obtain an overview of all upload and download options. You can either participate in one of our presence training courses, or you can dial in to a training course from your workplace via Internet and telephone.

3. Process Consultations

In process consultations by phone, we will help you implement these processes in your individual case. We will take the structures and parameters of your company into account. The prerequisite for the consultation is the knowledge of our applications and processes. This can be assimilated in one of our training course, for example.

Why are Processes so important?

The Internet offers an enormous potential for transacting business processes more efficiently, more transparently, and more securely than was previously possible – but only if the processes are understood and optimized according to the new opportunities.

We will support you in this!

SupplyOn Community

SupplyOn holds the SupplyOn Supplier Forum once a year. The virtual world and the SupplyOn Community concept become reality for you here. You will not only meet your existing customer, but also potentially new customers and will be able to make and intensify valuable contacts. You can also discuss current trends with SupplyOn and companies from your industry and profit from Best Practice examples.

You are cordially invited!

This is what you can expect at the SupplyOn Supplier Forum

- Your customers and potential customers will introduce their company strategy and will discuss with you the impact this will have on future cooperation.
- Best Practice examples that will tell you how companies in your industry have successfully implemented innovative processes.
- Workshops on the individual SupplyOn Services where we will present new functionalities and you will be able to contribute your requests for the further development of our services.



**At the SupplyOn Supplier Forum,
you will be able to intensify existing
business partnerships and generate
new business.**

SupplyOn Management Cockpit

In order to guarantee customer satisfaction in the long term, you must be informed of the current status of all outstanding customer-related issues at all times. This is the only way for you to react on time to shortages, changes or new requests and make sound decisions on the basis of all relevant information. Management Cockpit offers you this transparency. With a single click you can quickly gain an overview of all important information and outstanding issues of your business relationships.

How it works: All the information regarding your customer relationships is brought together in the Management Cockpit – from the status of complaints and new requests for quotations to current assessment data. This information can be retrieved for each of your customers in just one click or printed out in a clear format. This way you and your customer always have the same view of the current status of your business relationship. It creates transparency and provides you with support when making important decisions.

Simplifying Your Business!

Your benefits

- You can make sound decisions regarding your business relationships on the basis of comprehensive and up-to-date information.
- You can keep track of all outstanding customer-related issues at all times.

Select one of your customers to get an overview of the business relationship
[Robert Bosch](#), [Continental Automotive](#), [INA Schaeffler](#), [ZF Friedrichshafen](#)

[Create PDF report](#)

Business relationship between Continental Automotive and Miller Example Inc.

[SupplyOn Sourcing](#) (29 RfQs for your company, 29 available to you - [Show](#))

RfQ title	Created by	Bid submitted	Closing date
Turned Part A12342g12 (Version 1)	Smith, Bill	09/25/2008	09/30/2008
Turned Part A12234b12 (Version 1)	Smith, Bill	09/10/2008	09/15/2008

Supplier Key Account Manager(s)
 Miller, Ben, phone +1 435433962 16, ben.miller@miller-example.test

[Project Management](#) (1 active projects)

APQP name	Created by	Status	Starting date
Turned Part A23421344b12	Smith, Bill	✖	09/10/2008

Supplier Key Account Manager(s)
 Miller, Ben, phone +1 435433962 16, ben.miller@miller-example.test

[Performance Monitor](#)

Supplier Performance Indicator

Score March 2008: 94%

[SupplyOn Problem Solver](#) (2 complaints for your company, 2 available to you)

Complaint title	Complaint no.	Part no.	Status	Complaint date
Defect ARBE 12445	1232134324	A2C54351	Open	09/15/2008
Defect AXEE 12445	1232134325	A2C54353	Open	09/30/2008

Supplier Key Account Manager(s)
 Miller, Ben, phone +1 435433962 16, ben.miller@miller-example.test

Your company

[Miller Example Inc.](#)
 ABC Street
 12345 A-Town
 US
<http://www.miller-example.test>
 D-U-N-S: 99-999-9988

Certificates

ISO 9001: valid until 10/12/2010
 ISO 14001: valid until 05/05/2010

Customer

[Continental Automotive](#)
 ABC-Straße
 12345 B-Stadt
 DE
<http://www.continental.test>
 D-U-N-S: 99-999-9999

SupplyOn Services

Your SupplyOn Services with your partner:

- Project Management
- Document Manager
- Performance Monitor
- Problem Solver
- Sourcing Manager
- Inventory Collaboration

With the SupplyOn Management Cockpit you have all information at a glance.

Show that your Company is “ready to connect”!

As a company with a PROFESSIONAL contract, you are very attractive for your customers as well as for your potential new customers. You have unlimited access to all SupplyOn Services and are already very familiar with these services. This means your customer will be able to communicate with your company through SupplyOn in just a few days.

Visualize your competitive advantage with this logo.



You can download various formats of the logo at www.SupplyOn.com/supplyon_professional2.html. Place it on your homepage, print it in your brochures, and use it on your business correspondence.

SupplyOn AG
Ludwigstrasse 49
85399 Hallbergmoos
Germany

Phone: +49 811 . 9999 7777
Fax: +49 811 . 9999 71 10

Professional@SupplyOn.com
www.SupplyOn.com