

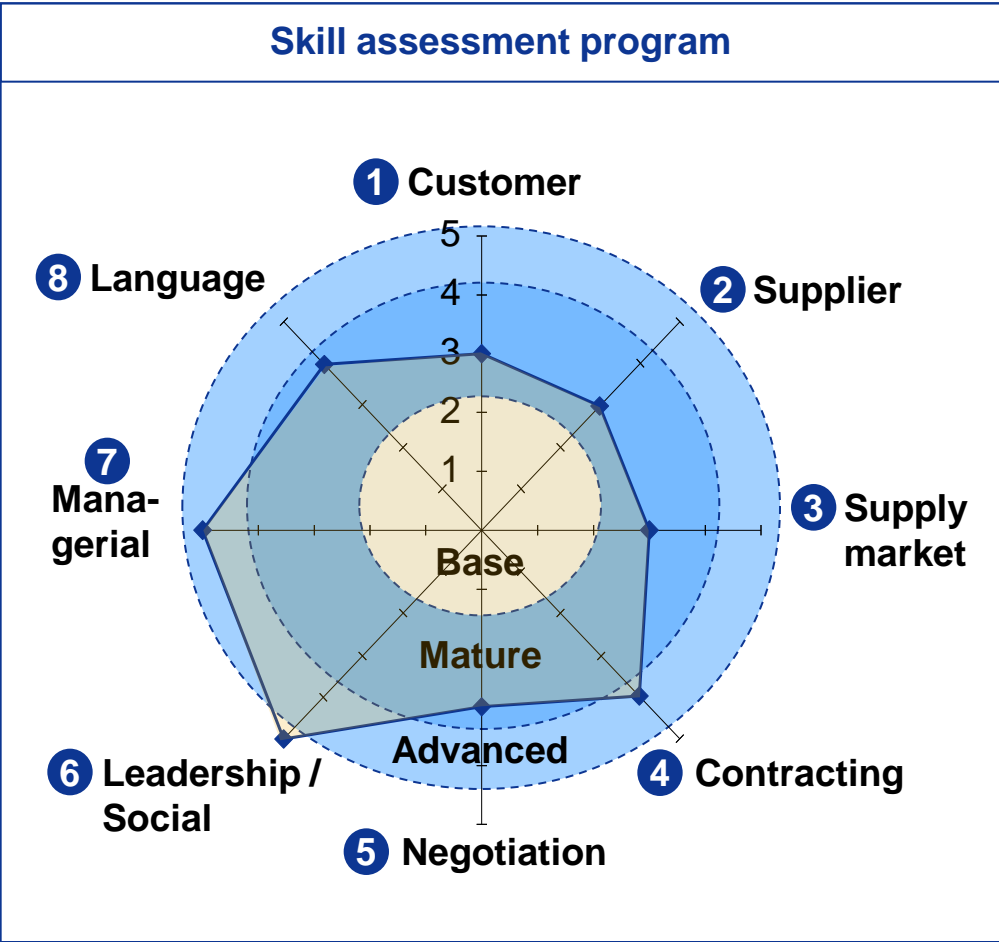
PowerPoint Design Services for Management Consultants, Private Equity Investors and Companies

Sample Chart Library

January 2012

Confidential

Skill assessment and professional development in a global environment are key success factors

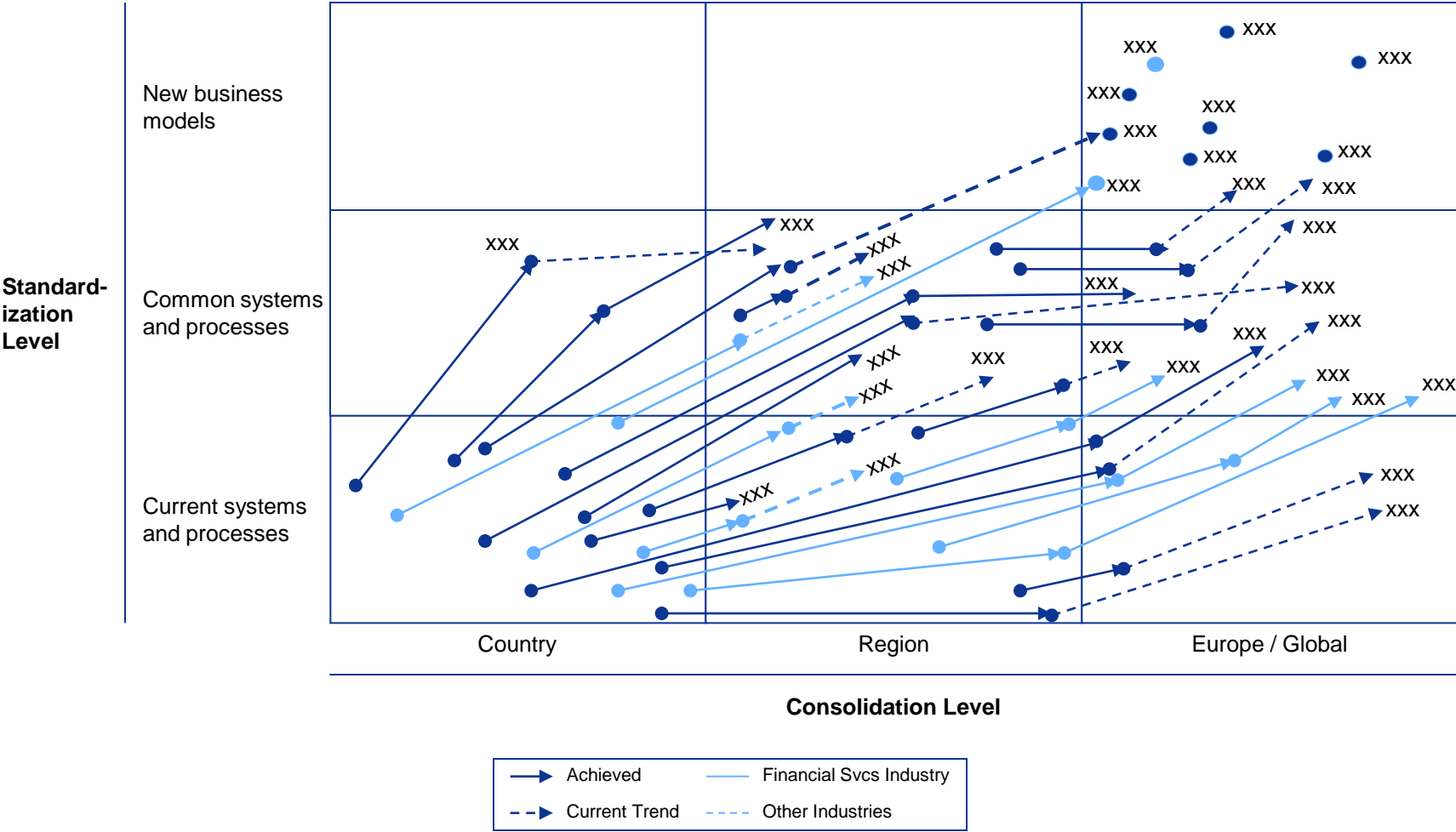


- ### Main Activities
- Increased **job rotation** within procurement
 - **International assignments** (including frequent exchanges with CEE countries)
 - **Cross functional** people exchange
 - Formalised GP professional **development paths**
 - Dedicated **high potential** programmes

