

ORACLE®

THE **INFORMATION** COMPANY

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Senior Sales Consultant

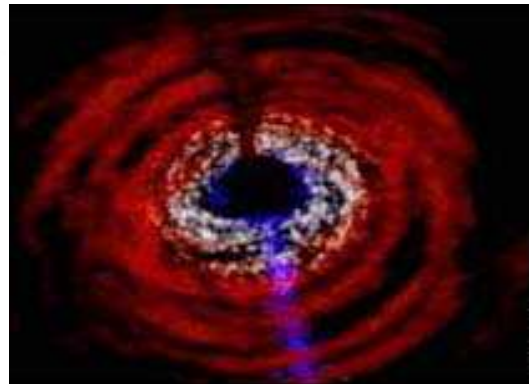
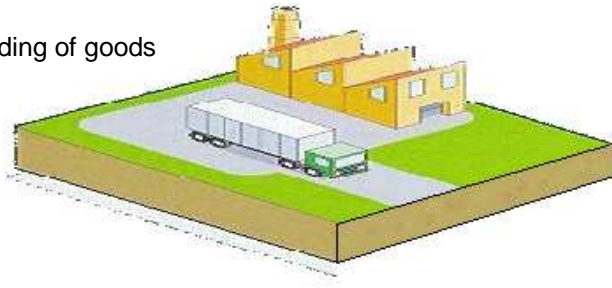
Collaborative Logistics - Planning at DuPont

Content

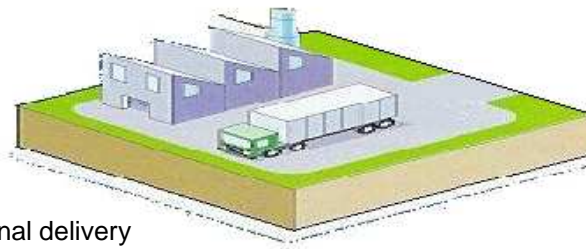
- Transportmanagement
- OTM™
- DuPont
- TransOval

