

SHIP FROM PARTNER

The Ship from partner (SFP) flow is powerful because :

- Increase your range of goods.
- Sell tailor-made products.
- Having suppliers without B2C selling process (example : Industrial suppliers).
- Sell product that you don't have the internal transports skills.
- Monitor your suppliers and carriers.
- Complementarity with the Marketplace.

For the following reasons, Adeo's platforms are currently working on the development of new applications / features on the ship from partner flow, it will have some impacts in matters of organisation, training, changes management, communication with your suppliers and the way of your suppliers will have to work with you.

The aim of this document is to explain the ship from partner flow, identify the prerequisites when you want to start the flow in your BU as well as the impacts on your organisation.

CLEAN SUPPLIERS / PRODUCTS REPOSITORY AND DEFINE PURCHASING CONDITIONS



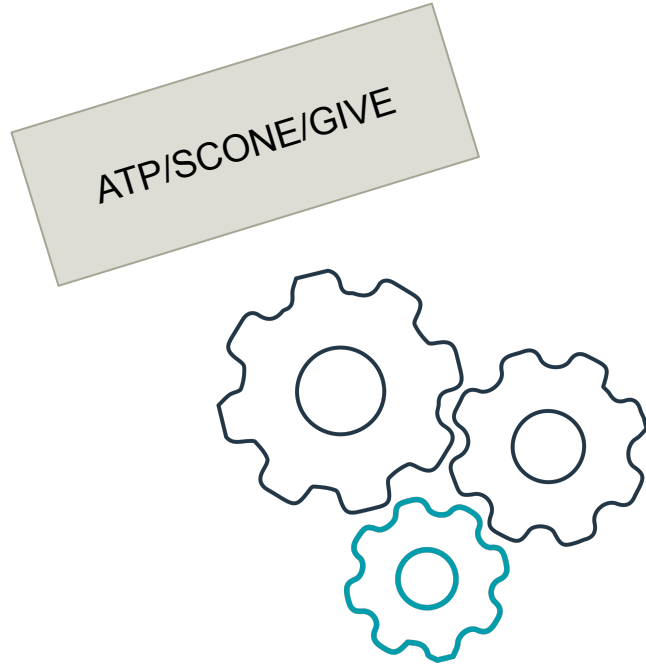
Prerequisites :

- Identify the actual suppliers.
- Negotiation to deal with locally
- Identify the range of goods that they can provide.
- Identify whether or not the supplier is in charge of the transportation.
- Ability for partner to share stock data status : Mandatory
- Be sure that your supplier are able to fulfill the customer promise.
- Be sure that your supplier are able to be integrated to our process.

Raising point to be arbitrated :

- During the suppliers negotiation : do we have to apply fees in case of delay?
- Identify the domain/platform in charge of fees / claims.

CUSTOMER PROMISE CALCULATION



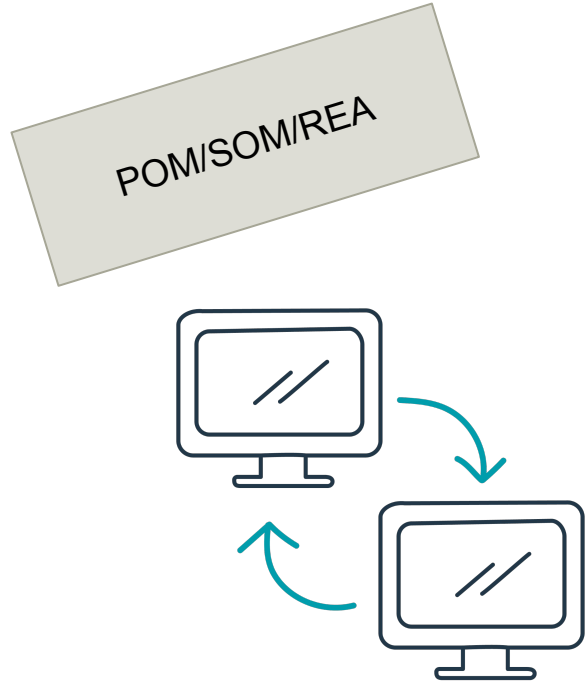
Prerequisites :

- Supplier gives us the availability of stocks. (qty or trigger)
- Know the transportation qualification by product
- Be sure that the supplier/ carrier can deliver to the chosen customer address, and level service required
- Know the supply strategy you want to apply. Direct delivery, Consolidation, Milk-Run ...
- Contractualize the supplier's lead time

Raising point to be arbitrated :

- In case of order modification by the supplier / carrier : LM and the customer have to be advised throughout the FFM update.
- In case of order modification by the supplier / carrier : identify the process.

