

NEWS RELEASE

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New Retail Consortium Defining Standards for Logistics Processes

Retailers, suppliers and carriers collaborate on workflow, process and data standards; begin with appointment scheduling at distribution centers

Dallas, TX – April 26, 2005 – A new consortium of retailers, suppliers and carriers is defining standard processes to streamline the flow of goods from suppliers through distribution centers to stores. The ONE Retail™ Standards Board, announced by supply network services provider **One Network Enterprises** (ONE), comprises industry leading retailers, including **Publix** and **Safeway**; transportation service providers **Marten Transport** and **Werner Enterprises**, and top Consumer Packaged Goods companies.

This consortium marks the first formal collaboration of retailers, suppliers and carriers in an effort to standardize key logistics activities such as appointment scheduling at distribution centers (DCs). Dispatchers currently spend 15% to 50% of each workday scheduling appointments by phone or fax, leaving messages and waiting on hold. The consortium's Web-based appointment scheduling process allows suppliers and carriers to log on to a retailer's network hub, request appointments, and get immediate responses.

"One Network was the obvious choice as the technology platform on which to define standards for multi-company processes because of the number of suppliers, retailers and carriers who have already adopted this network," said Greg Brady, CEO of One Network Enterprises. A number of top retailers have created ONE Retail™ supply network hubs, connecting to more than 1000 suppliers and carriers, using infrastructure and Web applications hosted by One Network Enterprises.

Suppliers and carriers use the same standardized tools and processes to work with any retailer on the network, greatly improving their efficiency. Additional retailers can create new ONE Retail hubs and gain instant access to a wealth of suppliers and carriers already trained in and using One Network tools and processes. Carriers can coordinate pick up and delivery schedules because both processes are done using the same network and tools.

Because suppliers, retailers and carriers share the new appointment scheduling process on the same network, all partners gain new visibility to vendor-controlled freight as well retailer-controlled freight. This provides 100% visibility of freight and associated orders in the pipeline, from the supplier to the yard and through the DC. Combined with Web applications for Intelligent Execution Management, this enables rapid detection and resolution of potential supply chain disruptions by procurement, customer service, distribution, transportation, and inventory management.

The process defined by the ONE Retail Standards Board includes automatic prioritization of orders and shipments based on demand, and the ability to balance that with inbound capacity. This capability, unique to One Network, allows companies to:

- improve productivity for dispatchers, distribution centers and manufacturing facilities
- cut carrier dwell time and related carrier accessorial charges
- improve carrier relations and ensure capacity, despite HOS regulations and driver shortages
- improve capacity planning and workforce scheduling
- reduce store stock-outs and improve customer fill rates through better prioritization and execution
- provide buyers, customer service reps, logistics operations, and inventory analysts a time-phased view of capacity constraints to improve buying, available-to-ship, and delivery commitments.

Because all order volume goes through the appointment scheduling process, companies can also automate and improve their vendor, carrier and internal score carding using this process. Measurements can include order target delivery date vs. appointment, on-time delivery, carrier dwell time, number of rescheduled appointments, and order quantity changes.

The technology and process lays the groundwork for future automated appointment scheduling using Web services.

About the ONE Retail™ network

The ONE Retail network is a cross-enterprise supply network built on next-generation technology from One Network Enterprises (ONE), delivered in a flexible on-demand model. Rather than simply accelerating point-to-point data exchange along a traditional linear supply chain, ONE creates a distributed supply network where any participant can see and react to demand signals anywhere in the network. The solution integrates visibility, transaction management, execution and real-time planning. Network participants create and share multi-company business processes, and can quickly adapt them in response to changing conditions. Incremental decision support allows partners to resolve issues as they arise, and automatically guides operations towards business objectives.

The ONE Retail network currently serves over one third of the grocery retail market, including top suppliers Kraft, Del Monte, and **Georgia Pacific**, grocery retailers **Delhaize America** (Food Lion, Bloom, Hannaford), **Kroger** (Ralphs, Dillons, Smith's, King Soopers, Fry's, QFC, City Market, Hilander, Owen's, Jay C, Cala Foods/Bell Markets, Kessel Food Markets, Pay Less, Baker's, Gerbes, Fred Meyer, Fry's Marketplace, Smith's Marketplace, Food 4 Less, Foods Co.), **Safeway** (Vons, Dominick's, Randalls, Tom Thumb, Genuardi's, Carrs) and **Publix**; and more than 1000 suppliers and logistics and transportation companies.

About One Network Enterprises, Inc.

One Network Enterprises, Inc. (ONE) transforms slow-moving supply chains into responsive supply networks. ONE on-demand network services and Web applications help companies benefit from advancements in supply chain management. For more information, please call **+1 866-302-1936** or **+44 (0)20 7244 7789** or visit www.onenetwork.com.