



WONDERMAR II

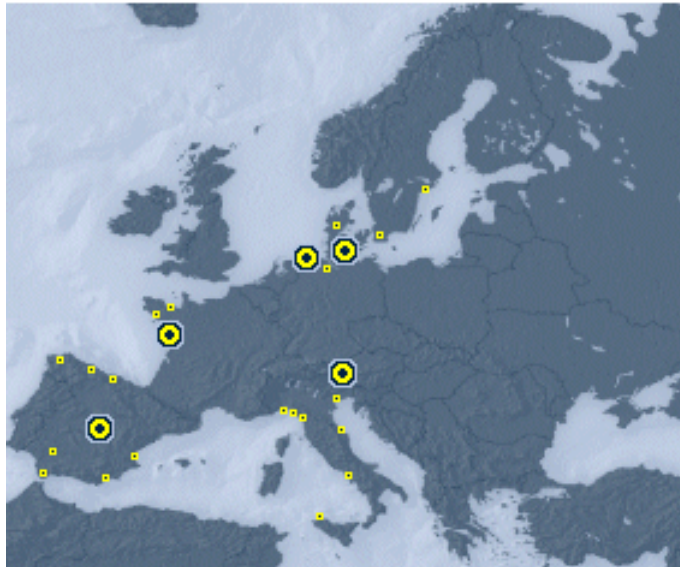
Public Workshop No. 2
in Malmö, Sweden
on Thursday, 12th September 2002

**An e-Procurement Portal for the Shipbuilding:
e-Euroship**



What is e-Euroship

e-Euroship is a **Procurement System based on Internet technologies**, jointly developed by the following Shipbuilding Companies pertaining to EUROYARDS E.E.I.G. (European Economic Interest Grouping):



ALSTOM

— Alstom Marine –
Chantiers de l'Atlantique (France)



— Fincantieri S.p.A. (Italy)



— Howaldtswerke –
Deutsche Werft AG (Germany)



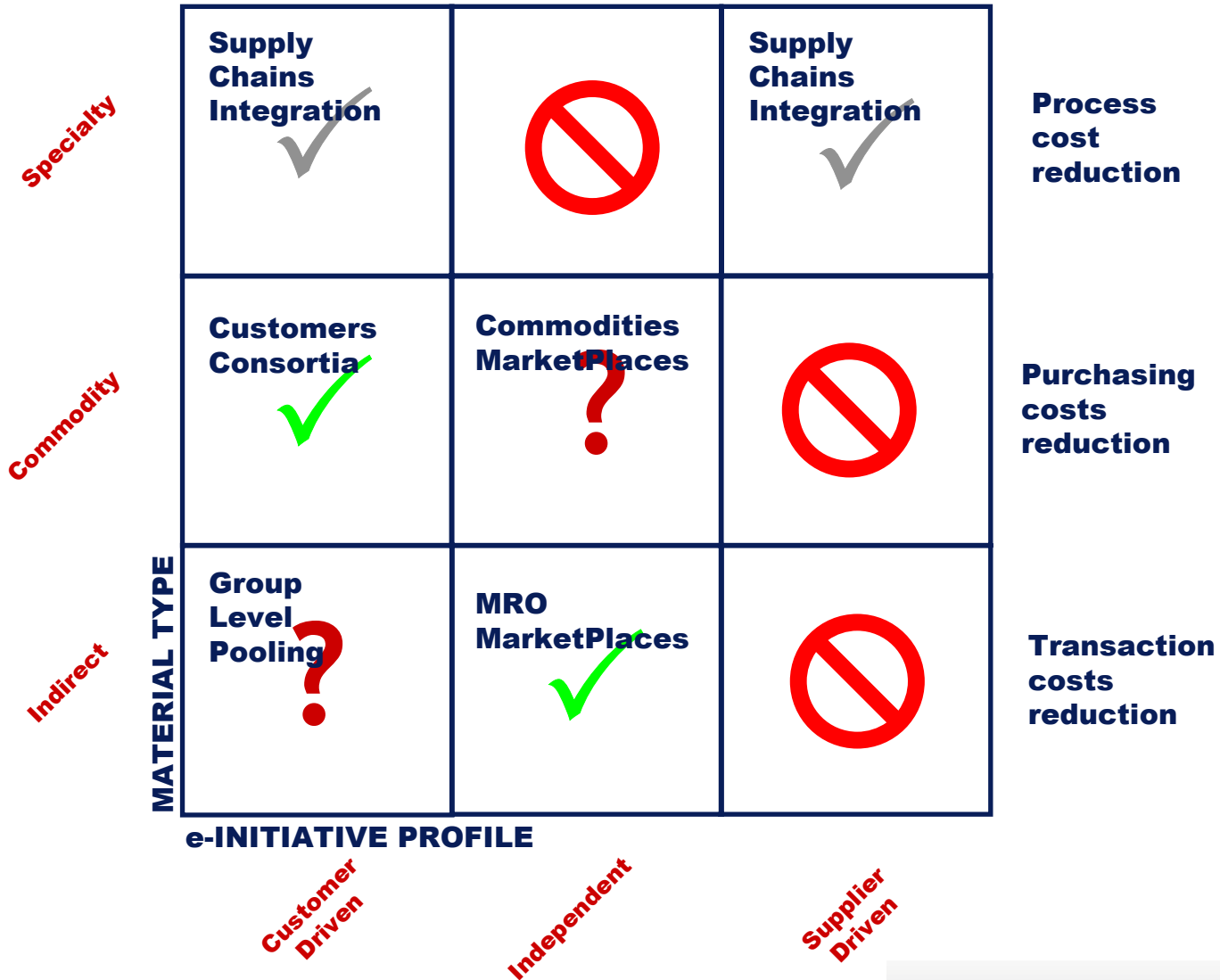
— Izar Construcciones Navales S.A.
(Spain)



