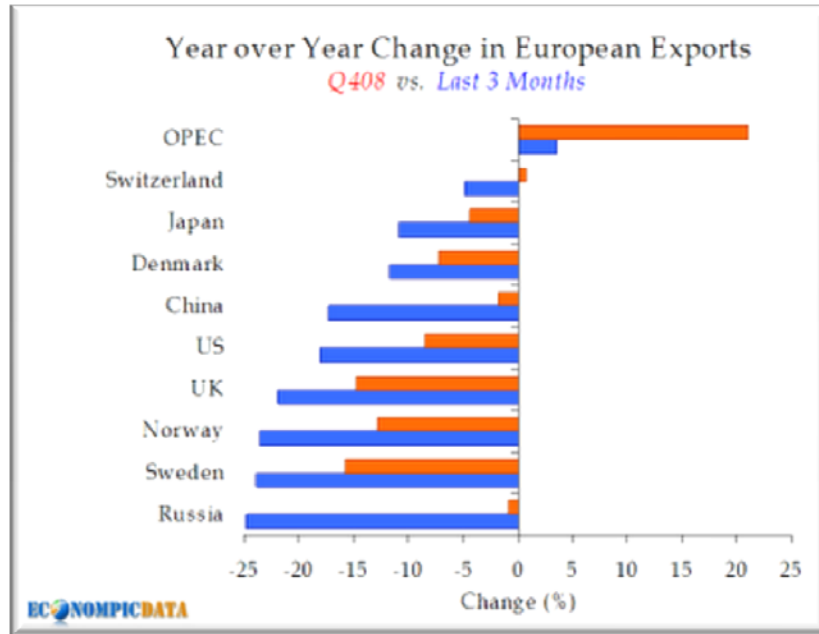


# Driving Procurement Through the Recession

Philadelphia Road Show  
May 13, 2009



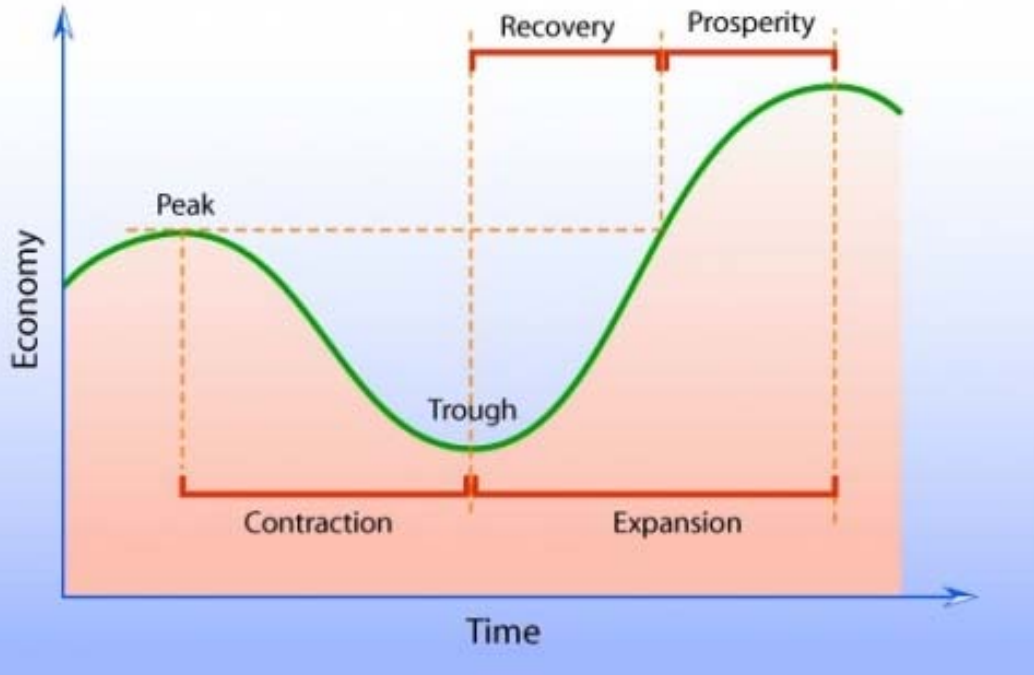
# The Global Recession



## What we see:

- Decreased demand and prices
- Continued cost pressures
- Cutbacks in output
- Focus on cash flow
- Dynamic legal landscape:
  - Tax
  - Green

