


Business Solutions
in-KEY

for
 e-Commerce

in-KEY

What is in-KEY?

- **in-KEY** is a family of business transformation solutions immediately addressing your need to exploit the commercial and collaborative opportunities provided by the Internet.



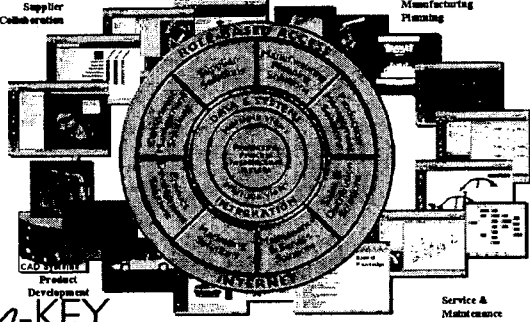
in-KEY

Why are we creating in-KEY?

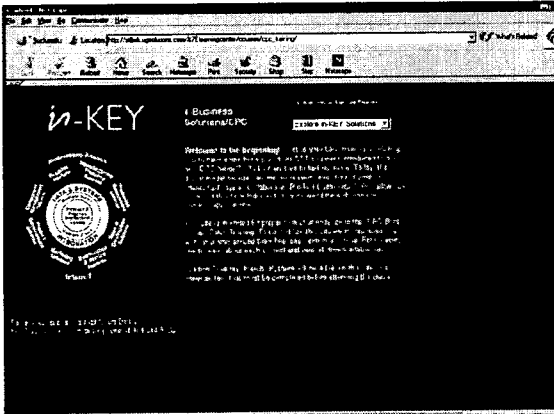
- The objectives for creating *in-KEY* are to:
 - Enable our customers to transform their business by:
 - leveraging internet collaboration
 - unlocking the value of Product information in their enterprises
 - Grow iMAN, PV, UG and Software Revenue

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What We See . . . A Revolutionary New Way
 Collaborative e-Commerce

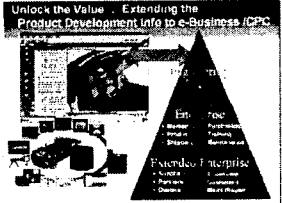


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in-KEY – Unlocking Value

in-KEY UNLOCK THE VALUE



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In-KEY- Internet-centric

in-KEY unlock the value

Unlock the Value... Virtual Products...
 Corporate Collaboration Pipelines

It provides a plane of convergence of the enabling technologies and the connectivity needed for collaboration.

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In-KEY- Collaborative

in-KEY unlock the value

Increased Opportunity

Unlock the Value... A Revolutionary New Way
 Collaborative Product Commerce (CPC)

The number of people using digital models is increasing significantly. Yesterday an organization could not have some form of access to as a normal part of the

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What are our in-KEY solutions?

- We are focusing at this point on the following solutions:
 - supplier collaboration
 - component supplier management
 - sales configuration
- With these currently under consideration:
 - web communities
 - EVPA
 - Mfg. Process planning

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Supplier Solutions

- "How can I use the internet to collaborate with my suppliers while securely managing the parties intellectual property?"
- "How can I get the best combination of my company's ideas and my suppliers' ideas using the new technologies?"
- "How can I use the internet to extend my opportunities for sourcing around the world?"

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Supplier Collaboration Solutions

Web Portal site

- Store and distribute bid packages
- Provides bidder conferences
- Validates bids with knowledge tools
- Collaboration Rooms
 - Web-based collaboration
 - Design data, specifications, schedules
 - Secure & available

SUPPLIER X-CHANGE
 B2B Web Portal

Product Suppliers:

