

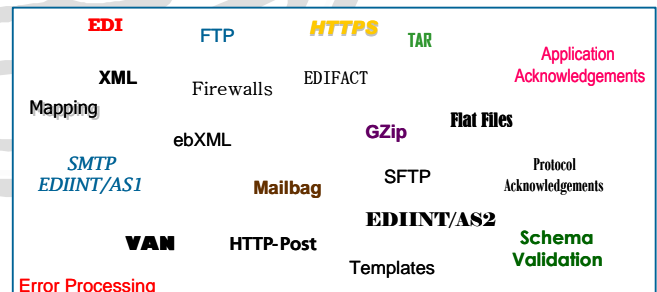
B2B trading partner services

What challenges do you face in meeting your B2B integration business needs?

Having a successful collaborative network up and running doesn't mean you're not facing critical challenges to meet your business needs. Maybe you have new customers that want to do EDI with you using message sets you've never used before. Or purchasing is asking to roll out purchase orders and invoices with suppliers – using both EDI and XML. And you need to update to a newer version of messaging standards, messaging technologies and applications interfaces just to keep current business processes up and running. What if a new business initiative require you to absorb a whole new set of trading partners into an existing EDI program?

Many companies do a good job of establishing links to their largest and most experienced trading partners, but implementing across a broader trading partner community proves much more challenging. Unless you had professional staff allocated for these unexpected new projects, your choices are difficult. You and try to re-allocate your current staff across a growing list of existing projects and new initiatives and just 'do the best you can' with the resources you have. But it will become increasing difficult to meet business objectives in the time required. If you can get additional staff positions authorized, you can recruit, hire, and train new staff.. But finding good people takes a long time and costs are high. And will it be cost effective to staff for the periods of peak demand? Your enterprise can prioritize and choose between the e-Commerce initiative and other mission-critical projects. But if you've already streamlined existing support and the new projects make good business sense, you shouldn't decline to provide IT support.

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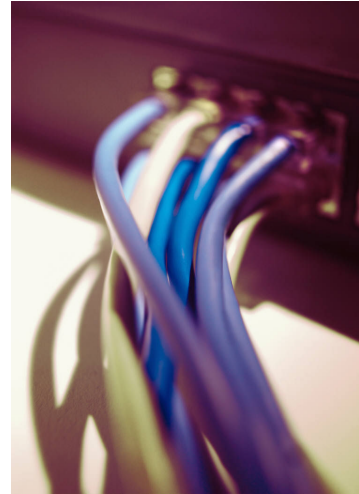
BUSINESS INTEGRATION TECHNOLOGY, INC.

Business Integration Technology can help.

We can supplement your team with focused, experienced B2B integration specialists to meet the demands you face. We can handle the special requirements with special skills and let you focus on your core business. BIT is flexible on the business arrangements – from staff augmentation all the way to a fixed-price project. You decide what is best for your organization. And BIT always provides quality documentation and knowledge transfer to enable you to keep things going on your own. And we're always here if you need us.

Business Integration Technology can take your list of trading partners and business processes and manage the entire process. We can work with your business users to make sure transactions meet their business needs and we can work with trading partners to get complete agreement on specifications. Specific services:

- Trading program planning and analysis
- Electronic trading program implementation
- Expansion of existing electronic trading programs
- Trading partner implementation
- Testing, troubleshooting, questions, move to production
- Software installation and configuration
- Consulting on mainstream packages
- Integration with enterprise systems
- Map development
- Migration and consolidation
- Training



BIT has extensive experience with several generations of e-Business technologies: EDI, XML, Internet commerce, e-Marketplaces and data synchronization services. We have the experience and skills to handle all aspects of trading partner services. But 'one size doesn't fit all' and we will work with you to achieve the best business results at the lowest cost – and you're always in charge.

About Business Integration Technology, Inc.

Business Integration Technology Inc. (BIT) is a leader in B2B integration technology for transportation, logistics and supply chain management. BIT designs and implements highly cost-effective business-to-business connections that eliminate the costs of doing business with paper, phone and fax bringing innovative value to shippers, carriers, 3PLs and companies looking to improve cycle time and reduce cost. BIT was founded by the team that built the messaging engine that runs North American Rail. BIT is also a partly-owned subsidiary of Daugherty Business Solutions, a firm with over 20 years of experience helping their clients achieve their business objectives through the effective use of leading information technology and more than 400 consultants in St. Louis, Atlanta, Minneapolis and Chicago.

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