Freight Shipment – Traditional view

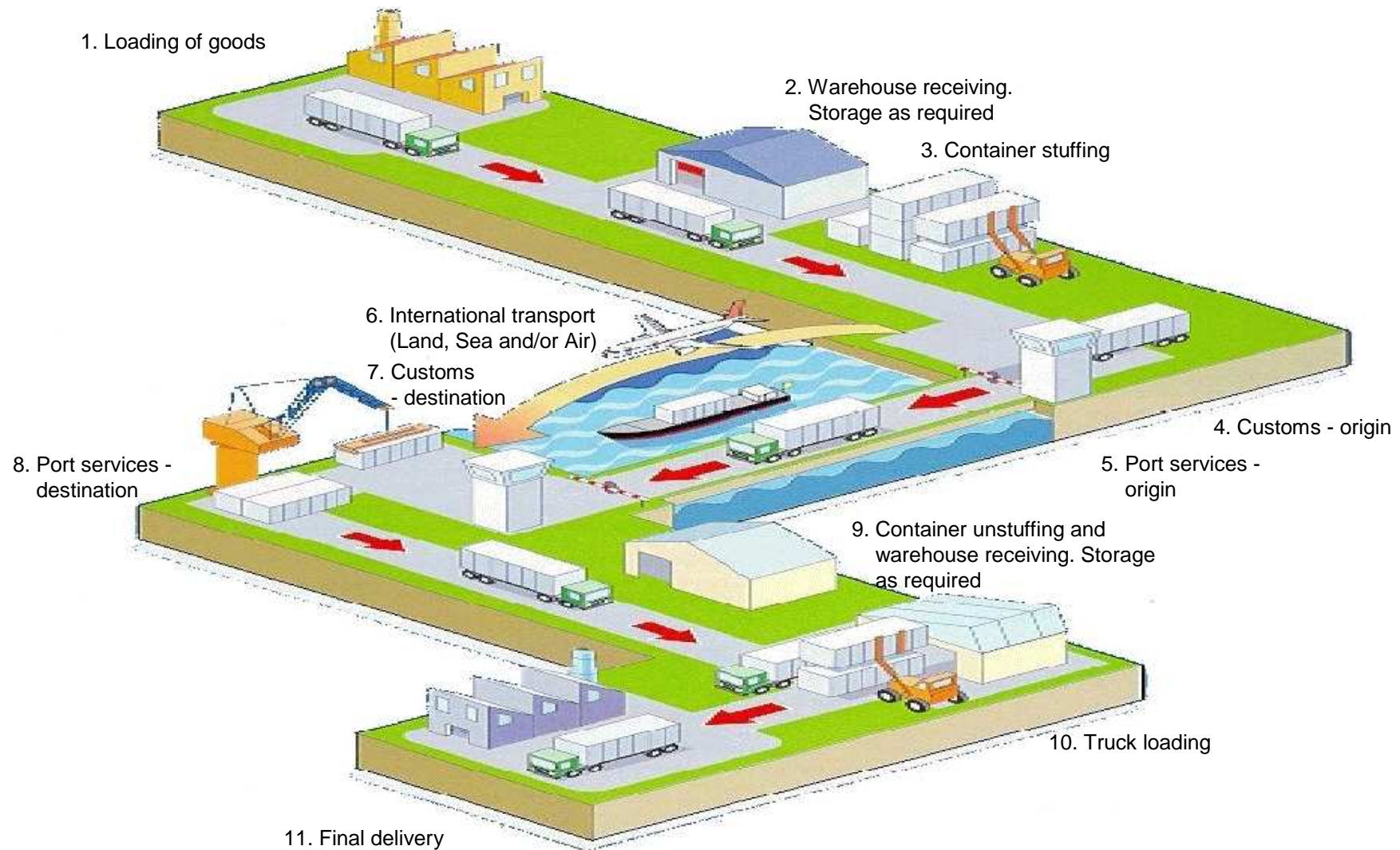
Loading of goods



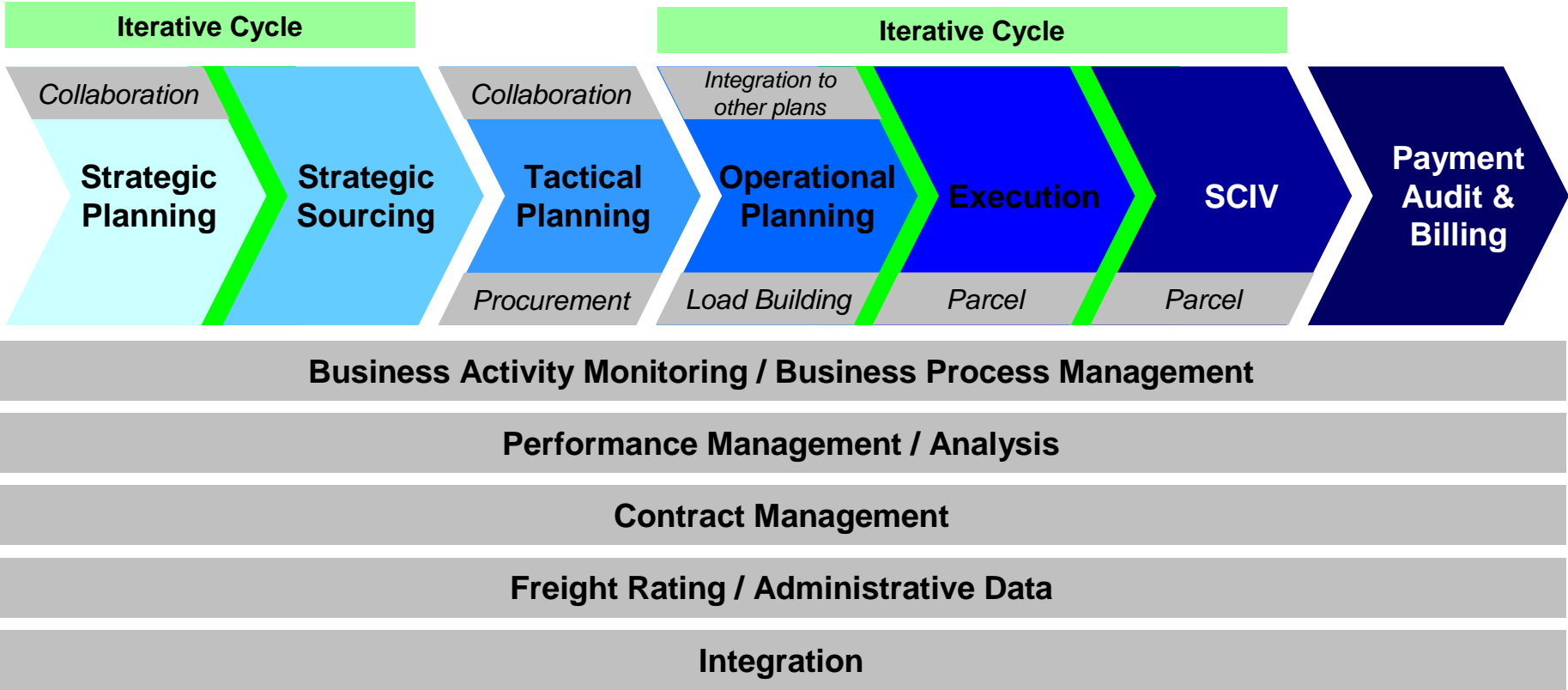
Final delivery



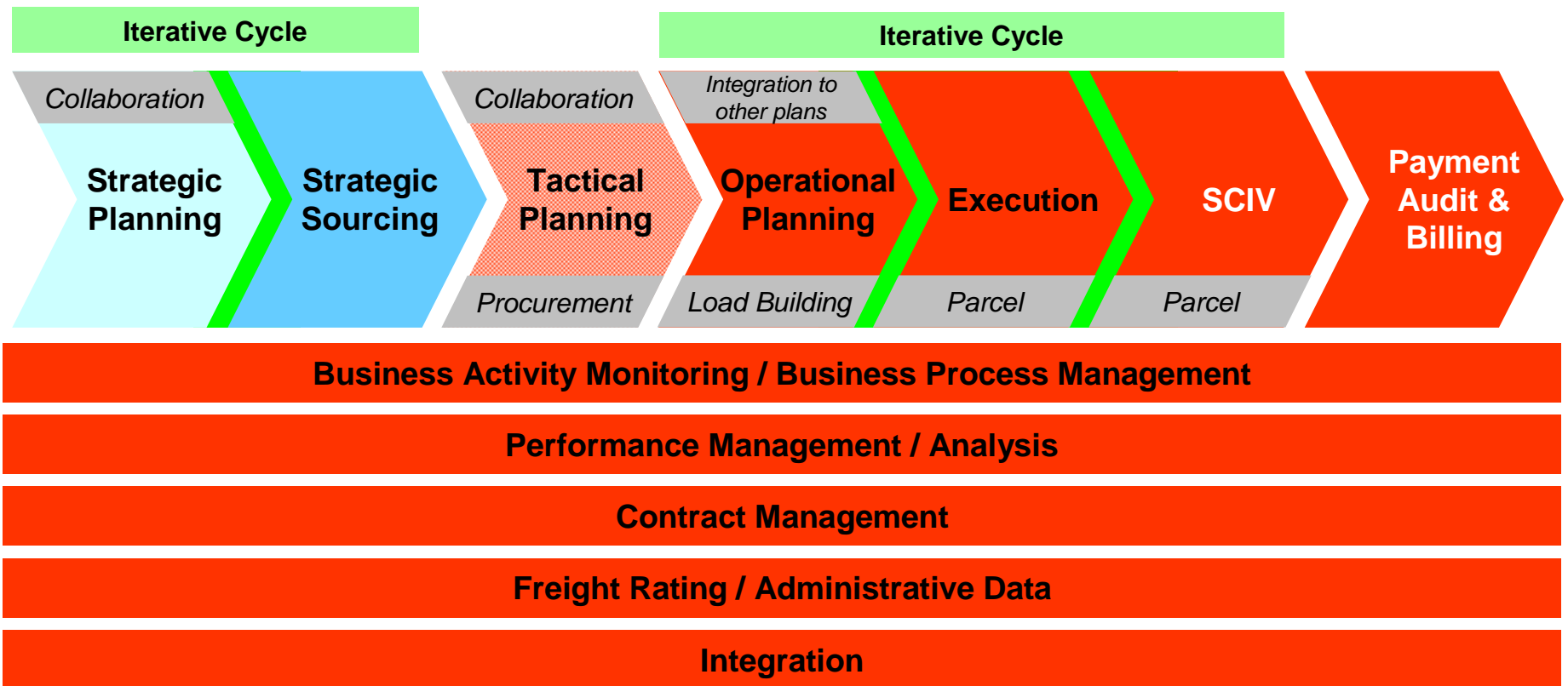
