



The 2006 Supply & Demand Chain Executive 100

Your comprehensive guide to today's leading supply chain solution providers on the forefront of innovation

By Sarah Murray and Andrew K. Reese



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Years of surveying and conversations with readers have shown that busy executives turn to an industry magazine like *Supply & Demand Chain Executive* for essentially two reasons: to learn how to solve problems that they know they have, and to learn about solutions for problems they didn't even know they had. The mission of this magazine, then, is to provide targeted information to help corporate executives and other supply and demand chain management professionals as they enable their supply chains for competitive advantage.

As part of this mission, each year the magazine uses its Supply & Demand Chain Executive 100 feature to make its readers aware of those enablers that are leading the way in providing cutting-edge solutions and services to help enterprises address pain points in their supply chains through the application of new technologies and new processes.

This year the magazine focused the criteria for its "100" feature on innovation. Based on the submissions for the "100" from end users and technology companies themselves, our judging committee looked for solutions across a variety of industries, addressing the needs of companies of varying sizes, and assisting in the transformation of a diverse mix of the functions that make up the supply chain. The result is a comprehensive listing of leading providers of supply chain services and technologies who are at the forefront of innovation.

The solution providers that follow are listed in alphabetical order, and this article provides a brief description of why each enabler was included in this year's "100" listing. We suggest scanning through the article and noting those solution providers that enable those segments of the supply chain (Sourcing, Logistics, etc.) that are current priorities at your enterprise, as well as consulting the additional online resources available at

SDCExec.com — including the [Interactive Global Supply & Demand Chain Map](#), the [Global Enabled Supply & Demand Chain Directory](#) and our Best Practices Forum — in order to assemble a list of appropriate solution providers who can assist you. In this way, the "100" listing can provide a vital first step on your supply chain enablement journey. Bon voyage!


Common abbreviations: PLM — Product Lifecycle Management; CRM — Customer Relationship Management; ERP — Enterprise Resource Planning.

4flow AG (Berlin, Germany; Enables: Sourcing, Fulfillment/Logistics, Decision Support/Consulting). First integrated, standard software for supply chain design. Web-based planning engine allows users in different countries to work collaboratively on planning projects.

Aankhen Inc. (San Jose, Calif.; Enables: Order/Demand Management; Procurement; Sourcing; Decision Support/Consulting; Supply Chain Integration & Infrastructure/ERP; Payment; Fulfillment/Logistics; PLM). Solution automates the in-context computation of "should be cost," allowing enterprises to manage what should be the spend and reducing financial leakage and uncertainty.

ACQUIREX (Long Beach, Calif.; Enables: Procurement; Payment). Web service integration technology allows customers to integrate electronic purchasing to existing technology infrastructure and MRP/ERP solutions; smaller companies gain benefits of e-procurement without the upfront professional service fees.

Adonix (Pittsburgh, Pa.; Enables: Order/Demand Management, Fulfillment/Logistics, CRM, Supply Chain Integration & Infrastructure/ERP). Revamped X3 app enables companies to extend ERP information infrastructure to accommodate key business partners as if they were internal users.

 **AGISTIX** **ADR North America LLC** (Ann Arbor, Mich.; Enables: Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, Payment, PLM, Procurement, Fulfillment/Logistics, Sourcing, Order/Demand Management). Creating practical, sustainable solutions that clients use to achieve cost savings and competitive advantage through their purchasing and supply chain operations.

Agistix (Redwood City, Calif.; Enables: Procurement, Fulfillment/Logistics). First carrier-neutral heavy freight shipping solution to automate freight shipment processing and provide visibility into global freight shipments.

AIM Computer Solutions Inc. (Fraser, Mich.; Enables: Procurement, Order/Demand Management, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting, CRM, PLM, Fulfillment/Logistics). First to integrate billing, shipping, ASN transmission and release accounting with AIAG labels.

Arena Solutions (Foster City, Calif.; Enables: PLM). First to bring the benefits of on-demand – faster deployment and more cost-effective solutions – to PLM market. Customer Strida Bicycles implemented the Arena solution in two days and doubled its business within one year.

ARGO Tracker (Tucson, Ariz.; Enables: Fulfillment/Logistics). Combining GPS and wireless communication technologies with add-on sensor capabilities to enable real-time asset tracking and visibility of goods in transit throughout the supply chain, resulting in reduced costs due to damage, vandalism and spoilage.

Ariba (Sunnyvale, Calif.; Enables: Order/Demand Management, Procurement, Sourcing, Fulfillment/Logistics, Payment, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting). Leader in solutions transforming procurement. Provides technology, services and expertise on a single, integrated platform.

Avendra LLC (Rockville, Md.; Enables: Order/Demand Management, Procurement, Sourcing, Decision Support/Consulting). Formed to deliver leveraged procurement to the hospitality industry, determining specifications and ordering economically.

