



Data Synchronization

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Wegmans Food Markets

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- \$3 Billion Food Retailer
- Headquartered in Rochester, New York
- 65 Stores in New York and the Mid-Atlantic region
- Current Distribution Facilities in Rochester, N.Y.

Philosophy

At Wegmans, we believe that good people, working toward a common goal, can accomplish anything they set out to do.

In this spirit, we set our goal to be the very best at serving the needs of our customers. Every action we take is made with our customers in mind. We also believe that we can achieve our goal only if we fulfill the needs of our own people.

To our customers and our people, we pledge continuous improvement and we make the commitment:

Every Day You Get Our Best!

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The Internet (changes the) Rules!

Computer-to-Computer real-time communication is the enabler to B2B savings...



- Any-to-any connectivity – ALL supply-chain partners
- All types of information
- End-to-end back end system integration
- 24/7 real time

The real promise of B2B is a fundamental shift in business practices.

- To **electronically link** the entire **supply network**, and

- To have **information flow** across the network **automatically** – from sales points, to store inventories, to warehouses, to procurement, to suppliers, carriers, to receiving, to reconciliation, payments and claims,

So that:

- Most **day-to-day business** can be conducted electronically and **automatically** and only **exceptions** need to take up intelligent resources; and

- The **complex information** needed to make high-level decisions, e.g. promotions planning, strategic sourcing etc. is available to anyone **instantly** and **accurately, on-demand**.

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To achieve this at a **cost substantially lower** than possible with any previously available technological infrastructure (e.g. EDI)

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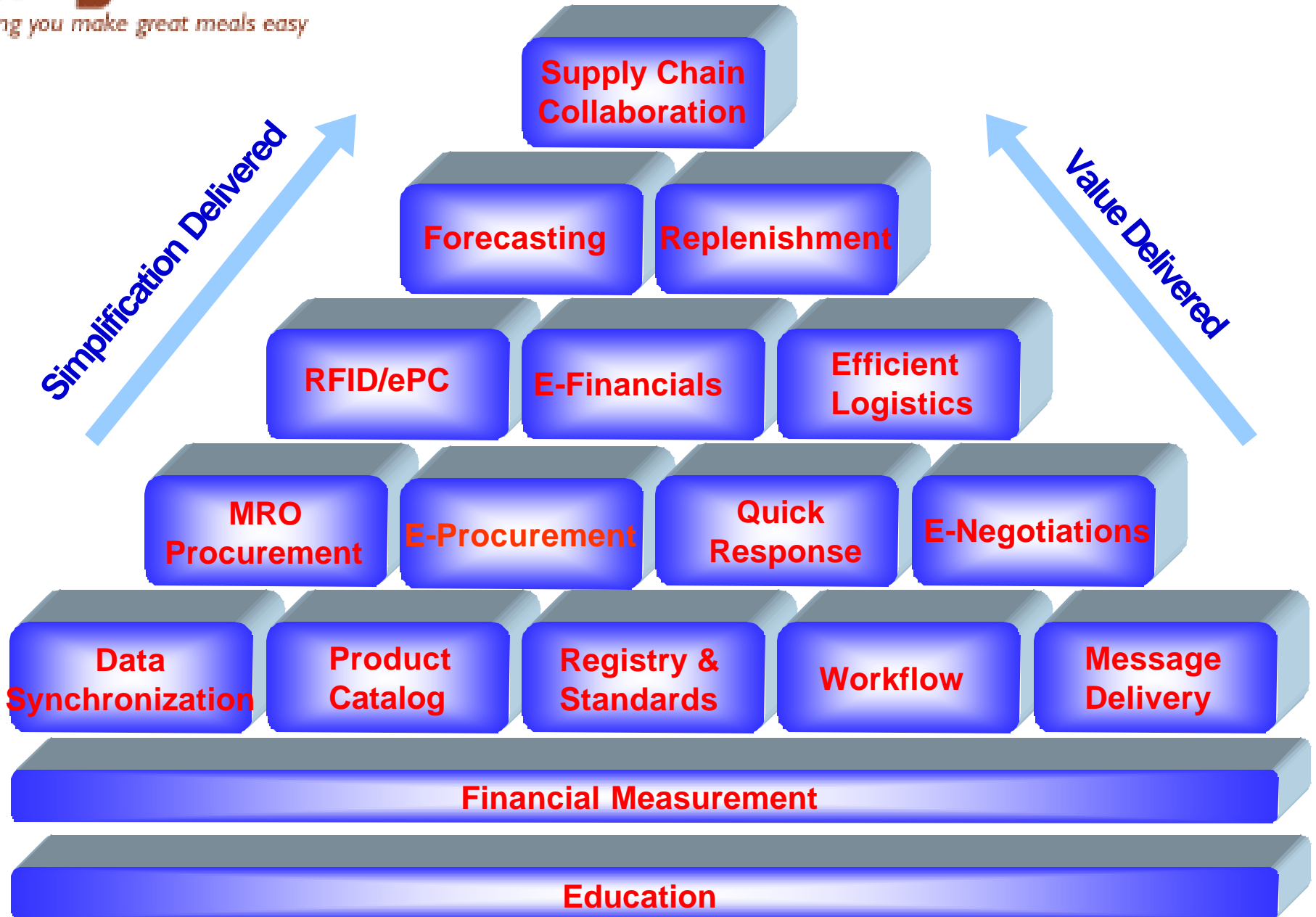
So We Got Busy...