— Jos. L. Meyer GmbH (Germany)

The aim of e-EUROSHIP is to take advantage of the new Information and Communication Technologies (ICT) in order to improve Business to Business (B2B) relationships between Yards and Suppliers.

The B2B Matrix: Success Areas



CHANTIERS DE L'ATLANTIQUE
ALSTOM

FINCANTIERI
Cantieri Navali Italiani S.p.A.



MEYER WERFT
PAPENBURG SEIT 1795

What Analysts Say

- Independent marketplaces works for Indirect.
- Customer Consortia allow big companies to share the technology costs of plugging their operation into the Internet.
- e-Procurement systems developed by consortia operates as service providers for their owners.
- The next stage of their evolution will be developing software standards that allow many Web markets to interconnect.

[GartnerG2]

Guidelines

- An Internet-based procurement system will facilitate interaction between Shipbuilders and Suppliers in a secure yet open environment, thus increasing overall efficiency of the players involved.
- The e-procurement system has the aim to achieve a true win-win relationship between Shipyards and Supplier's companies. The Internet platform solutions is easy to use and allows to concentrate on the elements that matter most: relationships between trading partners.
- As e-Euroship members both Buyer and Supplier will benefit by making transactions and communication easier, faster and more cost efficient.
- Subscription process is constrained by the acceptance of the subscription contract and the payment of relevant fees.
These fees cover the costs related to the subscription process and the management of the services offered to the subscribed companies.

Main Benefits

- **Cost reduction:** streamlined and simplified processes reduced business cycle timing and improve in effectiveness and efficiency.
- **Simpler and Clearer communication, Global Reach:** the e-Procurement system standardises and improves communication among Suppliers and Yards roles: Buyers or Technical Departments experts. Forms, questionnaires and management processes are consistent, ensuring clearer communication and increasing productivity.
- **Opportunities:** international stature of the consortium allows the Supplier to join shipbuilding companies located in various European countries. The international partnerships and relationships that Supplier's company currently has already in place can be strengthened through our global e-network, while new relationships can be seamlessly formed and facilitated.

Product Groups

- e-Euroship has been designed with a **Product Groups Classification** specifically dedicated to the Shipbuilding industry.
- The aim of this Classification is to allow any member to proactively participate in the information interchange that takes place in the marketplace.
- Choosing one or more Product Groups in the on-line Registration Form the Supplier will let buyers to understand better his capabilities and improve knowledge on his products and/or services.