1 I, G, A, P only languages, Bulgaria

Driven by the current challenges, Companies are moving towards global models together with standardized / common processes and systems

Procurement Organization Model Trends

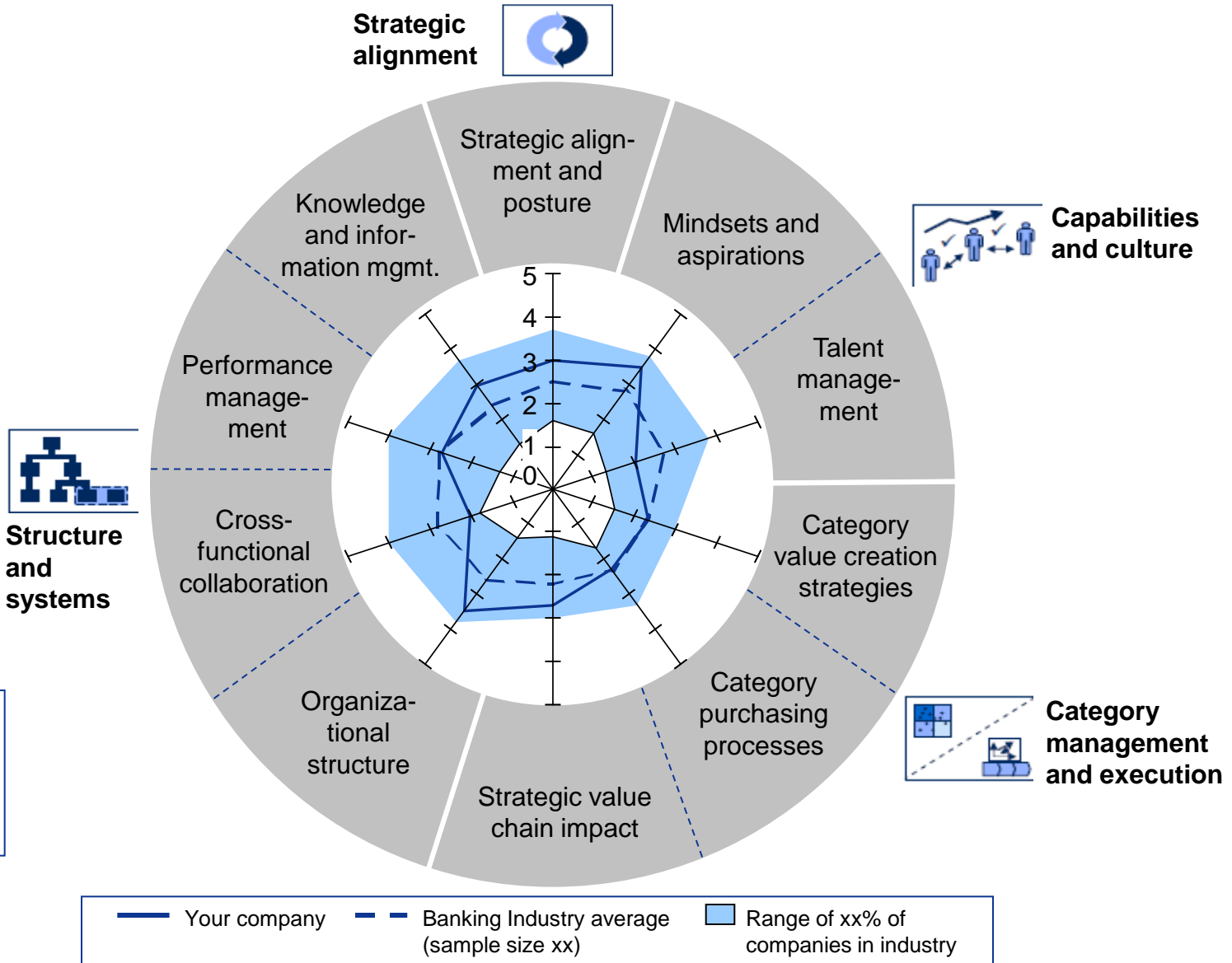


XXXXX has potential to improve purchasing health



¹ Average purchasing scores by performance: purchasing followers x.x, Middle of the pack x.x, and Purchasing leaders x.x

XXXXX's purchasing health compared to industry



... with an extensive geographical presence in Europe

European branch network and banking subsidiaries



Countries where the Group operates via local banks controlled or in which it has a significant equity interest

- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX
- XX

Countries where the Group operates via its own branches, representative offices, small banking subsidiaries, or investment centers (Pioneer)

- | | |
|-------------------|--------------|
| ▪ DE – xxxxx | ▪ KZ – xxxxx |
| ▪ AT – xxxxx | ▪ KG – xxxxx |
| ▪ IT – xxxxx | ▪ PL – xxxxx |
| ▪ AZ – xxxxx | ▪ RO – xxxxx |
| ▪ Baltics – xxxxx | ▪ RU – xxxxx |
| ▪ BA – xxxxx | ▪ RS – xxxxx |
| xxxxx | ▪ SK – xxxxx |
| ▪ BG – xxxxx | ▪ SI – xxxxx |
| ▪ HR – xxxxx | ▪ TJ – xxxxx |
| ▪ CZ – xxxxx | ▪ TR – xxxxx |
| ▪ HU – xxxxx | ▪ UA – xxxxx |

Enhancement of support and control over procurement activities through processes and tools

- PO activities are, at present, **not systematically supported / monitored** with IT tools.
- Major investments are needed** in order to obtain an **end-to-end control / management** over the whole PO value chain

