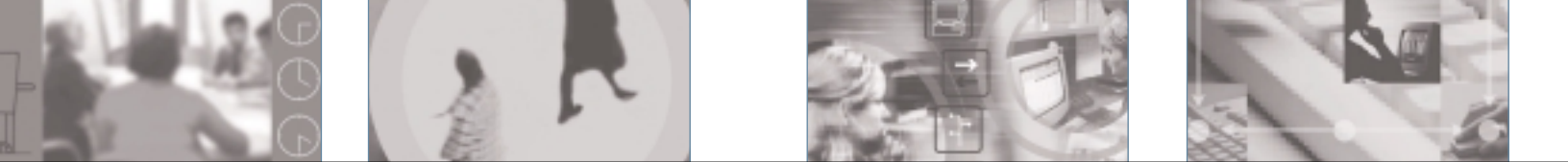


Smart Sourcing, No Matter Where You Are™



SOURCING MADE TO ORDER™

MOAI TECHNOLOGIES



Reduce your single biggest expense and save millions through e-Sourcing

Corporations devote more than 50% of their revenues to sourcing the goods and services required to keep their operations running. Optimizing corporate spending provides the single greatest opportunity to reduce corporate expenses and increase profitability. In order to quickly and efficiently streamline supplier relationships and leverage spending across the organization, companies are relying more than ever on e-Sourcing solutions.

e-Sourcing combines the conventional practice of procurement with the power of the Internet to form a robust new tool for reducing costs, improving customer service, and creating value. In fact, more and more companies are realizing that the near-term impact of e-Sourcing is one of the most effective strategies for maximizing profitability.

A recent study on strategic sourcing by AMR Research concluded that typical savings for selected categories fall in the 15% to 25% range.* For a company with \$2 billion in annual corporate expenditures, that translates to as much as \$300 to \$500 million in annual cost savings.

The Return On Investment (ROI) for e-Procurement is predominantly delivered through improved sourcing.

* Source: Pierre Mitchell, *The AMR Research Report on E-commerce Applications*, December 2000

The Moai Technologies Difference

The impact of e-Sourcing strategies on the supply chain goes far beyond the cost savings achieved through individual sourcing events. Strategic sourcing is an ongoing process that involves not only sourcing products or services, but also analyzing corporate spending, cultivating supplier relationships, and more aggressively managing contracts in order to continually refine the process.

Moai Technologies' comprehensive e-Sourcing solution allows for continuous and strategic management of the sourcing process by enabling companies to connect sourcing to spend analysis and contract management functions within the organization.

With strategic e-Sourcing, Moai customers have realized savings of more than \$1 billion.

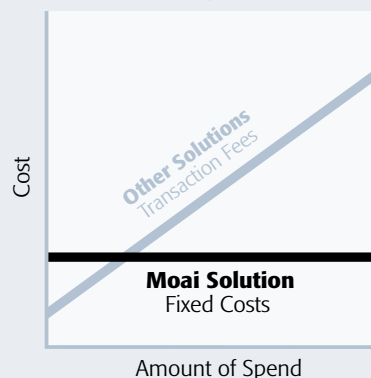
Flexible Solutions Made to Order

Moai offers solutions that are customized and scaled to meet the needs of individual sourcing organizations, no matter where they are in their implementation of e-Sourcing.

What are the benefits of e-Sourcing?

- ▲ Direct cost savings of up to 25%
- ▲ Improved workflow efficiencies
- ▲ Up to 65% reduction in cycle times
- ▲ Reduced time-to-market
- ▲ Enhanced collaboration with key suppliers
- ▲ Reduced input costs and quality costs

