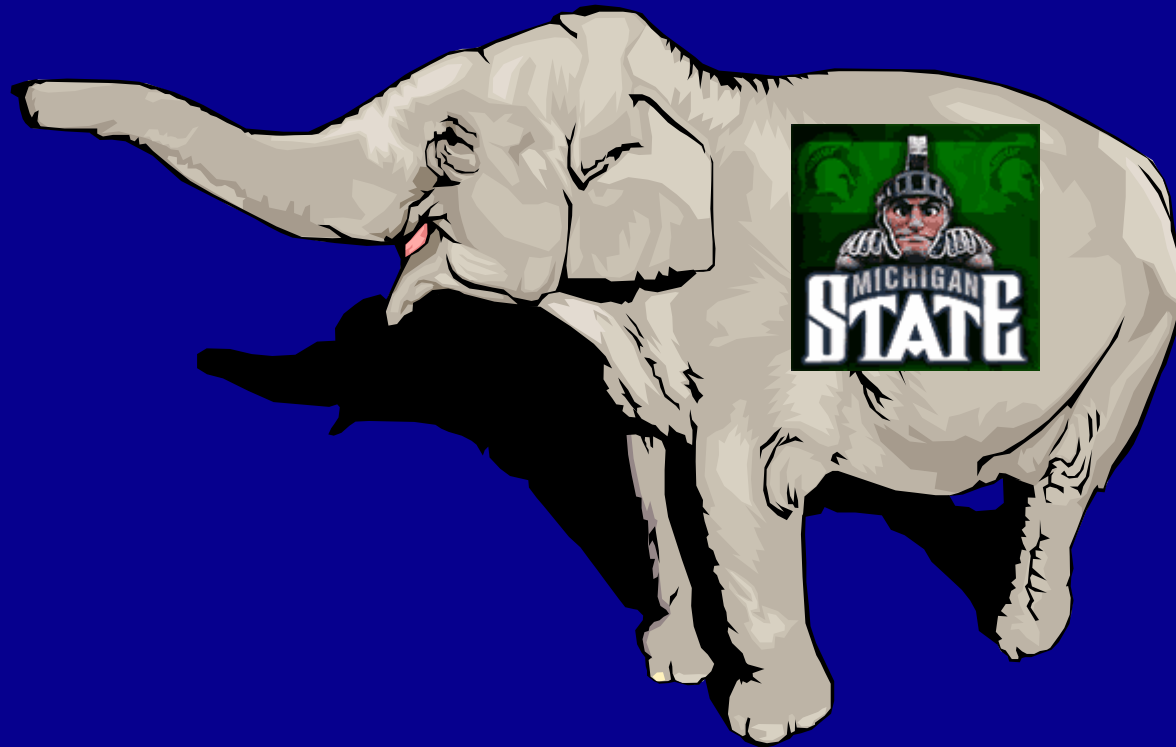


MAGIC EYE



SEEING THE ELEPHANT

VISUALIZING THE NEW BUSINESS LANDSCAPE

- **UNDERSTANDING SPEND**
- **SUPPLIER RISK MITIGATION**
- **STRATEGIC SOURCING**
- **EXTENDED ENTERPRISE RELATIONSHIPS**
- **E-COMMERCE**
- **HUMAN RESOURCES**

UNDERSTANDING SPEND

HOW MUCH ARE WE SPENDING, WITH WHOM, ON WHAT, AND WHERE ?



- HOW MUCH \$X00 MILLION
- WITH WHOM 22,500 SUPPLIERS - US + EUROPE
- ON WHAT ~200 COMMODITIES
- WHERE GENERAL LEDGER DETAIL

SUPPLIER RISK / RISK MITIGATION

**IDENTIFICATION OF ANY COMMODITY
THROUGH A DISRUPTION OF SERVICE
CREATES REVENUE LOSS TO B&L**

STRATEGIC SOURCING

RELATIONSHIPS WITH KEY SUPPLIERS PROMOTING MUTUALLY BENEFICAL SYNERGIES MOVING FROM A PO TO PO RELATIONSHIP TO A STRUCTURED BUSINESS PROCESS

COMMODITY MANAGEMENT

_____ **COMMODITY CLASSIFICATION - EDITED UNSPSC**

HIERARCHIAL LISTING OF SUPPLIERS - RATIONALIZATION

RELATIONSHIP MANAGEMENT

CDA

CONTRACT

ON-GOING FINANCIAL ANALYSIS

MARKET TRENDS

REGULATORY COMPLIANCE

FORMAL BUSINESS REVIEWS

RISK

PERFORMANCE

PROCESS CAPABILITY

CONTINUOUS IMPROVEMENT

LOW \$ VOLUME / HIGH # TRANSACTIONS = P-CARD

HIGH \$ VOLUME / LOW # TRANSACTIONS = CPFR

STRATEGIC SOURCING

AUTOMATIC REPLENISHMENT MODEL

GLOBAL DEMAND - INVENTORY NETTING

BOM CREATES SUPPLIER FORECAST

DOCUMENT CONTROL - DIAL-UP, PW PROTECTED

SUPPLIER MANAGED INVENTORY

E:INVOICE, PAY ON USAGE, E:FUND TRANSFER

EXTENDED ENTERPRISE

WHAT IF WE LOOKED AT OUR SUPPLIER BASE AS AN EXTENSION OF OUR ENTERPRISE ?

- ARE THERE SIGNIFICANT SYNERGY OPPORTUNITIES ?
- CAN YOU HELP GROW THE SUPPLIER'S BUSINESS ?
- CAN YOU TAP INTO THE SUPPLIER'S RESOURCES ?

"BUT, WE ONLY BUY BOTTLES"

E:COMMERCE

EYEbuyBIZ

E:MALL

E:AUCTION

PEOPLESOFT

UNDERSTANDING SPEND

SPENDING WHAT, WITH WHOM, ON WHAT, WHERE

SUPPLIER RISK MITIGATION

MITIGATING REVENUE LOSS THROUGH DISRUPTION OF SUPPLY

STRATEGIC SOURCING

COMMODITY CLASSIFICATION - UNSPSC

HIGH TRANSACTIONS - LOW \$ VOLUME = P- CARD

STRATEGIC COMMODITIES (SPEND &/OR IMPORTANCE) - CPFR

FORMAL BUSINESS RELATIONSHIP - CONTINUOUS IMPROVEMENT

AUTOMATIC REPLENISHMENT

EXTENDED ENTERPRISE RELATIONSHIPS

RELATIONSHIPS THAT FALL OUTSIDE TRADITIONAL UNDERSTANDING

E-COMMERCE

EYEBUYBIZ, E-MALL, E-AUCTION, AND PEOPLESOFT