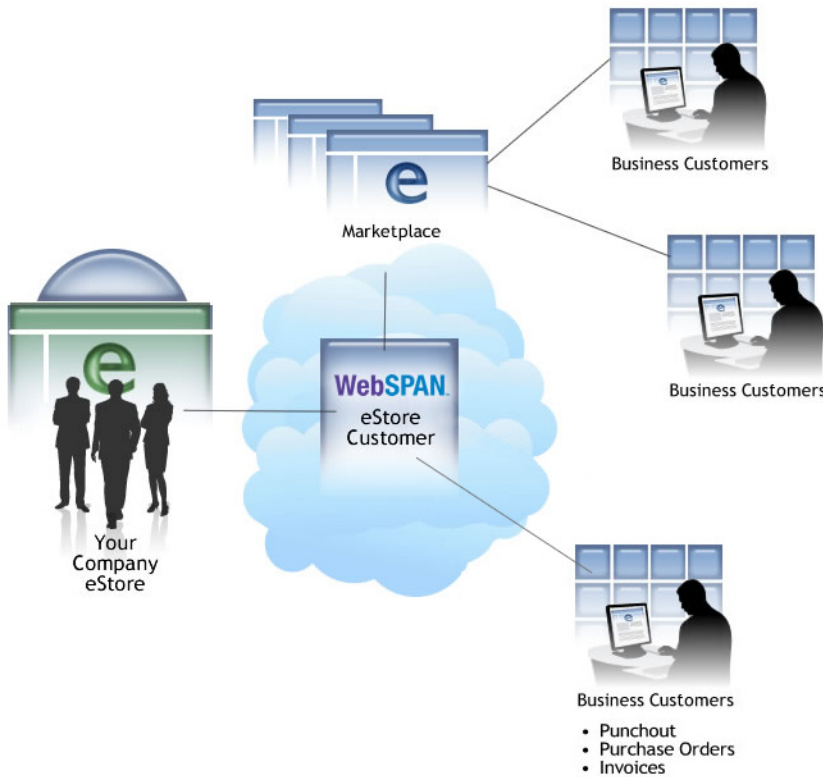


WebSpan Integration Solutions: WebSpan Punchout

HIGHLIGHTS

- Makes it easy for customers to purchase from your online store/Catalog, increasing customer loyalty and revenues
- Controls costs through the Software as a Service (SaaS) pricing model and ability to start small and scale as needed
- Integrates with legacy eProcurement systems, while supporting all major standards and protocols
- Deploys quickly with a fast time to value and easy customer on-boarding



WebSpan Punchout allows your customers' eProcurement systems to connect directly to your eCommerce site.

Connecting Your Online Store to Your Customers' Procurement Environments

In today's interconnected world, the customer truly is king, and it's up to the supplier to make them happy. When it comes to business-to-business eCommerce, this means enabling customers to easily shop from your online store using their existing procurement processes and systems. If a potential customer's eProcurement system cannot communicate with your eStore, you've potentially lost a sale, and worse, lost an opportunity to make them a satisfied, loyal customer.

By providing seamless connections between your online store and the various existing eProcurement systems (Ariba, Oracle, Peoplesoft, etc) and different required protocols (Punchout, RoundTrip, etc.), your customers are more likely to buy and continue buying from you. Those seamless connections require interoperability between a large variety of different systems and technologies.

WebSpan Punchout ensures this interoperability without requiring the deployment of new software or equipment. By utilizing existing infrastructure, WebSpan Punchout implementations are fast, transparent and cost-effective. The SaaS integration platform controls capital outlay, and packaged plans based on a monthly subscription keep ongoing expenses predictable.

WebSpan Punchout simplifies the management and improves the efficiency of eCommerce operations by automating business processes (price check, order status, product tracking, etc.) so they execute in real time. The flexible process-by-process approach allows an enterprise to scale its connections as needed, starting small with little disruption to existing workflow. The result is immediate value marked by improved online services, increased customer retention and growth of new business – all without the use of internal IT resources.



