



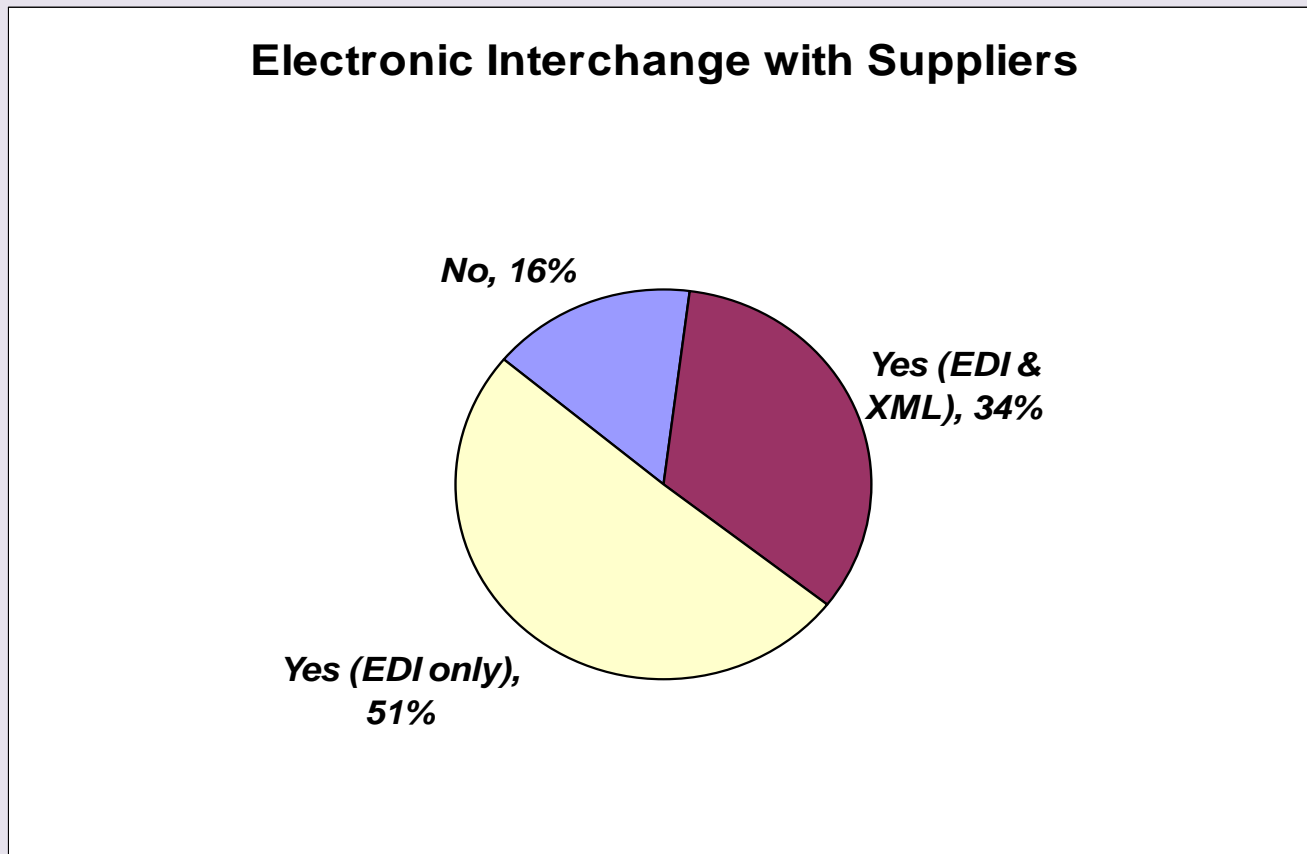
⋮⋮ ADX Supplier Connectivity Survey

Summary Results

January 17, 2005

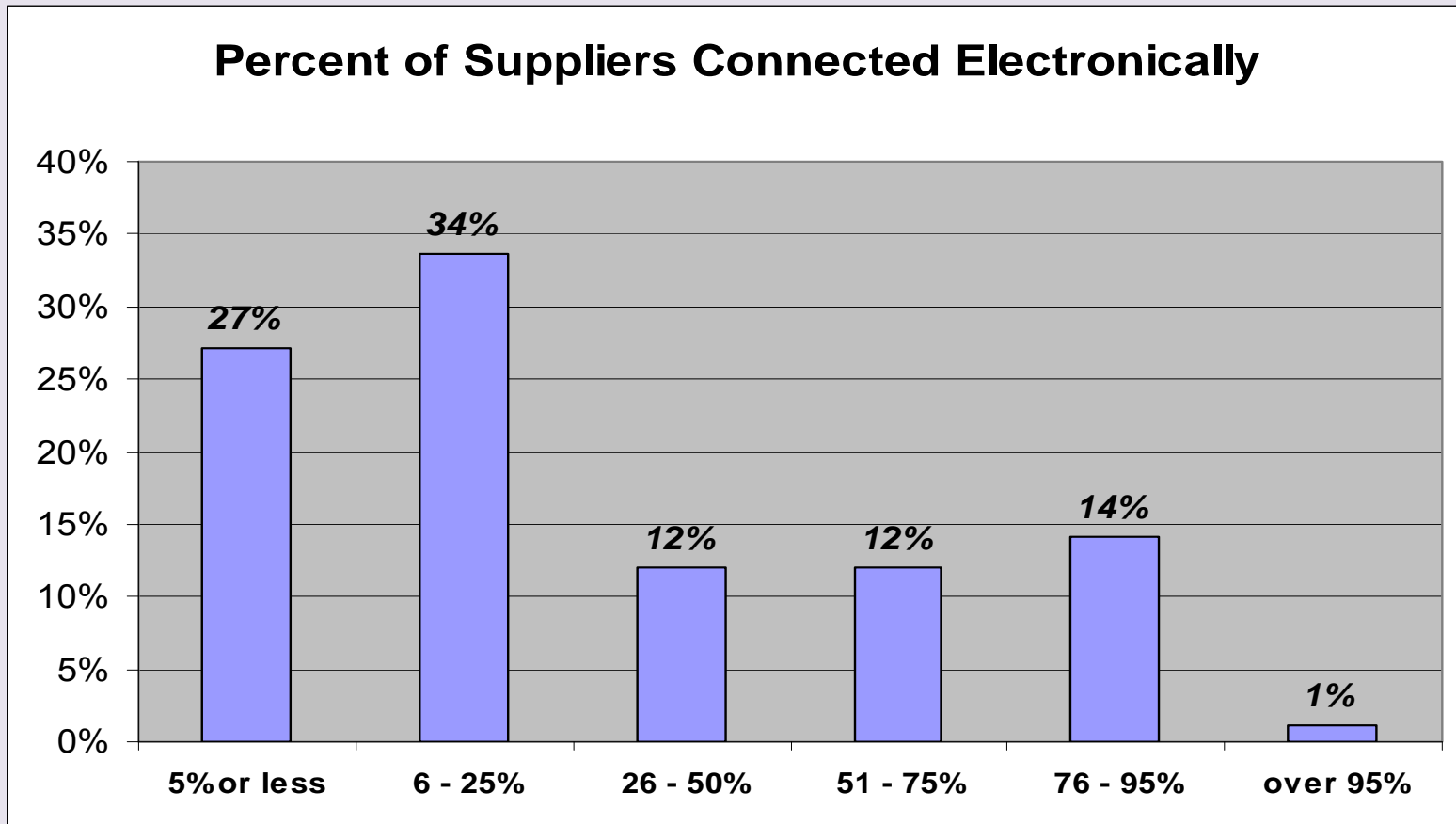
❖❖ Current Use of Electronic Interchange

84% of the responders were using some form of electronic interchange, however only 34% had gone beyond EDI.