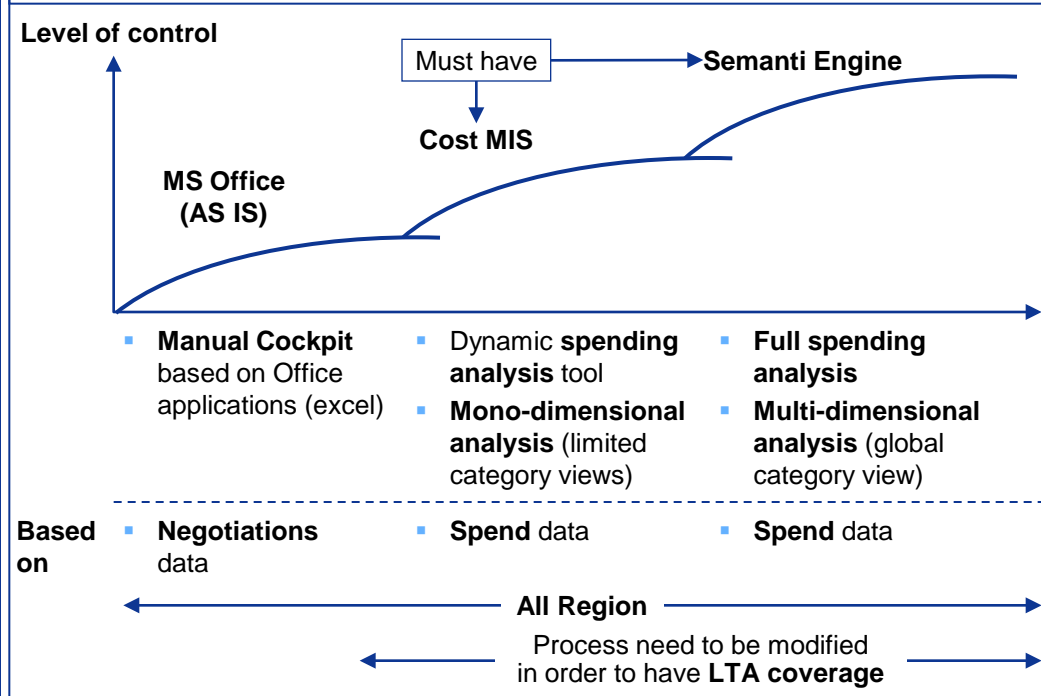


Example of improvement needed / GAPS vs. best practice

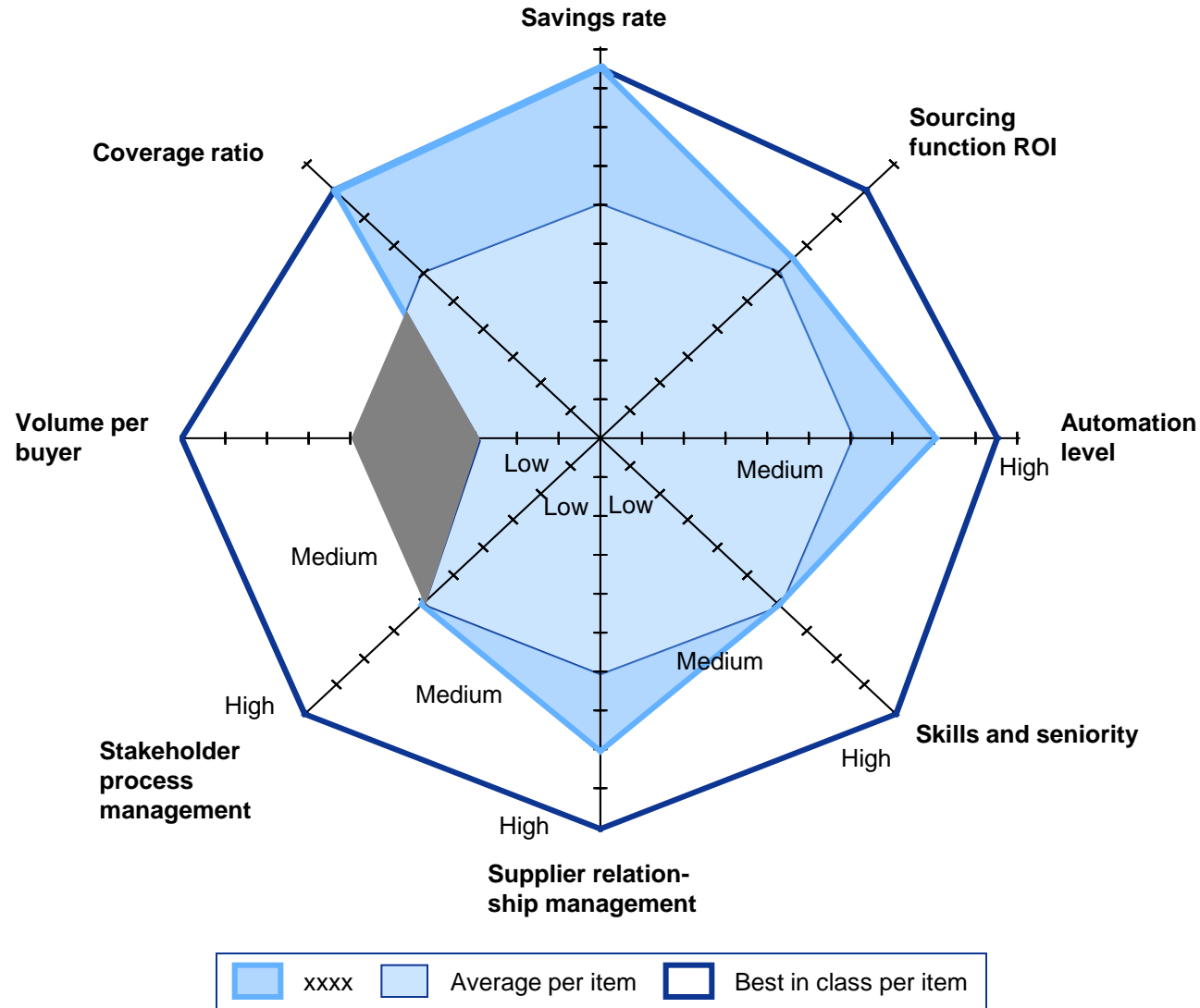
Demand management	Vendor management	Negotiation
<ul style="list-style-type: none"> Spending action planning Identification / standardization of goods / services needed Demand consolidation at Group level 	<ul style="list-style-type: none"> Vendor selection Vendor qualification Vendor list Vendor rating-ranking Vendor monitoring 	<ul style="list-style-type: none"> Approval workflow On line-off line negotiation management Operational contest Derogation exception to approval rules Contract management alert Contract search page Monitoring and reporting

Vendor management

Improvement needed in Monitoring & Reporting tools



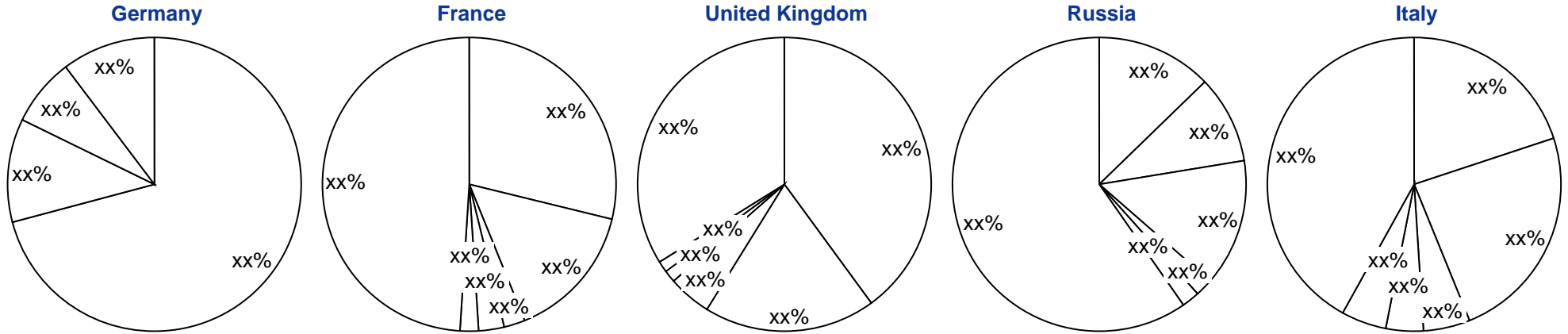
XXXXX profile show a combination of high coverage and high performance among FS peers



While XXXX has xx% market share on time spend in GER, in RU XX% of time spend is not allocated by one of the larger property portals

Total Minutes (Million)