- LEAR CORPORATION
- EATON
- MAGNA
- MOOG

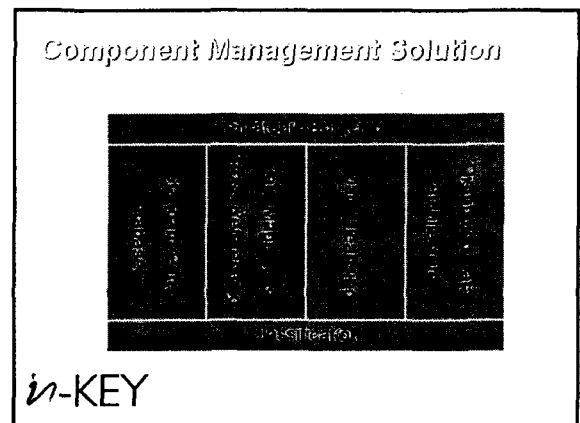
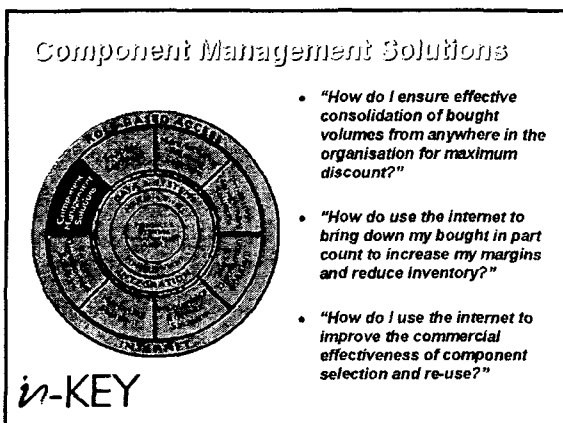
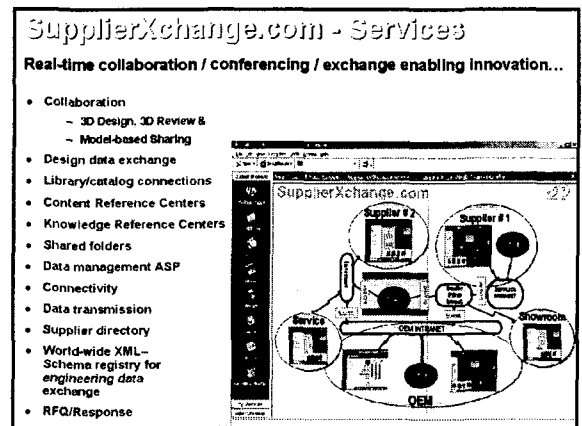
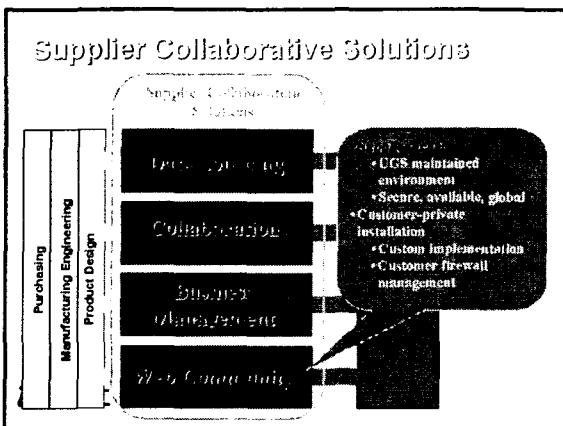
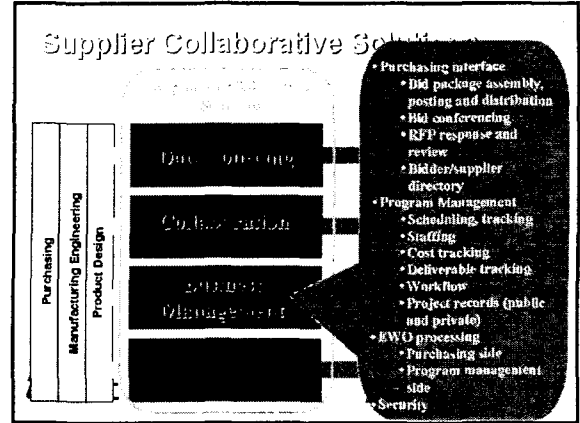
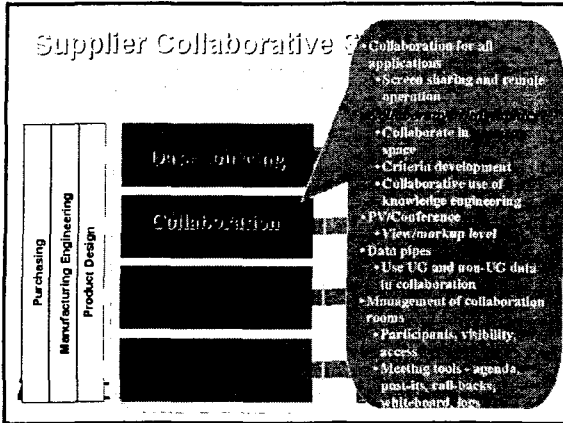
Marketing, Sales, Purchasing, Design, Manufacturing & Service

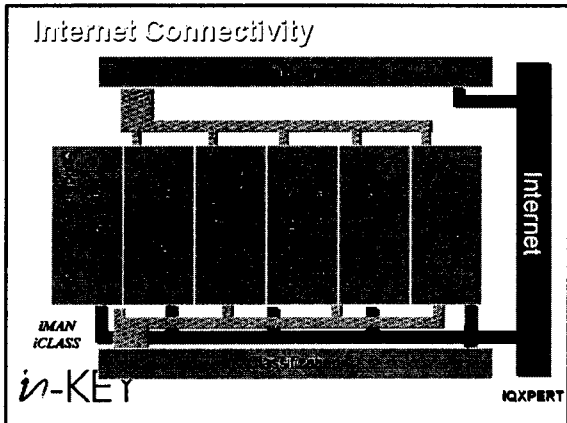
Supplier Collaborative Solutions

Digital Data Center

- Distribution of data to suppliers
 - Industry transfer backbone (ANX, etc.)
 - Web based
 - Flat file transfer
 - email
 - Versioning against master data
 - Record keeping of data distribution
 - Change notification and data distribution
 - Security and authentication
 - Firewall interfaces

Purchasing, Manufacturing, Engineering, Product Design





Sales & Distribution Solutions

- "How do I use the new technologies to reduce the elapsed time for engineering study, and reduce risk in new quotations?"
- "How do I automate sales engineering to provide internet based bid response much faster to my prospective customers?"
- "How can I share the advantages of the internet to improve my customer relationships?"

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Sales & Distribution Solutions

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A note on when we can start to sell In-KEY solutions:

- In order to implement these *in-KEY* solutions, customers have to get their data under control
- Sales can sell these solutions, and then propose an implementation plan that requires *IMAN*, *WAVE*, etc., to be implemented first
- The first phases of simply "getting their data under control" should take some time
- CAUTION - we must acknowledge that some customers who have their data under control now may want us to implement one of these right away (which Services can do)

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