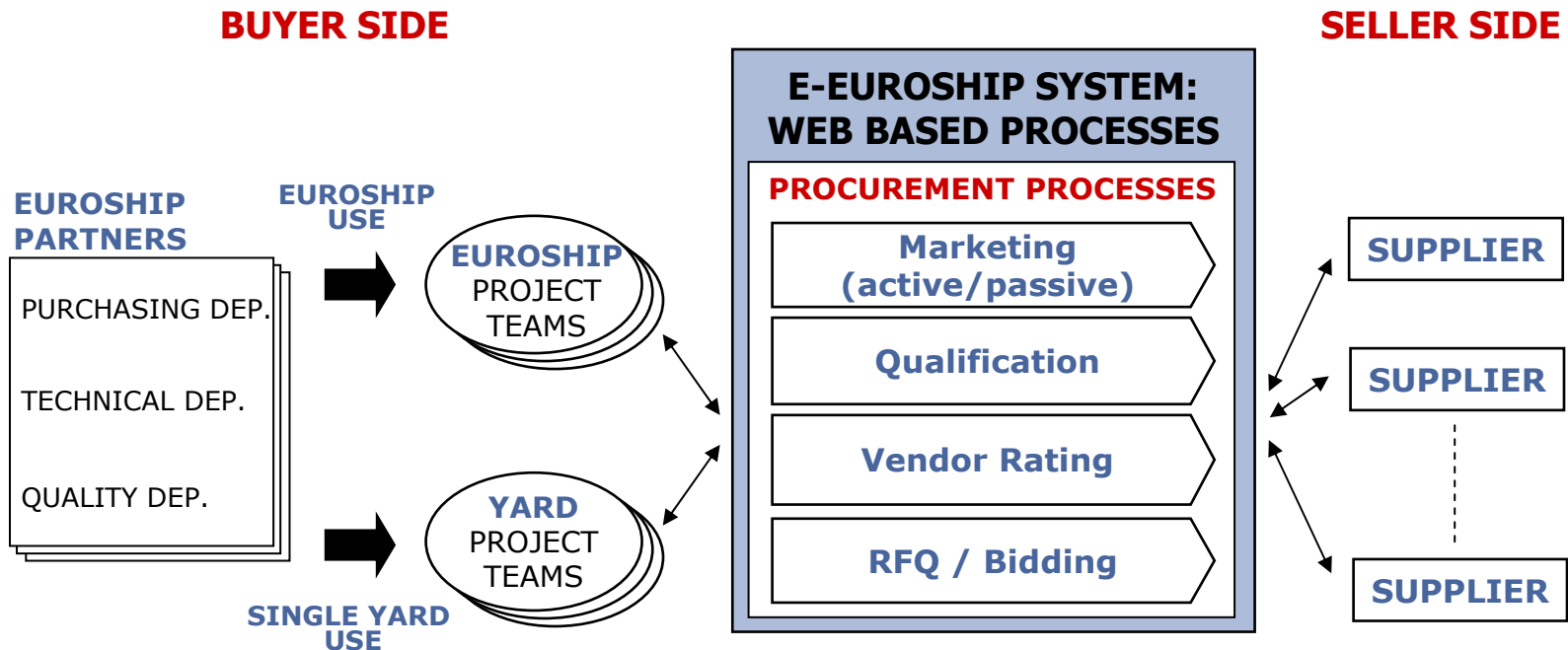
First Development Phase

The following e-procurement processes are implemented in the first phase:

- **Marketing**, in order to improve Suppliers/Products data management.
- **Qualification**, in order to define a Certified Supplier List
- **Rating**, in order to share information on Suppliers experience and performances.
- **Request for Quotation**, in order to manage easily and efficiently discussions, evaluation and collaborations.

Private vs EUROYARDS Usage

- The e-procurement system has been designed according to the following model



Supported Business Processes

The Qualification

- As a subscribed member the Supplier's company will be able to provide the proper information to become a qualified supplier for one or more e-Euroship Products Groups and to be listed in the **Certified Supplier List**.

The Rating

- As a qualified member the Supplier performance could be evaluated. The Rating process let the Supplier understand better yards expectations and requirements and improve relationship.