Wegmans Food Markets Business To Business Mission

As Merchants, we are committed to using Internet technology to provide value to Wegmans, our Customers and Trading Partners. We will continuously improve our supply chain processes to connect, communicate and collaborate with the global commerce community. Integration of these processes will allow us to serve our customers better while improving our competitive position and profitability.

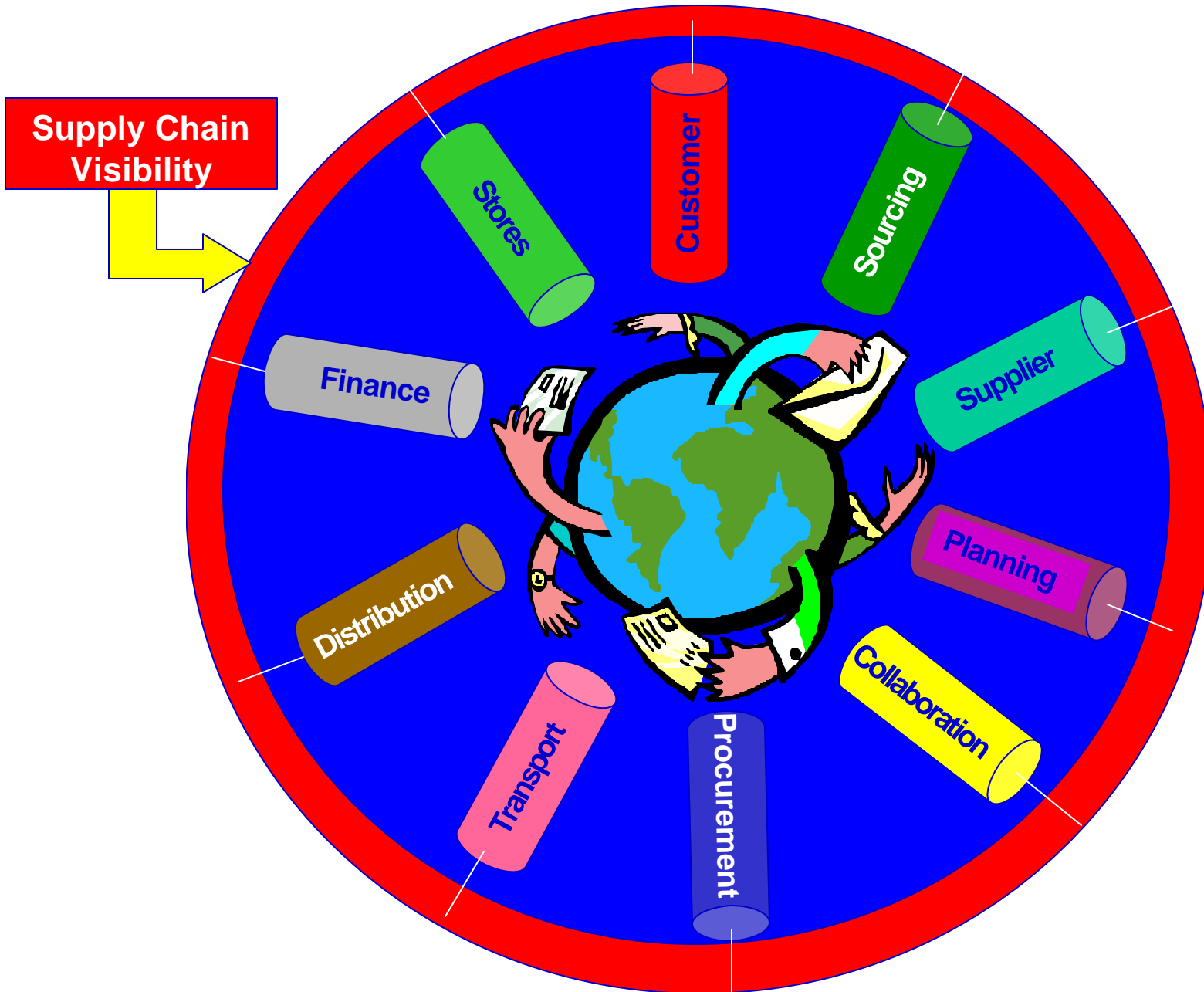
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Supply Chain Visibility