DRAFT



Category	Unique Visitors (000)	Avg. Min per Visitor
XXXX	x,xxx	xx.x
XXXX	x,xxx	xx.x
XXXX	x,xxx	xx.x
XXXX	xxx	xx.x
XXXX	xxx	x.x
XXXX	xxx	x.x

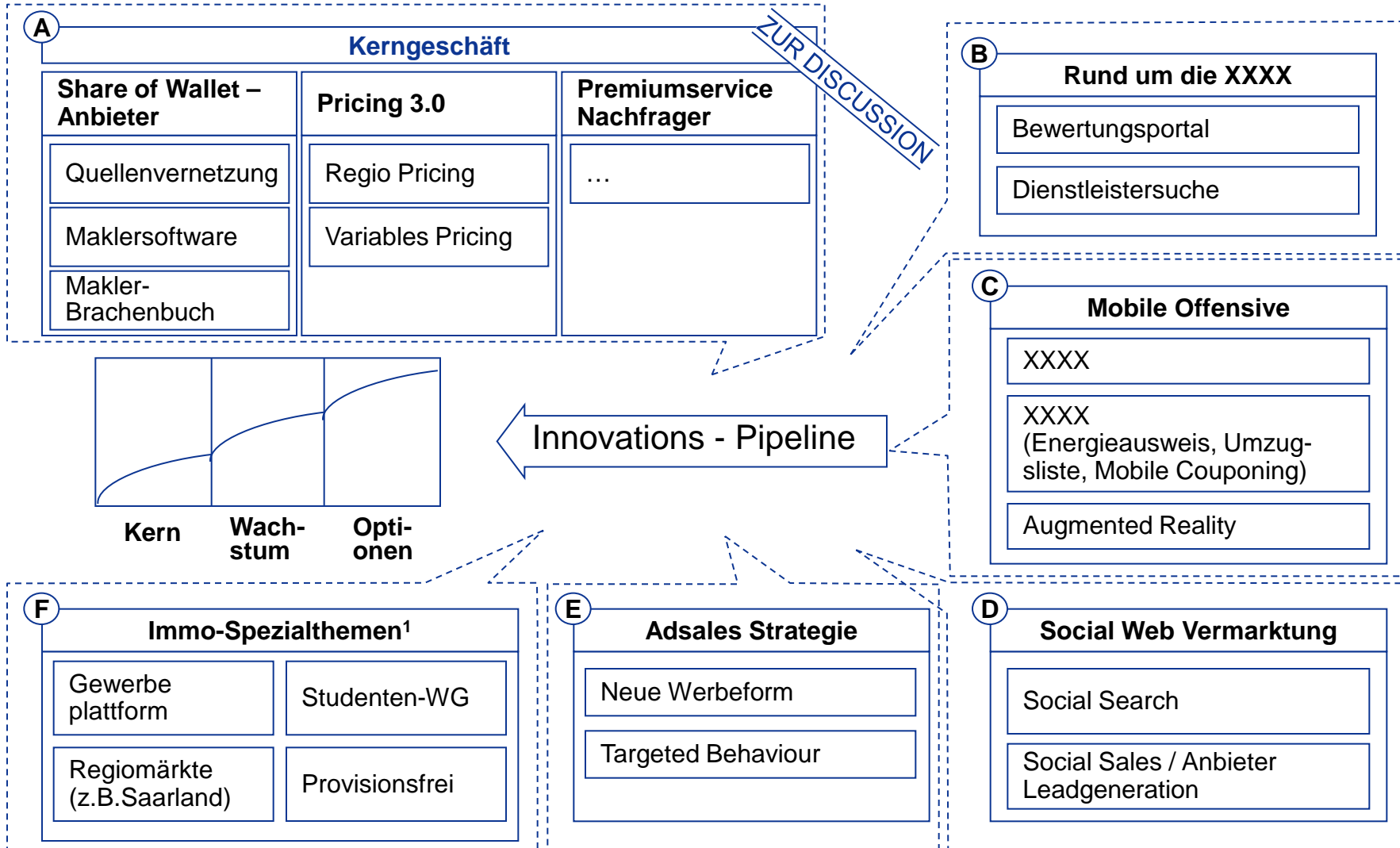
Category	Unique Visitors (000)	Avg. Min per Visitor
XXXX	x,xxx	xx.x
XXXX	x,xxx	xx.x
XXXX	x,xxx	xx.x
XXXX	x,xxx	x.x
XXXX	Xxx	x.x
XXXX	xxx	x.x

Category	Unique Visitors (000)	Avg. Min per Visitor
XXXX	x,xxx	xx.x
XXXX	x,xxx	xx.x
XXXX	x,xxx	xx.x
XXXX	x,xxx	x.x
XXXX	xxx	xx.x
XXXX	xxx	x.x

Category	Unique Visitors (000)	Avg. Min per Visitor
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XXXX	xxx	x.x

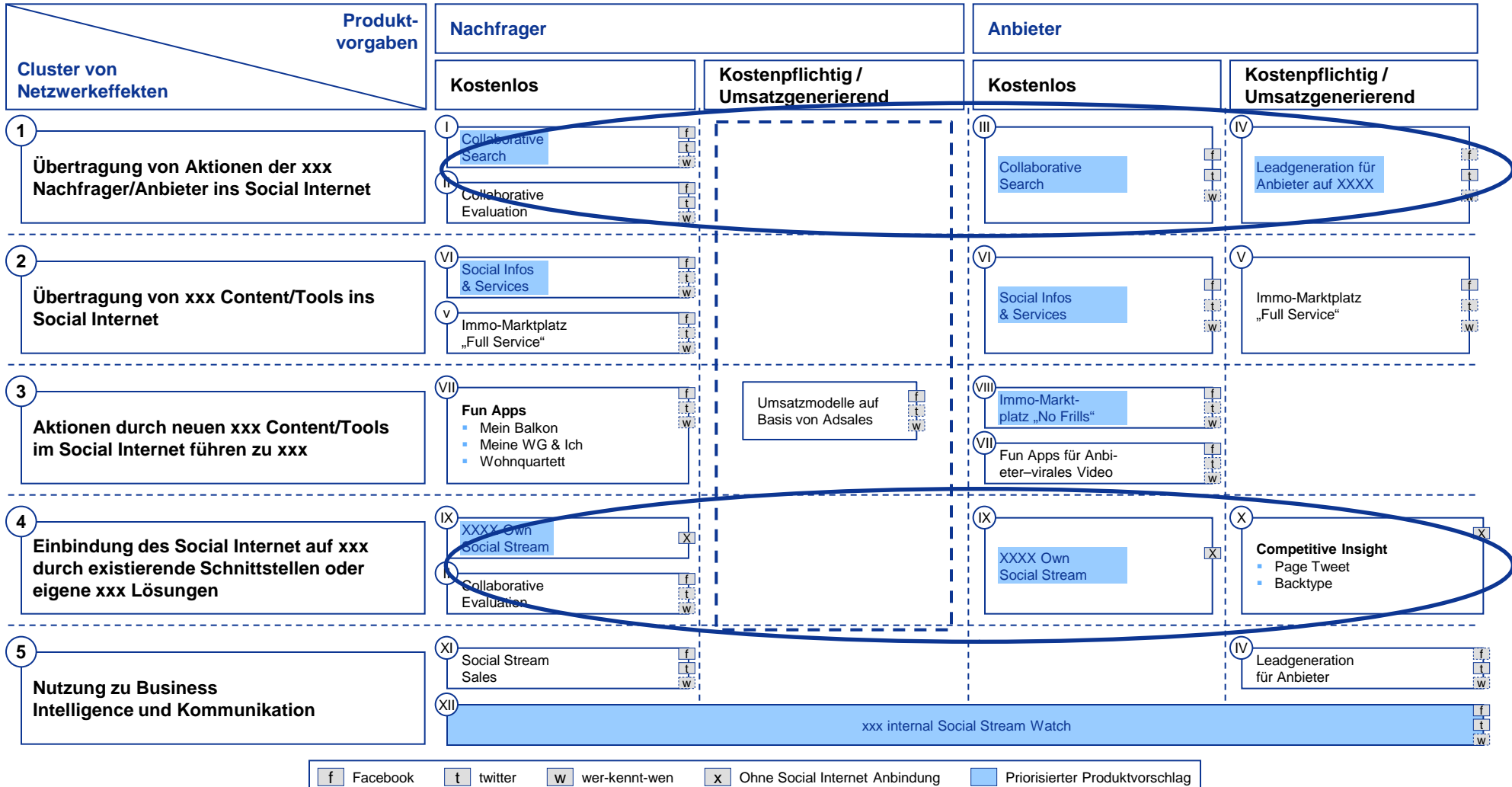
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XXXX	xxx	x.x
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XXXX	xxx	x.x

