eXensys
Business Performance Sustained

eXensys Micro Vertical Solution

Micro-Vertical – Construction Supplies

SEI CMMi 5

Agenda

- *Industry Overview*
- *Industry Characteristics \ Highlights*
- *Key Processes 'n' Challenges*
- *eXensys Best Practices*

Industry Overview

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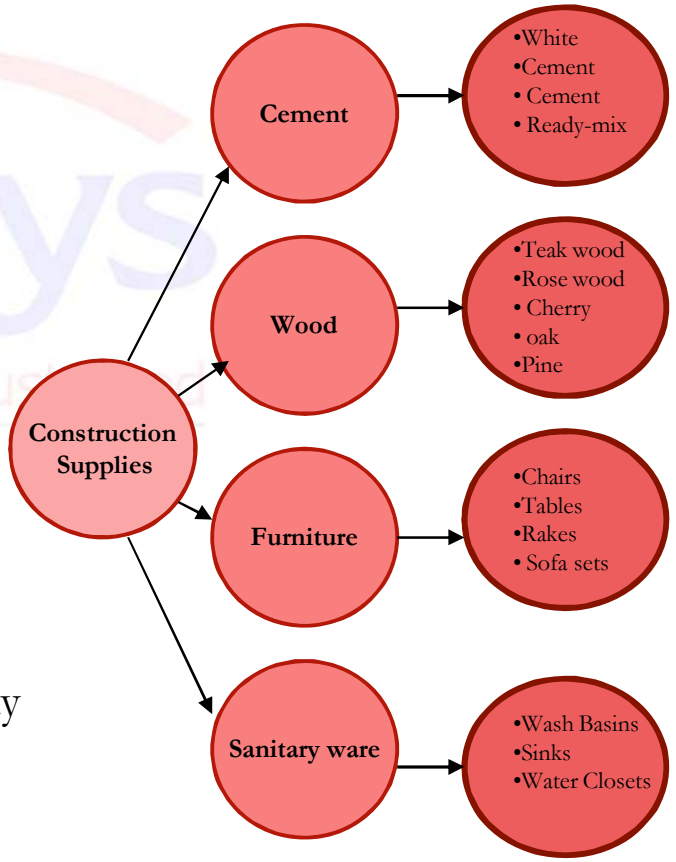
Construction field can be classified in to – heavy construction, commercial constructions, project management or capital facilities creation. Primary products involved in the construction supplies could be cement, wood, sanitary ware and furniture. In the Construction Materials Industries to stay competitively, industries must be able to react quickly to changing demand in the market place and maintain control over manufacturing costs, inventory levels and delivery options. Faced with both internal and external pressures to perform, supply chain executives must balance issues.

Today's construction supplies face numerous business complexities. Product demands span a broad spectrum – from commoditized to highly customized products. Customer demands are ever changing while competition in the market is ever growing. Vital to success in this environment is the ability of your business to control costs and optimize business processes.

As a result, many contraction supplies companies are focusing on improving their business process and the system they are using in order to streamline business operations and optimizing their ability to adapt to a changing business environment.



Industry Characteristics

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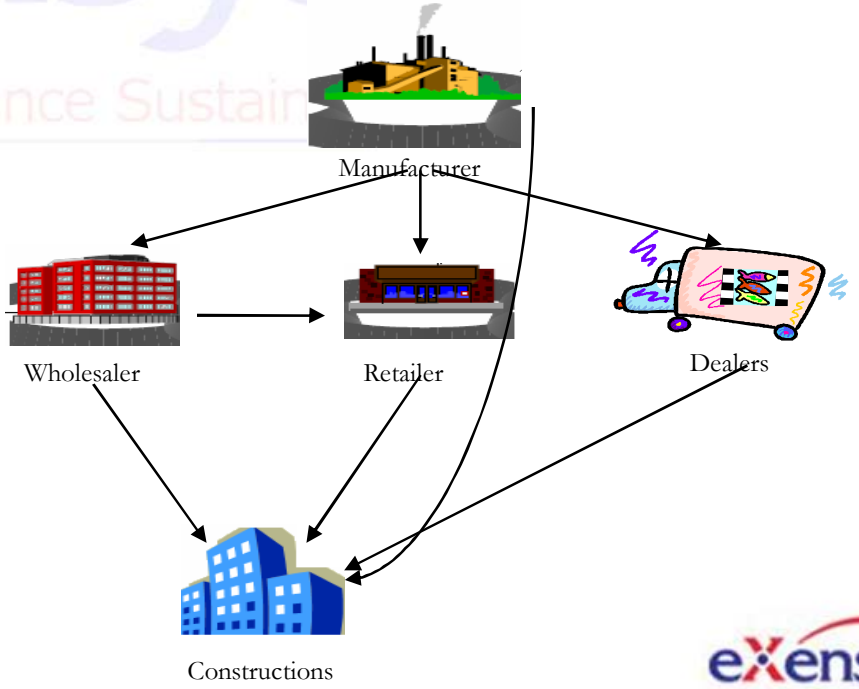
- Construction material is supplied by the suppliers, sub-contractors and general contractors.
- Construction materials are sold primarily through two distributions channels: Whole sale supply out lets and retails supply out lets.
- The construction materials industry is characterized by having to service a local market in order to avoid the high cost of transportation.
- Construction materials business will have effect depending on the market conditions.
- Construction material companies are located in all major cities.

