



eCollaboration

Seamless Purchase to Pay Process

SupplyOn Executive Summit
Munich, May 6, 2010

Schindler Management Ltd.
Arthur Buholzer



Seamless Purchase to Pay Process

Agenda

Welcome & Introduction

- a) going in position
 - Vision and Scope

- b) building blocks
 - Solution landscape
 - Implementation strategy

- c) Status
 - Global roll-out
 - Nearly there

Our product is mobility



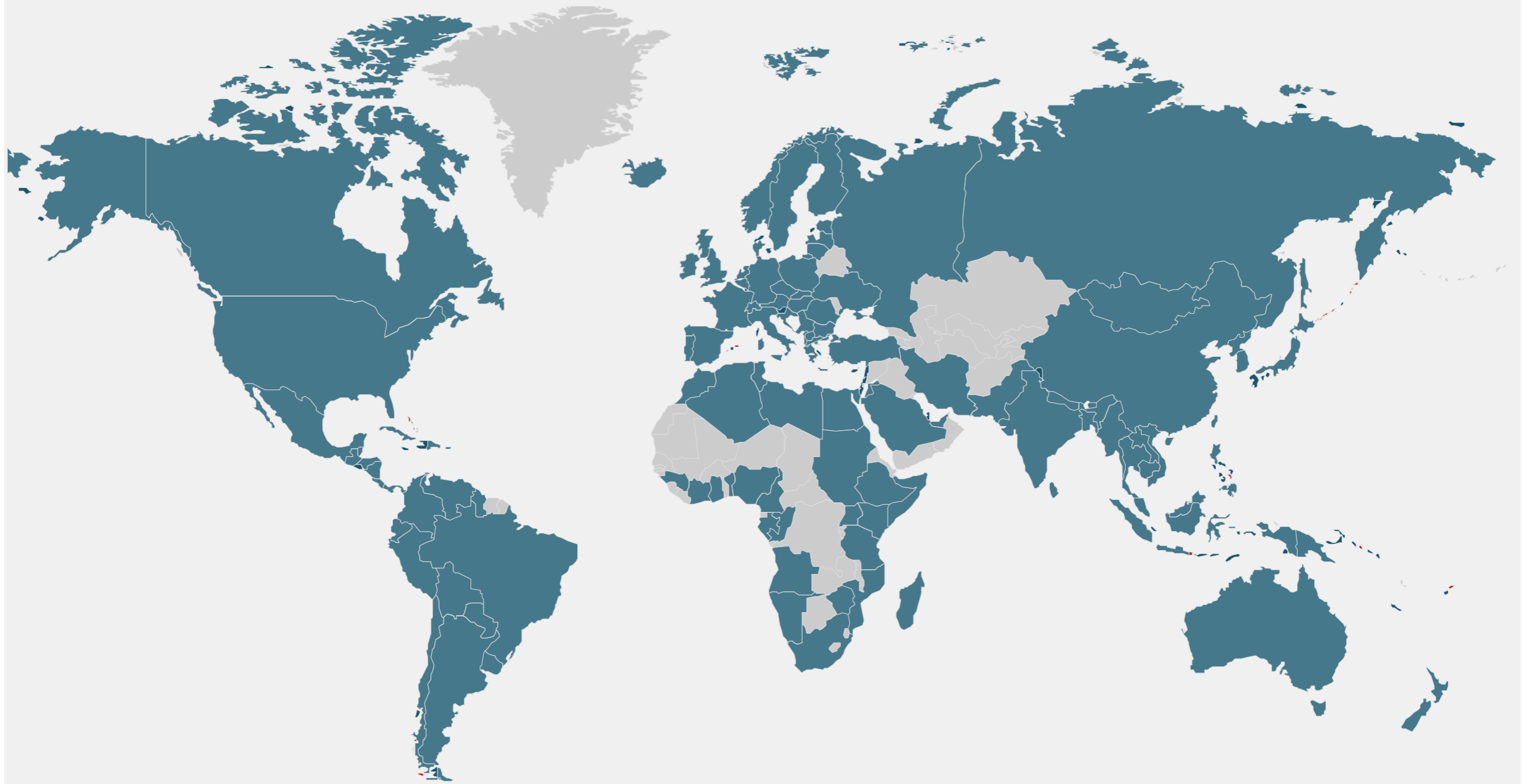
We move 900 million people every day

Leadership through service



Schindler Group

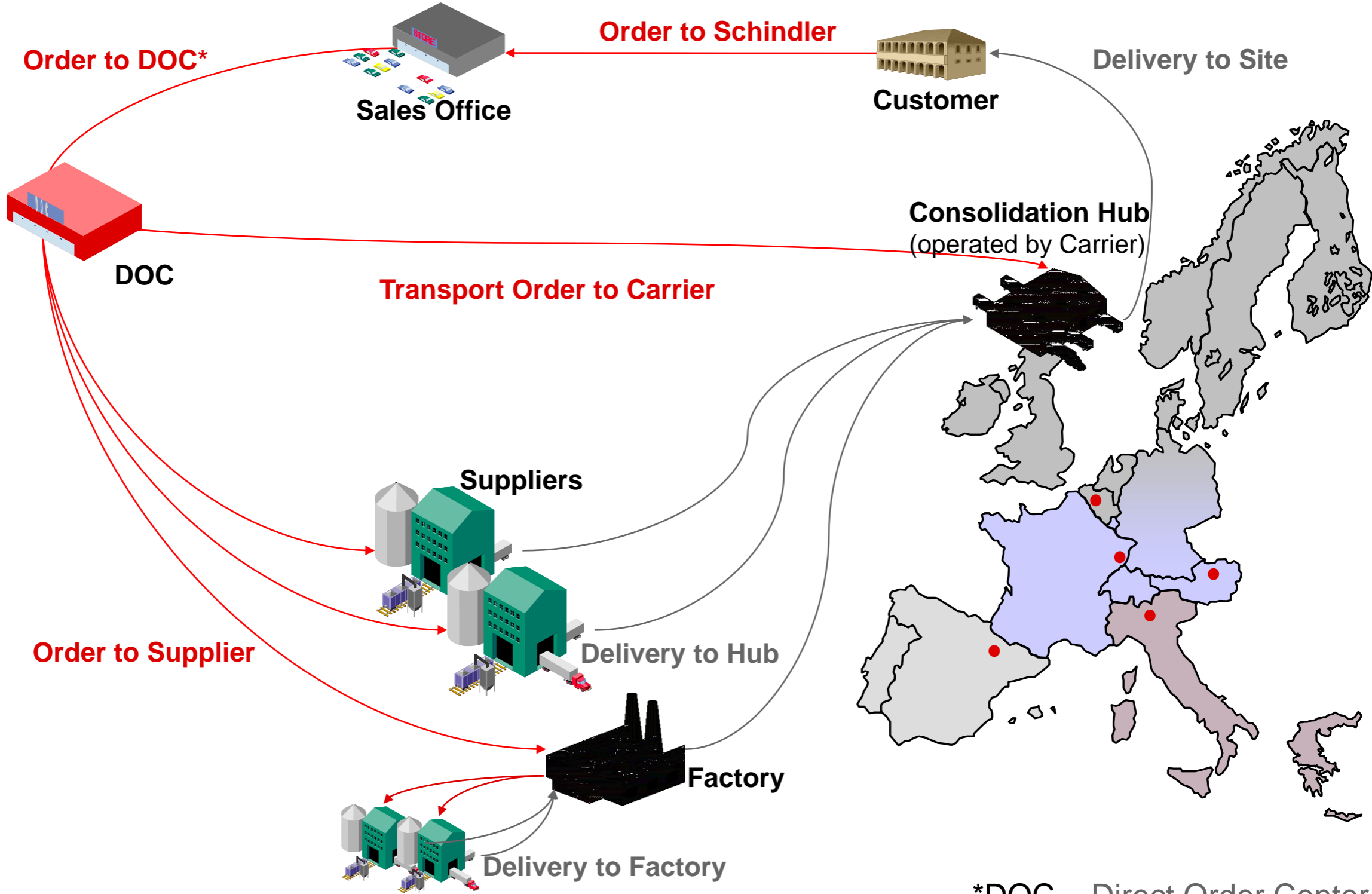
Global presence



45'000 employees – more than 140 countries – more than 1000 branches

Supply Chain Europe (Elevators)