Unterschiedliche Themencluster befüllen die Innovationspipeline



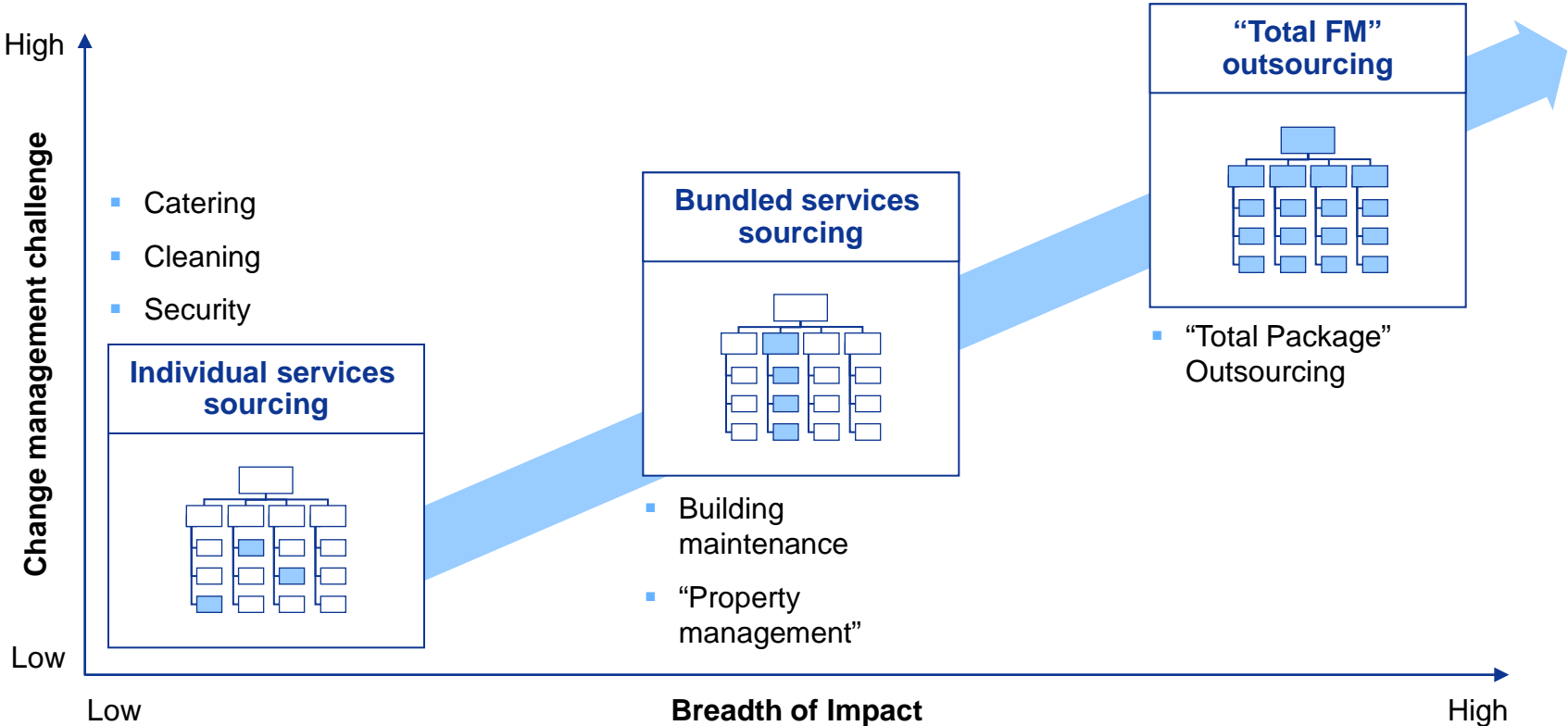
Wir schlagen vor, zunächst Produktcluster „Sharing” (I, III, IV, IX) umzusetzen

D. Social Web Verwaltung



The different Facilities Management engagement models differ in terms of financial impact and change management challenge

