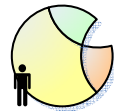


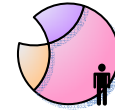
Business Decision Maker

- Deal with a range of issues from strategic product development to tactical product production
- Innovating – developing new products & creating new designs
- Enhancing – restructuring existing designs for improved performance
- Updating – reengineering existing design with new or different parts
- Shared Concerns
 - Shares innovating with the Business Decision Maker
 - Shares sourcing new products concerns with Procurement Decision Makers



Engineering Decision Maker

- Deal with a range of issues from strategic product development to tactical product production
- Innovating – developing new products & creating new designs
- Enhancing – restructuring existing designs for improved performance
- Updating – reengineering existing design with new or different parts
- Shared Concerns
 - Shares innovating with the Business Decision Maker
 - Shares sourcing new products concerns with Procurement Decision Makers



Procurement Decision Maker

- Accountable for the research that underlies the purchasing decision
 - Identify best value
- Purchasing – Transactional acquisition of a product and checking for stock
- Ordering – long term establishment of standing orders
- Shared Concerns
 - Shares sourcing new products concerns with Engineering Decision Makers
 - Shares business reporting needs with Business Decision Makers

Strategic Decision Making	Information Delivery		Home Page		Global Navigation		Features & Applications	
	Primary	Secondary	Primary	Secondary	Existing	Proposed	Existing	Proposed
Setting Company Direction & Establishing Partnerships		Corporate Info		Innovating with IDT	About IDT			
Establishing Product Direction	Solutions / Application Content		Products by Application and Category	Innovating with IDT			WebBench Application	
Enhancing and Optimizing Existing Products	Technical info in Product Catalog				Products		Bookmark Products	
Producing Products Multi-sourcing Components			Getting Support			Support	US Stock Check	
Supply Chain Management	Sourcing info (relating to specific products)		How to Purchase		Purchasing		Worldwide Stock Check	
Reporting & Optimizing							Bill of Materials	
							Reporting Tools	

Product Classification System (Existing)

Primary Classification	Business Category	<ul style="list-style-type: none"> Business Category <ul style="list-style-type: none"> Based loosely on business units Adapt to business needs
Secondary Classification	Family	<ul style="list-style-type: none"> Family, Line, Sub-Line, etc. <ul style="list-style-type: none"> Varies greatly between business categories (1 to 5 levels) Varies between naming conventions and parametric features
	Line	
	Sub-Line	
SKU Classification	Generic Part	<ul style="list-style-type: none"> Generic and Orderable Parts <ul style="list-style-type: none"> Content varies greatly between products
	Orderable Part	

Proposed Information Delivery System

