



BEYOND COLLABORATIVE SOFTWARE **EXTRANETS AND SUPPLY CHAIN SYSTEMS**

Increasing numbers of discerning clients and software professionals are coming to rightly recognise that collaborative software cannot succeed unless people have the desire, attitudes and competence to build relationships, trust and cooperation. These systems can only provide a platform for collaboration to flourish if the appropriate behavioural foundations have been established. In short within a project extranet or a supply chain environment, systems are only as good as the people and the strength of their relationships with one another.

JCP is the only consultancy in the world that focuses exclusively on the issue of behavioural cooperation and collaboration, and has been successfully doing so across the petrochemical, transportation, utilities, nuclear and retail sectors for 15 years.

Our work has delivered significant business results for all the organisations involved in our collaborative endeavours. There is now a strong business case for us to work more closely with others in helping clients get the optimal value from their investment in the emerging field of collaborative software.

We are eager to collaborate with software companies, particularly those who are beginning to see the need to differentiate their offering and want to be seen to be "walking the talk" in the marketplace. We would be interested in putting in place a benefit share arrangement based on the improvements in performance your clients will get by working with JCP to improve their business relationships; at the same time as implementing the software.

For those clients or project teams that are either considering or have implemented an extranet, collaborative or supply chain system, we would be interested in working with you to release those unrealised benefits by working on the complimentary and soft systems developments needed to ensure you get best value for the money you are investing.

For those clients implementing supply chain strategies you may be interested in the following excerpt from an article published on www.my-esm.com/supplychain/

Although improvements have been made in implementing supply chain tools, improving visibility, and reducing cost, a fundamental lack of trust threatens to derail progress when supply constraints recur. This is the sort of problem we

continually help our clients to surmount, thereby improving relationships and crucially performance.

According to Jeff Bloch, an analyst with iSuppli Corp., El Segundo, Calif. OEMs are often locked in a power struggle with their EMS providers for ownership of supplier relationships and pricing, and component suppliers are caught in the middle, Bloch says:

"There is no clarity on who controls the supply base. There is no alignment," he said. "The situation is worse now than it was five years ago, because the contract manufacturers have increased their leverage, but OEMs don't want to lose visibility through this channel. Based on the current environment, there is no evidence that component supply mismanagement will not return,"

Some supply chains have become more collaborative, many with our help. Executives at Alcatel S.A. and Arrow Electronics Inc. describe their experience as an evolution of Alcatel from a 100% vertically integrated model to one that is now 80% outsourced, a transition that drove the two companies' relationship from purely sourcing in nature to one in which Arrow is an integral part of Alcatel's supply chain management operation. However, more work needs to be done to make the link as strong as possible according to Burt Rabinowitz, vice president of procurement and sourcing at Alcatel North America.

If you are interested in a free discussion on how we could benefit your business, then please contact:

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