Approaches to Facilities Services Sourcing

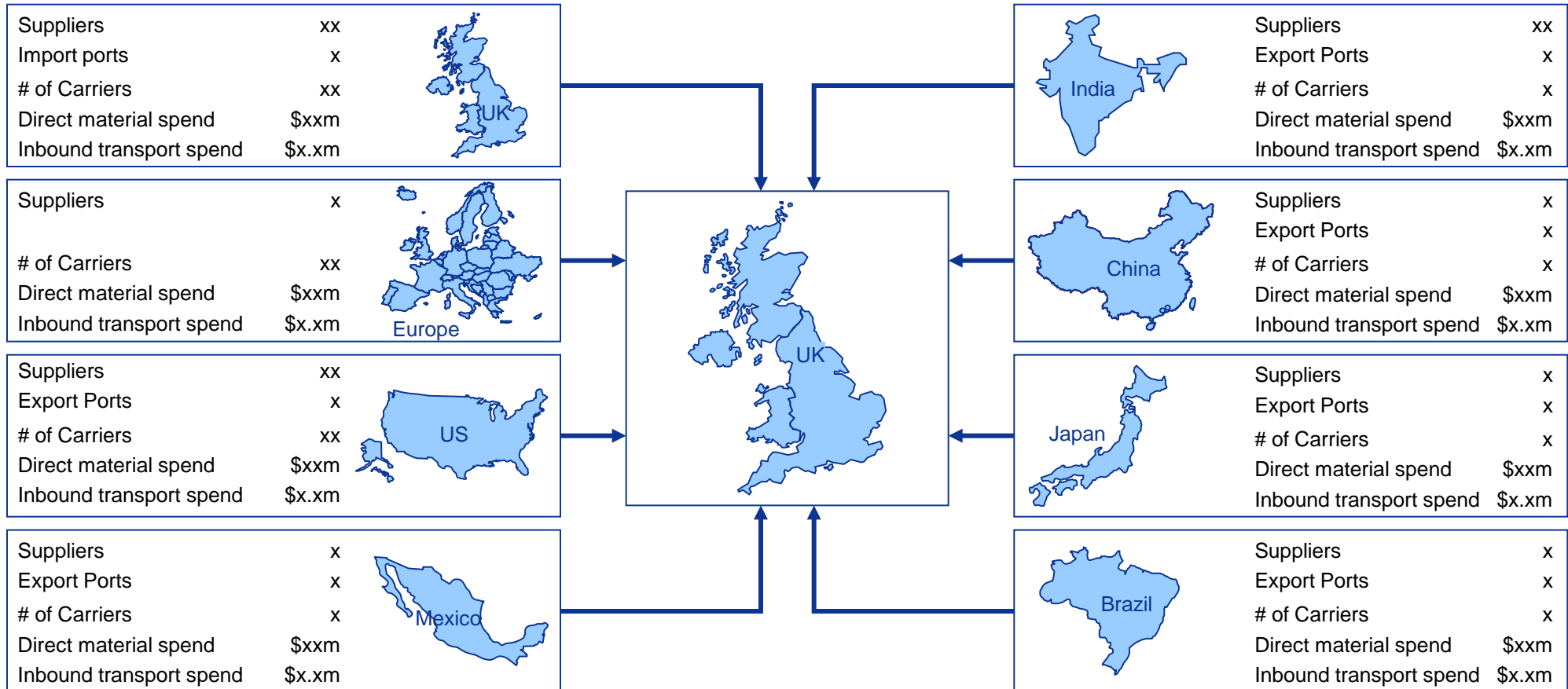


The trend is towards multi-category outsourcing, reflecting increasing supply market capability in this area over recent years

X.X Major inbound transportation lanes

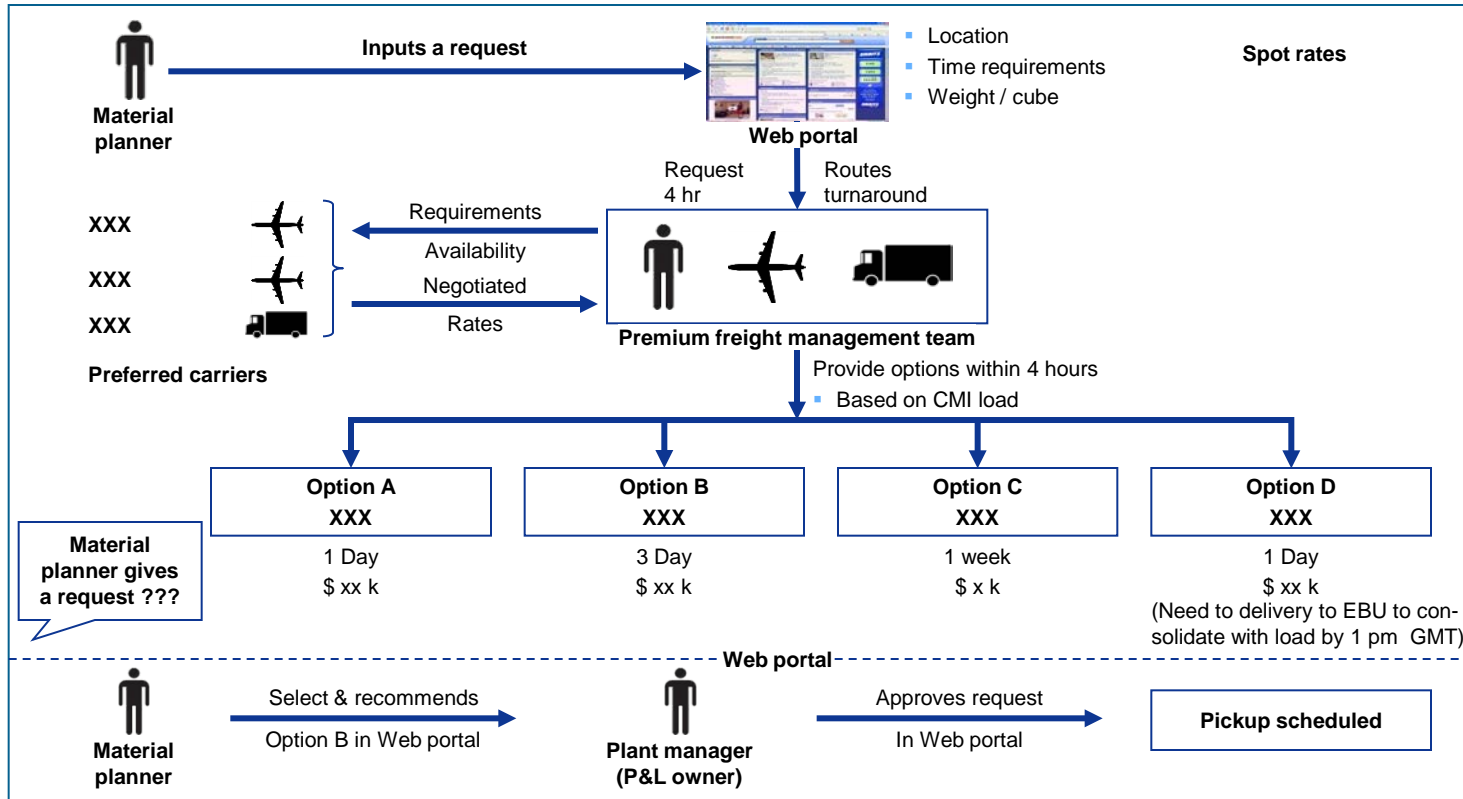
Key Supply Chain Paths for UK Plants

Reviewing the data from the detailed supply chain templates and the Schneider database indicates opportunities to rationalize the number of carriers, freight forwarders, and export agents by focusing on the key lanes of interest. Six lanes make up most of the transportation spend but we plan on analyzing all 8 lanes below



Premium Freight Management

Optimizing Premium Freight Transport



Benefits

- Optimal cost for required delivery parameters (e.g., Next day vs. 3 day vs. next week)
- Robust tracking of premium events enabling potential process improvements
- Premium Freight group held accountable for lowering overall cost / kilo for Premium Freight

Establishing a premium freight management group that has accountability for lowering the cost per kilo for premium freight while also tracking and reporting on Premium Freight requests has great potential in lowering Cummins' overall Premium Freight expense