Simplified Business Process Overview



*DOC = Direct Order Center

eCollaboration with Carriers

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ePtP a Global Solution

Abstract



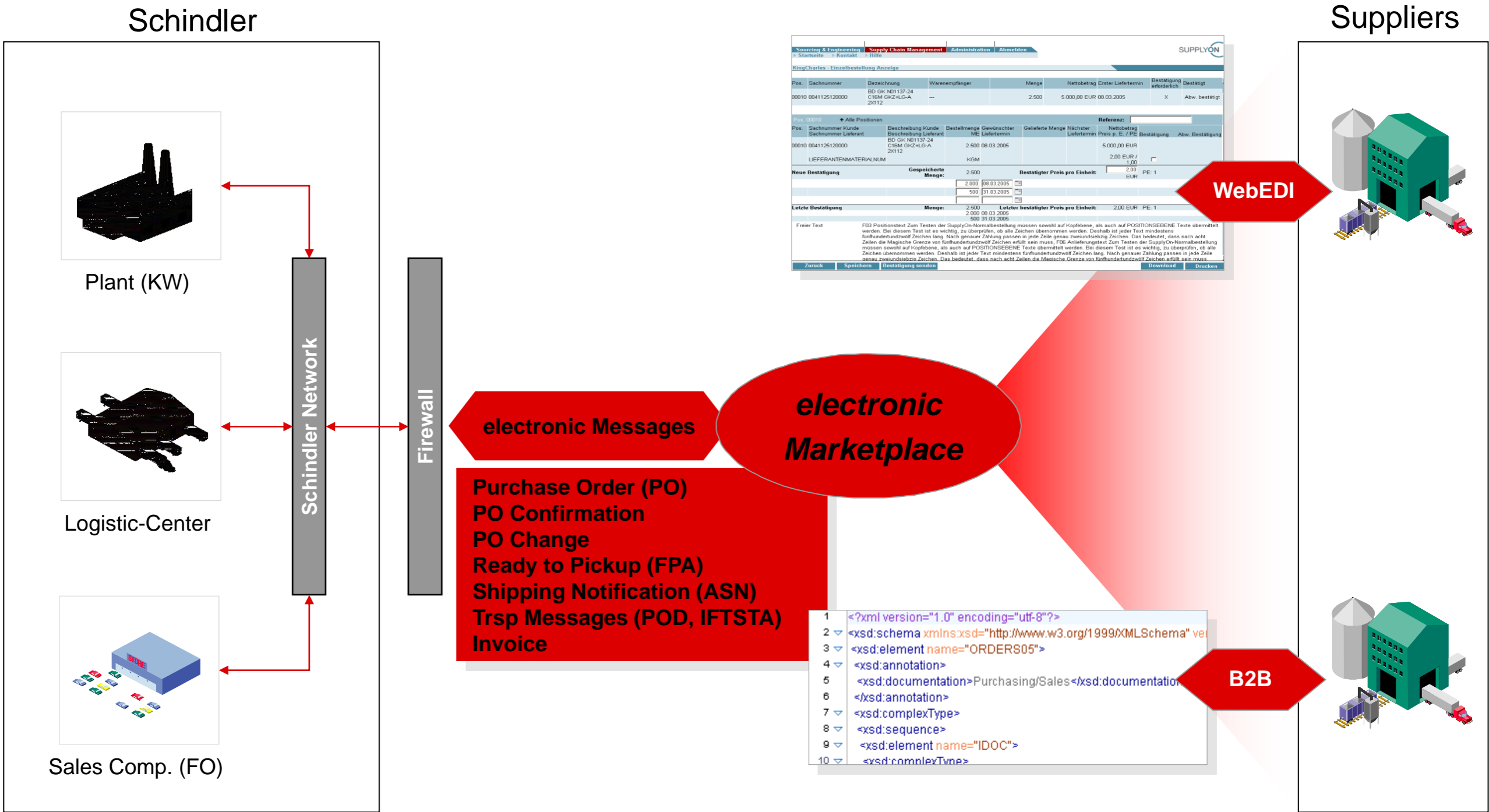
Schindler is integrating external suppliers tighter into its supply chain by further streamlining the Purchase-to-Pay processes.

