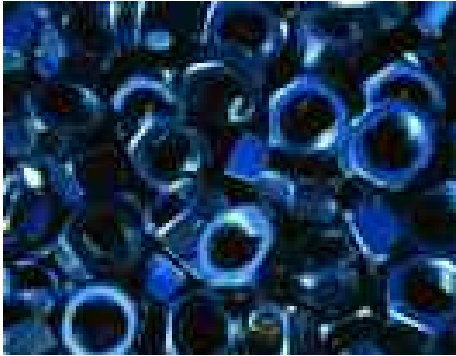




Datastream 7i



To reduce supply base, consolidate spend, reduce process costs you must:

- > **Capture** spend data
- > **Measure** data being captured
- > **Manage** spend based on measurements

Datastream 7i Buy

Web-based Procurement

Having the right part at the right time is vital to keeping operations running smoothly. Industrial spare parts—whether an inexpensive bolt or a costly motor—drive production. Without these crucial supplies, operations shut down and precious production time is lost.

Datastream 7i Buy has revolutionized purchasing, closing the gap in the maintenance cycle and extending the functionality of enterprise asset management solutions. Datastream 7i Buy, a web-architected procurement network, addresses the highly-specific needs of organizations purchasing industrial parts and services through:

- > Streamlined purchasing
- > Better purchasing and inventory management
- > Direct access to industry-leading suppliers
- > Rapid return on investment

Streamlined Purchasing Equals Value

Datastream 7i Buy customers agree that efficient, online purchasing leads to a substantial amount of time and money saved. Offering quick access to millions of industrial parts and supplies, Datastream 7i Buy helps ensure that companies avoid costly downtime, missed sales opportunities and unnecessary labor expense due to equipment failure or misplaced supplies. With Datastream 7i Buy, organizations can:

- > Drive supplier contract compliance
- > Increase leverage with detailed spend reporting
- > Eliminate manual, paper-based requisitions and purchase orders
- > Simplify the approval process with electronic requisition approval routing
- > Reduce the supplier base through vendor consolidation
- > Eliminate order errors by electronically submitting orders directly into the suppliers order entry system

Better Purchasing and Inventory Management

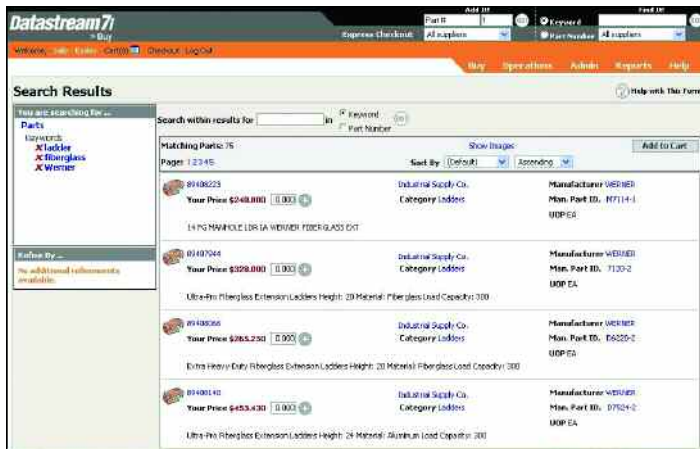
Linking Enterprise Asset Management (EAM) solutions to suppliers, Datastream 7i Buy completes the Maintenance, Repair, and Operations supply chain. Customers plan work, track parts usage, manage stock levels, and replenish stock via the Internet. Datastream 7i Buy enables users to eliminate unnecessary paperwork by reducing order fulfillment times and terminating duplicate inventory/purchasing databases. In addition, Datastream 7i Buy allows users to easily reorder frequently-used parts and offers a user-friendly search process for finding supplies. Customers are able to consolidate vendors and capture all purchasing data enabling greater cost savings and more efficient operations.



> Find Parts Quickly, Easily

The user-friendly search engine in Datastream 7i Buy is fast and intuitive. Links within the search results provide one-click access to images, item details, search-refinement and price comparisons. Datastream 7i Buy allows the user to see pricing from multiple vendors at the same time, and contract pricing is applied—a distinct advantage over traditional procurement solutions.

Search for Parts



Search all contracted vendors from a single screen.

> Automated Requisition Approval Routing and Purchase Order Creation

Datastream 7i Buy automates every step in the procurement process—from item search and requisition creation to order fulfillment. With Datastream 7i Buy, companies streamline operations so that the user can focus on value-added activities instead of transaction-based activities. Datastream 7i Buy allows users to configure requisition routing to fit their specific business processes. Approvers are notified via email that a requisition is waiting for approval and a link embedded in the email will take the approver directly to the requisition for review. Upon approval, Datastream 7i Buy will automatically create the purchase order and submit it to the appropriate suppliers for processing.

