



**catone -
the catalog system for your
B-to-B Commerce**

The catone products represent the optimum transformation of the newest technology in the area of purchasing. Particular attention should be paid to the coverage of all incidental tasks in the procurement process. With the catone software concept, wallmedien takes into account every section of a firm. In the sales pages the catbuy catalog solution comes into operation as the only convenient search, comparison and user administration that is approved.

The catalog engine on the purchasing site is more than just a data base with item information. For the most efficient use of a desktop purchasing system (DPS) the graphic surface and the necessary search engines are of the utmost importance. With catbuy wallmedien is ready to offer a solution that is based on Microsoft technology and that can support anything in XML format. Furthermore, the catalog engine is compatible to the mySAP E-Procurement solution of the SAP AG. On this widely diversified groundwork individually tailored solutions for particular firms can be drafted.

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 Success Story

Setting course for optimum procurement

Alstom LHB reduced costs through E-Procurement with SAP BBP and catone. The project was developed together by wallmedien and Bertelsmann mediaSystems.

COMPANY PROFILE ALSTOM LHB

The firm Alstom LHB, located in Salzgitter, is ranked among Europe's leading rail vehicle manufacturers.

Among other things, Alstom LHB played an important role in the development of the ICE. Regional trains, light rail transit, streetcars and specialized train boxcars are also counted among the Alstom LHB product line.

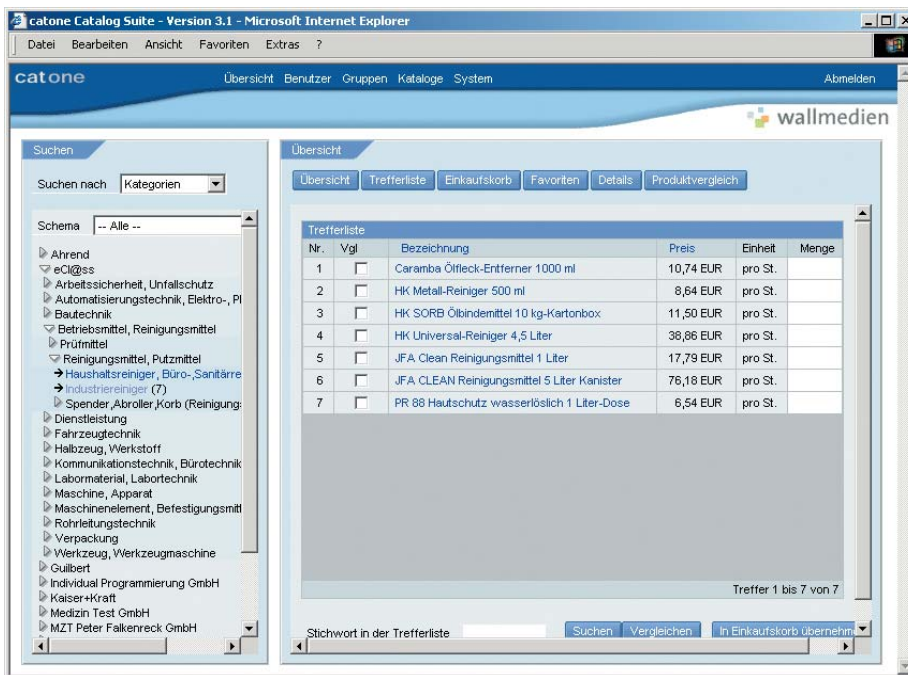


Restructuring of operational procedures

The firm's market position is based on perpetually searching for the best solutions and seizing new opportunities. Since February 2001 the firm has implemented into their procurement processes an electronic component. With the introduction of the procurement-system SAP EBP by Bertelsmann mediaSystems (BmS) they decided on catone from wallmedien AG as the catalog solution.

»With the project we wanted to gain experience in the E-Procurement area and reorganize the internal operational procedures,« commented Kai Uhlich, purchasing project leader of ALSTOM.

In the first phase of the project 60 users worked with the catalog. The optimum integration of the surface in the SAP workplace eased the employee training for the new procurement process.



The user is able to search the catalog over supplier-specific or comprehensive classifications.