Supported Business Processes (2)

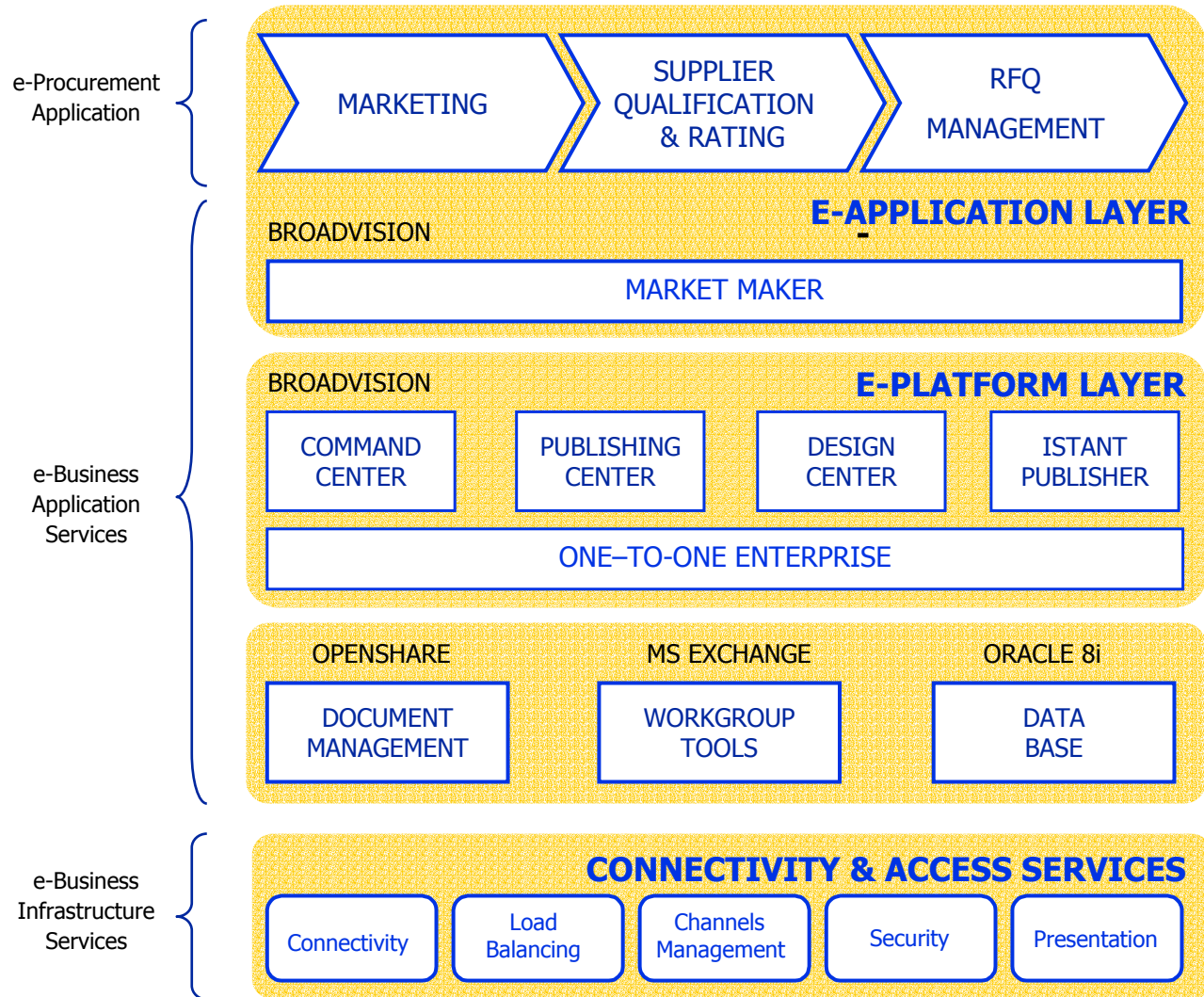
The Request For Quotation

- Becoming a subscribed marketplace member the Supplier's company will be able to participate to the Request for Quotation submitted by yards members through the e-Procurement system.
- Collaborative Engineering functionalities to exchange technical data make the system able to support the RFQ process for a wide range of products, from Standard or Raw Materials to Make-to-Order.
- The Supplier will reply simply by publishing his best offer. Iteration and versioning of requests and offers is supported.
- Security and confidentiality are guaranteed.