Avnet Logistics (Phoenix, Ariz.; Enables: Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting, Order/Demand Management, Fulfillment/Logistics). Provides specialized supply chain and logistics services in the global electronic components industry.

Axway (Paris, France, and Scottsdale, Ariz.; Enables: Order/Demand Management, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP). Partnered with McKesson Corp. to develop an electronic pedigree solution allowing customers to meet regulatory mandates.

Baxter Planning Systems (Austin, Texas; Enables: Order/Demand Management, Procurement, Fulfillment/Logistics, PLM, Decision Support/Consulting). Integrated inventory planning software collects data from various consumption points and makes strategic recommendations, freeing users from manual data and transaction entry and providing visibility.

BigMachines, Inc. (Deerfield, Ill.; Enables: Sourcing, CRM). Leader in transforming the demand chain by enabling manufacturers to leverage on-demand Web technology to automate their entire customer facing processes.

Business Objects (San Jose, Calif.; Enables: Order/Demand Management, Fulfillment/Logistics, Procurement, Decision Support). Business intelligence solutions provide built-in functionality particular to supply chain processes such as procurement, logistics or manufacturing, streamlining information flow across the organization and the supply chain.

CGI Group Inc. (Montreal, Canada; Enables: Sourcing, Procurement, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, Payment). Solutions designed to improve the procure-to-pay process. Have been used for statewide spend management in Delaware and Oregon, curbing off-contract purchasing and ensuring correct pricing for on-contract purchases.

Chainalytics (Atlanta, Ga.; Enables: Decision Support/Consulting, Fulfillment/Logistics). Pioneered a statistical model-based benchmark of transportation rates and the impact of operational policies on those rates.

Choice Logistics (New York, NY; Enables: Sourcing, Order/Demand Management, Fulfillment/Logistics, Procurement, PLM). Helps such companies as EMC, HDS and Avaya manage their inventory assets, facilitating on-time operations and improved performance.

Click Commerce (Chicago, Ill.; Enables: Order/Demand Management, Sourcing, Procurement, Fulfillment/Logistics, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, PLM, CRM). Among the first to identify benefits of offering software-as-a-service in the supply chain management space. Uses a service-oriented architecture to link return forecasting and planning solutions with dynamic decision-making capabilities.

CombineNet (Pittsburgh, Pa.; Enables: Sourcing, Procurement, Decision Support/Consulting). Optimization technology enables "Expressive Commerce": buyers provide open-ended requests for proposals online; suppliers respond with pricing, alternate items, contract and payment terms, bundled bids and conditional offers based on factors like market share/volume.

Comergent Technologies (Redwood City, Calif.; Enables: Order/Demand Management, CRM). eBusiness System provides support for inbound channel and addresses flexibility in the presentation of information across various user roles; offers an industry model for order capture processes, order routing, tracking and fulfillment.

Corporate United (Cleveland, Ohio; Enables: Sourcing, Procurement, Fulfillment/Logistics). This group buying organization requires all members to participate in commodity committees to hammer out effective national contracts that save millions of dollars for participants.

Cube Route Inc. (Toronto, Ontario, Canada; Enables: Fulfillment/Logistics). On-demand logistics management solutions for last-mile logistics — ideal for companies that want to improve service and achieve real-time visibility into delivery operations.

D.W. Morgan Co. (Pleasanton, Calif.; Enables: Fulfillment/Logistics, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP). Blends logistics and supply chain solutions to free customers to focus on strategic goals. Works with clients to position their supply chains globally and competitively.

Demand Management Inc. (St. Louis, Mo.; Enables: Decision Support/Consulting, Procurement, Sourcing, Order/Demand Management). DS Collaborate creates a synchronized collaboration network for planning complex multiple promotions. Service Level Optimizer offers alternative way to determine safety stocks by measuring demand, not forecast error.

DSSI LLC (Southfield, Mich.; Enables: Order/Demand Management, Fulfillment/Logistics, Procurement, Sourcing, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting, Payment). Leader in purchasing business process outsourcing (BPO) space, developing a Web-based e-procurement infrastructure that links the client, DSSI and suppliers together for integrated procurement.

E2open (Redwood City, Calif.; Enables: Order/Demand Management, Procurement, Sourcing, Fulfillment/Logistics, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, PLM, CRM, Payment). On-demand software to address critical supply chain processes such as inventory management, forecast collaboration, order management.



EC Sourcing Group Inc. (Morristown, N.J.; Enables: Sourcing). First enabler to have eight different question formats within its request for information (RFI) module, and also the first provider to have request for proposal (RFP) variable labels technology, allowing all spend categories to be sourced within its e-sourcing software.