Moai Advantage Predictable, Fixed Costs



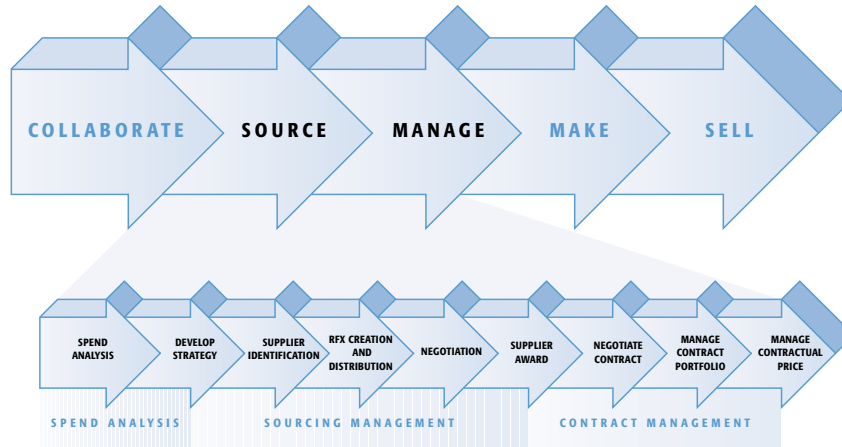
Unlike other solutions, 100% of the savings achieved goes directly to the company's bottom line.



Moai's CompleteSource™ combines enterprise software with sourcing consulting services to provide a complete solution for sourcing organizations.

Customers may choose to utilize Moai's complete e-Sourcing solution or to incorporate a particular component — such as Spend Analysis, Sourcing Management, or Contract Management — into their sourcing processes.

Each solution adapts to existing business models and sourcing processes, allowing companies to control the way they source goods and services. In as little as 24 hours, the configurable Moai solution can be implemented and fully functional.



Hosted solutions. For customers who are ready to take advantage of the benefits of e-Sourcing but wish to use external resources, Moai offers a hosted solution.

Software offering. CompleteSource can be licensed as software, enabling customers to integrate e-Sourcing with other established e-Business processes and applications within the supply chain infrastructure.

Professional services. CompleteSource customers benefit from professional services, including application assessment, customizations, systems integration, 24/7 customer support, software maintenance, and training.

Flexible Deployment

In addition, Moai's e-Sourcing solutions are available in a variety of formats that provide customers with the level of support they need and the control they desire.

Strategic sourcing consulting. For those who need guidance to begin an e-Sourcing initiative, Moai provides a variety of services through short-term consulting engagements.

Affordability

Moai's solutions are available through annual subscription licenses or perpetual licenses with a one-time flat fee. Within weeks, customers may achieve absolute return on their investment. And with time, the savings compound.

To learn more about the benefits your organization can achieve with Moai's solutions, visit www.moai.com or call 1-800-814-1548.

Features and Functionality

- ▲ Spend Analysis Data Import
- ▲ Spend Analysis Content Management
- ▲ Spend Analysis Reporting
- ▲ Executive Dashboard
- ▲ Collaboration and Workflow Tools
- ▲ Creation Wizard for Electronic RFQs, RFPs, and RFIs
- ▲ International Language, Currency Conversion, and Time Zone Support
- ▲ Supplier Relations Management
- ▲ Approvals and Message Center
- ▲ Multi-Line, Multi-Stage, and Multi-Parameter Bidding
- ▲ Document Management and Reporting Tool
- ▲ Reverse Auction
- ▲ Buyer Parameters
- ▲ Total Landed Cost Calculation
- ▲ Threaded Sourcing Offerings
- ▲ Contract Creation
- ▲ Contract Repository
- ▲ Contract Price Management



Moai Technologies, Inc. 260 Alpha Drive Pittsburgh, PA 15238 USA

1-800-814-1548 412-968-5490 Fax 412-968-5496 www.moai.com

MOAI TECHNOLOGIES



SOURCING MADE TO ORDER™



Moai Technologies

©2002 Moai Technologies, Inc. All rights reserved. Moai Technologies; CompleteSource; Sourcing made to order; Smart Sourcing, No Matter Where You Are; and the Moai logo are trademarks of Moai Technologies, Inc. Other company and product names may be trademarks of the respective companies with which they are associated.