Freight Shipment – OTM™ View



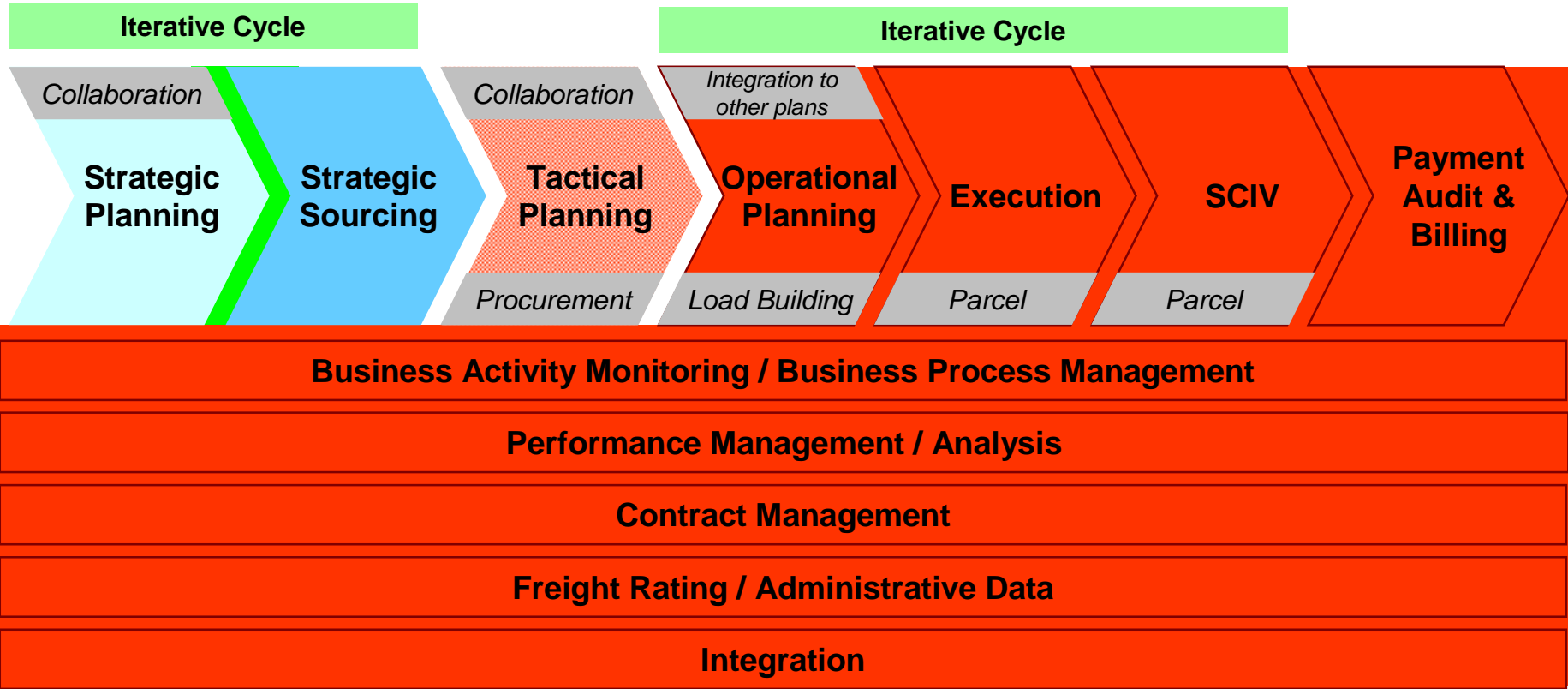
Gartner TMS Footprint



Gartner TMS Footprint – OTM™ Fit



OTM™ – Single Seamless Application