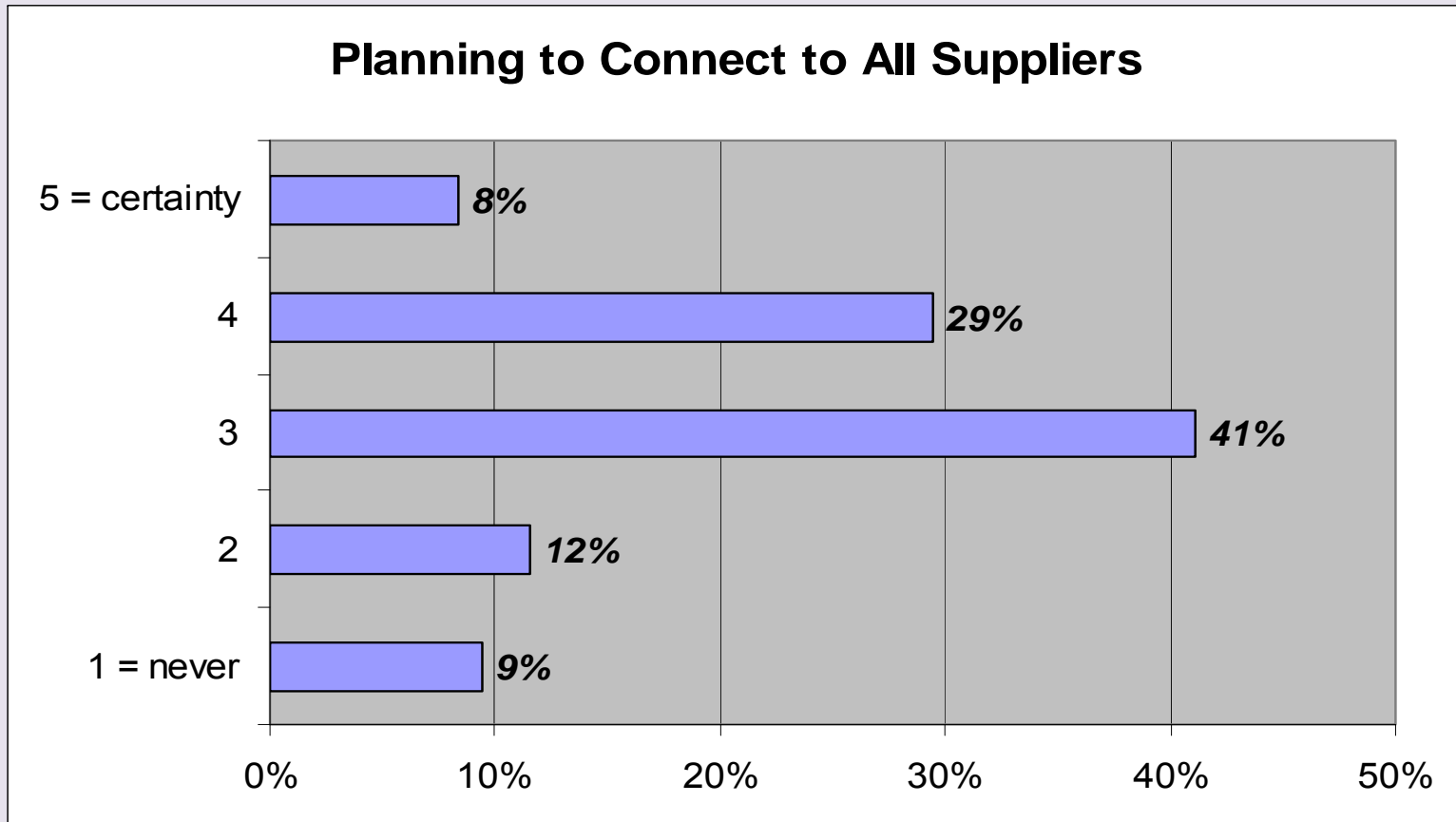
Percent of Suppliers that are Connected

While the majority of companies have started electronic interchange with their suppliers, only 27% have gone further than connecting just half of their suppliers.



❖❖❖ Plans to Increase Supplier Connectivity

While over 70% have not yet electronically connected to even half of their suppliers the trend seems to be to increase their connectivity to suppliers.

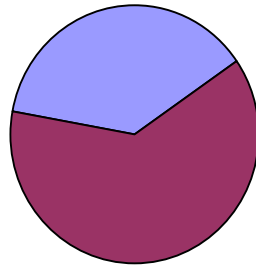


Centralized vs. De-centralized Processing

About two thirds of responders process their invoices and conduct their purchasing from one central location.

