



ePROCUREMENT INTEGRATION PROGRAM

FROM START TO FINISH, YOUR eBUSINESS NEEDS ARE COVERED

From requisitioning to purchasing to invoicing, Dell | ASAP Software has your organization's eBusiness interests covered. We provide customized iB2B solutions to satisfy your procurement needs and streamline the procurement process, all with the goal of helping to improve your bottom line.

SOLUTIONS DESIGNED TO SAVE TIME AND MONEY

Integrating your internal systems with Dell | ASAP will help you:

- > Reduce costs within your organization
- > Improve productivity at both management and user levels
- > Increase standardization and reduce unauthorized purchasing
- > Refocus key resources to concentrate on contract negotiations and compliance issues
- > Increase accuracy of purchases to reduce return rates
- > Control budgets and spending

FAST AND FLEXIBLE ORDERING OPTIONS

Our customers enjoy the flexibility of choice when it comes to order placement. Ordering flexibility not only makes your job easier, it can minimize internal processing costs and time.

Choose the method that suits your organization's needs:

- > Dell | ASAP Software Online, our eBusiness system
- > EDI
- > XML
- > Flat files
- > Third-party procurement platforms
- > Exchanges, consortia and eMarketsites
- > Telephone
- > Fax
- > Email

We work with third-party eProcurement providers, exchanges and consortia. A sampling of the alliances and support we've established for purchasing platforms and eMarketsite implementation includes:

Purchasing Platforms

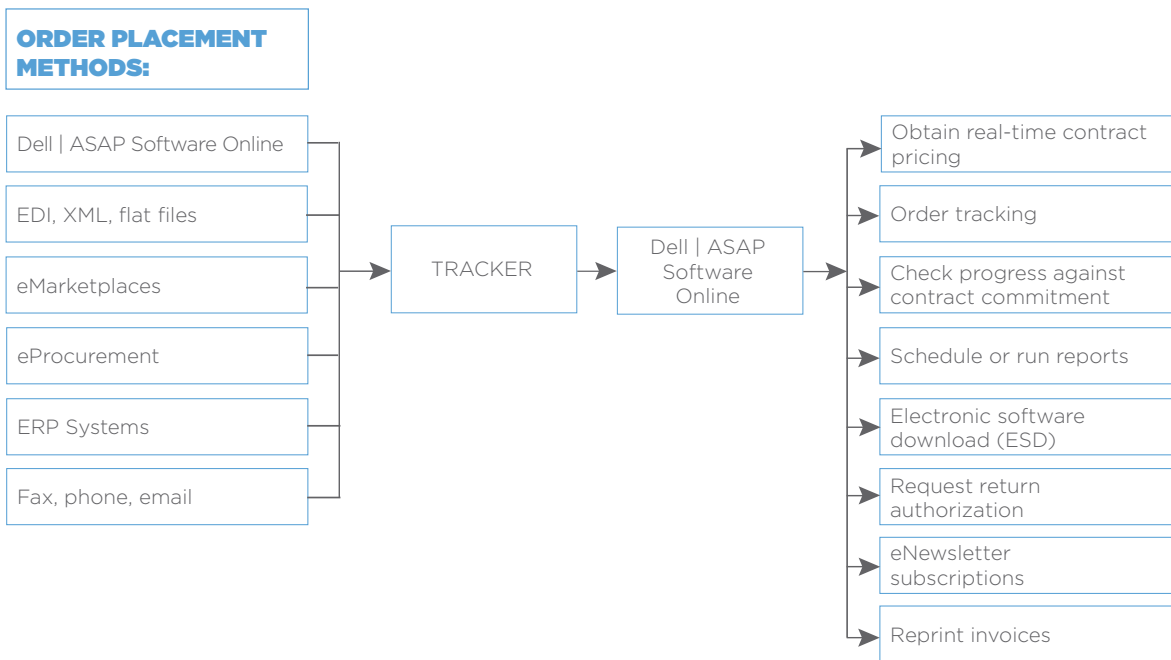
Ariba®
Perfect Commerce
Oracle®/PeopleSoft
SAP
Epicor®
Lawson

eMarketsites

Broadlane®
ePlus
Ketera
Quadrem®

PUNCHOUT/ROUNDTRIP/TAPOUT PROCESSES

We support Punchout (Ariba), RoundTrip (Perfect Commerce), TapOut (Oracle), and generic uses of OCI, OBI, and cXML to Dell | ASAP Software Online. In addition, we can accommodate a wide variety of standard and custom formats for catalog content.