CREATE SUPPLIER PURCHASE ORDER



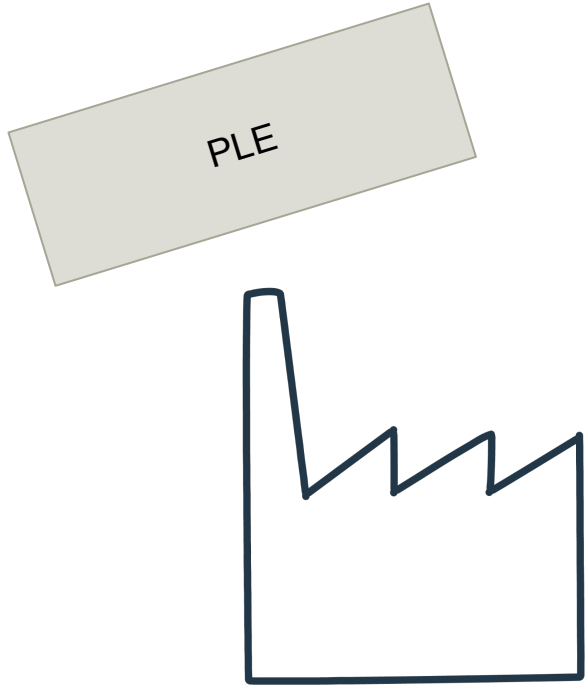
Prerequisites :

- Supplier has to be connected to our system (EDI / Web EDI,...) and an order response must be developed
- Update/Cancelation must be considered has an exception (within X hours). By default, we consider that PO is automatically accepted by the supplier. However updates have to be allowed and monitored.
- If supplier doesn't accept the purchase order, a new supplier could be selected

Raising point to be arbitrated :

- Do we create on purchase order a day or for each customer order ?
- What are the status and deadline of a supplier's purchase order cancellation ?
- Once the purchase order is sent, until when the customer/collaborator can modify the order ?

CONTROL AND MONITOR THE SUPPLIERS



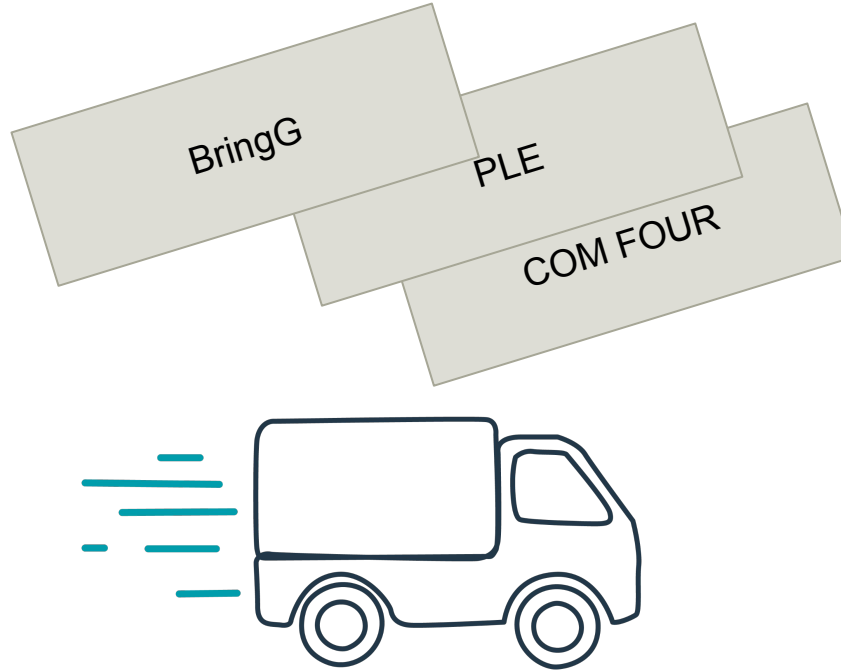
Prerequisites :

- Supplier has to be connected to our system.
- Supplier has to send us preparation event.
- In case of preparation delay, the customer promise will be recalculated, if any delay occur, we have to be advised in order to advise the customer.

Raising point to be arbitrated :

- How LM can be advised when a delay happens ?
- How LM can calculate supplier performance ?
- Do we accept that Supplier can lead the customer order promise ?

CONTROL AND MONITOR THE CUSTOMER DELIVERY



Prerequisites :

- Supplier / Carrier has to be connected to our system.
- LM has to receive transportation events
- SFP is not 'magic' : Need a dedicated team for monitoring and improving flow performance.

Raising point to be arbitrated :

- How LM can be advised when a delay happens ?
- How LM can identify carrier performance ?
- Send a satisfaction review to the customer to qualify the delivery experience.