Purchase management through the internet using Globalnetxchange

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Logistics & the internet

Zaragoza - October 30th

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The importance of purchasing to retailers

- Merchandise   70-80% of revenue

- Services 5-10% of revenue

- Property 5-10% of revenue

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If we are going to provide a return to our shareholders-

We have no choice but to do it well!

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Internet purchasing tools and their uses

- Public catalogue/e-procurement

- Contract and call-off

- Request for quote

- Auction

- Search

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Catalogue and e-procurement

- **Use catalogue, either maintained internally or externally**

- **Use e-procurement tool to manage workflow and approval**

- **Use internet based edi/xml protocols for transactions**

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Contract

- ## Negotiate procurement traditionally or with auction/RFQ process

- ## Potentially use collaborative processes for generating call off

- ## Use internet based edi/xml protocols for transactions

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Request for Quote

- **Prepare your requirements/specification**

- **Publish requirements either to specified vendors OR to total vendor community**

- **One or multiple rounds of offers**

- **Generate purchase order and manage all transactions using internet**

Auction

- **Prepare your requirements/specification**

- **Publish requirements either to invited vendors OR to total vendor community**

- **Multiple bids received until time-expiry, after possible auto-extend**

- **Generate purchase order and manage all transactions using internet**

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Search

- ## How do you find new sources of supply/lower costs etc.?

- ## Search capability using registry and multiple catalogues

- ## For an industry this requires industry initiative/exchanges or both

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GlobalNetxchange

An electronic marketplace facilitating communication, connection and collaboration among retailers and suppliers globally.

- **open to all retailers, wholesalers and suppliers...neutral**

- **Retailers and Suppliers can become members of the exchange at very minimal cost... barriers to entry are low**

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Role of Equity Partners

Equity Partners

- Carrefour
- SEARS
- METRO AG
- Kroger
- PINAULT PRINTEMPS-REDOUTE
- Sainsbury's
- colesmyer
- KARSTADT QUELLE AG
- ORACLE — SOFTWARE POWERS THE INTERNET
- PRICEWATERHOUSECOOPERS

– Provide equity to fund the exchange

– Committed the majority of their purchase volume to create liquidity

– Share a common vision

– Share in the governance of the exchange

– Committed to collaboration

– Committed to executing quickly

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There are also non-equity members