Building block for this integration is the set-up of a common exchange infrastructure facilitating the exchange of electronic messages from Purchase Order to Invoice with suppliers and carriers.

The operations of the **electronic Purchase to Pay** solution enable Schindler to reduce the operative effort, to shrink the cycle time and to improve the data quality.

ePtP* Concept

how Schindler connects to the external supply base



*ePtP = electronic Purchase to Pay

eCollaboration with Carriers

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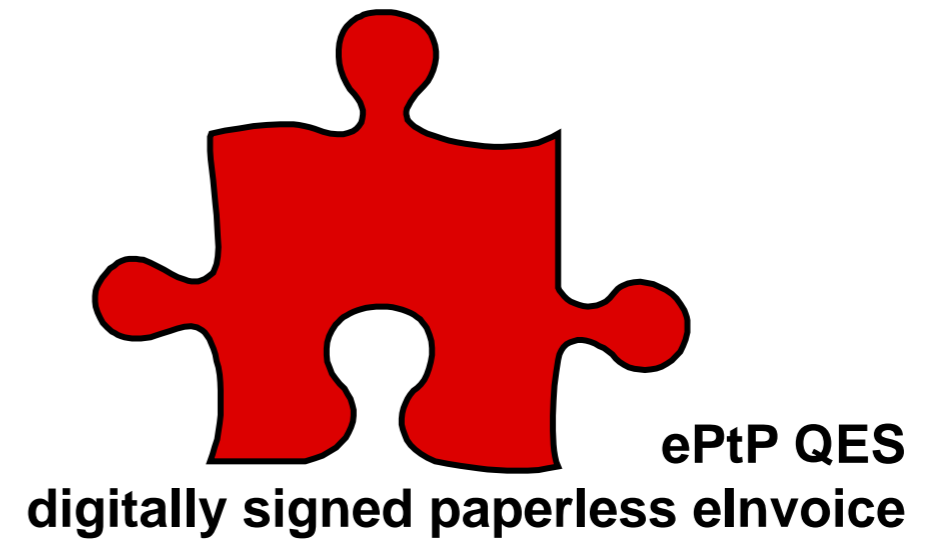
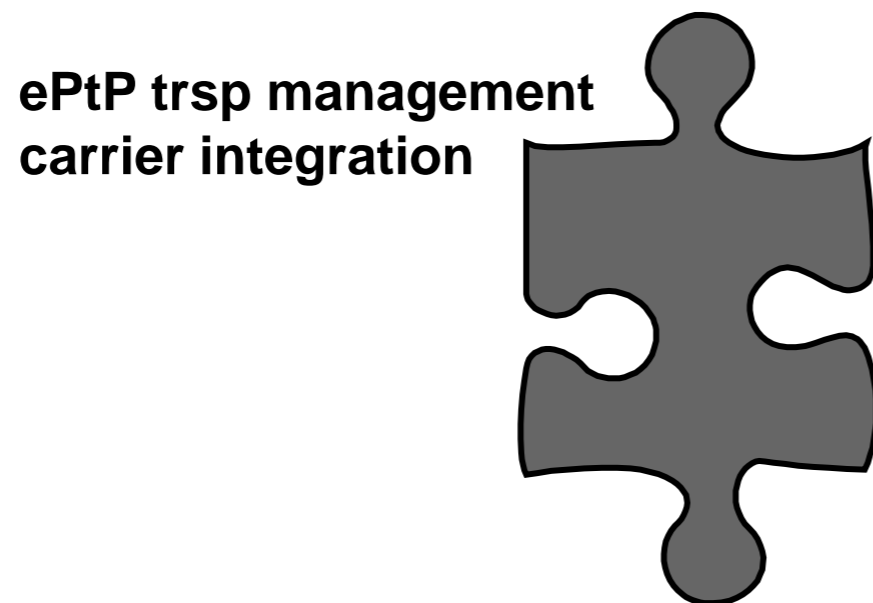
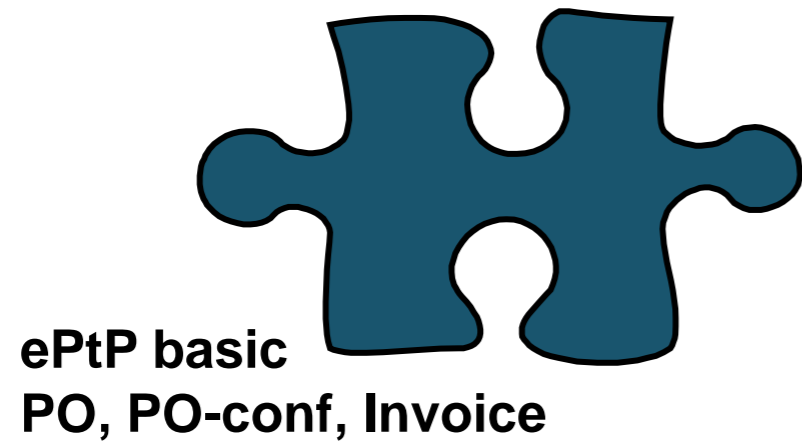
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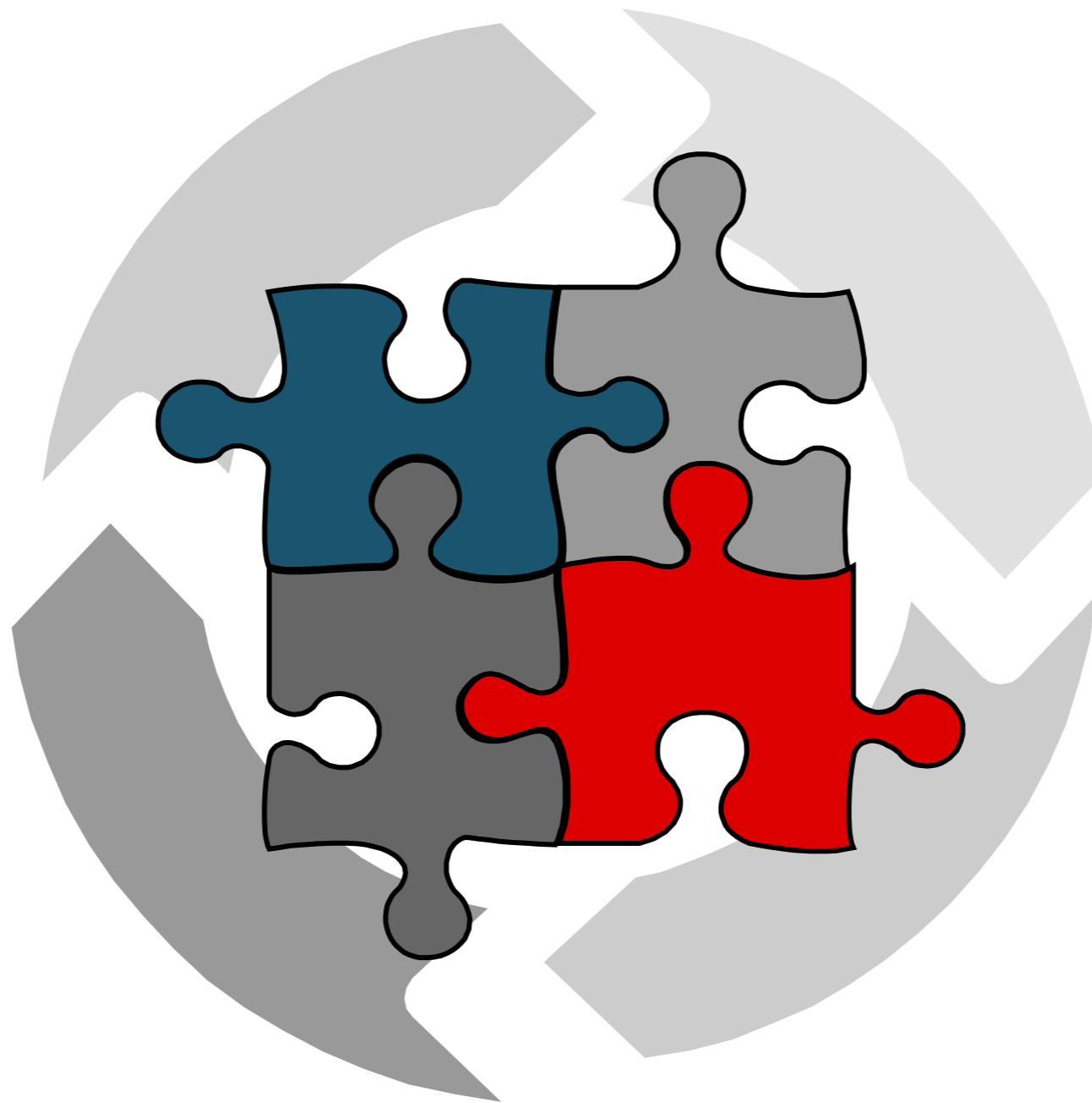
Schindler ePtP Project

