

Solutions for Managing Global Supply Chain

Best-of-Breed Export and Import Management – Add-on Expertise to ERP systems

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PERCITE BUSINESS OVERVIEW

PERCITE ADVANCED TECHNOLOGIES LTD. DEVELOPS AND SELLS SCMASTER® SPHERE (SUPPLY CHAIN MASTER), AN EXPERT PLATFORM FOR MANAGING IN-TRANSIT INBOUND (IMPORT) AND OUTBOUND (EXPORT) SHIPMENTS, TARGETED AT LARGE MANUFACTURING ENTERPRISES. TO DATE, SCMASTER HAS ALREADY BEEN ADOPTED BY GLOBAL ENTERPRISES, WHICH DEPLOY SCMASTER FOR THEIR EXTENSIVE SUPPLY CHAIN OPERATIONS.

THE PROBLEM & IMPACT ON PROFITABILITY

AS THE MANUFACTURING WORLD RAPIDLY SHIFTS INTO GLOBAL SOURCING IN ORDER TO OPTIMIZE COSTS, LEGACY ERP SYSTEMS THAT WERE DESIGNED MAINLY TO HANDLE THE DOMESTIC SUPPLY CHAIN, FAIL TO KEEP UP WITH THE SPIRALING COMPLEXITIES.

VARIOUS STUDIES BY ABERDEEN GROUP AS WELL AS PERCITE'S OWN CUSTOMER DATA INDICATE THAT BY IMPLEMENTING EXPERT SYSTEM SUCH AS SCMASTER SPHERE, A TYPICAL MID-SIZE MANUFACTURER (~ \$200M - \$2B YGR) CAN ACHIEVE SAVINGS OF ~ 1%-2% OF COGS, WHICH IS TRANSLATED TO \$1M-\$3M, INCREASING BOTTOM-LINE PROFITABILITY BY 5%-8%.

UNIQUE VALUE PROPOSITION TO THE SHIPMENT LIFE CYCLE

SCMASTER AUTOMATES TEDIOUS AND ERROR PRONE PURCHASE, IMPORT AND EXPORT MANUAL HANDLING, AND ADDS WORKFLOW CONTROL AND INTELLIGENT ENGINES TO THE SHIPMENT LIFE CYCLE. THE USE OF SCMASTER TAKES AWAY A LAYER OF MANUAL OPERATIONS FROM THE INVENTORY MANAGEMENT PROCESS, RESULTING IN HIGHER EFFICIENCY, LESS ERRORS, INCREASED PROFITS AND WHILE SEAMLESSLY INTERACTING WITH THE ERP AND CARRIERS (SUCH AS COURIERS, OCEAN CARRIERS AND FORWARDERS), ACHIEVES A DRAMATIC CUT OF HUMAN EFFORT OF THE BUYERS, SCHEDULERS AND SHIPPING TEAMS INVOLVED IN THIS PROCESS.

SCMASTER PRODUCT SUITE - AN EXPERT EXPORT/IMPORT ERP LOGISTICS EXTENSION

SCMASTER SPHERE IS MULTI ORG, MULTI ERP, AND SUPPORTS CORPORATE BI ANALYTICS, INCLUDING INTER-COMPANY TRANSACTIONS OFFSET FOR LOGISTICS AND LOGISTICS-FINANCIAL TRANSACTIONS.

SCMASTER WAS DESIGNED FOR LARGE, GLOBAL MULTI CORPORATE WHO STRIVE TO CONTROL AND AUDIT THEIR OVERSEAS TRANSACTIONS FROM A HOLISTIC, SINGULAR POINT OF CONTROL.

SCMASTER IS AN EXPERT PLATFORM WITH INTERFACES TO THE CORPORATE ERP SYSTEM, AND ITS CARRIERS' ELECTRONIC OR AUTOMATIC FEEDS. A BEHIND-THE-FIREWALL GATEWAY INTEGRATES THE ERP WITH THE SCMASTER PLATFORM. SCMASTER PRODUCT SUITE HAS BEEN IN PRODUCTION FOR MORE THAN 5 YEARS, EXECUTING OVER 15,000,000 TRANSACTIONS!



