auto–Xchange.com
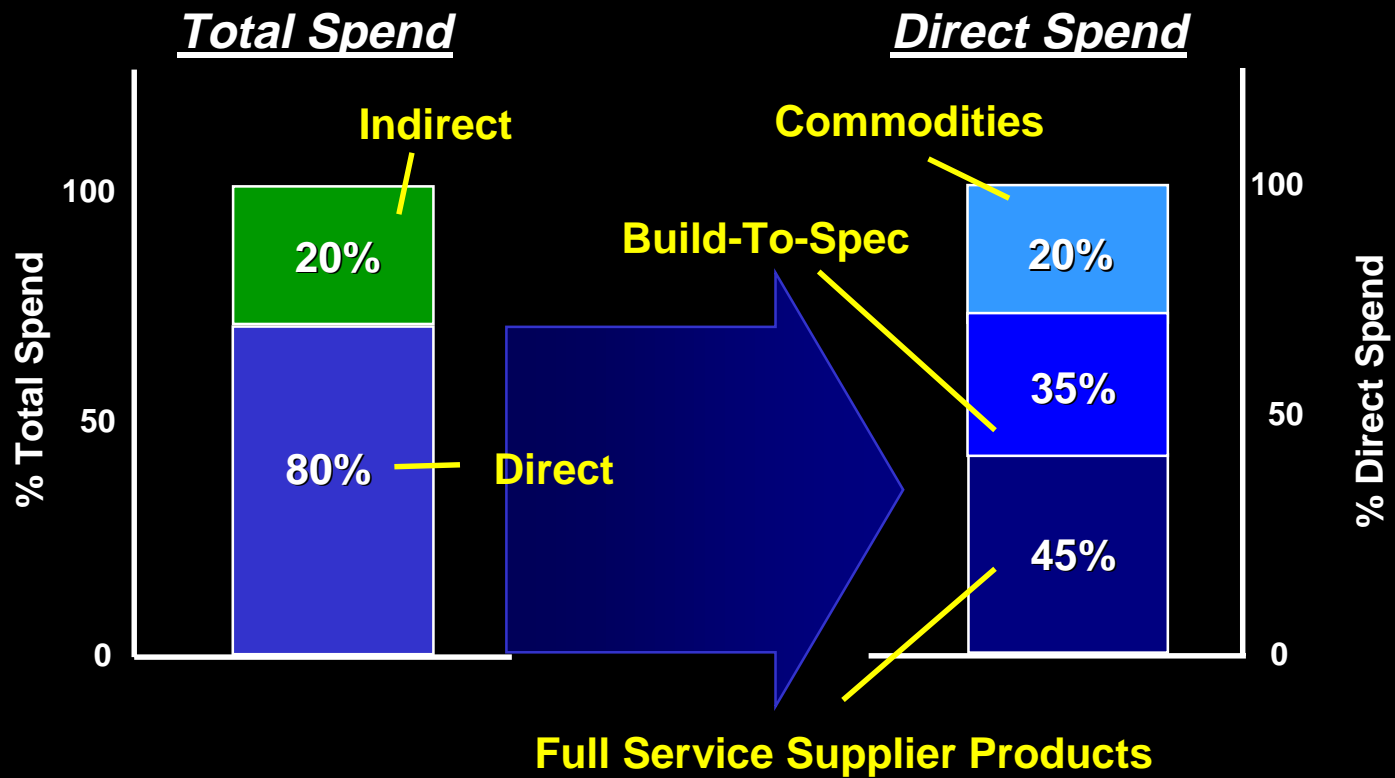
… moving to Covisint

e **business for the auto business**

Distribution Of Spend . . .