Edge Dynamics (Redwood City, Calif.; Enables: Order/Demand Management). Pioneer in channel commerce management solutions for the life sciences industry, allowing manufacturers to more effectively manage and enforce inventory management agreements (IMAs) and ensure inventory availability at the right place and time to prevent stockouts.


Emptoris (Burlington, Mass.; Enables: Procurement, Sourcing, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, CRM). First vendor to offer a single suite and support across the entire supply management process. First turnkey solution integrating source-to-contract processes to SAP's Materials Management Procurement solution.

Enigma Inc. (Burlington, Mass.; Enables: Supply Chain Integration & Infrastructure/ERP). 3C Platform is the first fully integrated enterprise support chain management solution that has the ability to seamlessly link OEMs, operators and maintenance, repair and overhaul organizations (MROs), and high-tech industries through the Web, offline media (CD-ROM/DVD) and wireless.

Enporion Inc. (Tampa, Fla.; Enables: Order/Demand Management, Procurement, Sourcing, CRM, Payment, Fulfillment/Logistics, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting). Supply chain management technology

tools and services for electric and gas energy companies. Enhancing its customers' competitive advantage in the marketplace and driving significant savings throughout their supply chains, winning a highly enthusiastic client base.

Epicor Software Corp. (Irvine, Calif.; Enables: Order/Demand Management, Fulfillment/Logistics, Sourcing, Procurement, Payment, CRM, PLM, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting). Portal solution is satisfying need for collaboration among consumers, suppliers, partners and employees, while delivering better management of distributed information.

 **Eqos** (Burlington, Mass.; Enables: Sourcing). Offers companies and users working on complex sourcing projects a Web-based collaboration platform and "rapid application development" (RAD) environment that is configurable and flexible to change as processes change and as business grows.



FORTE (Mason, Ohio; Enables: Decision Support/Consulting). Distribution consultant and system integrator offering single-source design/build methodology. Software has developed into a Distribution Intelligence System that organizes, accesses and manipulates distribution performance information for current and future-state performance analysis.

Global eProcure (Clark, NJ; Enablex: Sourcing, Procurement). Pioneered the bid optimization feature in the reverse auction tool, allowing clients to view different savings scenarios before making their final award decision. Helping lead "insourcing" trend, enabling clients to supplement existing procurement resources with external personnel and resources to match procurement needs over time.



GXS (Gaithersburg, Md.; Enables: Order/Demand Management, Fulfillment/Logistics, PLM, Supply Chain Integration & Infrastructure/ERP, Payment). Providing low-cost, easy-to-use solutions that bring B2B e-commerce to small and medium-sized businesses (SMBs).

Hand Held Products Inc. (Skaneateles Falls, NY; Enables: Fulfillment/Logistics, Supply Chain Integration & Infrastructure/ERP, Payment, CRM). Offers data collection technology capable of reading any bar code, including damaged and poorly printed labels, plus capture digital images and signatures — all with one solution.

Hewlett-Packard (Palo Alto, Calif.; Enables: Order/Demand Management, Procurement, Sourcing, Supply Chain Integration & Infrastructure/ERP, Fulfillment/Logistics). Currently has a customer-driven supply chain model consisting of just five supply chains, each providing unique capabilities to meet different customer needs. This "portfolio of supply chains" strategy serves as a model for other companies looking to streamline the supply chain.

HighJump Software, a 3M Co. (Eden Prairie, Minn.; Enables: Fulfillment/Logistics). With a belief that no two supply chains are alike, HighJump develops and provides configurable supply chain execution solutions. Ensures all applications are integrated to support the real-time flow of information between suppliers, manufacturers, distributors and transporters.


Iasta.com Inc. (Carmel, Ind.; Enables: Sourcing, Procurement, Decision Support/Consulting). Iasta brings what it calls "Fortune 500" sourcing technology to any size company at affordable prices. Building on self-service decision optimization tools.

IBX (Stockholm, Sweden; Enables: Order/Demand Management, Sourcing, Procurement, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, Payment, Fulfillment/Logistics). In addition to its "green-yellow-red" methodology of designating suppliers, IBX focuses on making customers self-sufficient as soon as possible.

ILOG (Mountain View, Calif.; Enables: Order/Demand Management, Fulfillment/Logistics, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting). CPLEX and PowerOps Suite integrate manufacturing's planning and scheduling functions, synchronizing planning departments and the plant floor.

I-many Inc. (Edison, NJ; Enables: Decision Support/Consulting, Procurement, Sourcing). Contract management solutions employ a centralized repository of contracts with terms and conditions that is accessible to all supply chain participants. Visibility and control of contractual commitments help ensure regulatory, obligation and transaction compliance.

Indus International Inc. (Atlanta, Ga.; Enables: Sourcing, Procurement, Fulfillment/Logistics, Supply Chain Integration & Infrastructure/ERP, CRM, Payment). Drove evolution from computerized maintenance management systems (CMMS) to enterprise asset management (EAM) solutions, expanding asset management to suppliers, service personnel and other outside partners.


