

(This map replaces Version 9.0 from the February/March 2005 issue)

PROCUREMENT

- | | |
|------------------------------------|------------------------------|
| ADR International | MasterCard |
| Akoya, Inc. | Orbian Corp. |
| Archimedian | Osiris Innovations Group |
| A.T. Kearney Procurement Solutions | PRAGMATEK Consulting Group |
| Austin-Tetra | Prorizon Corp. |
| Commerce One | Rearden Commerce |
| Global eProcure | SAP |
| Hitachi Consulting | SciQuest |
| ICG Commerce | Syspro |
| IQNavigator | System Design Advantage, LLC |
| Kinaxis | TSA, Inc. |
| Lean Logistics | Viacore, Inc. |

SOURCING

- | | |
|------------------------------------|------------------------------|
| ADR International | Kinaxis |
| Akoya, Inc. | Lean Logistics |
| Archimedian | MasterCard |
| A.T. Kearney Procurement Solutions | Osiris Innovations Group |
| Austin-Tetra | PRAGMATEK Consulting Group |
| Commerce One | Procuri Inc. |
| Demand Management, Inc. | Prorizon Corp. |
| Global eProcure | SciQuest |
| Hitachi Consulting | Syspro |
| ICG Commerce | System Design Advantage, LLC |
| INSIGHT, Inc. | TSA, Inc. |
| IQNavigator | Viacore, Inc. |

CONTRACT MANAGEMENT

ORDER/DEMAND CAPTURE

- | | |
|----------------------------------|----------------------------|
| ADR International | MasterCard |
| Commerce One | Osiris Innovations Group |
| Demand Management, Inc. | PRAGMATEK Consulting Group |
| Foresight Technologies | Precision Software |
| Hitachi Consulting | Prorizon Corp. |
| INSIGHT, Inc. | SciQuest |
| Integrated Warehousing Solutions | Syspro |
| Kinaxis | TSA, Inc. |
| Lean Logistics | Viacore, Inc. |

***DECISION SUPPORT CIRCLES

- | | |
|------------------------------------|------------------------------|
| ADR International | MasterCard |
| A.T. Kearney Procurement Solutions | Osiris Innovations Group |
| Austin-Tetra | PRAGMATEK Consulting Group |
| Commerce One | Prorizon Corp. |
| Demand Management, Inc. | Rearden Commerce |
| Foresight Technologies | SAP |
| Hitachi Consulting | Syspro |
| ICG Commerce | System Design Advantage, LLC |
| INSIGHT, Inc. | TSA, Inc. |
| Kinaxis | Viacore, Inc. |
| LeanLogistics | |

FINANCING CONTRACT MANAGEMENT

PROCUREMENT

DIRECT, INDIRECT & SERVICES

- MARKETPLACES
- CONTENT RELATIONSHIP MANAGEMENT & SUPPLIER DEVELOPMENT
- SUPPLIER PERFORMANCE MEASUREMENT & MONITORING
- SUPPLIER ENABLEMENT ORGANIZATIONS/SOLUTIONS
- PRODUCT COST MANAGEMENT

SOURCING

TRADING EXCHANGES (Public & Private)

COMMODITY TEAM & SUPPLIER COLLABORATION

SPEND ANALYTICS, PRODUCT COST MANAGEMENT & SUPPLY STRATEGY

CONTENT MANAGEMENT

OUTSOURCED MANUFACTURING

AUCTIONS

ORDER/DEMAND CAPTURE

SUPPLY CHAIN & PRODUCTION PLANNING

SUPPLY CHAIN COORDINATION & EVENT MANAGEMENT

OUTSOURCED MANUFACTURING

SUPPLY & DEMAND CHAIN NETWORK DESIGN

DEMAND PLANNING/FORECASTING

ORDER & DEMAND MANAGEMENT

CUSTOMER RELATIONSHIP MANAGEMENT

FIELD SERVICE & SERVICE PARTS LOGISTICS

CONTENT MANAGEMENT

SALES FORCE AUTOMATION

WARRANTY CHAIN MANAGEMENT

CHANNEL MANAGEMENT & CUSTOMER ANALYTICS

REVENUE MANAGEMENT

SPRINT/REVERSE LOGISTICS

FULFILLMENT

ORDER MANAGEMENT INPUTS (From Order/Demand Management File)

- WAREHOUSE MANAGEMENT SERVICES
- TRANSPORTATION MANAGEMENT SERVICES
- INVENTORY MANAGEMENT SERVICES
- CUSTOMIZED BULD/ASSEMBLE
- ORDER AND DELIVERY MANAGEMENT
- GLOBAL TRADE EXECUTION SYSTEMS
- SUPPLY CHAIN RESOURCE MANAGEMENT
- LOGISTICS PARTS LOGISTICS
- VENDOR-MANAGED INVENTORY (VMI)
- SUPPLY CHAIN EXECUTION

LOGISTICS

INBOUND & OUTBOUND

CONTRACT MANAGEMENT

FULFILLMENT/LOGISTICS

- | | |
|----------------------------------|------------------------------|
| ADR International | Orbian Corp. |
| Commerce One | Osiris Innovations Group |
| Demand Management, Inc. | PRAGMATEK Consulting Group |
| Foresight Technologies | Precision Software |
| Global eProcure | Prorizon Corp. |
| Hitachi Consulting | SAP |
| ICG Commerce | SciQuest, Inc. |
| INSIGHT, Inc. | Syspro |
| Integrated Warehousing Solutions | System Design Advantage, LLC |
| Kinaxis | TSA, Inc. |
| LeanLogistics | Viacore, Inc. |
| MasterCard | |

FINANCING

PAYMENT

- | | |
|--------------------|--------------------------|
| ADR International | Osiris Innovations Group |
| Commerce One | Prorizon Corp. |
| Hitachi Consulting | SciQuest, Inc. |
| ICG Commerce | Syspro |
| LeanLogistics | TSA, Inc. |
| MasterCard | Xign Corp. |
| Orbian Corp. | |

CUSTOMER RELATIONSHIP MANAGEMENT

- | | | | |
|------------------------|----------------------------|----------------|------------------------------|
| ADR International | Hitachi Consulting | Prorizon Corp. | Syspro |
| Austin-Tetra | Osiris Innovations Group | SAP | System Design Advantage, LLC |
| Foresight Technologies | PRAGMATEK Consulting Group | | |

*PRODUCT LIFECYCLE MANAGEMENT (PLM)

ADR International	PRAGMATEK Consulting Group
Archimedian	Prorizon Corp.
A.T. Kearney Procurement Solutions	SAP
Foresight Technologies	SciQuest, Inc.
Hitachi Consulting	Syspro
Kinaxis	

**SUPPLY CHAIN INTEGRATION & TECHNOLOGY INFRASTRUCTURE

ADR International	Osiris Innovations Group
Austin-Tetra	PRAGMATEK Consulting Group
Commerce One	Precision Software
Demand Management, Inc.	Prorizon Corp.
Hitachi Consulting	Rearden Commerce
ICG Commerce	SciQuest, Inc.
Integrated Warehousing Solutions	Syspro
LeanLogistics	System Design Advantage, LLC
LXE, Inc.	TSA, Inc.
MasterCard	Viacore, Inc.

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