Load Consolidation

Load Consolidation and Mode Shifting

Pre-requisites

ERP TMS

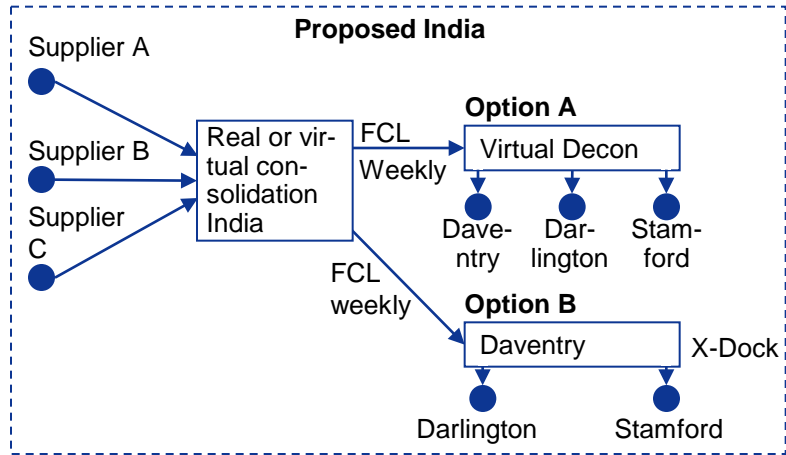
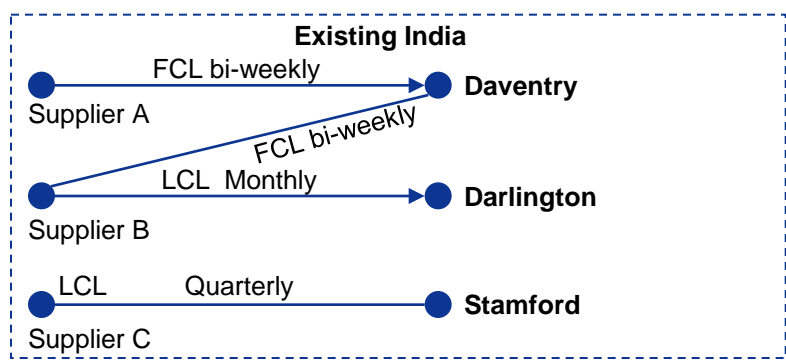
WMS- Red Prairie