One system covering all functionality

Procurement Collaboration & Optimisation

Logistics Order Management

Shipment Planning & Optimisation

Forwarding & Brokerage Operations

Shipment Execution

Freight Payment, Billing, Claims

Global In-Transit Inventory Visibility

Supply Chain Event Management

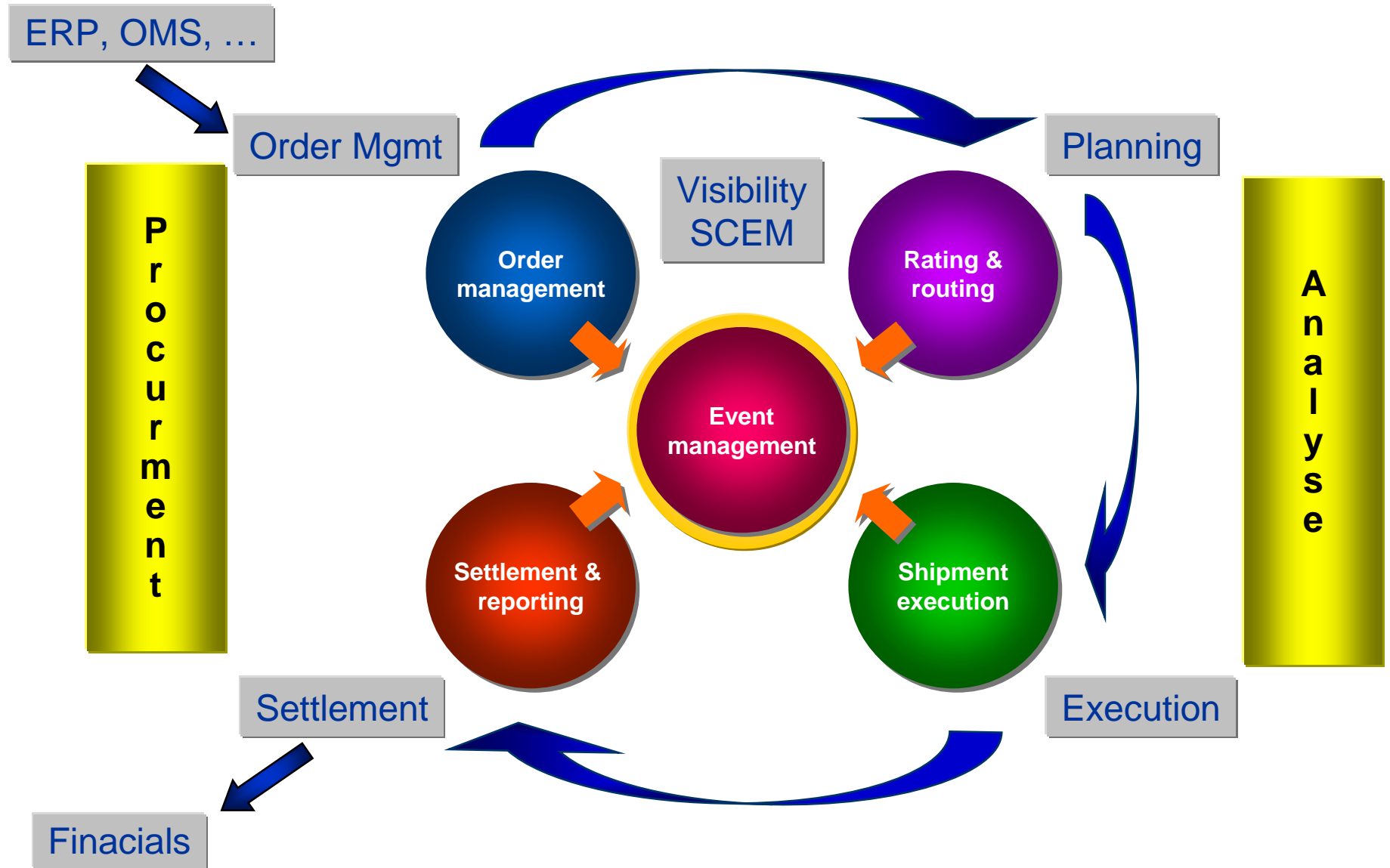
Operational Reporting & Document Generation

