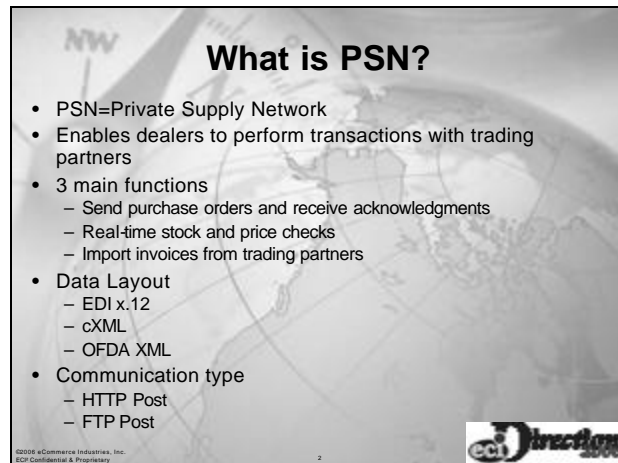





PSN

Private Supply Network

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What is PSN?

- PSN=Private Supply Network
- Enables dealers to perform transactions with trading partners
- 3 main functions
 - Send purchase orders and receive acknowledgments
 - Real-time stock and price checks
 - Import invoices from trading partners
- Data Layout
 - EDI x.12
 - cXML
 - OFDA XML
- Communication type
 - HTTP Post
 - FTP Post

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Supply Vendors Available on PSN

- ActionEmco (PO,INV)
- Arlington Industries (PO,SP,INV) – *New*
- Eastern Distributing (PO,SP) – *New*
- Educators Resource (PO, INV) – *Coming Soon*
- IS.Group (PO)
- Lagasse – *Coming Soon*
- O'Henry – *Coming Soon*
- Pens Plus – *Coming Soon*
- SP Richards (PO,SP,INV)
- Supplies Network/DMI (PO, SP)
- Synnex(PO,SP)
- Tech Data (PO,SP)
- Trimega (PO, INV) - *New*
- United Stationers (PO,SP)
- XStamper (PO)

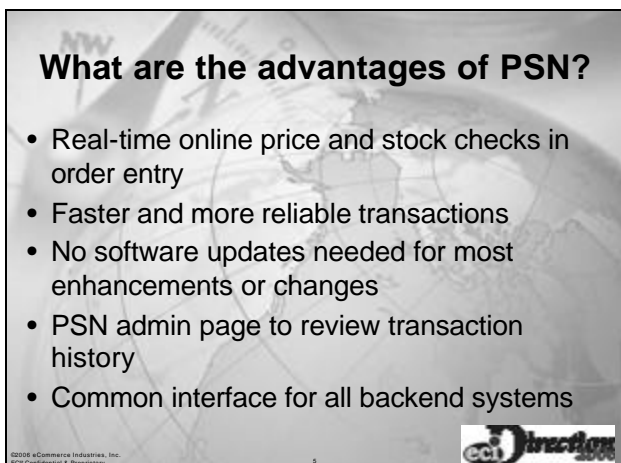

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Furniture Vendors Available on PSN

- Allsteel
- Global
- Kimball International – *Coming Soon*
- Knoll – *Coming Soon*
- Hedberg Interface (Not PSN)

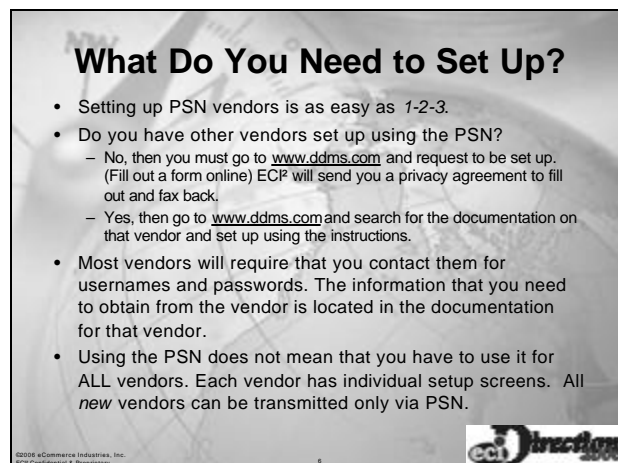

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What are the advantages of PSN?

- Real-time online price and stock checks in order entry
- Faster and more reliable transactions
- No software updates needed for most enhancements or changes
- PSN admin page to review transaction history
- Common interface for all backend systems

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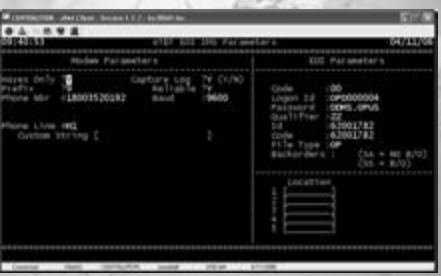
What Do You Need to Set Up?

