INTERNET DOCUMENT INFORMATION FORM

A. Report Title: Auto-Xchange.Com, Moving to Covisint, E Business for the Auto Business

B. DATE Report Downloaded From the Internet: 03/13/02

C. Report's Point of Contact: (Name, Organization, Address, Office Symbol, & Ph #): Congressional Budget Office
Second and D Streets, SW
Washington, DC 20515

D. Currently Applicable Classification Level: Unclassified

E. Distribution Statement A: Approved for Public Release

F. The foregoing information was compiled and provided by: DTIC-OCA, Initials: _VM_ Preparation Date 03/13/02

The foregoing information should exactly correspond to the Title, Report Number, and the Date on the accompanying report document. If there are mismatches, or other questions, contact the above OCA Representative for resolution.
Distribution Of Spend...

Typical Auto OEM Procurement Distribution

- **Total Spend**
  - Indirect: 20%
  - Direct: 80%

- **Direct Spend**
  - Commodities: 35%
  - Build-To-Spec: 20%
  - Full Service Supplier Products: 45%
... Shows A Solution Must Go Beyond Procurement

<table>
<thead>
<tr>
<th>Indirect / Commodity Products</th>
<th>Build-To-Spec / Full Service Supplier Products</th>
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</thead>
<tbody>
<tr>
<td>Percent of Spend: 35%</td>
<td>Percent of Spend: 65%</td>
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<tr>
<td>Opportunity:</td>
<td>Opportunity:</td>
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<tr>
<td>Price</td>
<td>Inventory</td>
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<tr>
<td>Transaction Costs</td>
<td>Quality</td>
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<td>Services:</td>
<td>Time to market</td>
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<td>On-Line Quoting</td>
<td>Services:</td>
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<tr>
<td>Internet procurement</td>
<td>Supply chain management</td>
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<td>Collaborative product development</td>
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A procurement offering alone will fail to substantially impact the per unit cost of a vehicle
auto-xchange Offerings

- Real-time Visibility Across Supply Chain
- Collaborative Supply Chain Planning
- Build-to-order Production Models
- Optimized Inventory Management

Supply Chain

Product Development
- On-line Product Development
- Collaborative Design
- Interactive Program Schedules

Procurement
- On-line Auctions, RFQs
- Consolidated Buying
- Liquid Market for Surplus
- Internet Requisitioning
Standards Driven

auto-xchange will support ANX, EDI, XML

We are setting common standards that will be used in auto-xchange
  Registration process
  Security model
  Supplier database
  Catalog format, load process & maintenance
  Standard for web-based documents (e.g., P.O., RFQ, etc.)

Establishing a common user interface -- via a single portal

CAD/CAM system independent -- leverages existing investment in CAD/CAM

Single customer adoption / enablement program

Single customer support plan
Committed To Security & Privacy

auto-xchange will operate a secure service

Secure data center

Access via User ID & Password

Data separated and secured by company

End-user access managed by a customer system administrator

End-user access can be restricted by:

Employee role

Applications they access

Information they can access

Oracle and Cisco are leaders in security -- providing technology to support the Federal Government, military, and the top business-to-business and business-to-consumer web-sites in the world.