

Our clients seek improvements in the way they do business:

- *CEO's feel it is important to improve margins while still winning more projects.*
- *Procurement managers feel pressure to manage increasing challenges in procurement.*
- *Project managers feel ultimate responsibility for overall project success; reduced risks, on-time delivery (or faster), and more money made.*
- *Buyers and estimators feel it is most important to be able to do quality work with less time on copying, faxing, retyping, while ensuring good relations with suppliers and subbies.*
- *Suppliers seeks ways to get a fair chance to win more projects at less effort.*

Do you feel the same?

Are you prepared to make a change needed if you can gain already today?

What is eu-supply CTM?

The eu-supply CTM solution is an integrated tool for procurement of materials, services and sub-contract packages throughout supply chains. The intent is to cover the entire tender management process, starting from design and estimates, to contract and further to managing these contracts and enabling call-offs. It is also designed such that it can be integrated with your back-office systems when you feel this is also important.

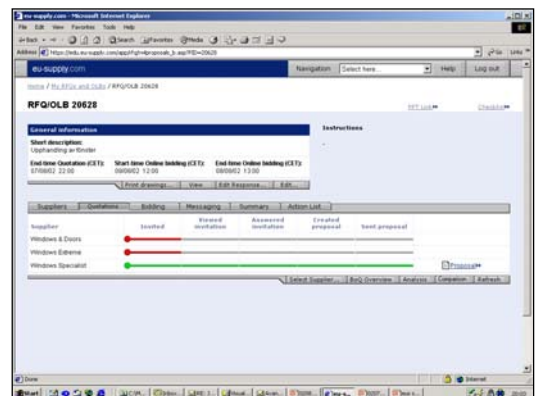
Key Features of CTM:

Complete Tender Management (CTM) – Supports the entire process from creation of specifications to contract. Includes configuration capabilities for public and private procurement, qualification questions, standard forms and more. Enables deployment and re-use of best practice processes.

Bill of Quantities Manager (BoQ) - Enables import of data from estimating systems and product catalogs to avoid re-typing. Bill information can be managed online and split into suitable procurement packages. Supplier knowledge can be utilized throughout the process.

Document Management – Users can store and retrieve documents in archives and folders for projects and each company. Includes upload facilities, version management, sorting, integrated compression, integrated viewing, scheduled up-loading and down-loading for quick distribution of documents over low bandwidth connections.

Supplier Database, Category Management, Supplier Profiles – Including supplier profiles with specific information, and internal company records of supplier capabilities (and limitations), e.g. quality and delivery. Category Management and Supplier Profiles allows buyers and suppliers to manage their respective information over time.



Key Features (continued):

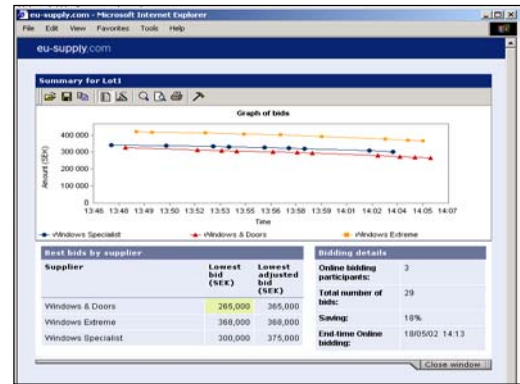
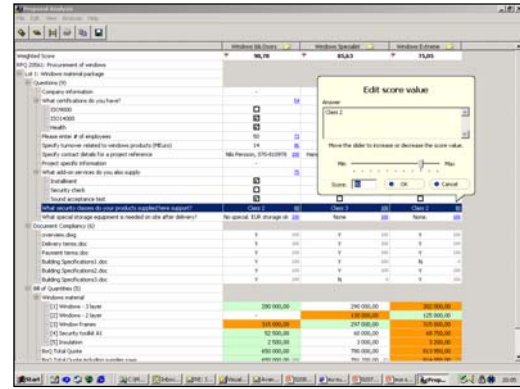
EU Directives – Full support for public procurement above and below the threshold value, including tender box, double envelope process, weighting/scoring, security keys for opening responses.

Analysis Engine - Advanced analysis of quotations. Receive directly in the application the suppliers' quotation data in your format and avoid need for retyping into excel or other tools for comparisons and analysis. Presentations can be configured, and scoring capabilities makes it faster and easier to select the seller with best value.

Audit trail - All parties can review exactly what amendments and revisions have been made, and alerts are sent automatically or manually. Supports addenda distribution throughout the entire supply chain.

Online bidding / Auctions - Negotiation tool that saves you and your suppliers time while being transparent and fair to all parties. Includes setting of adjustment factors/sums, bidding on multiple lots and support for analysis.

Usability - Usability has high priority and continuous improvements are made based on real usage and feedback on each release. Help is provided through Action Reports, Checklists and a detailed on-line help guide.



Other services also offered : Procurement planning, Spend aggregation, Management reporting, Contract management and call-off, integration with existing document management systems, design collaboration solutions, and back office systems. The solution is available in multiple languages (Unicode), and has customizable workflows and branding (XSL used). Integrations easily made as the whole solution communicates through each layer via XML.

EU-Supply Offerings:

Application Service Provisioning (ASP) – For companies with own professional staff and strong commitment, that seek the lowest cost and highest flexibility, we offer the solution as a hosted service. ASP services still offer great flexibility, e.g. you can be branded as you like, configured for your company workflows.

Technology Licensing - Companies that seek unique and deep tailoring of the solution or more advanced integration with other solutions can license our software for own management and hosting, or let us assume responsibility to manage the software on your servers. Only standard MSFT SW and HW is required.

Professional Services – Sourcing services, training, operational sales and change support offered by partners to customers in selected markets.

EU-Supply Facts:

Founded July 1999

No. of staff: 15

Turnover: > €1M

>60 clients, including leading clients and partners in each market

Experience from >100 projects since Nov 1999

Current release R4.6 (July 30 2003)

Privately owned

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