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SCMASTER IMPACT ON PROFITABILITY

VARIOUS STUDIES BY ABERDEEN GROUP AS WELL AS PERCITE'S OWN CUSTOMER DATA INDICATE THAT BY IMPLEMENTING EXPERT SYSTEM SUCH AS SCMASTER SPHERE A TYPICAL MID-SIZE MANUFACTURER CAN ACHIEVE THE FOLLOWING BENEFITS:

- **REDUCE INVENTORY COSTS (SAVING 0.5% OF COGS):** SIGNIFICANTLY REDUCE SUPERFLUOUS RE-ORDERING, EXCESSIVE INVENTORY LEVELS, AND ACQUIRING INVENTORY TOO EARLY, AND RECEIVING DELAYS.
- **REDUCE OVERHEAD COST (SAVING 0.75% OF COGS):** SIGNIFICANTLY REDUCE LABOR-INTENSIVE PROCESSES ASSOCIATED WITH MANAGING SUPPLIERS, PAYMENT DISPUTES AND SHIPMENT DELAYS.
- **REDUCE MANUFACTURING DOWNTIME (SAVING 0.25% OF COGS):** SIGNIFICANTLY REDUCE DOWNTIME CAUSED BY LATE SHIPMENTS AND QUANTITY MISMATCH WITH MRP PLANS.
- **INCREASE CUSTOMER SATISFACTION BY MAXIMIZING CUSTOMER ORDER FILL-RATE AND, AS A RESULT, ENHANCE CASH FLOW AND REDUCE PENALTIES AND DELINQUENCIES.**
- **INTERCEPTING UP TO 6% OVERCHARGES ON OVERSEAS SHIPMENT FREIGHT BILLS, CONTRIBUTING ADDITIONAL 0.5% COGS SAVINGS**

THE TEAM

THE TOP FOUR TEAM MEMBERS BRING OVER 110 YEARS OF EXPERIENCE IN SUPPLY CHAIN MANAGEMENT SOLUTIONS AND ENTERPRISE SAAS SOFTWARE. THE TEAM HAS ERP, FORWARDING, EDI, IMPORT AND EXPORT KNOWLEDGE, ACQUIRED WITH LARGE PROJECTS SUCH AS:

- KLA Tencor **Inbound shipment eFreight Audit**
- Marvell Inc **Inbound and Outbound eFreight Audit**
- TowerJazz Semi Conductors **Inbound and eFreight Audit**
- Motorola Solutions **Inbound and eFreight Audit**
- Champion Motors **Inbound material management, eFreight Audit**
- Plasan Sasa **Supply Chain - Logistics and EDI vs. Navistar, Oshkosh**
- Orbotech **Global Intra-Company Shipping and eFreight Audit**
- ECI **Drop, Inbound and Outbound Shipping Management**
- Comverse **Outbound Logistics/Financial**



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SCMASTER SPHERE MODULES HIGHLIGHT:

INBOUND (IMPORT MODULE):

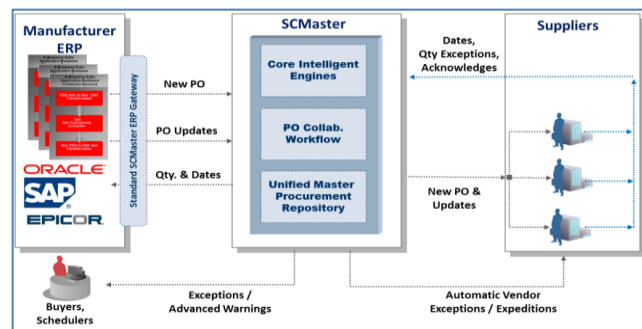
THE SOLUTION OFFERED INCLUDES AN EXPERT IMPORT FLOW MANAGEMENT. THIS MODULE PROVIDES FULL CONTROL OVER IMPORT SHIPMENTS (COURIERS, AIR FREIGHT AND OCEAN FREIGHT) BY INTEGRATING FORWARDERS AND CARRIERS DATA INTO THE SYSTEM IN ONE HAND, AND WITH THE ERP PO ON THE OTHER.