 **Inovis** (Alpharetta, Ga.; Enables: Fulfillment/Logistics, Supply Chain Integration & Infrastructure/ERP). Business activity monitoring technologies enable companies to optimize collaboration with their worldwide trading communities, gain control and visibility of B2B transactions.

INSIGHT Inc. (Manassas, Va.; Enables: Order/Demand Management, Sourcing, Fulfillment/Logistics, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting). First software for strategic supply chain design with a built-in set of options that uncover vulnerabilities and suggest designs and provide the relative costs of various strategies.

Integrated Warehousing Solutions (Downers Grove, Ill.; Enables: Fulfillment/Logistics). Encouraging companies to continue through the last mile of supply chain operations by advancing best practices and connecting production to the customer through the warehouse, creating demand-driven operations.

Intuit Inc. (Mountain View, Calif.; Enables: Order/Demand Management, Fulfillment/Logistics, Payment). Uses customer data to develop business solutions that address specific industry needs. QuickBooks Enterprise aimed at growing businesses within the manufacturing industry seeking a new choice for production automation.

IQNavigator (Denver, Colo.; Enables: Procurement). Offers a configurable platform, giving users the versatility to handle the unique needs of various purchased services categories. As a software-as-a-service solution, IQNavigator can respond to individual user requests for changes or additions to the platform and then make those available to all customers without charge.

JPMorganChase  **JPMorgan Chase** (Dulles, Va.; Enables: Fulfillment/Logistics). With the acquisition of Vastera, JPMorgan Chase has become the first financial institution to sell solutions that simultaneously address both physical and financial events on one supply chain.

Ketera Technologies Inc. (Santa Clara, Calif.; Enables: Sourcing, Procurement, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP). Leader in the on-demand movement, offering spend management applications and promoting software-as-a-service trend in its offerings.

Kewill (Marlborough, Mass.; Enables: Fulfillment/Logistics). Innovator in transportation management, international trade logistics and visibility solutions for global trading communities. First to deliver the NCAP module in the U.S. to importers and customs brokers, allowing them to participate in the C-PAT security measures.

Kinaxis Inc. (Ottawa, Ontario, Canada; Enables: Order/Demand Management, Fulfillment/Logistics, PLM, Decision Support/Consulting). Leading market niche for response management, giving users tools to meet the challenges of unplanned and unexpected demand changes. On-demand service simplifies adoption.

LeanLogistics (Holland, Mich.; Enables: Supply Chain Integration & Infrastructure/ERP, CRM, Payment, Decision Support/Consulting, Fulfillment/Logistics, Procurement, Sourcing). Among first to offer a transportation management system solution in an on-demand environment. Its solution, combined with a long-term program of continuous improvement, offers a holistic strategy for reducing freight bill and transportation operations costs.



Logility Inc. (Atlanta, Ga.; Enables: PLM, Fulfillment/Logistics, Sourcing, Order/Demand Management). Built performance

management capabilities into its solutions that allow companies to manage supply chain processes on an exception basis.

Management Dynamics Inc. (East Rutherford, NJ; Enables: Procurement, Fulfillment/Logistics). Synchronizes the flow of information among trading partners, manages trade regulatory compliance, minimizes border delays, streamlines logistics processes and reduces transportation costs throughout the entire supply chain, reducing risks and costs associated with global trade.

MCA Solutions (Philadelphia, Pa.; Enables: Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting, Fulfillment/Logistics, Order/Demand Management). Software allows planners to consider multiple what-if scenarios to evaluate the business impact of specified changes in the service supply network, helping transform the service supply chain into a driver of competitive advantage.

Model N (South San Francisco, Calif.; Enables: Decision Support/Consulting, CRM, Order/Demand Management). Integrates the key pricing and revenue relationships that link suppliers, channels and end customers, providing visibility to customer and contract commitments. Solutions help mitigate revenue exposure and regulatory compliance risk while enabling competitiveness.

Nextance Inc. (Redwood City, Calif.; Enables: Procurement). Contract performance management technology provider Nextance is the only industry player with fully XML-based solutions. Targets smaller companies' supply chains with its Contract Insight with QuickStart Deployment.

Optiant (Burlington, Mass.; Enables: Supply Chain Integration & Infrastructure/ERP). Solutions allow customers to create models that show real-world uncertainty, helping them create dynamic supply chains that can respond and adjust.


Plexus Systems LLC (Auburn Hills, Mich.; Enables: Decision Support/Consulting, CRM, Payment, Supply Chain Integration & Infrastructure/ERP, Order/Demand Management, Fulfillment/Logistics, Procurement). Manufacturing performance system that integrates and streamlines the manufacturing process.