Software as service

- Mercury gate
- GT nexus
- Others

xPL Managed transport offering

Solution design



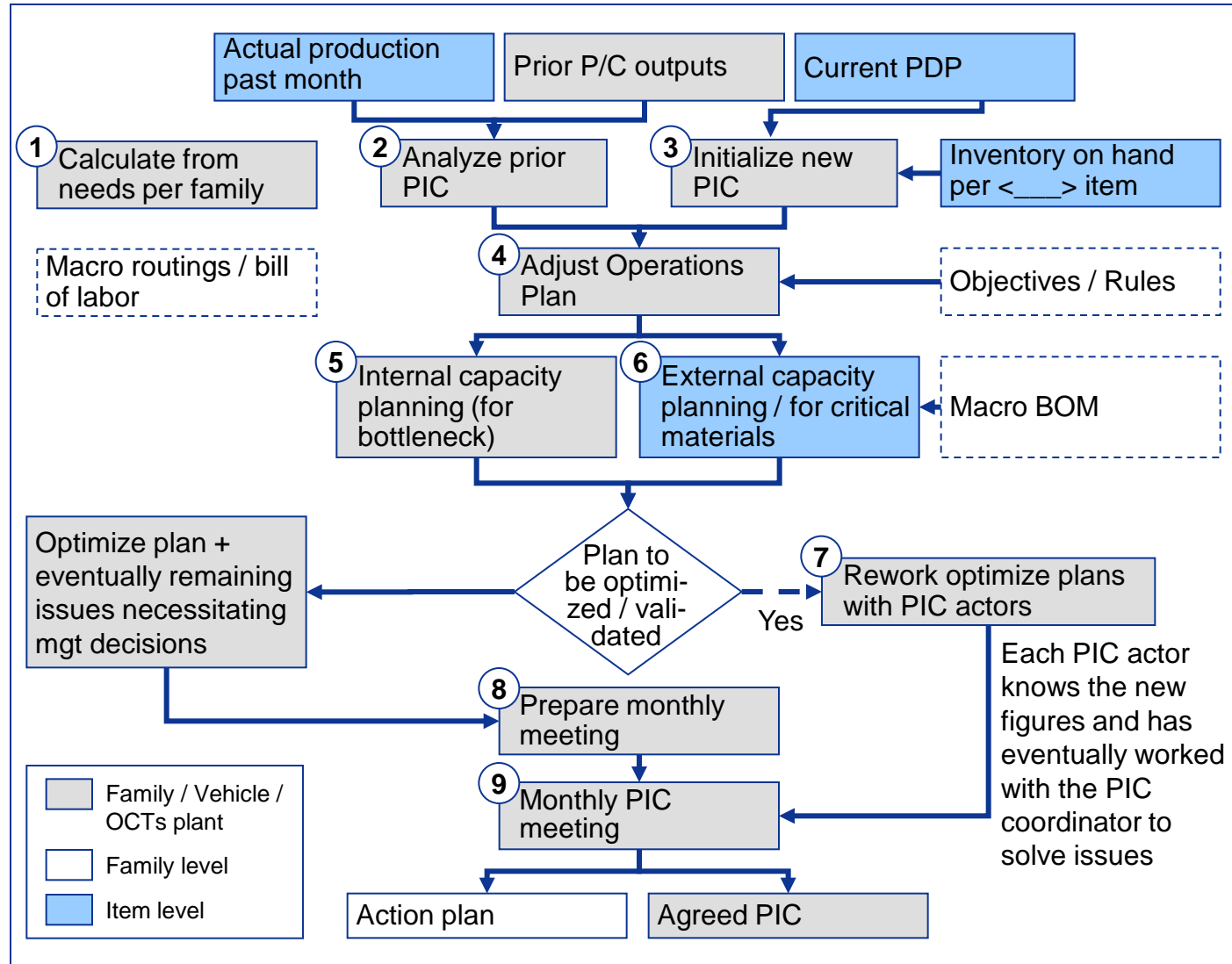
Geographic lanes for consolidation

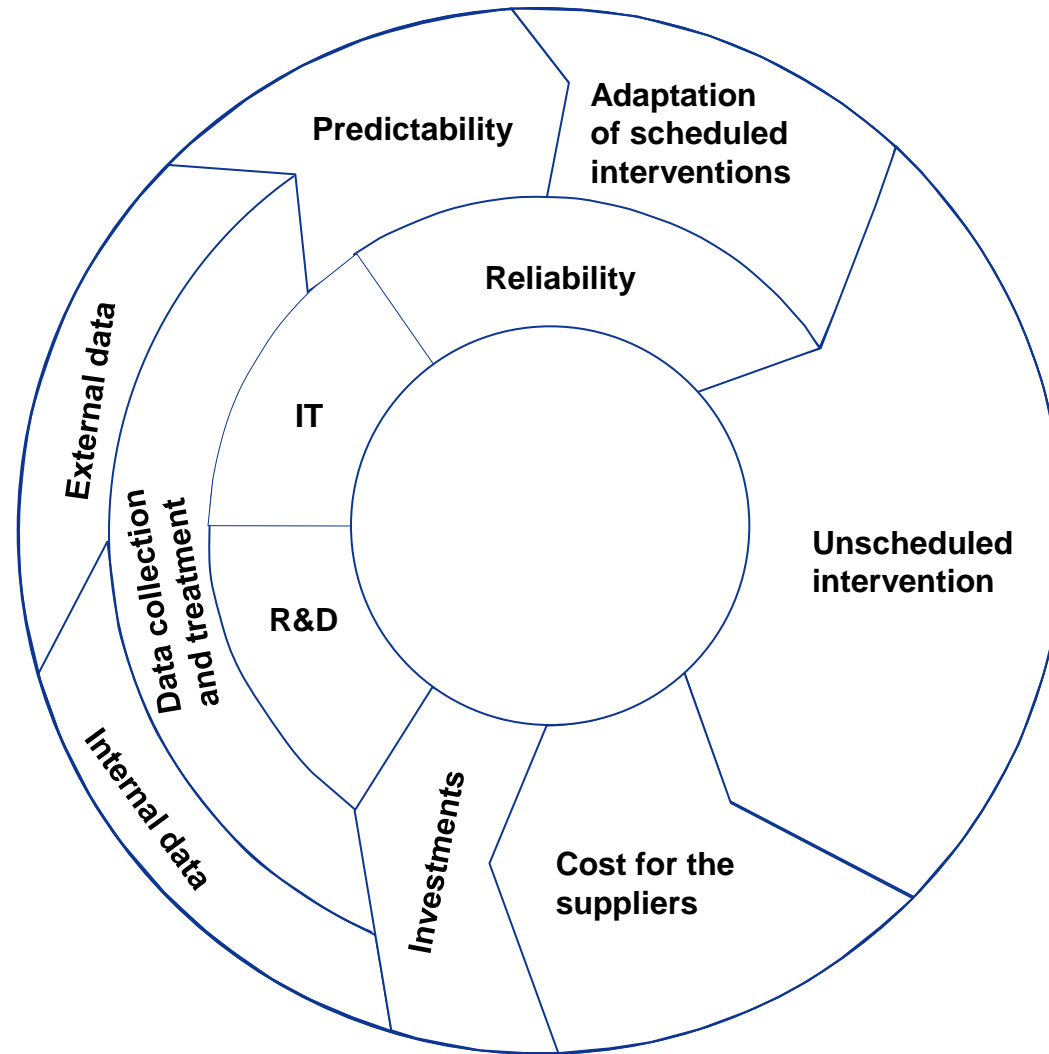
- India to UK
 - Nhava Sheva
- China to UK
 - Shanghai
- Europe to UK
- US to UK
 - Expand CEVA EBU relationship to all plants
 - Halifax
 - Portsmouth

Mode shifting / load consolidation and increasing container utilization will require some type of TMS either through internal ERP or outsourcing to a xPL. The main opportunity areas for the EMEA XXXXX project are the Europe to UK, India to UK, China to UK and US to UK routes. However any solution chosen will also enable same efficiencies for other regions of the world

PIC macro process

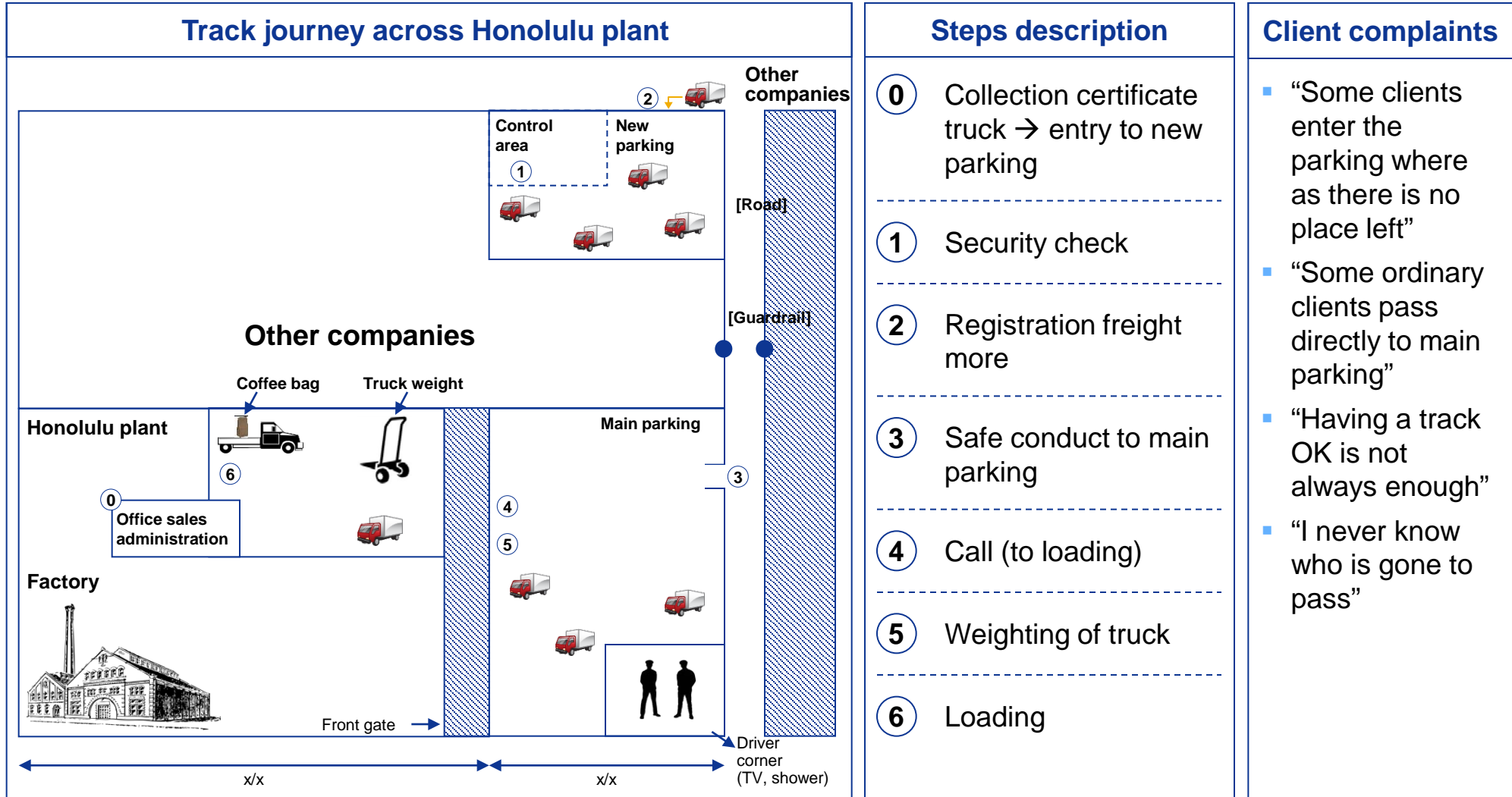
Processing (1/10)	
1	Calculate from needs per family
2	Analyze prior PIC vs. actual for past month
3	Initialize new PIC
4	Adjust operations plan
5	Internal capacity planning (Load profile / HR) (Compare load profile to min. / max. capacity)
6	External capacity planning (Critical Materials Needs) (Check feasibility)
7	Rework / optimize plan PIC actors (Load balancing, anticipation...)
8	Prepare monthly meeting (Measure adherence to Production, Procurement, RH, Financial plans)
9	PIC monthly meeting





Loading process description

(XXX)= Indications for production



Demographic development of Romanian population