Performance & Financial Analysis

Order-Shipment Lifecycle

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OTM Application cycle

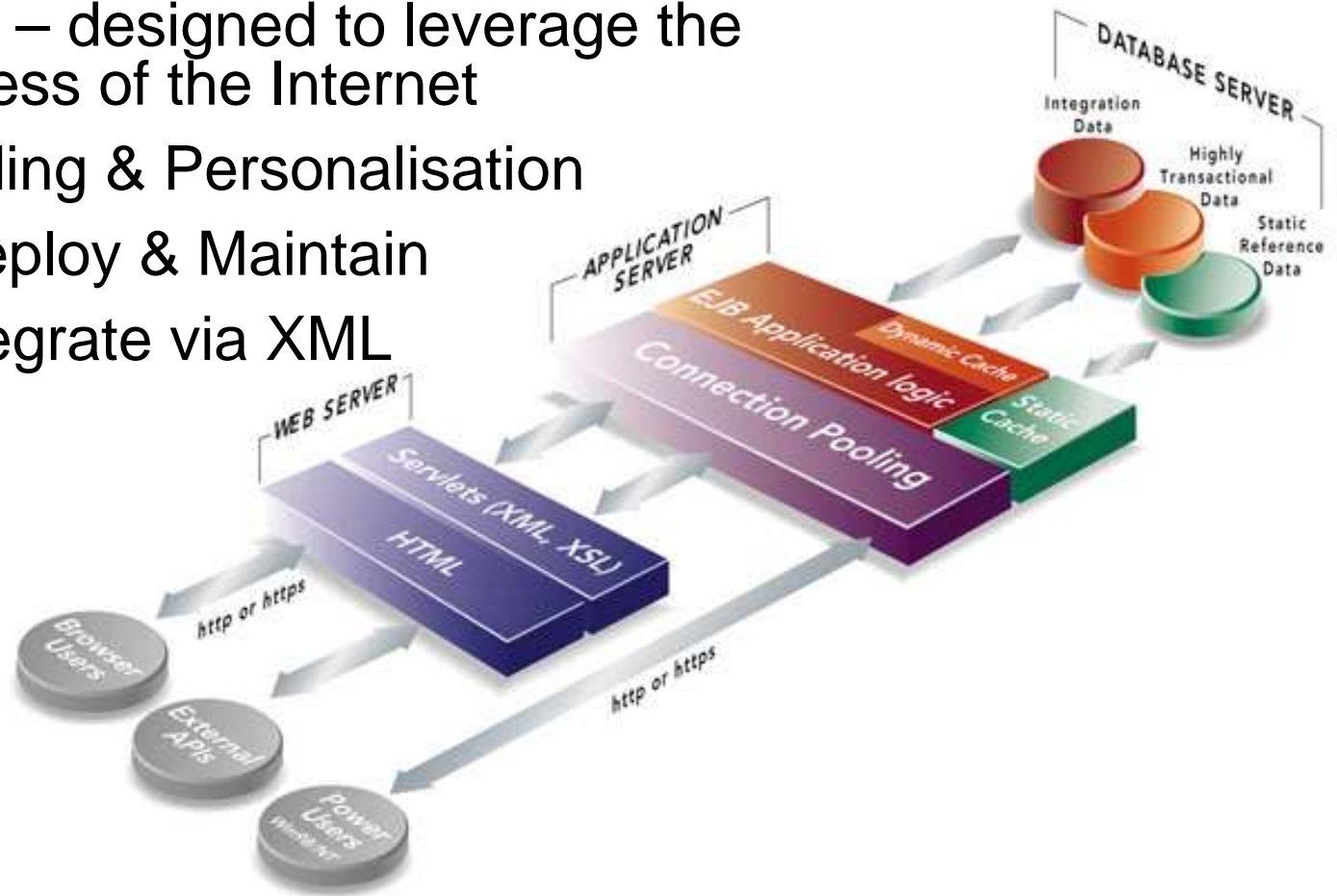


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The OTM Technical Architecture

e-Logistics Platform Infrastructure is built for Speed and Flexibility

- Web-native – designed to leverage the pervasiveness of the Internet
- Easy Branding & Personalisation
- Quick to Deploy & Maintain
- Easy to Integrate via XML
- Secure
- Scalable



OTM™ in the Supply Chain



Some dimensions for DuPont

- Sales (2002) - \$27 Billion
- Earnings (2002) - \$2.5 Billion
- Logistics Spend - \$1.5 Billion
- Shipments - Over 1 Million
- Pounds Shipped - Over 30 Billion

There is no such thing as a typical Supply Chain!

DuPont makes and sells a vast range of products into a wide market for a diverse range of applications:

- Fibers (Lycra®, Nylon, Nomex®, Kevlar®)
- Engineering products (plastics for the automotive business, Butacite®)
- Packaging materials
- Crop Protection products (herbicides, seeds, food ingredients, animal feed stuffs)
- Coatings products (for cars, industrial applications, ink jet)
- Electronic and imaging technologies

Development of Logistics Operations

1960s

- Plant-based warehouses
- Proliferation of local country-based distribution operations
- Customer service focussed on specific countries

1970s/ 1980s

- Development of consolidated Distribution Centers
- DCs owned and managed by DuPont
- Development of in-house Freight operations (TransOval) with supporting Logistics systems development
- Initial development of Supply Chain thinking
- Increased leveraging of Logistics activities

Development of Logistics Operations

1990s

- Fixed cost pressures - Outsourcing
- Recognition that Logistics MANAGEMENT is core competency
- Sale of existing DCs to Logistics companies
- Outsourcing of in-house Freight operations and development of SLI

late 1990s

- Increasing globalization of manufacturing and business management
- Initial development of Global Logistics infrastructure
- SLI concept moves from SINGLE to STRATEGIC
- Supply Chain developments with Global focus
- Development of 3PL/ 4PL/ NPL concepts

2000s

- e-business & web technology

Logistics Systems Challenge

DuPont today

- Global Coverage
- 6 marketing platforms
- 24 SBUs
- 70 Businesses
- 15 Order Systems
- Legacy Logistics Applications
- Business and Regional Process Differences
- Multiple JV's and Acquisitions

DuPont Order Processing Systems

- MOS
- SAP R3 NOW
- MOS AP
- SAP R3 AFS
- DSAP R3 (3)
- FPS
- SAP R3 DDE
- SAP R2 Mexico
- SAP R3 DTF
- SAP R2 S.A.
- COE
- SAP R3 PTI
- SAP R3 Pioneer
- CDSII
- Misc. (Acquisition & JV)

What to make the future?

