



Q: how can I dramatically cut inventory without affecting my customers?

Q: how can my supply chain become lean - quickly?

Q: how can I know that what I need to happen does happen?

Q: how can I more effectively manage offshore suppliers?

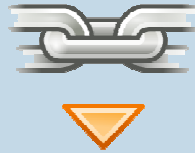
Q: how can I get more out of my existing business system?

Q: how can I get better supply chain visibility?

Q: isn't there an easier way to manage order changes?

Q: how can I compete on cost and service with the big guys?

Q: how can I partner to win with my suppliers?



A: 2THINK collaboration

a collaborative supply chain management solution
with all the answers

*whether you want better supply chain visibility or you need complete integration
and control, 2THINK collaboration™ can deliver the goods*



SIMPLE

DDSN

demand-driven supply network

“a system of technologies and processes that senses and reacts to real-time demand across a network of customers, suppliers, and employees.”

“DDSN attacks areas of business overlooked by traditional SCM, and promises huge new efficiencies and growth.... rebuilding the old push supply chain is essential to compete for profitable growth in the 21st century business world”.

“AMR benchmark analytix research proves that laggards have an overall cost disadvantage of 5% of revenue.... such businesses are still serving the factory first, and customers second. these businesses are losing market share and burn up cash with underperforming assets”.

“DDSN is about starting at the moment of truth and working backwards to instantiate the supply network that best meets demand”.



for a quick-take on 2THINK collaboration™, look here....

❖ very easy to use

all you need is internet access & a password to get started

❖ quick & easy to install

with standard integration tools, you'll see results in weeks, not months

❖ minimum upfront cost

low monthly subscription fee instead of big upfront expenditures

❖ widely accepted = complete visibility & control

it's so easy to use, everybody will, so that everybody can win

❖ tremendous cost saver

lean, integrated process for you and your suppliers *eliminates* waste

❖ serious inventory control

up to the minute, demand driven & time phased collaboration ensures you'll receive the right part in exactly the right quantity at the right time



SMART CONTROL

“we started receiving value from 2THINK collaboration™ even *before* we rolled it out to our supply base as it provided us with an integrated and accurate snapshot of what was happening - and what wasn't. this enables us to initiate corrective action before customer orders will be affected. that type of information previously had to be culled and interpreted from multiple reports...”

“Nuvar's materials team found the system extremely easy to deploy and supplier acceptance was unanimously positive...”

“we're looking forward to long term improvement using 2THINK collaboration™ as the backbone tool for a globally lean supply chain.”

Mark Kuyper, President



managing a complex supply chain is a herculean task

❖ no easy answers

hundreds of orders, thousands or even tens of thousands of purchased parts, millions in inventory, spread across hundreds of suppliers, some 7,500 miles away - getting the right part to the right place at the right time gets complicated real fast. all compounded by processes dictated by cumbersome business systems and mountains of paper (for you and your suppliers), most companies don't really know the true cost of getting finished product out the door on time and complete. they just know it's a big number that needs to get smaller, soon.

❖ the oversupply instinct

so how do managers, buyers and planners deal with the above scenario? typically, there are two ways; over plan & over inventory, the infamous “just in case” strategy. and by the way, if you're doing this, so too are your suppliers, the cost of which is buried somewhere in your purchase price and inbound delivery costs. currently available solutions today will have you move more of your costs and inventory to your suppliers. but how can you eliminate waste and reduce costs once and for all?

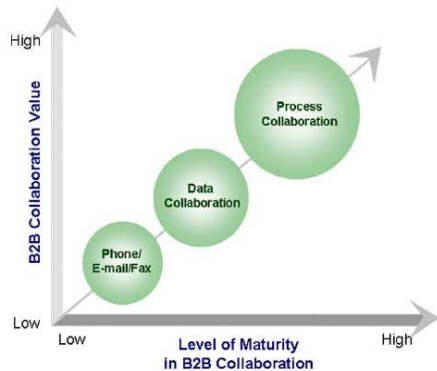
❖ dollars & nonsense

of course, working this way is both expensive and time consuming at a time when businesses are working overtime to curb costs at every turn.



EASY

B2B Collaboration Maturity Stages



Source: AberdeenGroup, February 2007

Data Collaboration

“the first step in achieving scalable process collaboration is to ensure a strong electronic communication foundation has been established that will serve effectively as a backbone for data/document exchange”.