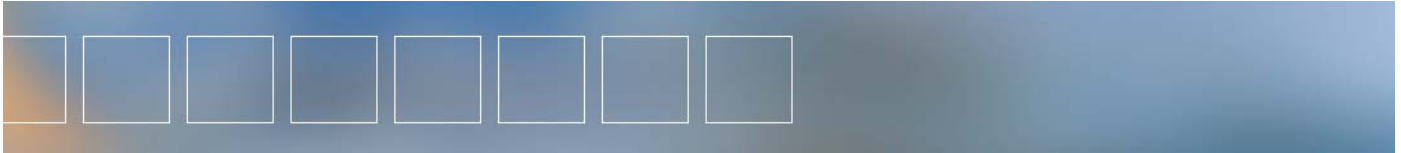
Further Integration of Vendors

One particular reason ALSTOM decided to work with catone was the sophisticated and easily serviced functions that the catalog offers. The training turned out to be short and uncomplicated due to the user-friendly surface.

»Users are able to learn and master the system quickly,« explains Marcel Kaup, wallmedien project leader, »After the test phase the integration is directed at the vendors. If the project is a success, there is a prospect of connections with other firms in the ALSTOM group.«

The entire group of catone products, spanning every branch, can be used internationally. The catalog solution is multi-lingual and has multiple currency capabilities. An expansion of the system to other ALSTOM departments is also possible.

Through concentrated work, all involved projects can comply with the initial schedule. With a permanent respite from shopping and revising for mistakes as well as a shortened ordering process and stable reduction in ordering costs, nothing more stands in the way of ALSTOM LHB.

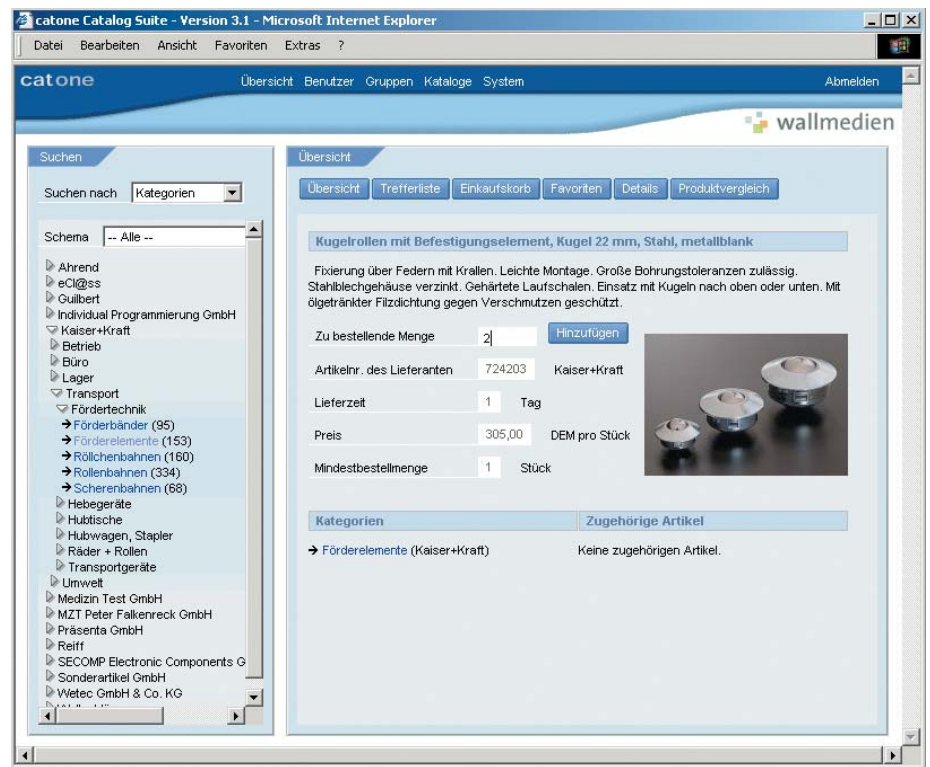


Success through cooperation: Bertelsmann mediaSystems as a competent Partner

The project with ALSTOM will be realized through cooperative teamwork with Bertelsmann mediaSystems. BmS is a firm of the product line Bertelsmann Arvato AG of Bertelsmann AG (Gütersloh). As international providers of top-quality IT service providers develop, Bertelsmann mediaSystems will operate and look after the world spanning IT and service activities of Bertelsmann concerns such as IT uses and external corporate customers.

The customization and tailoring to individual customer needs, including installation of the project, would be transacted by employees of SAP CC. During the project phase the works on the ALSTOM side would be supported through the IT division and the employees there would be trained for system administration following the introduction phase.

After the introduction of the E-Procurement solution SAP EBP was successfully concluded, the wallmedien team introduced their catalog system catone and the Alstom employees prepared the work with the electronic catalog. In the future wallmedien and BmS want to tackle more projects together.



catone is adapted to the "Look&Feel" surface of SAP's Enterprise Buyer Professional (EBP)