

# SUCCESS

## technology@work

Providing Revolutionary IT and Supply Chain Solutions

*WWT has helped to modernize our procurement process for Sunä equipment. Their broad experience, combined with their use of technology, gives us better visibility of our entire supply chain.*

### Business Challenge

*The hi-tech manufacturer was looking to source their Sun ä equipment through a VAR with on-line order tracking and reporting capabilities.*

### Technology Solution

*WWT, through master distributor GE Access, provides dedicated inventory along with web-based management tools covering every part of the logistics process.*

### Payoff

*The Client realizes improved product availability, while web-based tools provide increased order visibility, improved tracking of spend and a multitude of operational efficiencies.*



**World Wide Technology, Inc.**

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## World Wide Technology Simplifies Hi-Tech Manufacturer's Supply Chain

In an effort to streamline their supply chain, a large hi-tech manufacturer (the "Client") was looking to establish a partnership with a VAR who could supply Sun Microsystems™ products using advanced web-based management and tracking capabilities. The Client had existing relationships with various VARs, but had not yet utilized a reseller with sophisticated web-based tools.

In order to assist the Client, WWT developed a unique solution to provide dedicated inventory along with a web-based solution providing real-time visibility to the Sun™ product throughout the supply chain. WWT achieved this through customization of their existing web-based supply chain management tools.

WWT provides the Client with dedicated Sun inventory along with product integration, configuration and staging services. WWT ships product to Client locations in Texas and

California while adhering to the strict delivery time-frames set forth in the Service Level Agreement.

As the Client moves toward a shared computing environment, WWT is now a primary supplier of Sun equipment, providing such products as the SunFire™ V1280 and Opteron™-based V20z and V40Z servers. The Client is also considering adding networking equipment to the list of products procured by WWT.

Supply chain integration is supported by WWT's e-business tools covering every part of the logistics process, including price quotes, product ordering, and delivery tracking.

The Client's Director of Procurement notes, "WWT's complete electronic integration with GE Access and our internal management team has helped us streamline the procurement process, resulting in better supply chain visibility and improvement to our bottom line."

### At a Glance

- \$10M of product annually
- Improved availability of product
- Improved tracking of spend
- Increased order visibility through web-based tools
- Operational efficiencies gained through streamlined RMA process

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