Process Collaboration

“process collaboration goes beyond electronic data exchange and management to enable collaborative workflows through an electronic communication platform”.

AberdeenGroup
A Harco-Hanks Company

so what makes 2THINK collaboration™ the right solution?

❖ the right approach

from our own experience facing the same challenges and opportunities you do day to day, it became clear to us that technology enabled supply chain management benefits should not be exclusive to those with the deepest pockets and greatest resources. yet, existing providers deliver expensive, overly complex and hard to implement solutions, leaving most companies out of the loop. We also learned how size can be an advantage, especially if you're *small*.

our challenge was to create a simple, affordable way for resource constrained companies to compete and win big. the solution is true supplier collaboration. build on existing systems and processes and innovate. facilitate the supplier's ability to operate more cost effectively on our customer's behalf, without eroding their margins. in short, partner to win!

❖ the right information

simplicity is the key. integrate customer and supplier processes, make them lean, and infuse them with up to date and *actionable information* displayed on role based “dashboards”. doing so delivers the right parts at the right time at the lowest delivered cost for you *and* your suppliers. the same information can also be utilized to develop new and even more cost effective strategies with your supply chain partners.

2THINK collaboration™ also provides a totally integrated, “light's out” solution by making system integration so incredibly simple, everyone can take advantage and benefit. how you use the system, and how far you go is up to you.



LEAN

“VERY easy to use....”

“I wish other web based demand schedules were this easy to use...”

“a very intuitive interface....”

“we appreciate the fact that we can configure the format for data downloads to meet our own internal requirements...”

“very short learning curve to get up and running with this solution...”

“THANKS FOR WORKING WITH US NUVAR!!!!...”



❖ the right price

unlike other systems that require a large up front investment, 2THINK collaboration™ is a monthly subscription service. so there's no big startup costs or capital expense. you pay as you go just like other services you utilize. this protects you against buying a system that doesn't live up to your expectations or keep up with your changing needs. and it keeps us sharp too, always working to deliver and upgrade the service so customers renew their subscriptions each and every year.

❖ starting right now

2THINK collaboration™ is simple in so many ways but most of all, it's simple to implement and get results. few companies have the funds and patience for long, complex implementations that require significant setup and training. you can be up and running in under a month. that's not wishful thinking - it's designed into the solution.

2THINK collaboration™ builds on your existing business system, using it's data base of customer orders, items, inventory and purchasing parameters, eliminating the need to maintain or synchronize data in two locations. doing so makes it a simple purchasing solution, not a complex IT system.

finally, 2THINK collaboration™ runs over the internet - it doesn't require any hardware, upkeep or babysitting, conserving your limited resources.

❖ an roi that's right on

the icing on the cake is that 2THINK collaboration™ will pay for itself many times over, usually within months of being installed. roi of 300 to 500% is *expected*, but even greater returns are possible - it's up to you and your suppliers. because of it's simplicity, acceptance and use by all your suppliers is possible and enables returns much greater than any other available solution.



AFFORDABLE

“the blend of tactical and strategic benefits that e-procurement can provide makes it one of the surest ways to drive value across and enable transformation within the procurement organization of an enterprise”.

“e-procurement is here to stay; any company not currently utilizing some level of e-procurement needs to reevaluate this decision immediately”.

e-procurement benchmark report 2006

Aberdeen Group
A Harle-Hanks Company

who needs 2THINK collaboration™?

❖ is it right for you?

if you're a manufacturer or distributor looking for a “breakthrough” opportunity to dramatically reduce costs and improve performance but don't have the time, money or stomach for one of the big name supply chain solutions that are out there, 2THINK collaboration™ may be right for you.

if you currently partner with or desire to partner with your suppliers and want to achieve the full benefit of those partnerships for you *and* your suppliers, 2THINK collaboration™ is the only solution for you.

in fact, from our experience, if you're not the 800# gorilla with the big stick, *true* supplier collaboration is the surest way to beat them at their own game.

our customers typically will have one or more of the following attributes:

- large number of purchased parts
- high transaction volumes
- utilize traditional, erp driven po processes
- require better visibility and control of offshore suppliers
- have excess inventory, especially with slow moving items
- experience too many stock-outs / expedited deliveries
- people intensive purchasing, receiving, inventory & a/p processes
- desire a lean, more cost effective supply chain



FLEXIBLE



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2THINK collaboration™ solution impact