Typical Auto OEM Procurement Distribution

Total Spend

Direct Spend

Indirect

Commodities

Build-To-Spec

% Total Spend

100

20%

20%

100

% Direct Spend

50

80% — Direct

35%

50

45%

0

0

Full Service Supplier Products

. . . Shows A Solution Must Go Beyond Procurement

Indirect / Commodity Products

Percent of Spend: 35%

Opportunity:
- Price
- Transaction Costs

Services:
- On-Line Quoting
- Internet procurement

Build-To-Spec / Full Service Supplier Products

**Percent of Spend: 65%**

Opportunity:
- Inventory
- Quality
- Time to market

Services:
- Supply chain management
- Collaborative product development

A procurement offering alone will fail to substantially impact the per unit cost of a vehicle

auto-xchange Offerings

- **Real-time Visibility Across Supply Chain**
- **Collaborative Supply Chain Planning**
- **Build-to-order Production Models**
- **Optimized Inventory Management**

Supply Chain

auto-xchange

Product Development

Procurement
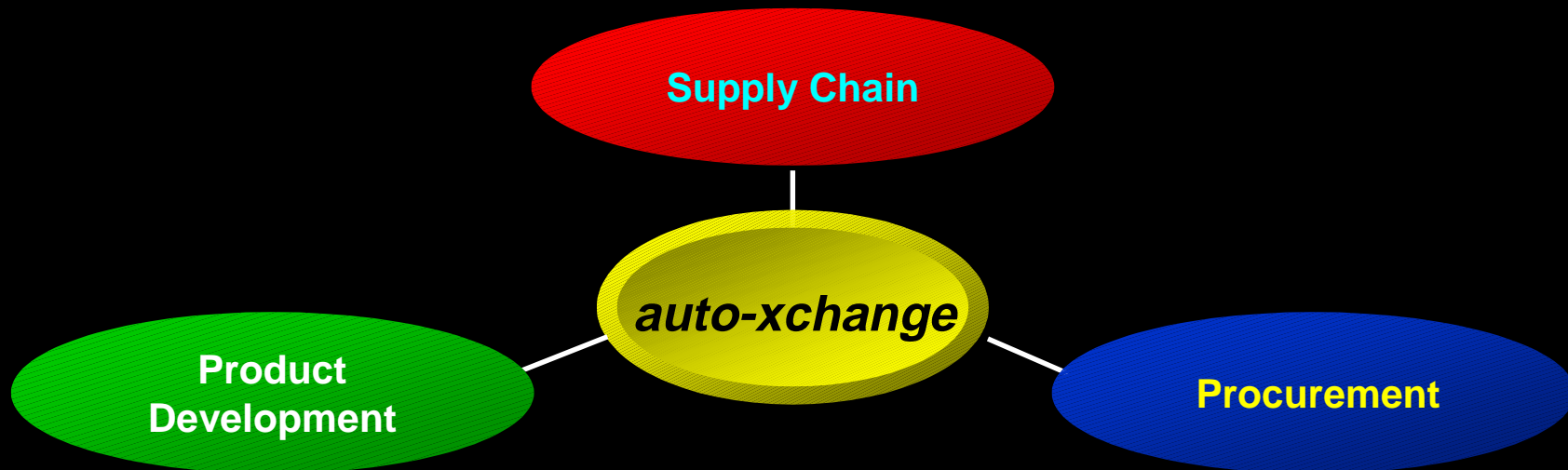
- **On-line Product Development**
- **Collaborative Design**
- **Interactive Program Schedules**

- **On-line Auctions, RFQs**
- **Consolidated Buying**
- **Liquid Market for Surplus**
- **Internet Requisitioning**

Standards Driven

- **auto-xchange will support ANX, EDI, XML**
- **We are setting common standards that will be used in auto-xchange**
  - **Registration process**
  - **Security model**
  - **Supplier database**
  - **Catalog format, load process & maintenance**
  - **Standard for web- based documents (e.g., P.O., RFQ, etc.)**
- **Establishing a common user interface -- via a single portal**
- **CAD/CAM system independent -- leverages existing investment in CAD/CAM**
- **Single customer adoption / enablement program**
- **Single customer support plan**

Committed To Security & Privacy

- **auto-xchange will operate a secure service**
  - Secure data center
  - Access via User ID & Password
- **Data separated and secured by company**
- **End-user access managed by a customer system administrator**
- **End-user access can be restricted by:**
  - Employee role
  - Applications they access
  - Information they can access

Oracle and Cisco are leaders in security -- providing technology to support the Federal Government, military, and the top business-to-business and business-to-consumer web-sites in the world