# Recession Strategies



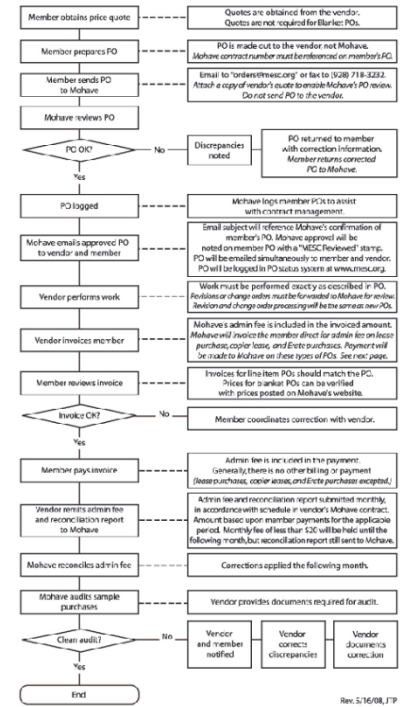
*"Drive thy business or it will drive thee."*

Benjamin Franklin

*"In this economic crisis cash is king.  
Improve working capital at all costs."*

Mickey North Rizza, AMR Research

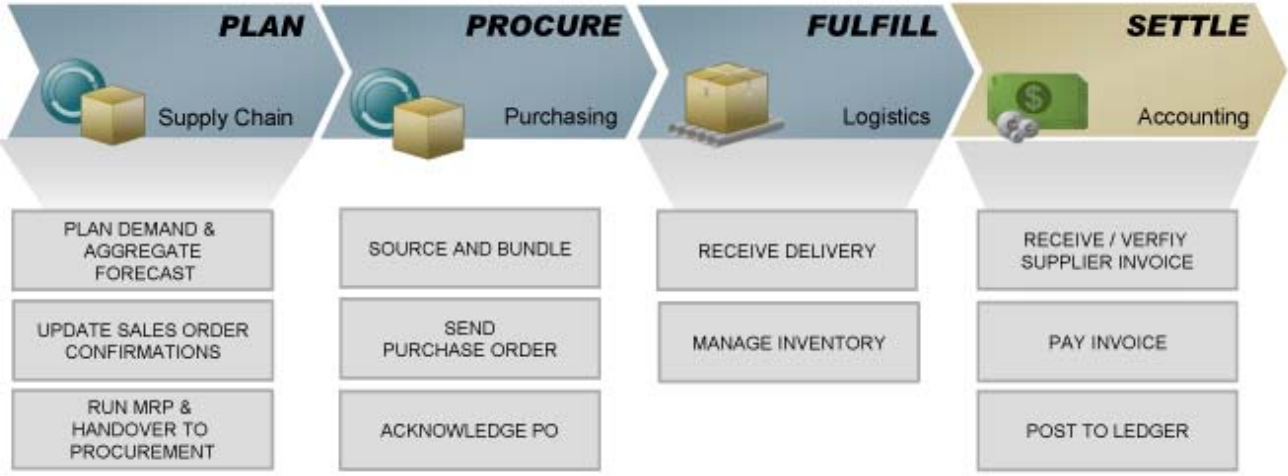
# The Risks of Manual Processes



## Manual process fumbles:

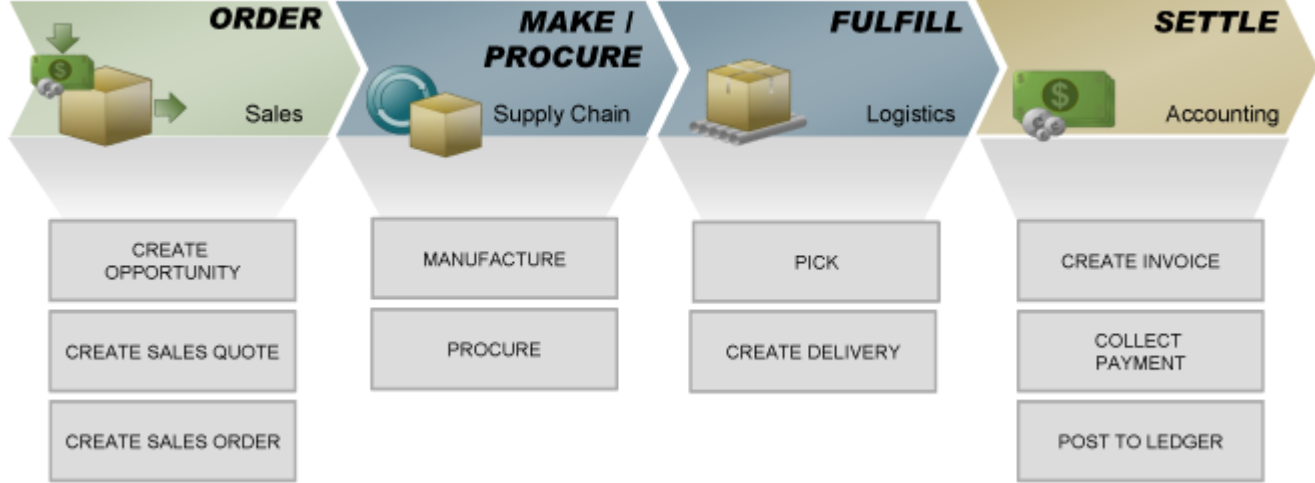
- Missing data
- Error introduction
- Lack of visibility
- Rework

# Hidden Factories Bridge Gaps

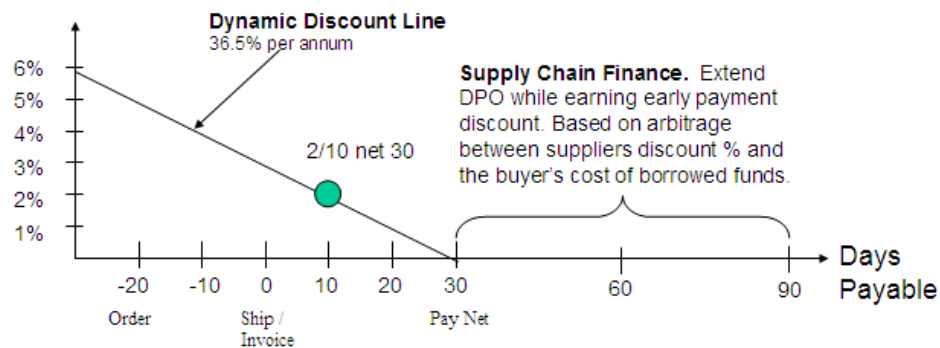


**Buying**

**Selling**



# Procurement Technology Trends



- **Broad supplier adoption**
- **Strategic sourcing**
  - Impact of tax and 'green' policies
- **Buy-side logistics arrangement**
- **Tax compliance**
- **Invoice validation**
- **Cross-process visibility solution**
- **Closer ties between banks**

## ***Elemica Whitepaper***

*Supply Chain Integration Augmented with Supply Chain Finance: A Path to Lower Raw Material Prices and Credit Costs, Gary Neights*

[/www.elemica.com/News-Events/Press-Releases/page.aspx?cid=171](http://www.elemica.com/News-Events/Press-Releases/page.aspx?cid=171)

[/www.industryweek.com/whitepapers/](http://www.industryweek.com/whitepapers/)