PowerTrack (Minneapolis, Minn.; Enables: Supply Chain Integration & Infrastructure/ERP, Payment, CRM, Decision Support/Consulting). Web-based electronic payment network creates links between physical supply chain events and back-end financial processes.

PrimeRevenue Inc. (Atlanta, Ga.; Enables: Procurement, Decision Support/Consulting, Payment). Supply chain finance solution applies supply chain management principles from product and information flows to financial flows and allows real-time monitoring and tracking of accounts payables transactions and cash flows.

Procuri (Atlanta, Ga.; Enables: Sourcing, Procurement, Decision Support/Consulting). Helped pioneer the on-demand delivery model for supply management and offers one of the industry's most comprehensive solutions for managing supply management processes.

Prorizon Corp. (Kennesaw, Ga.; Enables: Procurement). Pioneered the Procurement Service Provider, or Managed Procurement Services, trend. Working to create one process for managing client order fulfillment by providing business process optimization consisting of middleware and resources to manage global daily transactional processes.

 **PurchasingNet Inc.** (Redbank, NJ; Enables: Procurement, Sourcing, Payment). Credited with the first PC-, LAN- and Web-based purchasing systems, delivering first solution in 1983. Latest generation procure-to-pay solution is recognized as a leading solution and a value-conscious choice in the marketplace.

QAD (Summerland, Calif.; Enables: Order/Demand Management, Procurement, Sourcing, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, Fulfillment/Logistics, Payment, PLM, CRM). Envisions the future of manufacturing as a perfect lean market where the right information in the right place at the right time enables the supply chain to respond seamlessly to change.

Quadrem (Amsterdam, The Netherlands; Enables: Procurement, Sourcing, Order/Demand Management, Supply Chain Integration & Infrastructure/ERP, Payment, Decision Support/Consulting). Delivering value to buyers and suppliers by marrying procure-to-pay functionality with new value drivers that speed the payment process, deliver payment visibility and improve working capital management.

Real Time Freight Services LLC (Chicago, Ill.; Enables: Procurement, Fulfillment/Logistics, Sourcing, Supply Chain Integration & Infrastructure/ERP). Web-based solution that allows carriers and shippers to exchange information both within and across companies in real time.

Remstar (Westbrook, Maine; Enables: Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting, Fulfillment/Logistics). Solutions to split case picking applications have decreased London Drugs' picking labor by 50 percent while keeping efficiency at 100 percent.

Sage Software Inc. (Irvine, Calif.; Enables: Order/Demand Management, Fulfillment/Logistics, Procurement, Supply Chain Integration & Infrastructure/ERP, CRM, Decision Support/Consulting). Innovative services designed to meet specific accounting and business management needs in selected industries.

SAS (Cary, NC; Enables: Sourcing, Order/Demand Management, Procurement, Decision Support/Consulting, CRM, Supply Chain Integration & Infrastructure/ERP). Helping customers see their supply chain as a strategic business issue. Remodeled its supply chain

software to incorporate a modular SRM solution that allows companies to customize the way they manage supplier relationships.

SeeControl Inc. (San Mateo, Calif.; Enables: Order/Demand Management, PLM, Fulfillment/Logistics). Providing on-demand visibility and control over inventories of parts, maintenance supplies and consumables around the world.

Selectica Inc. (San Jose, Calif.; Enables: Procurement). Recognized leader in sales configuration technology. Plans to advance supply chain transformation by creating a more unified contracts management environment for buy- and sell-side users.

Servigistics (Atlanta, Ga.; Enables: Fulfillment/Logistics, Order/Demand Management). Helping advance supply chain transformation with its service parts management solution, enabling companies to achieve their revenue, profitability and customer service level goals. Solution includes the optimization of service parts prices.

Silvon Software Inc. (Westmont, Ill.; Enables: Decision Support/Consulting). Enterprise performance management (EPM) applications enable users to continually assess customer demand and the drivers behind it and plan, monitor and manage performance.

SLIM Technologies (Boston, Mass.; Enables: Decision Support/Consulting). Innovative solution approach that used Systems Dynamics Modeling together with Mixed-Integer Programming to allow inventory deployment decisions to be embedded in network optimization models.



Smart Software Inc. (Belmont, Mass.; Enables: Order/Demand Management). Invented a unique method to forecast hard-to-forecast items with

"intermittent" demand.

SmartOps (Pittsburgh, Pa.; Enables: Supply Chain Integration & Infrastructure/ERP, Fulfillment/Logistics, Order/Demand Management). Technology lets users employ systematic, scientific approaches to manage and account for the inherent uncertainty of supply chains in planning and execution.

