

New
✓
**The Lynchpin for
Supply Chain
Communication**



eXpresso is a SaaS framework that brings instant document / file control and sharing for common interest groups or inter-enterprise communities of any size. eXpresso has become the enabling technology that transforms common desktop tools into secure enterprise- class applications. For supply chains, eXpresso can be the critical link for real-time information exchange.



There are many complex dimensions to supply chain management. Failure or inefficiency in any one area adversely affects, or even cripples, generation of the work product. Despite the deployment of PLM “solutions” and enterprise applications, there is one universally employed tool that is often the glue that holds critical processes together: Microsoft Excel.

In some cases, Excel is relied on as a workaround to a formal system; in other situations, Excel is the primary data management and communications application. Many times Excel is at the core of Team or Departmental level management and becomes the conduit for data transfer to and from the larger overall system.

The Challenge: Overcoming Document Chaos

There are several factors that impede the effective use of Excel, most of which relate to the way files are exchanged. Excel is always used by multiple parties, whether for creating the document, adding data, or consuming the information. The traditional way Excel files are distributed is via the email attachment. It is here where information bottlenecks and logistical issues become problems.

- **An emailed file cannot be a real-time document.** If you have two, five, or a thousand people editing an Excel file at their desk, they all have obsolete files because they can't know what additions their colleagues are making.
- **Multiple documents must be manually combined.** Changed files returned to the originator (via email attachments) must have some kind of data consolidation before the document has value. And the more “contributors” to the document, the more difficult it is to assemble a final product. Trying to combine more than 5 or 6 files can become a nightmare.
- **Gathering input is time-consuming.** When trying to avoid consolidating files, people will circulate a document in a serial fashion (A sends to B sends to C and so on until being returned to A). When the originator finally gets the file back, he is the only one with the current version. And while the file is being circulated, it is of no value to anyone.



No matter the specific Excel use, as long as there is reliance on email attachments for distribution, the problems cited above — and more— will plague the operation with added risk.



eXpresso: the *Enabling Powerhouse*

The eXpresso service hosts business communities where users store, edit, or instantly share documents (Excel, Word, PowerPoint) in real-time. Users access eXpresso from any computer to manage or edit files they have created or files that others have shared with them. eXpresso characteristics:

- Central file repository for access by authorized users governed by a system of rights & privileges
- Instant, secure, anytime, ad hoc community participation by one or one thousand users
- Real-time reflection of editing changes and anytime collaboration on office files

With eXpresso, spreadsheets never have to be emailed and there is always just one, true, active version. eXpresso enables simultaneous, real-time document editing/contribution by community members who have appropriate permissions.

For instance, a team leader would upload a spreadsheet to eXpresso and assign “edit” or “view only” rights to designated colleagues. Those users could access the file at their convenience or simultaneously. The document is updated instantly when changes or edits are made. That single document is always “current” with up-to-the-second updates.

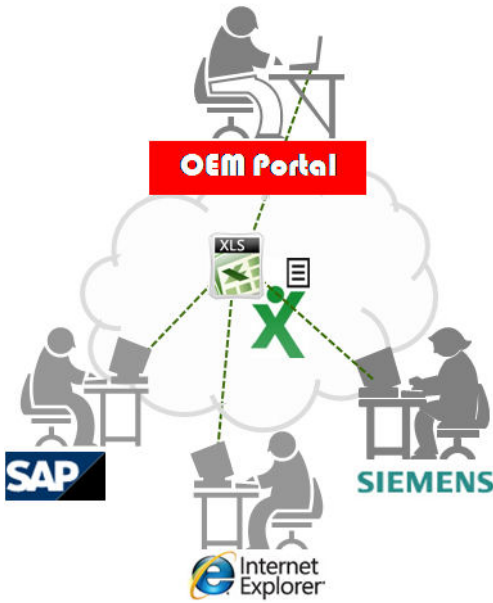
There are many ways to use eXpresso and the powerful management controls. Users have access to features that turn a common office application into an enterprise-class application.

- The spreadsheet “owner” can invite any number of colleagues to view and/or edit a file
 - ✓ *The Owner has the ability to revise or revoke privileges at any time*
 - ✓ *Permissions can be set on entire sheets or even to single cells*
- eXpresso automatically tracks changes to a document so the owner has an irrefutable audit trail
- Collaborators have the ability to set alerts that are triggered by designated cell changes
- If preferred, users can work on desktop files that have been seamlessly streamed from eXpresso without downloads or creating duplicate files



eXpresso “Alerts” can be set to send an email notification when a given supplier has changed a particular cell value.





eXpresso is independent of any platform or system. Simply access eXpresso from Internet Explorer and connect to the entire community.

