What is in-KEY?

- in-KEY is a family of business transformation solutions immediately addressing your need to exploit the commercial and collaborative opportunities provided by the internet.

Why are we creating in-KEY?

- The objectives for creating in-KEY are to:
  - Enable our customers to transform their business by:
    - leveraging internet collaboration
    - unlocking the value of Product information in their enterprises
  - Grow IMAN, PV, UG and Software Revenue
What are our In-KEY solutions?

- We are focusing at this point on the following solutions:
  - supplier collaboration
  - component supplier management
  - sales configuration
- With these currently under consideration:
  - web communities
  - EVPA
  - Mfg. Process planning
Supplier Collaborative Solutions

- Collaboration
- E-Commerce
- Enterprise Browser
- Design Collins
- Blueprints
- Customer relationship management
- PLM management
- Data management

Supplier Collaborative Solutions

- Purchasing
- Manufacturing
- Engineering
- Product Design

Supplier Collaborative Solutions

- Purchasing
- Manufacturing
- Engineering
- Product Design
- Supplier

Supplier Collaborative Solutions

- Supplier
- Collaborative
- Virtual

Real-time collaboration / conferencing / exchange enabling innovation...

- 3D Model
- Design Collaboration
- Virtual Reality

Component Management Solutions

- How do I ensure effective consolidation of bought volumes from anywhere in the organization for maximum discount?

- How do I use the Internet to bring down my bought-in parts count to increase my margins and reduce inventory?

- How do I use the Internet to improve the commercial effectiveness of component selection and re-use?
Sales & Distribution Solutions

- "How do I use the new technologies to reduce the elapsed time for engineering study, and reduce risk in new quotations?"
- "How do I automate sales engineering to provide internet based bid response much faster to my prospective customers?"
- "How can I share the advantages of the internet to improve my customer relationships?"

A note on when we can start to sell in-KEY solutions:

- In order to implement these in-KEY solutions, customers have to get their data under control.
- Sales can sell these solutions, and then propose an implementation plan that requires IMAN, WAVE, etc., to be implemented first.
- The first phases of simply "getting their data under control" should take some time.
- CAUTION - we must acknowledge that some customers who have their data under control now may want us to implement one of these right away (which Services can do).