THIS FUNCTIONALITY ALLOWS FULL CONTROL OVER MATERIAL FLOW UP TO ERP RECEIVING PROCESS, FREIGHT EXPENDITURES AUDITING AND POSTING (INTO ERP AP LEDGER), AND FULL IMPORT DOCUMENT ARCHIVING AND MANAGEMENT. INTEGRATED WITH THE PO eCOLLABORATION MODULE, SCMASTER CAN PROVIDE ON LINE PROMISE DATE UPDATE FOR EACH PO LINE SHIPMENT EN-ROUTE, AND LANDED COST MANAGEMENT.

PO COLLABORATION MODULE:

SCMASTER PO COLLABORATION IS AN EXPERT PLATFORM WITH INTERFACES TO THE MANUFACTURER'S ERP SYSTEM, AND ITS VENDORS' ELECTRONIC OR AUTOMATIC FEEDS.

THE SYSTEM AUTOMATICALLY FETCHES APPROVED PURCHASE ORDERS FROM THE ENTERPRISE ERP, AND SMARTLY, SENDS THEM TO VENDORS, WHO TYPE IN THEIR PROMISE DATE ACKNOWLEDGE, AND SEND THEM BACK TO SCMASTER WHO LOAD THEIR ANSWERS TO THE ERP WHILE CALCULATING ETA AND ALERTS FOR EXCEPTION. A BEHIND-THE-FIREWALL GATEWAY INTEGRATES THE ERP WITH THE SCMASTER PLATFORM. SCMASTER PRODUCT SUITE HAS BEEN IN PRODUCTION FOR MORE THAN 5 YEARS, EXECUTING **OVER 3,500,000** TRANSACTIONS VS. MORE THAN **3,600** VENDORS WORLDWIDE!



OUTBOUND SHIPPING (EXPORT MODULE):

SCMASTER SHIPPING MODULE INTEGRATES ERP OUTBOUND DELIVERY PROCESS WITH BIDDING ABILITIES FOR FREIGHT ALTERNATIVES, MULTI DELIVERY SHIPMENT ABILITY, AUTOMATIC DOCUMENT EXCHANGE WITH FORWARDERS AND COURIERS (SCMASTER IS CERTIFIED BY FedEx, UPS AND DHL GLOBAL COURIERS).

SCMASTER SHIPPING MODULE GETS ONLINE LOGISTICS STATUSES FROM CARRIERS AND AUTOMATICALLY APPLIES THEM INTO THE ERP OUTBOUND DELIVERY. ALSO, SCMASTER MAINTAINS A VERY TIGHT BUDGET CONTROL OVER SHIPPING EXPENDITURES, BUDGET ITEM, NOT MANAGED AND CONTROL, BY TODAY'S ERP SYSTEM.

THE SHIPPING MODULE IS EQUIPPED ALSO WITH FREIGHT EXPENDITURES AUDITOR, WHICH AUDITS THE FREIGHT BILLS, AND UPON STANDARD THRESHOLDS POSTS THEM INTO THE ERP AP MODULES.

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EFREIGHT AUDIT MODULE - SAM

SCMASTER SAM AUTOMATES A TEDIOUS AND ERROR PRONE MANUAL FREIGHT BILLS HANDLING AND AUDITING, AND ADD WORKFLOW CONTROL AND INTELLIGENT ENGINES TO THE FREIGHT BILLS LIFE CYCLE.

