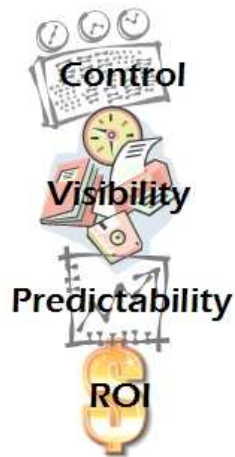


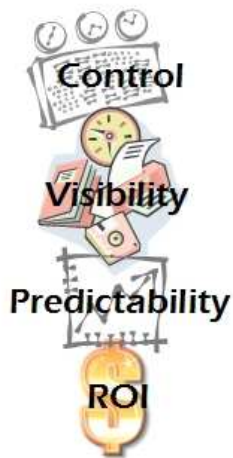
Product Overview

Ingenuus Active
Packet Technology
Provides:



Enterprise Process Orchestration

Product Overview



Today's companies operate in an increasingly demanding environment that includes global competition, pressure to reduce costs, the need to increase revenue, demands for compliance, etc. All of these demands are driving a need to be more efficient.

Hurdles to Efficiency

The differences between competitive companies in cost or price is derived from the way they manage the hundreds of processes required to create, produce, sell and deliver their products or services.

Companies find that their key processes take too long to complete. So, they hire a person or persons [like a program manager] to manage [drive] these processes to completion.

Managers have very little visibility into the status of any process. So, they are required to take on the task of talking to all of the process participants to create status reports.

Many companies are using network drives to store company information. The access controls on these drives are very crude. If, indeed, this information is mission critical, then access controls must be more robust. Backup and disaster recovery strategies are a topic for another time.

If they have concluded that their company information is mission critical then the processes used to create, manage and change that information is also mission critical.

As with most enterprise software solutions, the cost of acquiring the software is somewhat expensive, the services to implement a solution tend to be greater than the cost of the software and these kinds of projects are usually painful to implement.

Efficiency grows out of the entire system of processes. The fit among your processes substantially reduces costs or increases the difference [differentiation] between you and your competition.

Michael Porter, author of 'Competitive Advantage' published in the mid 80's, believed that in a typical traditional marketplace, competition will eventually erode margins to zero, therefore competitive differentiation is critical to survival. All other activities are noise.

Product Overview

Ingenuus Drives Efficiency

Ingenuus transforms your processes, tasks and projects into an easy to manage web-based business application that provides control, visibility and predictability.

Business owners can easily configure their process into Ingenuus. They identify who will perform the tasks within the process. They provide desired completion times [days, hours] and escalation instructions.

Ingenuus provides a window into a process. Anyone with the proper authority can see how a process is progressing, who has done what, where it sits at this moment, etc. [audit trail].

The Ingenuus Vault provides access to mission critical company information based on where it is within its process. Ingenuus doesn't just manage files, it has the intelligence to manage bills of materials.

Even though, Ingenuus is an enterprise solution, they have priced their solution at a fraction of the legendary enterprise software providers.

We have identified six [6] steps to efficiency. The Ingenuus Software includes all of the tools necessary to address all of these steps. We see these steps as a loop.

The Process Efficiency Loop

Analysis

Business process owners discover their existing process, then build it using our Flow Designer much the same way that you would diagram a process using Visio. They double-click on each box to put in the business rules.

Design

When they are assured that your definition is correct, they can look for ways to use Ingenuus Software to automate steps. Some steps may be removed because it is more efficient to allow a computer to perform mundane tasks.

Construction

Configure your process within the Ingenuus Software and implement the solution on site.



