



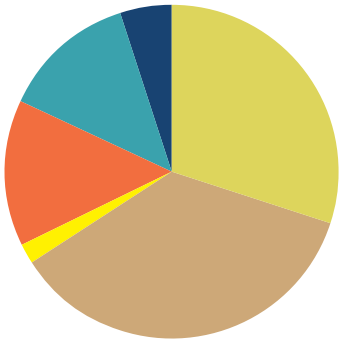
RosettaNet Standards Assessment 2008

RosettaNet Standards ensure secure, reliable and seamless exchange of business information worldwide. RosettaNet member companies represent \$1.2 trillion dollars in annual revenue, and transact billions of dollars through open business procedures within their trading networks using RosettaNet Partner Interface Processes® (PIPs®). RosettaNet PIPs allow trading partners of all sizes to connect

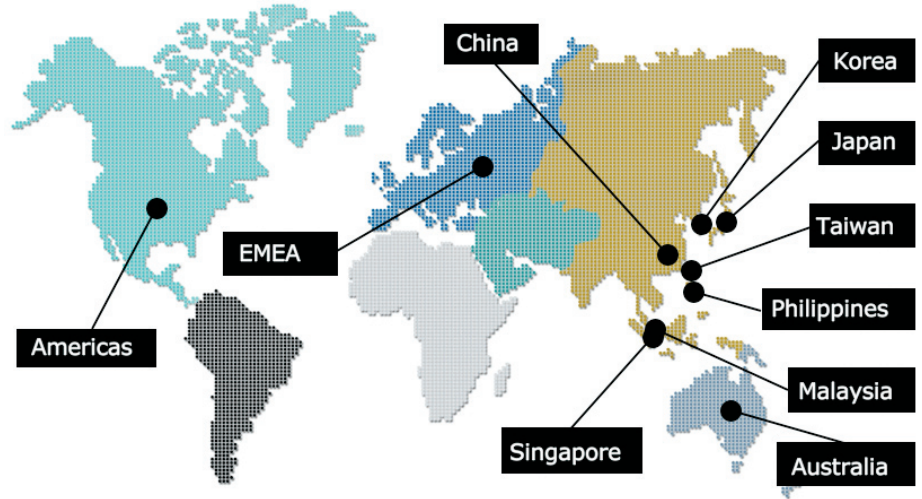
electronically to process transactions and move information within their extended supply chains. The community is comprised of talented resources that provide thought leadership across multiple segments. These resources work together to develop standards that support the increasingly complex business processes of the supply chains.

For the past eight years, RosettaNet has assessed the state of community adoption worldwide. The assessment covers implementation of RosettaNet Standards.

RosettaNet Implementations by Business Process



- *Manufacture — 2%*
- *Logistics — 14%*
- *Payment — 13%*
- *Design — 5%*
- *Forecast — 30%*
- *Order — 36%*



With almost 200 members and 10 regions globally, RosettaNet is well-positioned to continue worldwide deployment of the standard.

Background

Since January 2001, RosettaNet has compiled implementation statistics on the usage of their standard business processes. In that time, more than one hundred companies worldwide have contributed specific information in support of this activity. The data represents only information reported by participating companies and provides a meaningful representation of the depth of implementations, but does not constitute all implementations worldwide.

Member and non-member companies are invited to provide their implementation statistics in a specific format that insures continuity and consistency in the results. The final version of the compiled data consists of summary data and does not include individual company findings.

What are we trying to assess?

Unique PIPs: Each company reports the actual number of all unique PIPs it has in production as of the end of each collection year. If they have implemented the same PIP with more than one partner, it would count as one PIP.

Unique Partners: Each company reports the number of unique partners it is exchanging PIPs with at the end of each collection year. If they are exchanging many PIPs with one partner, it would count as one partner.

Total Partner Connections: Each company provides a list of all unique PIPs it has implemented and the number of implementation partners for each PIP listed. The total number of partners for that company is their “total partner connections.”

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Note that connections are not transactions. This is all about the adoption of business-to-business integration through open business process standards. The RosettaNet PIPs support business processes.

Why is this important?

The compiled data provides definitive proof of the effectiveness of the standard and that it is, in fact, an established standard utilized globally. It also supports continued use and

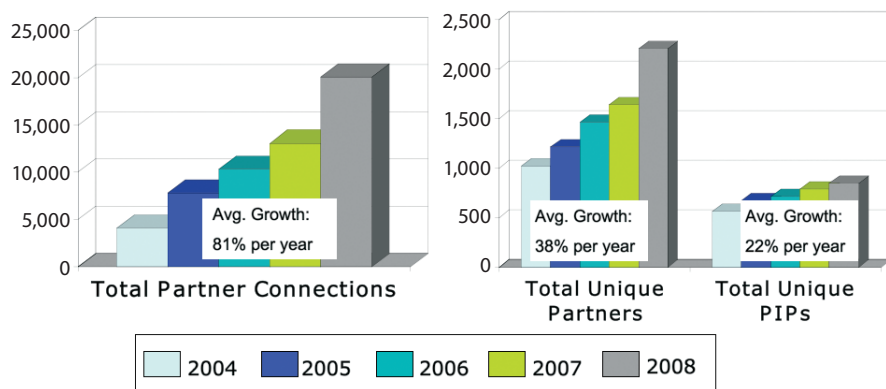
development of the standard by providing concrete justification for companies to continue their involvement with RosettaNet.

The data is also a valuable aid in making decisions about RosettaNet membership.

How reliable is this information?

This implementation data should not be considered as a scientific research, but as an illustration of market trends.

The adoption of RosettaNet has been growing steadily, in light of the current economic situation.



RosettaNet broke the 20,000-connections barrier at a time when most technologies of the same maturity are reaching a saturation point. A likely reason is RosettaNet's ongoing use of repeatable processes. Partners and connections continue to rise, but the new PIPs implemented are less. This is mainly due to a refocus on new milestone programs where trading partners reached lofty efficiencies of scale that transferred to connections with many more trading partners.

The annual numbers are added to the grand total at the end of each year. In the few cases where implementations are "unplugged", these adjustments are included in the final annual totals. The summary data is presented in 3 formats: Partner, PIP and Connection totals and by process groups.

Analysis

The resulting statistics are used by the members and staff to promote and substantiate the ongoing accomplishments of RosettaNet. The consistent increase in the number of implementations supports

the adoption of RosettaNet as an industry standard.

The summary slides are available to everyone and are used to justify renewal of RosettaNet memberships, engage new organizations in RosettaNet development and gain approval for implementation project plans.

Find out more.

More information about RosettaNet can be found on the RosettaNet website.



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