

Demystifying Internet Purchasing



A Common Sense Approach

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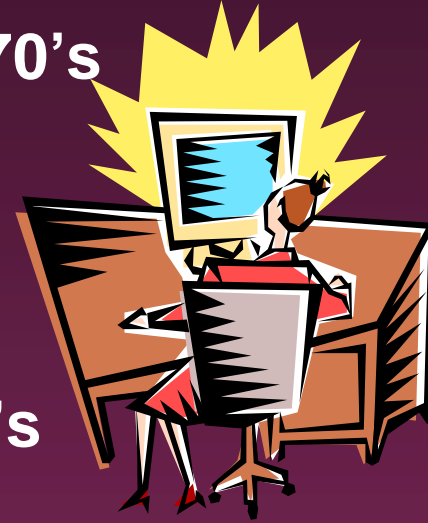
- *Premier international business to business contract stationer*
- *Headquartered in Itasca, IL*



Major Boise Milestones

In step with use of technology in the marketplace

- ✓ **National Computer Integration late 70's**
- ✓ **"Supply Line" early 80's**
- ✓ **Magnetic Media Options**
- ✓ **"Comlink" mid 80's**
- ✓ **EDI using ANSIx12 standard late 80's**
- ✓ **PC-EDI early 90's**
- ✓ **"C.E.O." mid 90's**
- ✓ **"eTTACH" mid 90's**
- ✓ **"I - 97" Internet now and into the future**



Discussion Points

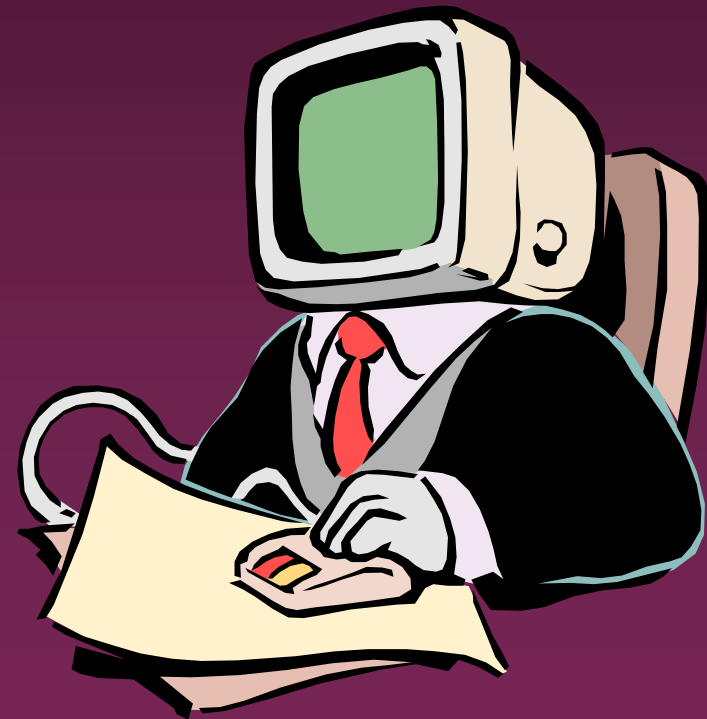
- The Purchasing Process
 - » Breaking it down
 - » Evaluating the need for change
- Re-engineering the process
 - » Evaluating available systems
 - » Partnering with a vendor



Purchasing Process

Breaking it down

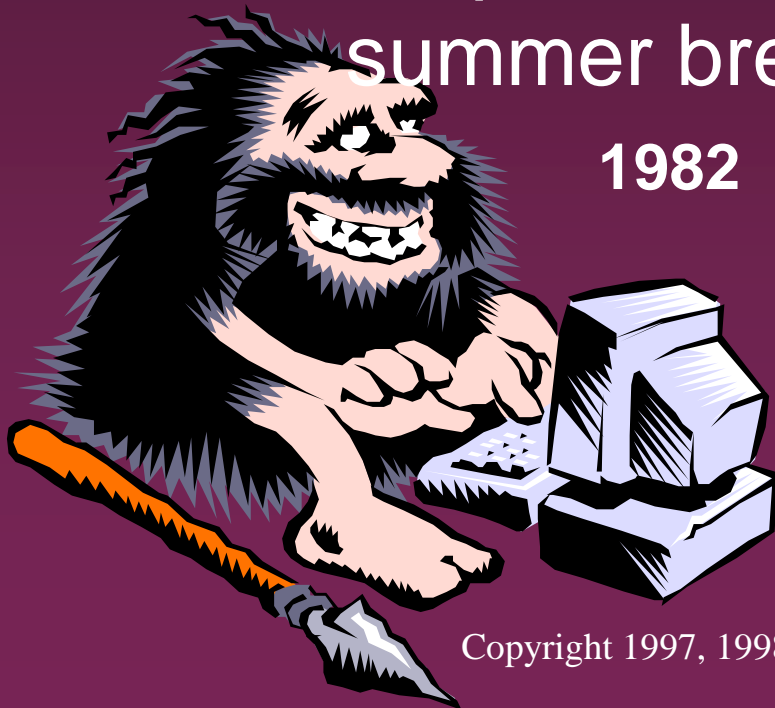
- Flowchart the complete process
- Let the business drive



A Word About Technology

Comparing the industrial
revolution to the technology
explosion is like comparing a
summer breeze to a hurricane.