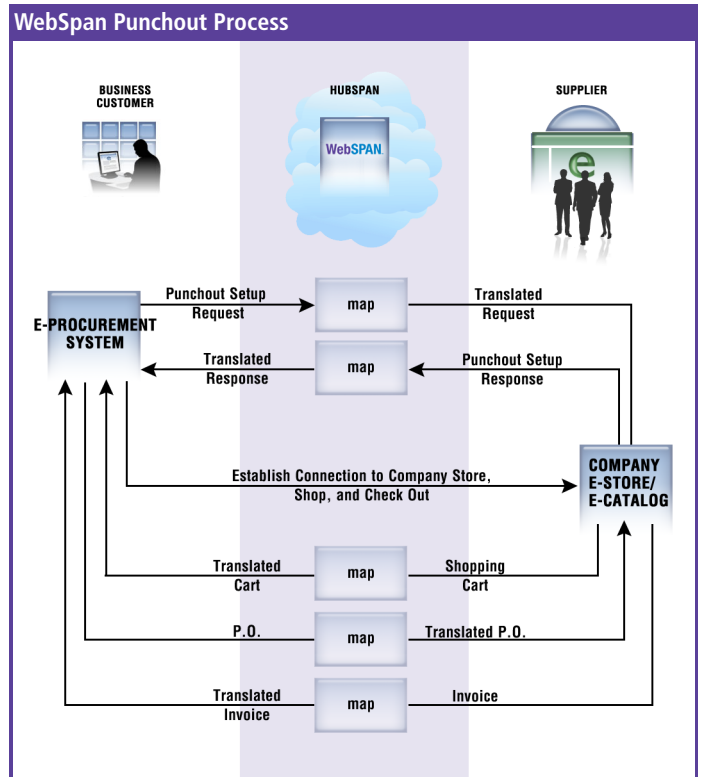
How WebSpan Punchout Works

The WebSpan Punchout process begins when a business customer's employee selects an eStore supplier, initiating a Punchout Setup Request. WebSpan, after performing security authentication and authorizations, translates this Request into the appropriate format so the supplier can process it and send a Punchout Response back through WebSpan. The Response is translated by WebSpan into the employee's eProcurement system format allowing the employee to connect with the supplier and browse its online catalog.

Once an order is placed, the supplier sends the shopping cart information to WebSpan which translates it so the Trading Partner's system can execute standard procurement workflow. This generates a Purchase Order, which is sent through WebSpan, translated and passed on to the supplier. The supplier then sends an invoice through WebSpan which again ensures the two systems work together.

The WebSpan Punchout process is entirely seamless and transparent to both the eStore customer and the eStore supplier.

In addition to the Punchout process, most WebSpan customers also integrate related processes and transactions, such as electronic purchase order, purchase order acknowledgement, e-invoicing, and real-time inventory checking to name just a few.



WebSpan Interoperability

Transaction support is the critical requirement for optimizing your eCommerce operations. WebSpan supports the varied protocols, security standards, data formats and processes in place between your company and your customers and suppliers.

Protocols	Message Formats	E-Procurement Systems	Sample Processes	
<ul style="list-style-type: none"> • HTTP/S • REST • SOAP • cXML • S-FTP, FTPS, FTP • NDM • AS2 • SMTP • SOAP • RosettaNet (RNIF) • EDI VAN • HTML Forms • Proprietary API 	<ul style="list-style-type: none"> • cXML PunchOut • OCI RoundTrip • Oracle XML • TapOut • ANSI X12 • EDIFACT • RosettaNet • SAP IDOCS • XML • CSV files • Flat files 	<ul style="list-style-type: none"> • Ariba • Epicor • ePlusB2B • Exostar • Infor • MRO • Oracle • PeopleSoft • Perfect Commerce 	<ul style="list-style-type: none"> • SAP • SciQuest • Science Warehouse • Market4Care • Unity • SupplyNet • Ketera • Oracle Exchange • IBM ShopOut 	<ul style="list-style-type: none"> • Product availability • Price check • Order status • Shipment scheduling • Shipment status • Product tracking • Code lookup • Contract status check

About WebSpan

WebSpan is an enterprise-class SaaS integration platform that combines the Hubspan integration platform and IBM WebSphere integration software. WebSpan provides a cost-effective and scalable approach to integration while optimizing the sharing of resources across business communities. Thousands of companies, from small enterprises to the Fortune 500, successfully use the platform every day to achieve greater business collaboration. WebSpan is available in packaged integration processes focused on supply chain, demand chain, logistics, e-commerce, and financial integration, as well as custom integration solutions. For more information, go to www.hubspan.com/webspan or email webspan@hubspan.com.