GNX Product and Service Framework

B2B Transaction Hub

eMarketplace Tools

Product Development Tools

Value Added Services

Integrated Supply Chain Tools

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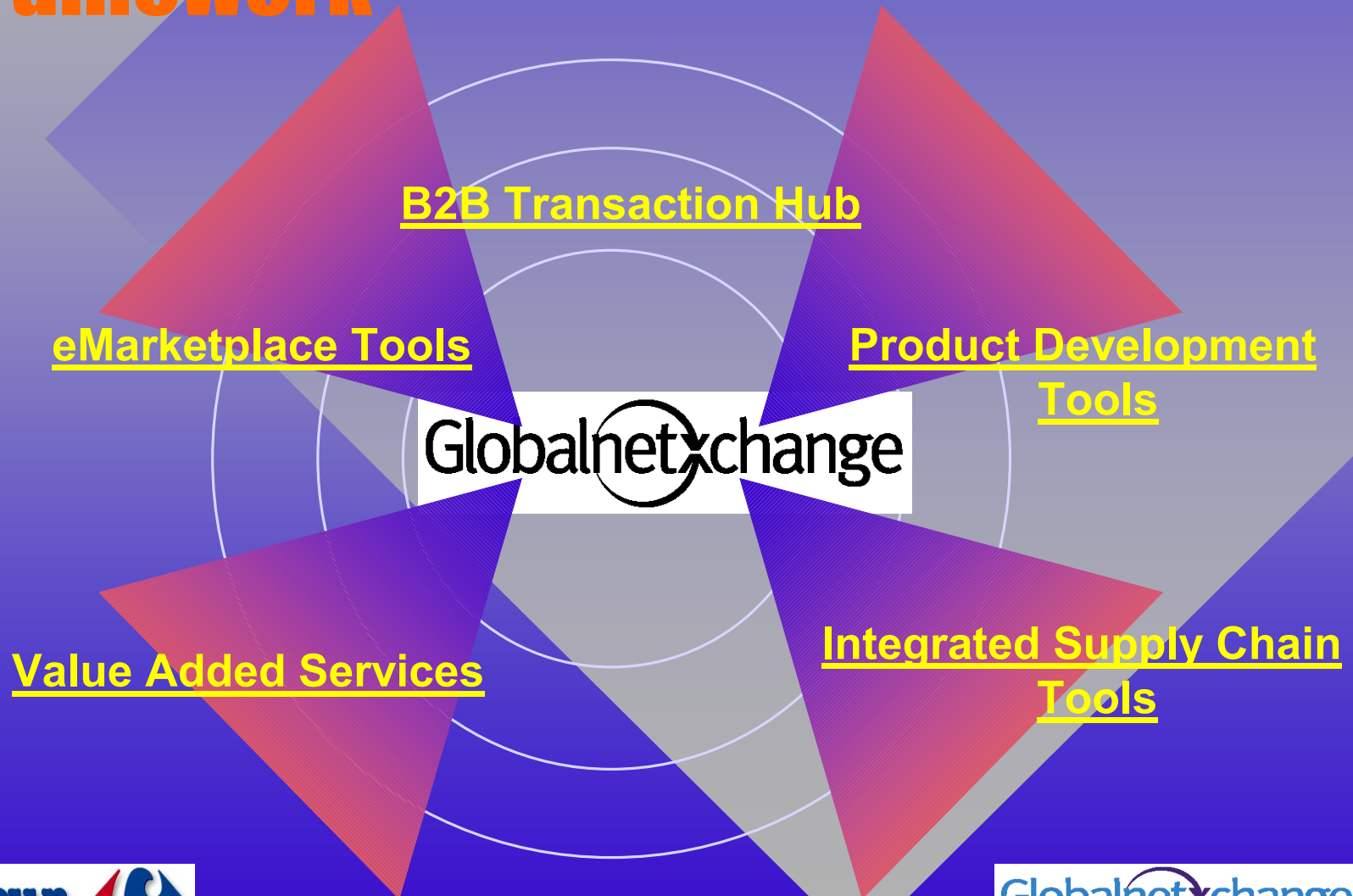
Welcome | **Catalogs** | **Auctions** | **My Exchange** | **Supply Chain**

Home | **Registration** | **About GlobalNetXchange** | **Trading Partner Directory**

English • Deutsch • Français • Français Canadien • Nederlands • 日本語 • 中文 • Español • Italiano

Resources

- Retail Trade Publications
- Internet/Technology
- B2B Education Center
- Tracking Your Goods
- Mobile Communications
- Business News
- Corporate Research

For the Media on Globalnet change

We're accessible to help you meet your deadline. Find the background and contacts you need to write about GlobalNetXchange.

General Contact
info@gnx.com

Media Contact
Larry Costello
(847) 286-9036
Pager: (800) 759-8888, PIN 7279964
Lcoste5@sears.com

Events

Headquarters
1301 Shoreway, Suite 125
Belmont, California 94022

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- For the Media
- Information for Wall Street
- Human Resources

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Please Log On

New to GlobalNetXchange? Click here to register

Log on to the site to access the auctions tab

Already a member?   Enter your username &

* Username   jhollows

* Password   ********   Log On

I forgot my password

* Indicates a required field

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Bidding | New Auction | Award Auctions | My Auctions

Find Auctions 3 Ways

Search by Item

[ ] Go

Search Tips

Search by Auctioneer

[ ] Go

Search Tips

Search by Event

[ ] Go

Search Tips

GlobalNetXchange Bidding

From here you can:

- Search for public and private invitation auctions by item, by buyer or by seller, by auction event
- Check your invitations at a glance
- Review Frequently Asked Questions

You're Invited!

You've been invited to bid in the following auctions. Click the **Auction Title** link to view the items and place your bid.