The seamless flow of information that starts and ends with the customer.



The steps to visibility are straightforward...

1. Connect

- Internet-enable company
- Prepare/load your data
- Prepare your people
- Pick your providers
- Select your partners!!

2. Communicate

- Synchronize
- e-source
- e-negotiate
- e-procure
- e-track
- e-receive
- e-pay
- ...

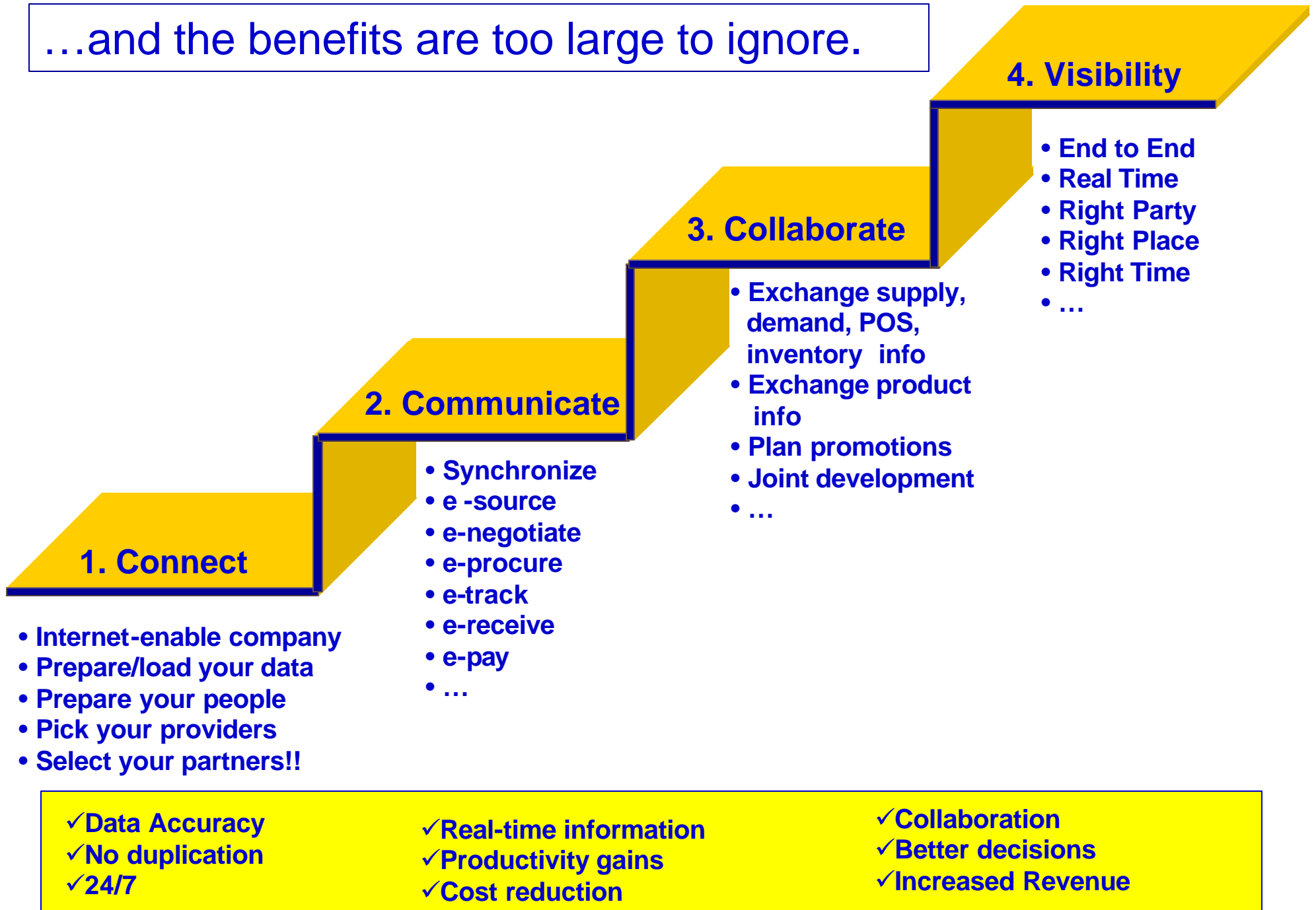
3. Collaborate

- Exchange supply, demand, POS, inventory info
- Exchange product info
- Plan promotions
- Joint development
- ...

4. Visibility

- End to End
- Real Time
- Right Party
- Right Place
- Right Time
- ...

...and the benefits are too large to ignore.



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Now we had to do something
about it...

Questions We Asked Internally...

- What is our Business Strategy, and what role should technology play?
- Are our business owners engaged, and do we have the right team in place to assess and execute opportunities?
- How can this technology help our customers?



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What We Did...

- Engaged the Category Merchants
- Listen, Listen, Listen
- Shared lessons learned
- Started Internally
 - Meat Depot
- Participated in the global community
 - Unlikely allies
- Really engaged the Category Merchants!

How Are We Using The Data?