1982



1998



Current Process

- Business requirements and services
 - » Order process and decision points
 - » Special services required
 - » Accounting requirements
 - » MIS requirements
- Flow chart model of data flow



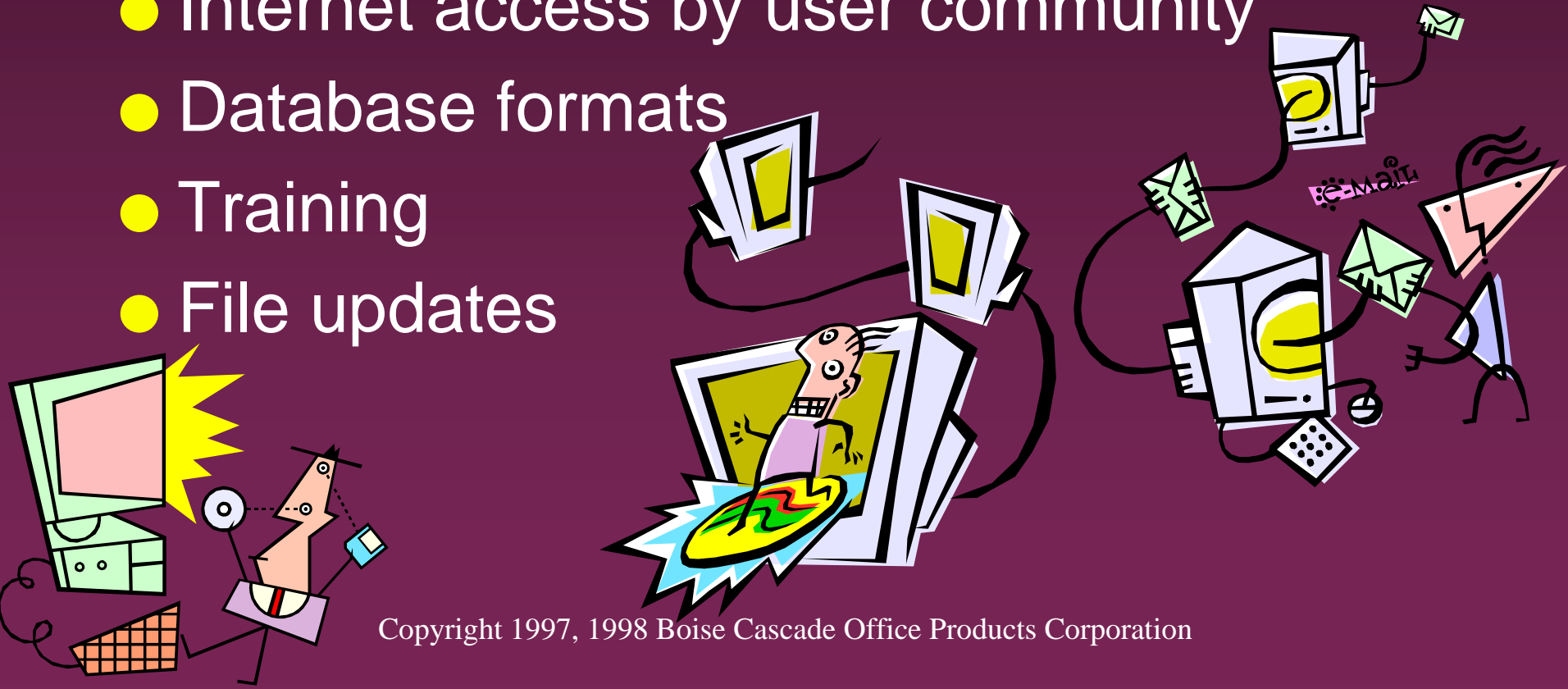
Account Architecture

- Accounting system structure
- Levels of authorization
- Identify user community, process to setup users
- Methods for maintenance for accounts



Define Technical Requirements

- Desktop / interface requirements
- Internet access by user community
- Database formats
- Training
- File updates





Re-engineer

- Gain buy-in at managerial level
- Set up pilot users for an early win and internal references
- Agree on approach to user community
- Phase in roll out
- Plan for ongoing follow up and feedback
- Adjust and proceed

What About the Internet?

Does purchasing on the Internet always make sense?

- Businesses that ignore the Internet are likely to end up like businesses who scoffed at the telephone
- Intelligent migration
- A tool

What about the Internet?

What should you look for in an Internet purchasing system?

- Let the business drive
 - » See previous slides

What About the Internet?

What sort of resource commitment is needed?

- Team of business people and technology people agree on strategy
 - » Accounting, receiving, purchasing, communications
- Do it yourself vs. hiring experts to build an infrastructure
- Partner with your vendors

What About the Internet?

What to expect from your vendors?

- History of customer service coupled with electronic commerce
- A portfolio of electronic commerce offerings
 - » The more ordering methods available, the more likely you can find one to fit your business

Recommendation

- Well-defined business requirements
- Vendor's technical history
- Understand your company's technology strategy
- Select a partner, not a software package

Think Boise

- ★ Applying Technology to Business
- ★ History of Technical Competence
- ★ Leading the way on the Internet



Consider it done.