Buyer's Auctions

Buyer	Auction	Time Left
buyerlk1	CD Player	1 hour 4 minutes

more...

For private invitation auctions, try searching by your Auction Number and Invitation ID

Looking to hold your own auction? Click New Auction in the Auctions tab

📖 Quick Tutorial

① **Find Auctions**

Begin by searching for public and invitation auctions, or select an auction from **You're Invited!**.

② **Submit Your Bid**

After you find an interesting auction, we'll show you how to enter your bid prices online or load from a spreadsheet.

③ **Follow the Action!**

Accessing an auction running on GNX

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Bidding > View Auction **1986**

Buyer's Auction Auction 1986

► **Place New Bid**
► **View Bid History (5 Bids)**

Auction Information

Auctioneer	**buyerlk1**
Contact	**BUYERLK1**
Auction Title	**CD Player**
Auction Event	
Bidding Time Left	**47 minutes**
Auction Open Date	**14-09-2000 02:54 PST**
Auction Close Date	**14-09-2000 04:00 PST**
Auction Preview Date	**14-09-2000 02:54 PST**
Business Award Date	**15-09-2000 05:00 PST**

Click here to view business terms including instructions from the auctioneer and attachments

Bidding Rules
- Bidding is by invitation only
- All GlobalNetXchange members can see the bids (but not who bid)
- A bid may include any item(s) on the auction
- A bidder may rebid in a auction
- AutoExtend **all items** a maximum of unlimited times for a duration of 20 minutes
- Auction bid prices must decrease with minumum bid decrement of 0.1 (US dollar)

Red callout: Auction date and time (start, end, extend)

Red callout: Auction and business award rules

Red callout: Items summary, dates and volumes

Time-Saving Tip: Are there several items that you want to bid on this auction? You can export the auction items as a spreadsheet, enter your bid in speadsheet and then publish your bid to GlobalNetXchange. ► Export this auction. **Learn More...**

Auction Items

Click the **View** link to see additional details and attachments for an item. To view the bid history for an item with at least one bid, click a **Bids** link. If an item has multiple bids, click the **Best Price** link to view the best price bid (if an item has no bids, this is the published bidding start price).

1 - 1 shown of 1

Details	Line	Item Description	Unit	Quantity	Need-By	Time Left	Best Price (USD)	Bids
► View	1	Portable CD PLayer	Unit	30,000	31-12-2000	47 minutes	23.00	5

1 - 1 shown of 1

Place Bid   View Bid History   Export to Spreadsheet

1 - 1 shown of 1

Details	Line	Item Description	Unit	Quantity	Need-By	Time Left	Best Price (USD)	Bids
▼ Hide	1	Portable CD PLayer	Unit	30,000	31-12-2000	44 minutes	23.00	5

Item Description **Portable CD PLayer**

Category **Compact disc players**

Manufacturer

Manufacturer Item

Ship-To Address **321 Main Street**

null

Any CIty, FL null 33351 US

Buyer Instruction

Attachments

Type	Description	File/URL	
File	CD Player required specifications	CD Player specs.doc	View
File	CD Player sample picture	CD Player.jpg	View

Current Best Bids

▶ Best price is **(USD) 23.00** for a quantity of **30000.0** to be delivered on

▶ Earliest Delivery is **No earliest bid for this auction item price!**

Click here to view all bids for this item

Item detailed specifications

Click the **View** link to see additional details and attachments for an item. To view the bid history for an item with at least one bid, click a **Bids** link.
If an item has multiple bids, click the **Best Price** link to view the best price bid (if an item has no bids, this is the published bidding start price).

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| Place Bid | View Bid History | Export to Spreadsheet |

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Bidding > View Auction > View Bid

View Bid for Auction 1986

If you want to rebid, enter your new bid information below for this Buyer's Auction and press the **Submit Bid** button below. Want to see bids update automatically? Press the **AutoRefresh On** button below.

To Proxy Bid, enter proxy bid decrement and proxy minimum bid.

