

MatrixOne Sourcing Central™

MatrixOne Sourcing Central™ is a strategic sourcing, negotiation and quote management application for engineered products and services. It provides out-of-the-box functionality that enables global organizations to streamline collaboration between customers, buyers and suppliers. The result is better and faster sourcing practices that drive key profit, cost and time-saving decisions in the design and sourcing of direct materials and engineered goods and services.

With Sourcing Central, enterprises reduce operational costs and improve profit margins by leveraging components, bills of material (BOM) and related data to build standard request-for-quotes (RFQs) and quote responses for complex systems that improve time-to-market. On the *Buy* side, automating the global sourcing process helps to standardize sourcing practices and minimize the strategic supplier review process by reducing travel time and expenses. By aggregating all sourcing data into a single location, buyers can easily view and track processes, allowing managers to focus on value-added activities, such as strategic supplier development, execution on an increased amount of commodities, supplier performance and compliance monitoring.

The role-based behavior inherent within MatrixOne Sourcing Central also enables the *Sell* side. By allowing orders to be placed directly into their own system, companies are able to submit the proposals back to their customers in a timely manner. Additionally, advanced pass-through RFQs can be generated to link the many levels of the supply chain together in cascading RFQ and Quotation response processes.

Sourcing Central also helps companies streamline sourcing and product cycles through improved supplier and customer communication, resulting in reduced supplier bid response time and improved bid accuracy. When suppliers can suggest engineering change requests (ECRs) and collaborate with different functional groups early and throughout the product lifecycle, companies can reduce development costs and accelerate time-to-market.

Business Process Application

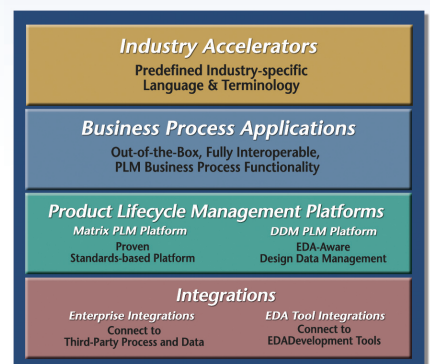
Manage Your Product and NPI Sourcing Process to Reduce Costs while Increasing Innovation

Sourcing Central gives users the ability to streamline sourcing activities in order to improve supplier relationships, reduce the cost of goods sold (COGS) and capitalize on supplier innovation throughout the product lifecycle.

With MatrixOne Sourcing Central you can:

- Increase buyer visibility into the organization's product and commodity sourcing requirements to enable aggregated buys and improved contract negotiation
- Deliver real-time, secure access to right-revision documents, specifications, product data and change information for improved collaboration between engineering, purchasing and strategic suppliers
- Enhance process standardization and the efficiency of the strategic sourcing process
- Improve supplier turn around time on responses and raise their bid quality, while lowering operational costs
- Enable suppliers to submit and track change requests and suggestions to minimize downstream quality, cost and delivery setbacks
- Provide a central location for value chain members to collaborate on sourcing activities
- Enable buyers to strategically source commodities

ENOVIA MatrixOne PLM Environment



Features and Capabilities

Commodity Desks

Buyers can work in commodity, program or regional teams to support the structure of the organization and provide maximum identification of cost savings. These desks include buyers, parts, RFQs, approved supplier lists (ASLs) and the RFQ templates associated to them.

Sourcing Templates (for Buy and Sell side)

The powerful RFx template capability enables standardization of the sourcing process across the organization in support of commodity, program and BOM based sourcing strategies. As a result, buyers can quickly create complex RFQ's from these templates with mandatory and optional input data for customers, buyers and suppliers.

eSourcing

Create RFx, line item and quote templates based on best practices. Add suppliers based on stored approved supplier lists (ASLs), track changes, send notifications, specify line item *splits*, bundle RFQs into packages for aggregation and associate line items directly to part and BOM information from the ENOVIA MatrixOne system or others.

Negotiation

Manage multiple rounds of RFQs; specify supplier lists and line items unique per round; preserve complete historical information on RFQs, quotes and awards and enable suppliers to respond with multiple price-periods for any given line item.

Decision Support and Analysis

Use standard reports and dashboards to analyze supplier responses and compare specific line items and data to justify awards. Through dynamic roll-up calculations, the sourcing analytics capability enables profitable decision-making.

Enhanced Workflow

Buyers may use routes and route templates for enhanced review, approval and cross-functional data input procedures related to RFx and Quote responses.

Contract Management

Buyers can manage and attach standard terms and conditions, award attributes, contract quality deliverables and track final awards and historical data.

Alerts and Notifications

Automatically alert buyers, designers and suppliers of key events in the sourcing process.

Additional Features:

- Enable secure control of access privileges
- Company profile management with end-user organization and role assignments
- Support for unit of measure and currency conversion
- Create and track internal issues/action items in context of an object
- Create and manage groups of objects using the collection manager
- Use a configurable common desktop user interface
- Access advanced search capabilities that sort by attributes and common objects

Content Management*

Use the SpecStation for MatrixOne™ integration to easily find alternate sources and previously used parts by supplier or part classification. *Push* approved parts and suppliers into engineering and provide a seamless integration with an extensive parts and supplier database.

Integrate Processes*

Use optional integration technologies to work with ENOVIA MatrixOne tools including MatrixOne XML Exchange™, industry standards such as Web Services and leading third-party tools such as View/Markup and Visualization tools.

*Optional add-on product and integration modules

The Matrix PLM Environment

Being the industry's most robust and flexible PLM environment, Matrix PLM provides organizations with a single, secure environment that eliminates the barriers caused by geographically dispersed organizations and value chains, multiple disparate systems and increasing security requirements. The environment consists of a portfolio of business process applications that work in conjunction with the Matrix PLM Platform and our broad offering of enterprise integrations.

About ENOVIA MatrixOne

MatrixOne, Inc. was acquired by Paris-based Dassault Systèmes in May, 2006 and today is part of its ENOVIA PLM Collaborative Environment family of solutions. The ENOVIA MatrixOne solutions enable companies to accelerate product innovation to achieve top line revenue growth and improve bottom line profitability. ENOVIA MatrixOne is focused on helping companies across the automotive, aerospace & defense, consumer, machinery, medical device, semiconductor and high-tech industries solve their most challenging new product development and introduction problems. More than 850 companies use ENOVIA MatrixOne solutions to drive business value and gain a competitive advantage, including industry leaders such as BAE Systems, Bosch, Comau, General Electric, Honda, Johnson Controls, Linde AG, NCR, New Balance, Nokia, Philips, Porsche, Procter & Gamble, REI, Sony Ericsson, STMicroelectronics and Toshiba. ENOVIA MatrixOne (www.MatrixOne.com) is headquartered in Westford, Massachusetts, with locations throughout North America, Europe and Asia-Pacific.



210 Littleton Road, Westford, Massachusetts 01886 978 589 4000 MatrixOne.com 3DS.com

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