Supplier Invoices Sent to:

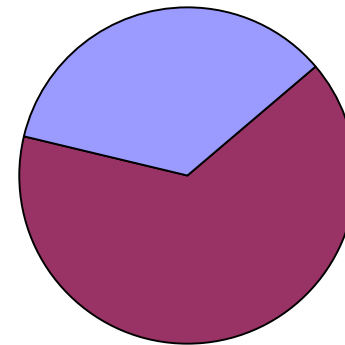
**Decentralized
locations
37%**



**Central
location
63%**

Use Centralized Purchasing

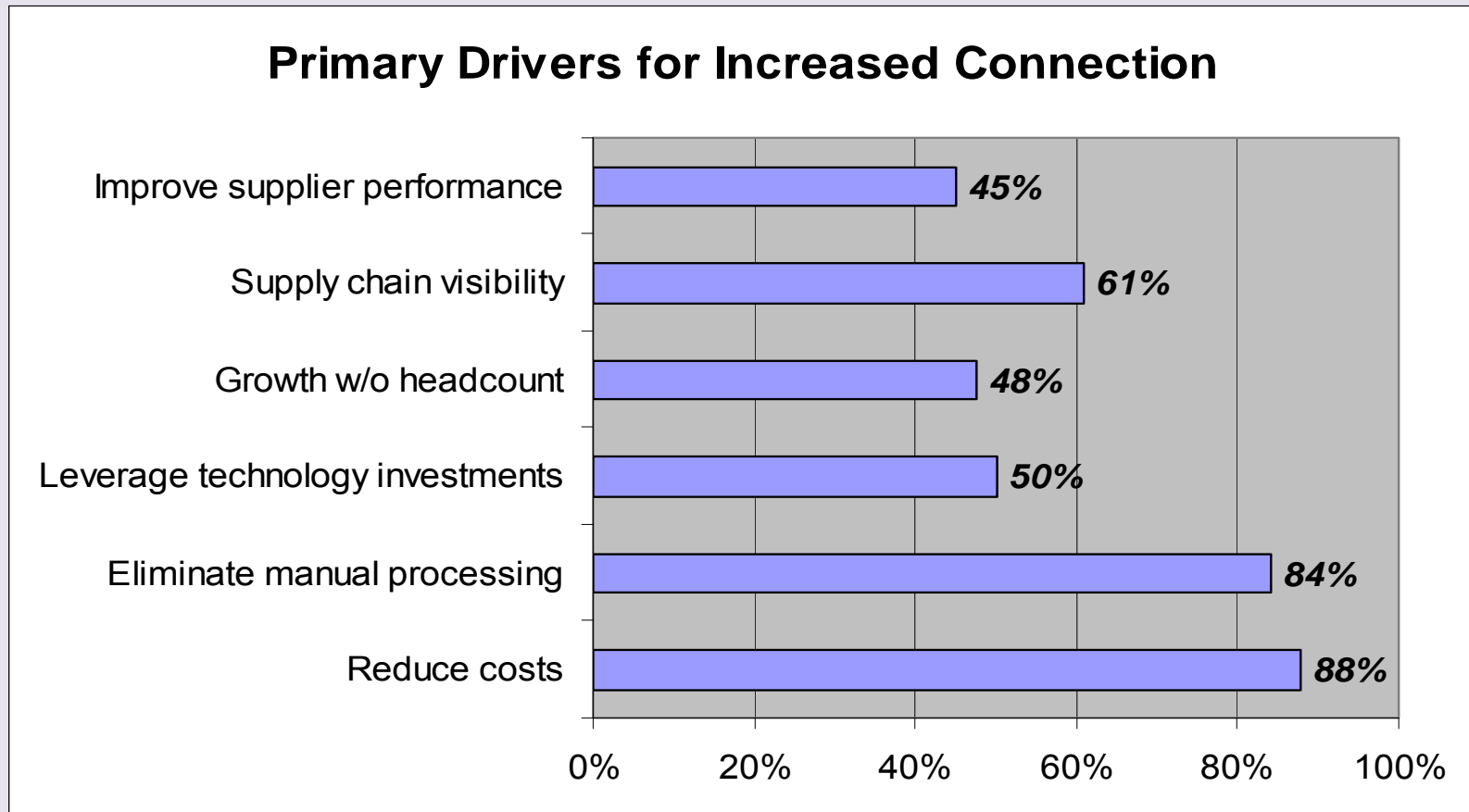
**No
35%**



**Yes
65%**

What's Driving Electronic Interchange

Reducing costs and eliminating the manual processing are driving objectives for those companies planning to expand their electronic connectivity with suppliers.



••• The ADX Solution

Overview

ADX provides supply chain integration services that enable businesses to automate the exchange of data while streamlining business processes with all customers and suppliers.

Benefits

- Significant cost reductions
- Supply chain visibility
- Business process integration
- Common, standardized process for all suppliers

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