Source One Management Services LLC (Willow Grove, Pa.; Enables: Sourcing, Procurement, Fulfillment/Logistics). Online procurement tool has a dashboard that can be used by buyers to manage multiple requests for proposals and view history of all RFPs and bids placed, especially important for Sarbanes-Oxley compliance.

SPS Commerce (Minneapolis, Minn.; Enables: Supply Chain Integration & Infrastructure/ERP). Offers EDI as software-as-a-service (SaaS) with low cost of ownership, enabling small and midsize suppliers to comply with retailers' EDI requirements.



Staples Contract Division (Framingham, Mass.; Enables: Procurement). e-Procurement innovator that has helped its customers understand and achieve lowest total delivered cost.

Stellent Inc. (Eden Prairie, Minn.; Enables: PLM, Payment). Content management solutions help manufacturers streamline core business processes that tie into the supply chain. Customers now collaborate on engineering specifications with international partners via secure extranets.

Supply Chain Consultants (Wilmington, Del.; Enables: Order/Demand Management, Decision Support/Consulting, Fulfillment/Logistics). Provides supply chain planning software and consulting services that help manufacturers optimize the supply chain. SCC's Zementer software provides collaborative planning, demand management, inventory management, supply planning and finite scheduling.

Supply Chain Solutions Inc. (Grand Rapids, Mich.; Enables: Fulfillment/Logistics). Has enhanced inventory visibility and replenishment with exception-based alerts to perfect inventory control, enabling the management of complex inbound material flow and outbound distribution.

SYSPRO (Costa Mesa, Calif.; Enables: Order/Demand Management, Procurement, Sourcing, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting, CRM, PLM, Fulfillment/Logistics, Payment). Pushing the boundaries of technology to extend core ERP product and enable smaller to midsize manufacturers and distributors to successfully compete with larger establishments in their respective markets.

Technical Services Associates Inc./Puridiom (Mechanicsburg, Pa.; Enables: Payment, Supply Chain Integration & Infrastructure/ERP, PLM, Decision Support/Consulting, Procurement, Fulfillment/Logistics, Sourcing, Order/Demand Management). First procurement application available for the PC and Windows. Led push to integrate suppliers via EDI and later by cXML. Has promoted the use of blanket agreements to enable self-service procurement strategies.

Teradata, a division of NCR (Dayton, Ohio; Enables: Order/Demand Management, Procurement, Fulfillment/Logistics, Decision Support/Consulting, PLM, Supply Chain Integration & Infrastructure/ERP, Payment, CRM). Solution provides visibility, accurate monitoring, analysis and proactive alerting across entire supply and distribution chain while decreasing costs.



Terra Technology (Norwalk, Conn.; Enables: Order/Demand Management). Introduced Real-Time Forecasting (RTF) solution in 2003 and Real-Time Inventory (RTI) in 2006, helping clients decrease forecast error by 50+ percent and cut safety stock by 20+ percent.

The Mpower Group (Oak Brook, Ill.; Enables: Order/Demand Management, Fulfillment/Logistics, Procurement, Sourcing, Supply Chain Integration & Infrastructure/ERP, PLM, CRM, Payment, Decision Support/Consulting). Focused on change management and transfer of skill and knowledge. Working with companies on an advanced Supply Chain/Sourcing Maturity Model, changing sourcing groups to Value-creating Organizations.

TradeBeam (San Mateo, Calif.; Enables: Fulfillment/Logistics, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, Payment). On-demand, end-to-end global trade management suite addresses such thorny challenges as supply chain visibility, global logistics and import and export compliance.

TradeStone Software (Gloucester, Mass.; Enables: Order/Demand Management, Fulfillment/Logistics, Procurement, Sourcing, Payment, Supply Chain Integration & Infrastructure/ERP, PLM). Pioneered Unified Buying approach, helping companies streamline international and domestic supply chains, source opportunistically and globally and make more intelligent purchasing decisions.

Transplace (Plano, Texas; Enables: Fulfillment/Logistics). Believes capacity will be the key issue plaguing the logistics industry for years to come, and says ideal solution is collaboration, which can be achieved through on-demand solutions.

TrenStar Inc. (Denver, Colo.; Enables: Sourcing, Fulfillment/Logistics, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting). Mobile asset management pioneer that tracks millions of assets daily. Its pay-per-use model supports the pooling of common containers and other mobile assets.

Verian Technologies (Charlotte, NC; Enables: Sourcing, Procurement, Fulfillment/Logistics, Payment, Supply Chain Integration & Infrastructure/ERP). Meeting mid-market requirements for robust e-procurement functionality, capturing and managing 100 percent of non-payroll spending.

VeriSign Inc. (Mountain View, Calif.; Enables: Order/Demand Management, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting). Helping the consumer goods, retail and pharmaceutical industries access and manage data that translate into real-time visibility of product location, supply and demand by enabling information exchange and collaboration among global supply chain participants.