Functional Scenarios

The ability of Excel and eXpresso to accommodate any business situation is almost unlimited. We briefly describe several scenarios where Excel and eXpresso can add important new capabilities to management of the supplier community.

Supplier Status Update. *If a manufacturer needs constant updates from suppliers on the status of parts manufacture or delivery, eXpresso can host a master spreadsheet that suppliers can update. The manufacturer could even set an alert in eXpresso that would notify him when the supplier made an edit to the spreadsheet.*

Vendor Scorecard. *The manufacturer wants to inform suppliers of their performance in critical areas such as product quality and responsiveness. eXpresso hosts the “scorecard” where personnel from the manufacturer enter their “ratings” and vendors view their “scores”.*

Small Vendor Inclusion. *Manufacturers with PLM systems have active participation with their larger suppliers. But with an unfavorable cost-benefit justification, smaller vendors are usually left “out of the loop”. For a few cents a day, eXpresso can be the link to these smaller, but vital vendors. Excel, via eXpresso, can be the real-time, Enterprise-class application that gets them fully integrated into the supplier community.*

Note: The “owner” of the spreadsheet can designate which cells, regions, or even tabs users can edit or view. That means any number of users can make contributions to their specific areas and you need only one spreadsheet to accommodate everyone.

Advantages & Issues

- **No IT Expense** – IT staffs are stretched thin these days. eXpresso needs no IT involvement: it’s a secure, hosted Software-as-a-Service (SaaS) application. As such, the “application” and data are securely managed and stored on eXpresso servers and the manufacturer would have no IT investment or obligation.
- **No Development Needed** – Unlike conventional enterprise applications, changes in Excel can be made in minutes. If you institute a new program or want data reported differently, you simply create a new spreadsheet with no IT involvement or drawn out development effort.
- **Scalability** – eXpresso is totally scalable: it can host an unlimited number of spreadsheets and accommodate any number of users.
- **Easy Changes** – New suppliers or users can be added on the fly. Similarly, permissions or access can be changed or eliminated easily and immediately.
- **Security** – eXpresso is hosted in a secure server environment that uses a firewall and other advanced technology to prevent interference or access from outside intruders. eXpresso utilizes Secure Socket Layer (SSL) technology to protect your information using both server authentication and data encryption.





Pricing

An annual subscription to eXpresso is just \$79 per user, per year. For about twenty cents a day, individual users from both the manufacturer and the supplier community can “get connected” via eXpresso and a desktop tool, Excel, they already own.

- eXpresso is very inexpensive, but offers tremendous payback.
- There is no learning curve. Everyone is already familiar with Excel.
- eXpresso simplicity, cost, and ease of use means there will be no pushback from suppliers.
- A system on eXpresso could be implemented in a matter of minutes – not months.
- eXpresso is flexible – Excel files can be changed at any time by the client and then uploaded and deployed instantly. As workflows in the business change, so can eXpresso—with no development costs.

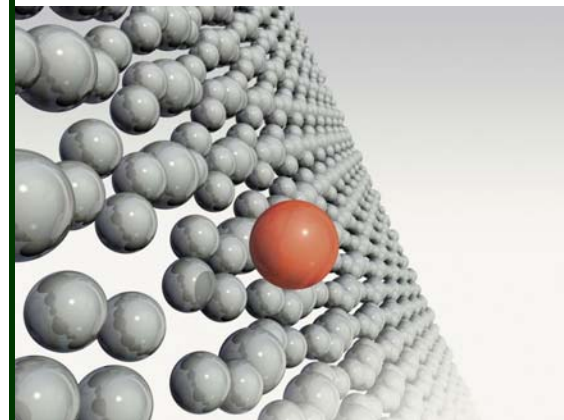
About eXpresso

The eXpresso product was launched in August of 2007. eXpresso is owned by eXpresso Corp who is solely responsible for the development and management of the product, which features several pending patents.

The primary marketing effort is focused on two fronts: (1) partner relationships (such as Cisco WebEx), and (2) Enterprise sales focusing on Supply Community Management.

eXpresso has a close working relationship with Microsoft and is a member of the coveted Microsoft Accelerator Program that gives us access to technical resources not otherwise available.

A global supply chain isn't really a “chain” at all. It is a network consisting of manufacturers, outsourced suppliers, vendors, logistics providers, consultants, and many more all working together to get the product to market.



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For more information about eXpresso, visit www.eXpressoCorp.com or email at info@eXpressoCorp.com.