Building Blocks



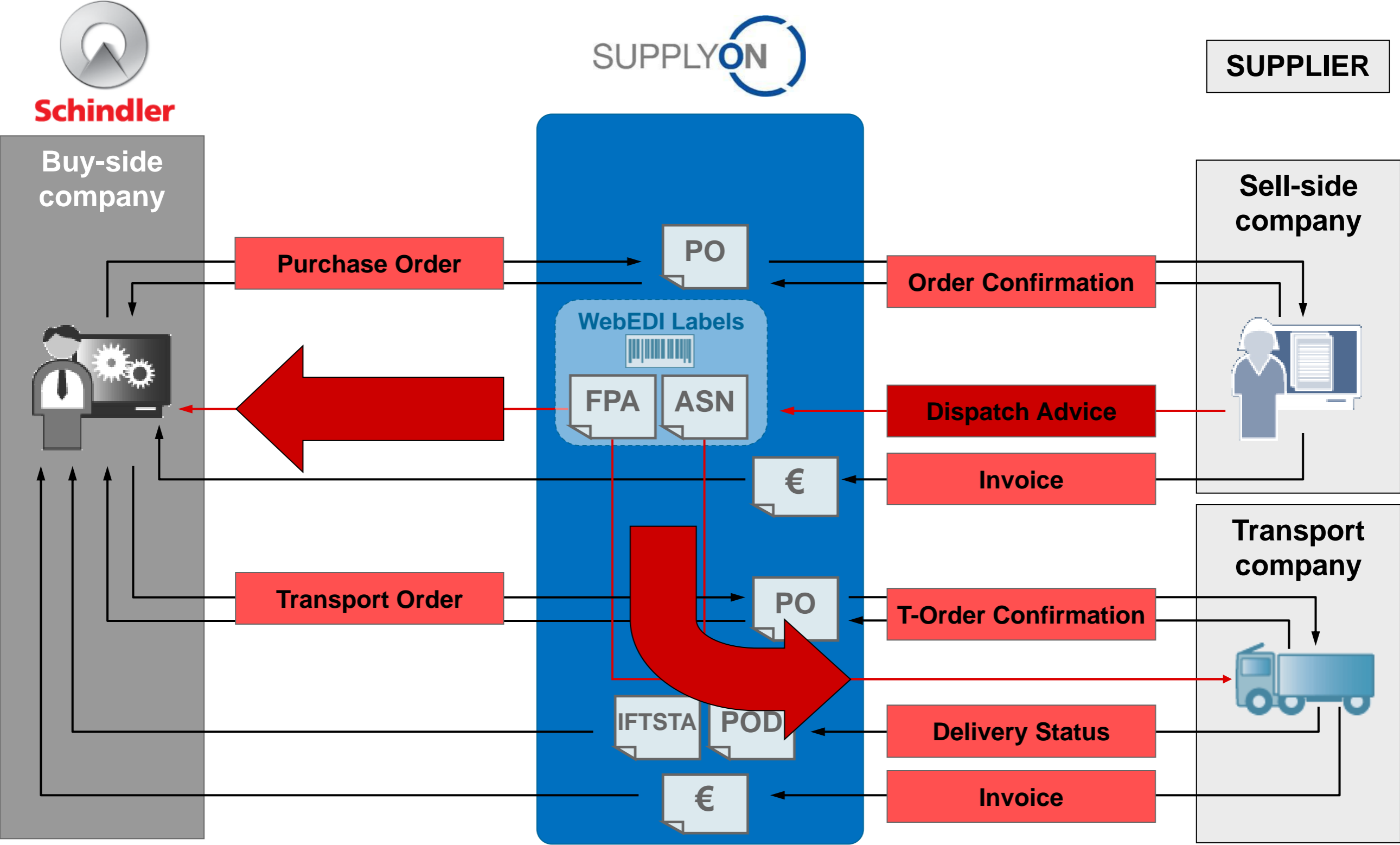
Schindler ePtP Project

Vision



Market Place integration

Current Landscape



eCollaboration with Carriers

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ePtP Project

Implementation Strategy



From basic foundation to local enhancements

- Target was to establish the ePtP basic setup in a short time frame in defined Schindler business units
- Each business unit selected a reduced number of pilot suppliers to start with electronic message exchange
- Process training for Schindler's WebEDI workflow to suppliers was given by the local organization
- In order to reach 80% of the purchase order transaction volume the ePtP basic functionality needed to be enhanced

ePtP Project

Implementation Strategy



Draw backs

- B2B supplier integration is difficult to plan (B2B = black box for Schindler) and needs more time than the WebEDI solution; the communication connection was already a first hurdle to pass!
- Although the EU law accepts the paperless digital signed invoice country specific tax regulations are to be respected and may delay the activation considerably
- transport management increased the complexity for ALL involved parties; more time demanding and more dependency on each other than expected