Product Overview

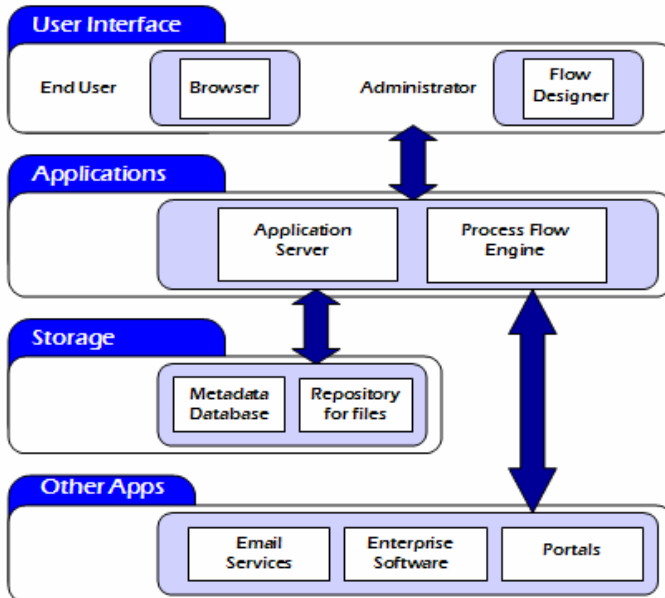
Execution

The Ingenuus Flow manager engine manages the process to the business rules that you have established. Processes may be linked. Ingenuus is able to read or write information from Ingenuus Software to/from other enterprise software packages.

Monitor

Not only can you see the status of any process, you can run reports that will provide process metrics. This allows you the ability to see bottlenecks and problem areas. Return to Analysis to improve your processes.

Ingenuus Architecture



The design criteria for the Ingenuus Architecture is ease of deployment:

- ◇ The user interface is a browser.
- ◇ Our application server is designed to run the whole range of business processes through configuration, not coding.
- ◇ We provide several different paths to integration with other enterprise software.

Product Overview

Approaches

Manual Approach - In the paper world users create an envelope or a folder, place documents and files in it, write information on it. Then, they determine who should perform the next task and hand it off to them. Along with the packet, comes an expectation of when all of these activities will be complete. The formal process is documented. It is the responsibility of the process participants to be familiar with the process, its steps, its timings and its requirements.

Document Centric Approach - The electronic content management world is quite different. Files can be managed in many ways, and in most document management systems a folder is typically just a place-holder for a file or another folder. The document moves through the process.

Workflow Approach - The typical workflow solution is focused on the form. Users interact with a form on their screen and the form moves from step to step. This kind of solution may or may not manage documents.

Process Management Approach - The process management solution is focused on the activities that are to happen at each step. These solutions have attributes, but typically cannot manage documents or attachments.

Ingenuus Approach - we have merged these various approaches into a single electronic solution that is so unique, we gave it a new name: Active Packet Technology.

What Is An Active Packet?

An Active Packet represents an instance of a process.

When a user creates a new process, essentially they create a new process packet. An Active Packet is the process application (the user interface), the rules engine and the document database.

Active Packets present the fields users will complete to input information relevant to the process and the associated document or documents. It provides process information to the users such as task assignments, process information, links to documents, URLs, other packets, etc. It collects revision controlled documents, and attachments.

Access to the packet, its data and documents are controlled at the process level. It is the platform for integration to external systems - data can be published or imported at any step in the process.

The Active Packet records the history of everything that happens during the process, and the information associated with it - forming an audit trail.

The Active Packet provides a means to control a process. The Active Packet provides visibility into a process - status and information. Used together, your processes will have predictability.



Product Overview

Return on Investment

Teledyne Microelectronics, a contract manufacturer, has been using Ingenuus very successfully for more than 8 years.

The Ingenuus solution has saved Microelectronics a lot of money. "Aside from the soft dollar savings like quality improvement, user satisfaction, visibility, and predictability, we actually have hard dollar savings," Laura Ramirez [configuration management manager] explains. The cost to process an ECO is rarely more than \$250, a quarter of the previous cost. Using Ingenuus, people no longer waste time going to the document vault to get their drawings or documents. Clerical errors and wait times have been eliminated because BOM data is automatically uploaded to the ERP. Process delays trigger instant email alerts allowing process participants to manage their processes and tasks by exception rather than constant review. Access to critical product data is controlled via the process.

Recently, they conducted a return on investment analysis and determined that the Ingenuus solution is saving them more than \$1 million a year.

What Does All This Mean to You? Efficiency...

Efficiency Means:

- ◇ Reduced costs
- ◇ Shortened cycle times
- ◇ Shortened audits, increase throughput
- ◇ Improved quality
- ◇ Improved morale
- ◇ A competitive advantage.

And, Efficiency will provide you with a Remarkable Return on Investment.



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