Verticalnet Inc. (Malvern, Pa.; Enables: Decision Support/Consulting, Procurement, Fulfillment/Logistics, Sourcing). Verticalnet's greatest innovation over the past year has been the push to put into operation its "on-demand" service.

Vinimaya (Shelton, Conn.; Enables: Procurement). First software-based solution for enabling suppliers on e-procurement solutions much faster and less expensively than traditional methods.

VISION CHAIN

Vision Chain (Washington, DC; Enables: Order/Demand Management). Supply chain managers at consumer product companies use Vision Chain for a single location to feed daily point-of-sale (POS) data into demand forecasting apps, tie purchase orders to retailer trade deductions, combine RFID read events with demand data and monitor inventory from point of shipment through the warehouse to the retail store.



VITRIA **Vitria Technology** (Sunnyvale, Calif.; Enables: Order/Demand Management, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting, Fulfillment/Logistics, CRM).

Solutions provide real-time visibility of inbound/outbound orders. Helps actuals vs. historical trends comparison by the hour, enabling companies to react to problems that could result in loss of business.

Vue Technology (Lake Forest, Calif.; Enables: Supply Chain Integration & Infrastructure/ERP). Offers scalable, item-level RFID solutions for retailers and their supply chain partners. Enables a small number of RFID readers to network across thousands of antennas, increasing the number of zones a typical reader can support and eliminating many cost barriers associated with item-level RFID rollouts.

WhereNet Corp. (Santa Clara, Calif.; Enables: Fulfillment/Logistics, Supply Chain Integration & Infrastructure/ERP). Through its active RFID Real-Time Locating System technology, WhereNet has connected mobile assets with the people and information systems charged with managing those assets on a minute-by-minute basis.

Xign Corp. (Pleasanton, Calif.; Enables: Payment). Automates the financial flows between buyers and suppliers on the back end of the supply chain. Xign's electronic settlement network manages working capital, helping buyers tap early payment discounts to reduce corporate spend while suppliers accelerate collections and reduce their days sales outstanding.

2006 SDCExec "Companies to Watch"

This year's "100" feature includes a supplemental list of "Companies to Watch" that includes solution providers implementing innovative projects to help their customers achieve new levels of supply chain performance. Among the many entries submitted for this year's "100" list, the "Companies to Watch" stood out for their ground-breaking work within their particular segments of the supply chain.

Acquirex (Long Beach, Calif.; Enables: Procurement, Payment) Developed innovative web service integration technology that allows customers to tightly integrate electronic purchasing to their existing technology infrastructure and MRP/ERP solutions

CDC Software (Atlanta, Ga.; Enables: Supply Chain Integration & Infrastructure/ERP, Customer Relationship Management) Case study for Wise Foods shows the company reduced inventory while maintaining a 99.6 percent service-to-sales level; cut labor costs

by predicting needs more than 24 hours in advance, saving \$600,000 annually; and decreased changeovers by 35 percent across packaging and processing lines.

EntComm Inc. (Los Angeles, Calif.; Enables: Order/Demand Management, Sourcing, Procurement; Supply Chain Integration & Infrastructure/ERP Customers save over 4.5 percent of their supply chain costs within the first year by automating procurement, planning data and invoicing with over 90 percent of supplier base.

eWork Inc. San Francisco, Calif.; Enables: Procurement, Sourcing, Decision Support/Consulting) Provides vendor-neutral business process outsourcing strategies and solutions for the contracted workforce. Also integrates enterprise-class apps, outsourced managed services, and a consultant supplier network.

Global4PL SCM Consulting and Software (San Ramon, Calif.; Enables: Sourcing, Procurement, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, Fulfillment/Logistics, Payment) Global4PL is a consulting company and technology broker that helps small to large sized companies that do not have the time or the experience to negotiate confidently with their vendors.

Infravio (Cupertino, Calif.; Enable: Product Lifecycle Management, Supply Chain Integration & Infrastructure/ERP) The creator of Service Delivery Contracts for enabling customization of Web Service/SOA style integrations. Users attribute it to a 95 percent reduction in the cost of integration and a 20-time improvement in integration speed.

InStream Financial (Huntington Woods, Mich.; Payment) Company's product developed to integrate with B2B networks as Web-based financing solution. Requires no contractual commitment from buyers, leverages many lenders to fund its transactions and purchases supplier receivables.

Intervolve Inc. (Raleigh, NC; Enables: Customer Relationship Management) Intervolve pioneered providing on demand supply chain software using web and mobile technologies for the beverage and overall consumer goods markets.

Liaison Technologies (Alpharetta, Ga.; Enables: Supply Chain Integration & Infrastructure/ERP) Liaison Technologies' offerings are delivered as managed services and are causing manufacturers to reevaluate the competitive advantages that on-demand and managed services can bring to global businesses.