Content/Catalog Process, including:

- > Punchout Catalog - Dell | ASAP Software Online features punchout capabilities.
- > Hosted Catalog - Dell | ASAP provides a file for use behind customer's firewall within customer's application.

Order Submission:

- > Direct HTTPS Post - Customer submits orders via HTTPS directly to Dell | ASAP's servers.
- > Indirect HTTPS Post - Customer submits orders via HTTPS through an eMarketsite or other party, who will relay the order to us.
- > Other - Customer has other requirements.

Order Responses:

- > XML Confirmation Required - Dell | ASAP provides XML message confirming receipt of order.
- > Email Confirmation Required - Dell | ASAP provides email to end user confirming receipt of order.
- > XML and Email Confirmation Required - Dell | ASAP provides both responses.
- > No Confirmation Required

XML INVOICING VIA HTTP/HTTPS

To complete the full cycle of integrated ordering, XML invoicing is available.

PO Request and Invoicing Reporting:

- > Standard XML Format - Dell | ASAP provides an XML invoice in a standard format (EDI, cXML, xCBL, ebXML, OAG, SAP iDoc, etc).
- > Customer XML Format - Dell | ASAP provides a customer specific XML format invoice.
- > Additional Reporting Required - Dell | ASAP Software Online provides a host of standard and custom reports for viewing online, email or download in a variety of file formats. These reports can be scheduled to be sent automatically.
- > No Invoicing or Reporting Automation - Dell | ASAP provides invoicing and reporting from non-XML sources.



Other Invoicing Options:

> In addition to the above options for invoicing, we provide a comma delimited file format.

UNSPSC CODING

Up-to-date support for changing UNSPSC codes is available, both in our online catalog and in our customer content files. Additional accommodations can be made for non-UNSPSC encoding of products.

CLIENT/MARKETSITE HOSTED CONTENT

Given the diverse formats that exist for catalog content, we have developed expertise with a wide range of file types. During the discovery phase, the customer or eMarketsite will be asked to identify the desired format, and a sample of that format may be requested.

SUPPORT FOR PROCUREMENT CARDS

If you choose to use procurement cards, we support levels 1, 2, and 3. If you want to use one procurement card for all purchases, we can streamline the process by presetting the account information on our systems.

PRODUCT TECHNICAL SPECIFICATIONS

If you choose to use static catalogs, you can obtain the same product technical datasheets, long descriptions and product images that a punchout user sees. As part of our catalog upload, we provide a URL for this additional information.

CORE PRODUCTS LIST VS FULL-LINE CATALOG - PUNCHOUT CUSTOMERS

Depending on an organization's structure, we can recognize multiple levels of purchasers. This allows you to designate some users to view and purchase off of a core products list only, and others to see a full line catalog.

SINGLE PURCHASE ORDER WITH MULTIPLE SHIP-TO ADDRESSES

Some organizations place an order with multiple line items and multiple ship-to addresses, while using a single purchase order. We are able to split this single order and ship products to multiple ship-to addresses.

CREATE SHIP-TO ADDRESSES AS NECESSARY

We can create ship-to addresses as necessary when an order is processed, or utilize preset shipping addresses. We can set your organization's account however you wish.

DELL | ASAP'S FOUR-STEP INTEGRATION PROCESS

Dell | ASAP is committed to enabling your eProcurement systems. We have experience with a wide array of platforms and customer requirements. Full-cycle eProcurement processes are available in a variety of formats. From generating a shopping cart to invoicing via XML, we can support your needs.



Through our experiences with XML and eBusiness solutions, we have developed a four-step process for integration:

1. Discovery
 - a. Exchange of specifications
 - b. Identification of current and future process flows
2. XML Mapping
 - a. Identify key elements
 - b. Align business needs with document data
3. Process Testing
 - a. Testing of XML transactions
 - b. Identification of any modifications
4. Integration Verification
 - a. Verification of production XML transactions
 - b. Sign off by customer and supplier
 - c. Go live

Finally, to provide the highest level of satisfaction for our customers, we have a Tech Support process—Post Go Live Support—geared to provide response and resolution for eProcurement integrations.

Find out how the eProcurement Integration Program can help you streamline the procurement process and lower your total cost of ownership. For more information, or to answer your specific questions about system compatibility, call your Dell | ASAP Account Team.