- Setting up PSN vendors is as easy as 1-2-3.
- Do you have other vendors set up using the PSN?
 - No, then you must go to www.ddms.com and request to be set up. (Fill out a form online) ECF will send you a privacy agreement to fill out and fax back.
 - Yes, then go to www.ddms.com and search for the documentation on that vendor and set up using the instructions.
- Most vendors will require that you contact them for usernames and passwords. The information that you need to obtain from the vendor is located in the documentation for that vendor.
- Using the PSN does not mean that you have to use it for ALL vendors. Each vendor has individual setup screens. All *new* vendors can be transmitted only via PSN.

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Setting Up a New Vendor

- L6WB screen (need information to provide vendor)




The screenshot shows a window titled 'Vendor Parameters' with two panes. The left pane is labeled 'Vendor Parameters' and contains fields for 'Prefix', 'Phone No.', 'Phone Link', and 'Custom String'. The right pane is labeled 'ECI Parameters' and contains fields for 'Code', 'Supplier ID', 'Partner ID', 'Sub ID', 'Code', 'Type', and 'Backorder'. A 'LOCATION' dropdown menu is visible at the bottom right of the right pane.

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Setting Up a New Vendor (cont.)

- Vendor screen — (Remember to match Vendor# with the OPUS file)
 - Comm type = EDI

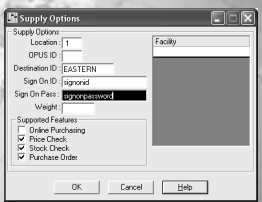


The screenshot shows a 'Vendor' screen for 'ARLINGTON INDUSTRIES'. It includes fields for 'Vendor #', 'Name', 'Address', 'City', 'Phone', 'Fax', 'Contact', and 'Trade Discount Information'. The 'Vendor #' field is highlighted.

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Setting Up a N Vendor (cont.)

- Supply Options
 - Destination ID
 - Sign on ID
 - Sign on Pass
 - Supported Features




The screenshot shows a 'Supply Options' dialog box. It has fields for 'Location', 'OPUS ID', 'Destination ID', 'Sign On ID', and 'Sign On Pass'. There are checkboxes for 'Supported Features' including 'Online Purchasing', 'Price Check', 'Stock Check', and 'Purchase Order'. There are 'OK', 'Cancel', and 'Help' buttons at the bottom.

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Setting Up a New Vendor (cont.)

- PCN parameters
 - PO Format, Ack Format, Pre-receive are most common for setup



The screenshot shows a 'PCN Parameters' screen with a table of parameters. The table has columns for 'Parameter Name', 'Value', and 'Program Group'. Parameters include 'General Communication Information', 'Caption Log', 'Business', 'Purchase Order', 'Auto/Manual Order', 'Order File', and 'Auto/Manual Order'.

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Setting Up a New Vendor (cont.)

- Customer screen
 - Change LA parameter for Next Customer#




The screenshot shows a 'Customer' screen for 'ARLINGTON'. It includes fields for 'Name', 'Address', 'City', 'Phone', 'Fax', 'Contact', and 'Trade Discount Information'. The 'Name' field is highlighted.

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Setting Up a New Vendor (cont.)

- SG-A screen



The screenshot shows an 'SG-A' screen titled 'TRADING PARTNER PARAMETERS'. It displays various parameters for 'ARLINGTON' and 'RECORDON'. Parameters include 'EDI UOM', 'Interchange ID Qualif', 'Mach. Info Qualif', 'Security Info Qualif', 'Interchange Control Std', 'Receivers Code Id', 'Responsible Agency Code', 'Test Indicator', 'Release/Contract', and 'Round Quantities when Needed'. The screen also shows 'Auto Send', 'Negotiate Credit Inv.', 'Use Received Price', 'Using SIO', 'Using 855', 'Auto SG-A Sendfile', 'Default Selector', 'Interchange Control', 'Group Control', 'Contract #', 'Delivering Dir #', 'Contracting Dealer #', and '2nd Party Delivery'.