* Indicates a required field

Offer Good For   [ ] days after publication

Your Bid Number   [ ]

Note to Buyer   [ ]

■ Attach Bid Documents

Time-Saving Tip

Need to bid on many items?

① **Export the auction items** into a spreadsheet template

② Enter your bid prices in the spreadsheet

③ **Import your spreadsheet bid**

Learn more...

| * Bid Currency | US dollar |
| Price Precision | **2 decimals maximum** |

Auction Items

Bidding Time Expires After: 43 minutes

Click an **Item Description** link to see auction details and enter additional bid information.

View [All Categories ▾] (Go)

> Bid prices **must decrease by a minimum of (USD) 0.10**
Proxy Bid Decrement   0.10

Placing a bid

Power Bid What's this?
Reduce all of my bids by [ ] % (Go)

1 - 1 shown of 1

Line	Item Description	Best Price	Bid Status	* Bid Price	Proxy Minimum Bid	* Bid Quantity	Promise Date (30-04-2001)	Target Price	Unit	Quantity	Need-By	Ca
1	Portable CD PLayer	23.00	Lose	22.5	[ ]	30,000	25-10-2000		Unit	30,000	31-12-2000	Co

1 - 1 shown of 1

(Submit Bid)   (Clear Changes)   (Auto-refresh On)

Bidding > View Auction > View All Bids

View all bids for item Portable CD PLayer (Buyer's Auction 1986)

To view all current bids for an item, select the item and click the View All Bid Items button. Or click a Bid link.

► **Place Bid**

► **View Auction 1986**

Auction Target

Unit	**UNT**
Quantity	**30,000**
Need-By	**31-12-2000**
Bid Start Price (USD)	**26.00**

Select the bid and....

View All Bid Items

Your current, active bid for this item is highlighted with bold text.

Sort by Price ○ Ascending ● Descending Go

Monitor bidding: bidder's bid

1 - 3 shown of 3

Select	Status	Bidder	Bid	Time of Bid (PST)	Promise Date	Unit	Quantity	Price	Total (USD)
●	Win	**This is your bid!**	5824	14-09-2000 03:20	25-10-2000	UNT	30,000	22.50	675,000.00
○	Lose		5823	14-09-2000 03:12		UNT	30,000	23.00	690,000.00
○	Lose		5821	14-09-2000 03:10		UNT	30,000	24.50	735,000.00

Competitors'bids

Place Bid   View Auction

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My Auctions > View Auction > View All Bids

View all bids for item Portable CD PLayer (Buyer's Auction 2202)

To view all current bids for an item, select the item and click the View All Bid Items button. Or click a Bid link.

▶ **Disqualify Bid**

▶ **View Auction 2202**

▶ **View Bidders List**

Auction Target

Unit	**UNT**
Quantity	**30,000**
Need-By	**31-12-2000**
Bid Start Price (USD)	**26.00**

Select the bid and....

View All Bid Items

Your current, active bid for this item is highlighted with bold text.

Sort by [Price ▼]   ○ Ascending   ⦿ Descending   (Go)

Monitor bidding: auctioneer's screen

1 - 3 shown of 3

Select	Status	Bidder	Bid	Time of Bid (PST)	Promise Date	Unit	Quantity	Price	Total (USD)
⦿	Win	Supplier Three	6280	29-09-2000 11:39		UNT	30,000	22.50	675,000.00
○	Lose	Supplier Two	6279	29-09-2000 11:38		UNT	30,000	23.00	690,000.00
○	Lose	Supplier One	6276	29-09-2000 11:36		UNT	30,000	24.00	720,000.00

The need for standards

- **More than one exchange**

- **Every seller is also a buyer.**

- **If we don't have standards businesses can't communicate**

- **If businesses can't communicate there is no opportunity to deliver benefits**

- **Exchanges need to communicate**

Carrefour's approach to exchanges

- Get connected

- Experiment with auctions

- Global connectivity structure for Megahub

- Pilot with capable suppliers

- Focus, don't try to do everything tomorrow

- Set the team real objectives – success breeds success

The 5 P's for Successful B to B

- People

- Partners

- Process

- Power of technology

- Passion

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