Construction supplies are primarily used in

- Residential constructions
- Commercial constructions
- Shopping malls
- Fly-over
- Public utilities
- Bridges



Key Processes 'n' Challenges

Micro-Vertical – Construction Supplies

Key Processes

- Enable a 360-degree customer view and customer management
- Negotiate better contracts with suppliers
- Collaborative Demand Management and Forecasting
- Contact Customers & Book Orders
- Manage Distribution\Delivery of Goods to Customers
- Add New Products\Product Lines
- Manage Sales regions and Territories
- Purchase & Inventory Management
- Accounts Management & Legal\Statutory Compliance
- Offer Value-Added Services
- Promising availability of material
- Manage Credit control
- Set quotas and disburse the incentives.

Key Processes 'n' Challenges

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Challenges\Pain Areas

- Maintain good relation with customers.
- Manage purchase lead times for materials like furniture, cement, wood, furniture.
- Managing Incentives and Rebates.
- Striving to meet profitability goals.
- Promising availability of material.
- Exchange of information with Manufacturers / Suppliers and customers.
- Maintain proper inventory management.
- Efficient Decision Making on Critical issues.
- Control credit limit.
- Enhance delivery capabilities.
- Manage consignment process.

eXensys Best Practices

Micro-Vertical – Construction Supplies

1. Pain Area: Maintain good relation with customers.
Best Practice: Offer best price and quotes, maintain long term contracts and agreements, Offer incentives against their performance, Improve customer service & responsiveness, Available-to-Promise and order confirmations, Drop shipments – delivery from vendor to customer directly

2. Pain Area: Manage purchase lead times for materials like furniture, cement, wood, furniture
Best Practice: Proper selection of vendors through periodic evaluation on performance, Centralized\de-centralized\semi-centralized purchasing , Long term contracts and agreements after negotiations, Demand consolidation and optimization, Drop shipments

3. Pain Area: Manage incentives and rebates
Best Practice: Flexible quota definition, Flexible incentive and rebates disbursements.

4. Pain Area: Striving to meet profitability goals.
Best Practice: Increase profits from trading business by determining competitive prices for your products while integrating the logistics and financial aspects.

5. Pain Area: Promising availability of material.
Best Practice: Proper order confirmation, Order Scheduling in Sales Order, Available-to-promise.

eXensys Best Practices

Micro-Vertical – Construction Supplies

6. Pain Area: Exchange of information with Manufacturers / Suppliers and customers.
Best Practice: Collaboration between manufactures, supplier and customer, Web-based Solution – Access on Internet anywhere, anytime, Vendor log-in to view publish quotes, view orders and speed up shipments, Customer log-in to float RFQs and view quotation, place orders and view stock and order status

7. Pain Area: Maintain proper inventory management
Best Practice: Accurate inventory visibility, Efficient Warehouse Management supporting multi-level W/H structure, Configurable item properties, Inventory Replenishment Planning – Order Methods, Order Qty etc, Seamless integration amongst different functions and business processes

8. Pain Area: Efficient Decision Making on Critical issues
Best Practice: Real-time update of accounts and other key processes on invoicing, returns etc., Analytics with built-in KPIs to monitor real-time performance on multiple dimensions, Consolidation – multi-company, multi-location scenarios

9. Pain Area: Control credit limit
Best Practice: Flexible credit limit controls on customer, customer type, customer group and region wise.

10 . Pain Area: Efficient Decision Making on Critical issues
Best Practice: Proper planning for procurement and distribution, Proper checks on delivery dates and time, Demand classification and Consolidation

11. Pain Area: Manage Consignment Process
Best Practice: Flexible and streamlined consignment process

Thank You!