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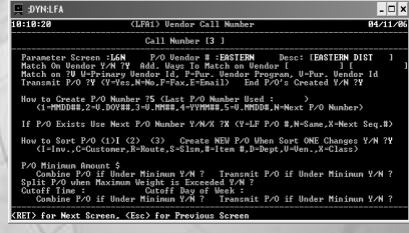
Using the PSN to Send PO's Manually

- Communicate PO's
 - Standard PO Reports, Option B
 - Who=N



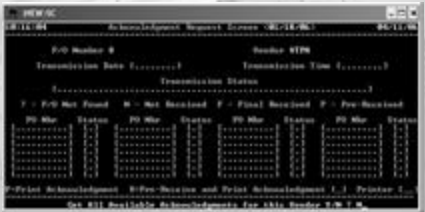
Using the PSN with Auto Short-Buy

- Auto short-buy
 - L6N



Using the PSN to Retrieve Acknowledgments

- Retrieve acknowledgments
 - Standard PO Reports, Option C



Using the PSN for Stock and Price Checks

- Stock and Price Check
 - Order Entry, Ctrl-J



Using the PSN for Stock and Price Checks

- Stock and Price Check
 - G,screen, S=Stock/Price check at sell price



Using the PSN for Electronic Invoicing

- Electronic Invoicing
 - Standard PO Reports, Options I
 - Who=N



Using the PSN Administration Site

- PSN Admin Site
 - Accessed on the DealerStation administration site
 - Easy to determine errors (Red, Yellow, Green)
 - Can see error data sent back from vendor

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Tips on Individual Vendors

- Vendor cheat sheet
 - What functions are available for each vendor
 - When will the vendor send back an acknowledgment
- Eastern, Arlington and Supplies Network
 - Send e-mail with information in L6WB
 - Eastern and Arlington will send back username/password
 - Supplies Network will send back Contact ID(s)
- Trimega
 - Send e-mail with information in L6WB and your TPA member number
 - Will receive Excel worksheet filled out along with a vendor infosheet for each manufacturer
 - Each manufacturer will need to be set up with same info as TPA changing only the Receivers code ID

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Tips on Individual Vendors (cont.)

- Tech Data
 - Log onto Tech Data website using current username/password
 - Add XMLUSER (use instructions on pdf file from ECI² or TechData)
 - Fill out pdf file and fax back to Tech Data
 - Ability to set up MyOrderTracker on website for e-mail confirmations

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Tech Data Order Confirmation

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Tips on Individual Vendors (cont.)

- Synnex
 - Send e-mail requesting customer ID
 - No password required
 - L6R
- is.group
 - Send e-mail requesting FTP password
 - Send in screen shot of L6WB
 - ISG will send back detailed email with specific instructions on what to test.

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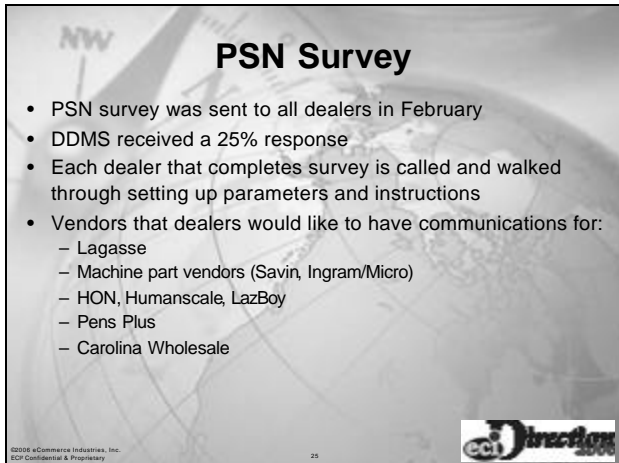
Tips on Individual Vendors (cont.)

- ActionEmco
 - L6J, EmcoDirect=Y
- S.P. Richards
 - L6C, Prefix DD, SPR Direct=Y
- United Stationers
 - Call technical support to request Interlink System ID and password
 - L6F, United Direct=Y, Password, Interlink Sys ID
- XStamper
 - Turn on XStamper functionality on DealerStation by user
 - Order placed by customer and sent to XStamper
 - XStamper puts order on hold until PO is sent from dealer
 - Purchase order created on DDMS and sent via PSN to XStamper

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A presentation slide titled "PSN Survey" with a background of a globe and a compass rose. The slide contains a bulleted list of survey results and vendor preferences. At the bottom left, there is a copyright notice for ECI Commerce Industries, Inc. At the bottom right, there is a logo for "eci Direction 2006".

PSN Survey

- PSN survey was sent to all dealers in February
- DDMS received a 25% response
- Each dealer that completes survey is called and walked through setting up parameters and instructions
- Vendors that dealers would like to have communications for:
 - Lagasse
 - Machine part vendors (Savin, Ingram/Micro)
 - HON, Humanscale, LazBoy
 - Pens Plus
 - Carolina Wholesale

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A presentation slide titled "The future of PSN" with a background of a globe and a compass rose. The slide contains a bulleted list of future developments for the PSN. At the bottom left, there is a copyright notice for ECI Commerce Industries, Inc. At the bottom right, there is a logo for "eci Direction 2006".

The future of PSN

- Many new vendors adding functionality
- Cozumel
- Marketing Groups
- Enhanced admin tool
- Reporting usage and history
- New technology for even faster and more reliable communications

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