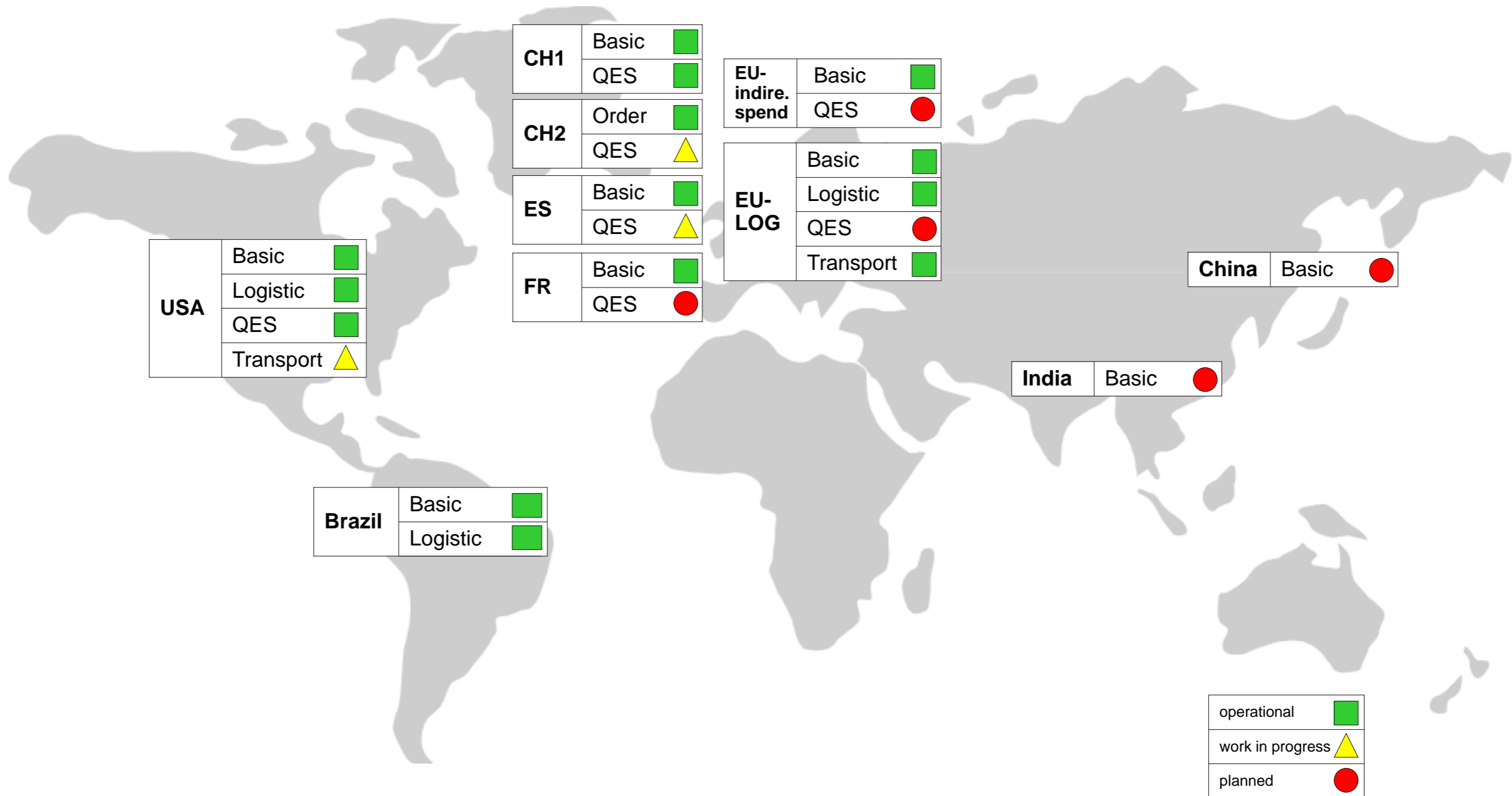
3 parties:

Schindler \leftrightarrow SupplyOn \leftrightarrow Supplier

4 parties:
Schindler \leftrightarrow SupplyOn \leftrightarrow Supplier \leftrightarrow Carrier

ePtP Global Coverage

Entity Status 2010



ePtP Project

Nearly There - Summary

Achievements

- Each building block is operational
- Some business units are already over the target of 80% of purchase order transactions
- Platform and IT infrastructure is stable, robust and ready to on-board more suppliers

With ePtP Schindler enabled full electronic message transfer from order to delivery with all involved parties.

Thank you for your attention

Schindler Management Ltd.
Corporate Purchasing

Arthur Buholzer
Strategic Purchasing Projects

Zugerstrasse 13
6030 Ebikon, Switzerland
phone: +41 41 445 3831
arthur.buholzer@ch.schindler.com

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