SAM ALLOWS UNIQUE OPERATIONS, HENCE PROVIDES UNMATCHED VALUE THAT INCREASES EFFICIENCY OF THE LOGISTICS AND FINANCIAL PROCESS BY:

- SIMULATION - SAM CAN PROVIDE WHAT-IF SCENARIO FOR ASSESSMENT OF BEST ROUTE/RATE/CARRIER SELECTION
- PROVISION - SAM CAN PROVIDE A MONTHLY TRANSACTION FOR GL LANDED COSTS EXPENDITURES PROVISION
- AUDITING - SAM AUDITS THE FREIGHT BILLS WITH MULTI-CURRENCY, MULTI VENDOR TRANSACTION.
- POSTING - SAM CAN POST, PENDING AUDIT SUCCESS, THE LANDED COST BILLS, INTO THE ENTERPRISE ERP AP LEDGER

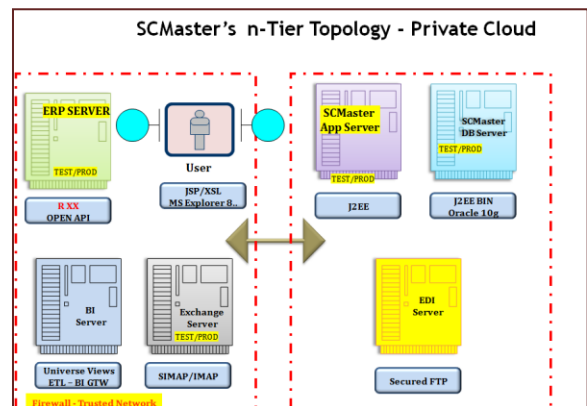
SCMASTER ALLOWS, AT THE CORPORATE LEVEL, LOGISTICS DATA WAREHOUSE, WHICH IN TURN PROVIDES HOLISTIC CONTROL OVER GLOBAL FREIGHT EXPENSES AND ANALYTICS. SAM ALSO HAS A DOCUMENT AUDIT CHECKER, BASED ON INCO AND OTHER CONFIGURABLE RULES (USER'S CONFIGURATION). SAM RULE BASE ALSO DEPICTS WHAT DOCUMENTS (MANDATORY) SHOULD BE DISPATCHED TO THE RELEVANT PARTIES INVOLVED IN THE SHIPPING (OVERSEAS, ESPECIALLY) TRANSACTION.

TOPOLOGY

SCMASTER INTERACTS WITH CORPORATE ERP SYSTEM, THROUGH-OUT STANDARD CONNECTORS AND APIS (SOFTWARE APPLICATION INTERFACES). SCMASTER ALSO, INTERACTS SEAMLESSLY WITH THE ENTERPRISE'S BUSINESS PARTNERS THROUGH UNIFIED EDI BASED CONNECTORS.

THIS ARCHITECTURE ALLOWS PRESERVING OF MAXIMUM FLEXIBILITY WITHIN THE ERP DOMAIN, WHILE, PROVIDING ROBUST INFRASTRUCTURE AND 'RESPONSIVENESS' TO THE ENTERPRISE'S BUSINESS PARTNERS REQUESTS AND TOPOLOGIES.

SCMASTER ALLOWS FULL CONTROL ON OUTBOUND AND INBOUND MESSAGES, ALERTS THRU SMART ALERTING TOOLS KEY USERS OR SYSTEM ADMINISTRATORS OF FAILURES, LOGICAL OR FUNCTIONAL ERRORS REAL-TIME. SCMASTER LOGS, ALSO, ALL TRANSACTIONS PROCESS FOR LONG-TERM AUDIT TRAIL AND BUSINESS PARTNER QUALITY EVALUATION.



PRIVATE CLOUD OPTION - THE DEPLOYMENT AND SERVICE MODEL WILL BE BASED ON SAAS (SOFTWARE AS A SERVICE), HOSTED ON PERCITE INFRASTRUCTURE (SUCH AS AMAZON ELASTIC CLOUD) FOR CORPORATE DEDICATED PRIVATE CLOUD. CORPORATE DATA AND BUSINESS RULES WILL BE MAINTAINED AND MANAGED ON CORPORATE DEDICATED DATABASE (INSTANCE), WHICH WILL CONFIGURED AS SINGLE CORPORATE (LEGAL ENTITY).

Customers References - Customer references and case studies can be provided at will