- It Is Running Our Business!
 - Procurement Systems
 - Inbound Logistics Systems
 - Outbound Transportation Systems
 - Warehouse Management Systems
 - Payment Systems
 - Front End Systems
 - Unit Price Tag Creation

To Improve The Consumer Experience

- Better Quality
- Better Service Levels
- Better Variety
- Better Prices
- Faster Check-out





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What Is It Worth?

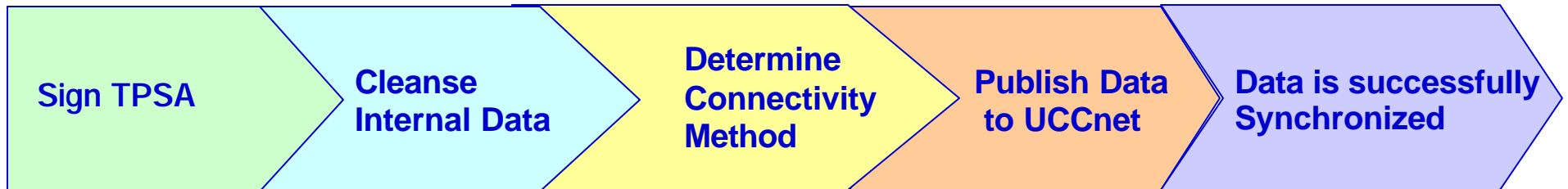
- \$1 million savings for every \$1 billion in sales.
- Wegmans savings generated across 3 areas:
 - Supply Chain (50%)
 - Consumer Level (35%)
 - Transactional (15%)
- With conservative ramp up, ROI well exceeds 100%!



The Path Forward...

- Define the role you want technology to play in your organization
- Cleanse your internal data
- Register items through UCCNet's global registry
- Synchronize your data.
- Get started internally, with business unit ownership.
- Stay focused on the customer!

What Are We Asking You To Do?



1. Sign Trading Partner Service Agreement (TPSA) with UCCnet by August 31, 2003.
2. Evaluate, cleanse and maintain your internal data.
3. Publish your data to UCCnet Global Registry by 3/31/04.
4. Synchronize your standards compliant data with Wegmans by 1/1/2005.

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Questions?