The future is NOW:

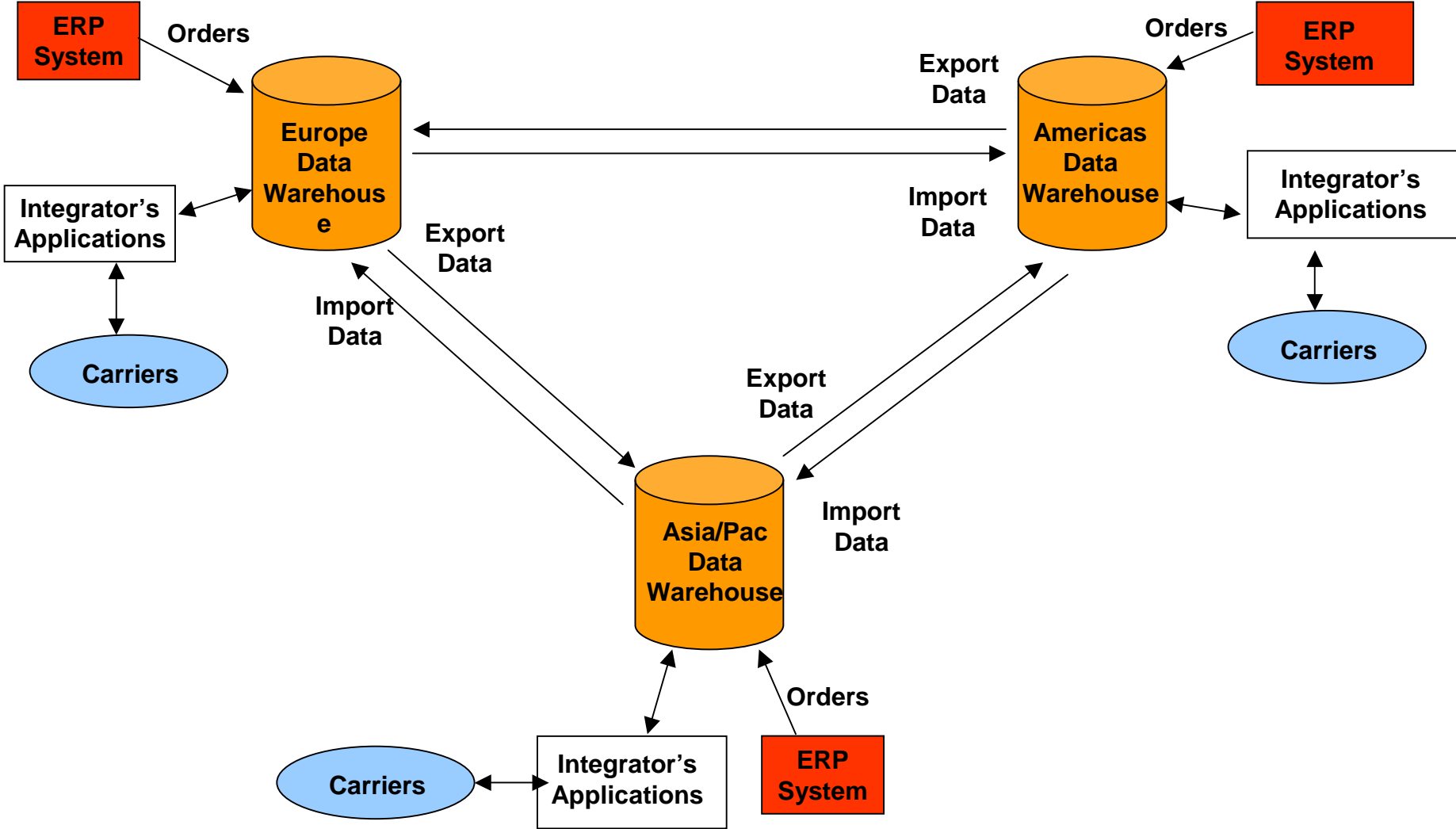
- Development of Global Logistics systems infrastructure
 - TransOval.com
- Redefinition of relationship with key service providers
 - From SINGLE to STRATEGIC
 - Regaining in-house control, less external dependency
- Definition of areas for further leveraging
 - From leveraged service to Competency owner
 - Integrating JV's and new acquisitions
- Rapid development of Six Sigma culture and methodologies
 - Focus on lasting process improvement

What is TransOval?