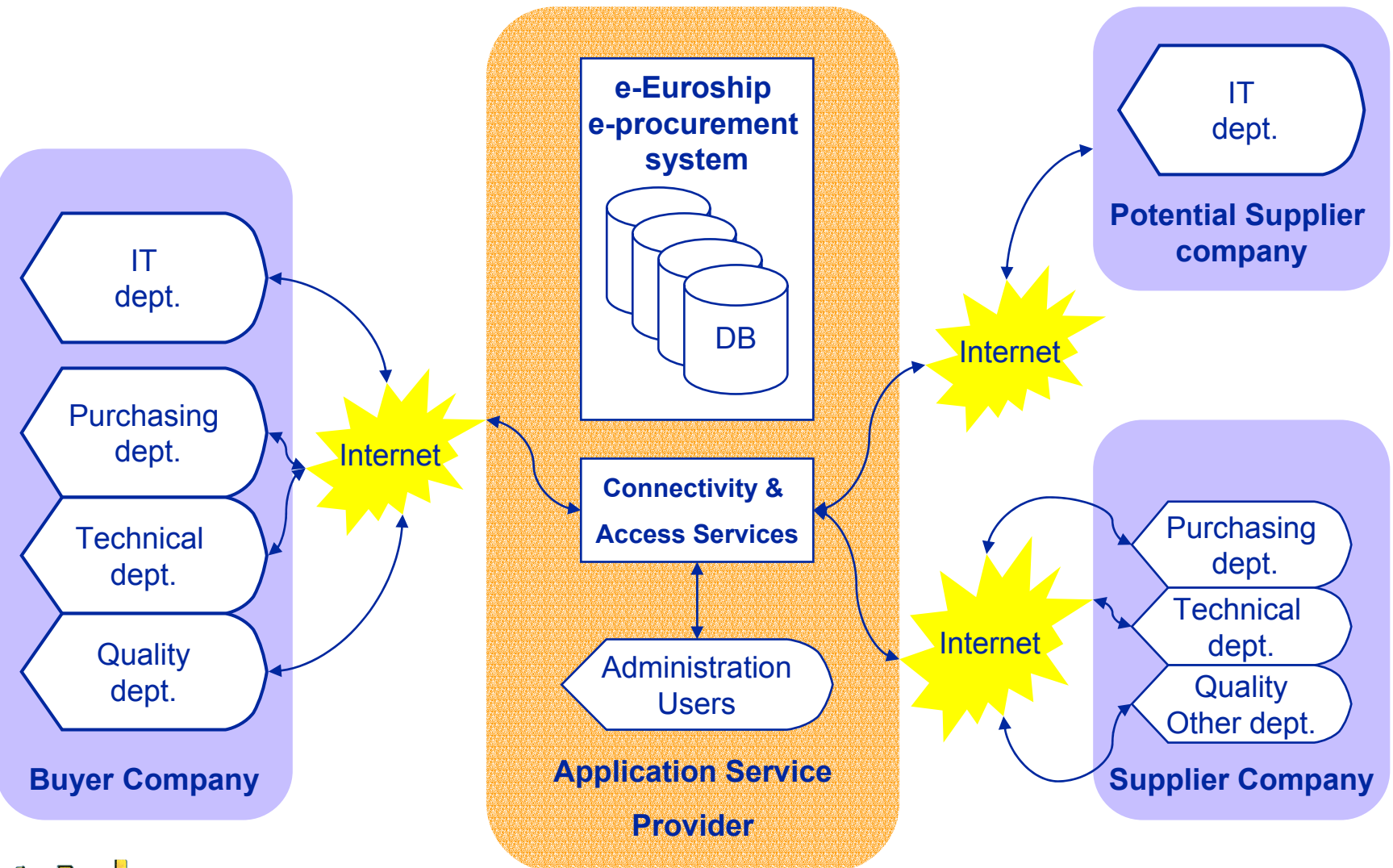
Security and Privacy

- EUROYARDS has chosen one of the most secure solutions in the market to ensure our Members' information security. A **128-bits SSL** (Secure Socket Layer) is applied, which is also used by most Internet banking solutions. All information transmitted with SSL are encrypted and therefore not readable to others. The solution is built with a firm focus on security and confidentiality.
- EUROYARDS is aware of the importance of **protecting the privacy** of Members. All the information collected through the system transactions are managed according to the applicable laws.
- The technical requirements of the e-Euroship Marketplace are quite simple: to be connected to the Internet and to have installed a common up-to-date browser like Microsoft Internet Explorer 5.5.

Technical Architecture



Application Architecture: ASP model



Future Steps

Connectivity & available technology

First Step

- Marketing Process
- Supplier qualification and ranking
- RFQ

2002

Second Step

Overall e-Procurement Process

2003

e-HUB

- Strategic partnership
- Collaboration on research and development
- Value Chain optimisation

2004

Network

- Connection with other e-HUB

Time