MFG.com Inc. (Atlanta, Ga.; Enables: Procurement, Sourcing) MFG.com is an online marketplace serving the manufacturing community with a focus on customer experience to help companies compete in a commoditized market with thin margins and tough competition.

National Logistics Management (NLM) (Detroit, Mich.; Enables: Order/Demand Management, Procurement, Sourcing, Fulfillment/Logistics, Payment, Customer Relationship Management, Decision Support/Consulting, Supply Chain Integration &

Infrastructure/ERP) NLM determines optimal shipping modes and coordinates shipments based on best price and quality. Its techniques have transformed how manufacturers order urgent shipments of components, resulting in reduced costs and improved quality of service.

Nulogy Corporation (Toronto, Canada; Enables: Decision Support/Consulting, Product Lifecycle Management, Supply Chain Integration & Infrastructure/ERP, Order/Demand Management, Sourcing, Fulfillment/Logistics) Nulogy has developed a platform of operational intelligence software tools that enables supply chain managers to make decisions more intelligently, more quickly, and with more focus.

One Network Enterprises (Dallas, Texas; Enables: Fulfillment/Logistics, Sourcing, Procurement, Order/Demand Management, Decision Support/Consulting, Supply Chain Integration & Infrastructure/ERP, Customer Relationship Management, Payment) One Network Enterprises pioneered real-time Web-based appointment scheduling.

OnVantage Inc. (Santa Clara, Calif.; Enables: Procurement) MeetingView is about to launch the first real-time electronic marketplace for purchasing meeting rooms and associated groups of sleeping rooms that includes real-time "best practice" guidelines, enabling users to make sourcing decisions.

Precision Industries Inc. (Omaha, NE; Enables: Order/Demand Management, Fulfillment/Logistics, Procurement, Sourcing, Payment, Customer Relationship Management,; Decision Support/Consulting) Company's collaborative approach to expanding traditional supply chain models includes service parts management and a centralized storeroom offering.

Technology Group International (Ohio; Enables: Decision Support/Consulting, Product Lifecycle Management, Customer Relationship Management, Supply Chain Integration & Infrastructure/ERP, Order/Demand Management, Sourcing, Fulfillment/Logistics, Procurement) Provides enterprise software solutions for small to medium size companies with such features as user-specific dashboards, MapPoint, VOIP and increased functionality to allow users to remain fully compliant for the Bioterrorism Act of 2002 and 21 CFR Part 11 rulings.

Transzap Inc. (Denver, Colo.; Enables: Decision Support/Consulting, Payment, Sourcing) SpendWorks, by Transzap, is an e-payables service that simplifies the tasks involved in procuring and paying for goods and services. Transzap innovatively addresses three key issues: accessibility, mobility and simplicity.

2006 SDCExec Vertically Focused Solution Providers to Watch

This year's "100" feature includes a supplemental list of "Vertically Focused Solution Providers to Watch" that includes enablers implementing innovative projects to help their customers in specific industry segments achieve new levels of supply chain performance.

These companies stood out for their pioneering approach to supply chain challenges in their target industries, but they are worth a look for supply chain executives in any sector.

Deacom Inc. (Wayne, Pa.; Enables: Order/Demand Management, Supply Chain Integration & Infrastructure/ERP, Fulfillment/Logistics, Product Lifecycle Management) DEACOM ERP software remains the only business software system for building component, prefabricated housing, process and mixed-mode manufacturers to integrate all functional areas of a manufacturer, thus providing a comprehensive view of the entire operation.

eSchoolMall (Horsham, Pa.; Enables: Order/Demand Management, Sourcing, Procurement, Supply Chain Integration & Infrastructure/ERP, Decision Support/Consulting, Payment, Fulfillment/Logistics) eSchoolMall is a leading provider of online procurement software and services for K-12 Schools.

Instill Corporation (Redwood City, Calif.; Enables: Procurement) A pioneer of on-demand for the food service industry, Instill automates the collection, translation, and standardization of unit-level invoice data from distributors and presents the information in applications that identify contract price variances, order guide non-compliance, and opportunities for SKU rationalization that drive measurable reductions in food costs of 2 to 5 percent.

Provide Commerce Inc. (San Diego, Calif.; Enables: Order/Demand Management, Procurement, Fulfillment/Logistics, Payment, Supply Chain Integration & Infrastructure/ERP) Provide Commerce started Proflowers.com, using technology to eliminate warehouses and importers. The company continues to branch out into other high-quality perishable goods markets and plans to launch a new subsidiary every year.

Webb/Mason (Baltimore, Md.; Enables: Order/Demand Management, Procurement) Webb/Mason embraced the Internet providing customers with a non-traditional online print ordering solution that produces tangible and measurable results. In 1998, Webb/Mason developed Enterprise Print Management Online.