Direct Electronic Access to Leading Suppliers

Datastream 7i Buy brings together customers and a wide range of suppliers whose catalogs contain millions of industrial parts and services. Providing 24 hours per day access to the most current catalogs from the nation's leading Maintenance, Repair, and Operations suppliers, Datastream 7i Buy ties together the industrial supply chain from equipment maintenance through inventory and purchasing.

Seventy-five percent of the top twenty distributors in the U.S. are partners on the Datastream 7i Buy network. With Datastream 7i Buy, customers may purchase parts from leading industrial distributors—such as Grainger, Motion, Office Depot, Fastenal, Applied Industrial Technologies, MSC International Direct, and WESCO Distribution—who offer the parts and supplies customers need to ensure maximum operating efficiency and uptime. And customers access each of their suppliers through a single system, with a single login.

> Supplier Services and Catalog Maintenance

Datastream 7i Buy allows suppliers of all sizes to take advantage of the savings offered by receiving orders electronically. Datastream integrated suppliers report that on average they save 5% in order processing costs.

The Datastream 7i Buy catalog loading tool makes it easy for suppliers to update pricing, add or delete items. Through the data-formatting template, suppliers can easily provide content and commodity managers are notified by email when a new catalog has been submitted. Catalog approval reports provide the ability to drill down to the item level to see exactly where prices have increased or decreased.

“You get [cost savings], but the most important thing is to be able to get line-item, SKU-level of reporting for planning and budgeting. You need to capture the data you need to run your organization.”

Glen A. Lewis,
Western Regional Procurement Manager,
Del Monte Foods



“Since adopting Datastream 7i Buy, Harman/Becker has dramatically reduced the number of suppliers we use, while achieving significant price reductions and increased visibility into our spending habits enterprise-wide.”

Bernd Vogt,
Controller,
Harman/Becker Automotive Systems

Capitalizing on Return on Investment

Datastream 7i Buy offers customers superior return on investment through a rapid deployment methodology and low implementation costs. Within a matter of months, customers can realize significant savings. In 2004, the Aberdeen Group¹ conducted a benchmark study and found that by implementing an eProcurement solution, enterprises had:

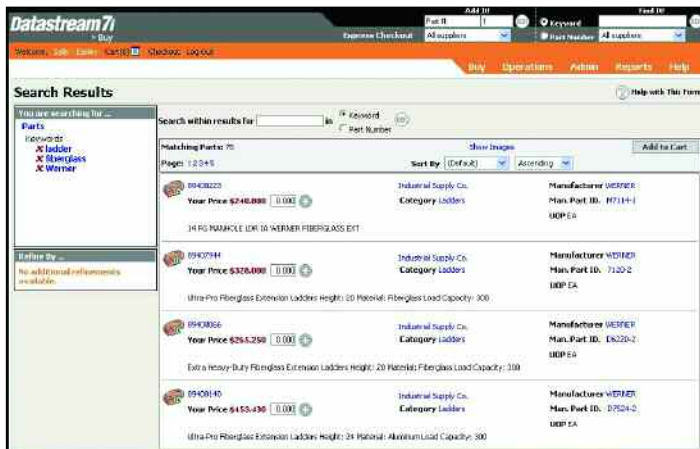
- > Reduced off-contract (“maverick”) spending by 64%
- > Reduced prices by 7.3%
- > Reduced requisition-to-order cycles by 66% and costs by 58%
- > Increased total procurement-managed spend by 20%

When Datastream 7i Buy is utilized at multiple sites, companies receive even greater benefits, such as pre-negotiated contract pricing and reduced Maintenance, Repair, and Operations spend. In addition, companies can anticipate substantial savings in the first year through leveraged buying, process improvement, and reduced transaction costs.

Discover the Datastream 7i Buy Advantage

With Datastream 7i Buy's low-cost implementation, customers realize significant benefits quickly, as a near-paperless environment helps:

Consolidated Shopping Cart



Purchase items from multiple suppliers on a single requisition.

- > Reduce inventory levels
- > Simplify approval process and increase visibility
- > Decrease administrative costs
- > Leverage lower purchasing prices
- > Enhance response time
- > Increase company-wide compliance

More importantly, Datastream 7i Buy serves as an essential link in the asset management chain ensuring that the critical industrial parts necessary to drive production are available. Begin reaping the benefits of Datastream 7i Buy—reduced transaction costs, lower prices per part, and streamlined purchasing.

¹ Aberdeen Group, *The E-Procurement Benchmark Report: Less Hype, More Results*, December 2004.



13560 Morris Rd.
Suite 4100
Alpharetta, GA 30004
1-800-260-2640



www.infor.com

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