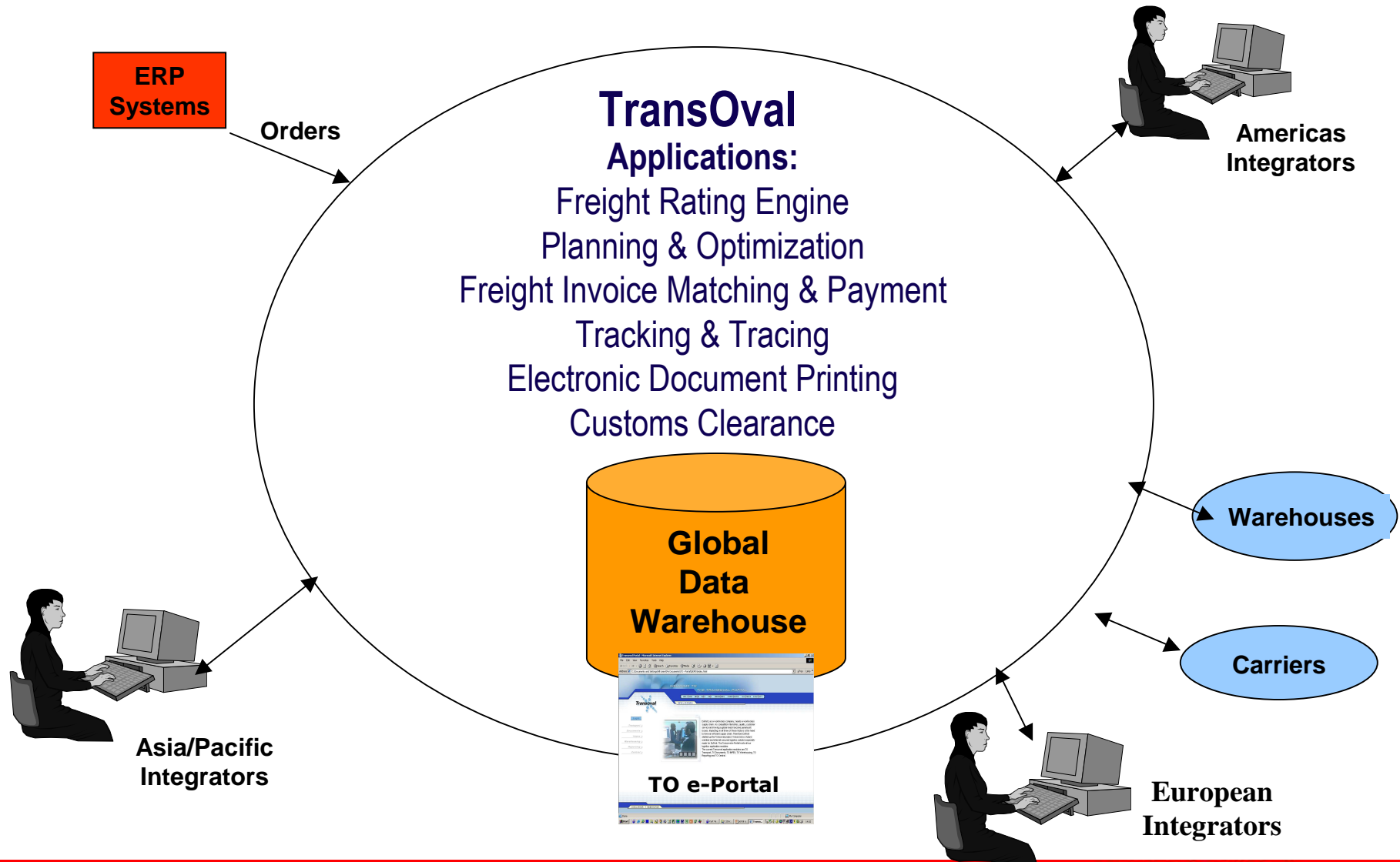
TransOval is the DuPont global logistics web portal.

- All service providers (traffic, warehouses and import processes) will be integrated (direct or via an interface)
- Global portal: Americas, APAC, EMEA
- Businesses go to only one place for logistics
- Internet technology running in the DuPont Extranet
- Replacing the regional data warehouses and legacy logistics applications

Previous architecture



TransOval architecture



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Benefits of TransOval.com

- Centralized knowledge portal
- “Tight” integration with ERP System
- Standardization of Processes
- Operational Flexibility (changing Integrators)
- Systems platform rationalization
- Instant Infrastructure for non-automated areas

Benefits of TransOval.com cont

- Tracking and Tracing
- Intelligent Messaging (Alerts)
- Carrier Connectivity
- Web-Based Reporting
- Ability of SBU to link easily to vertical internet marketplace
- Flexibility for use at Sites / SBUs

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