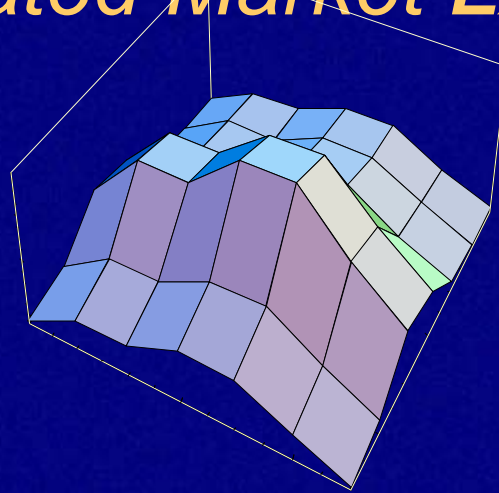


Automated Market Exchange:



Unlocking the Benefits of P2P Collaboration

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Dissatisfaction With Existing eSolutions

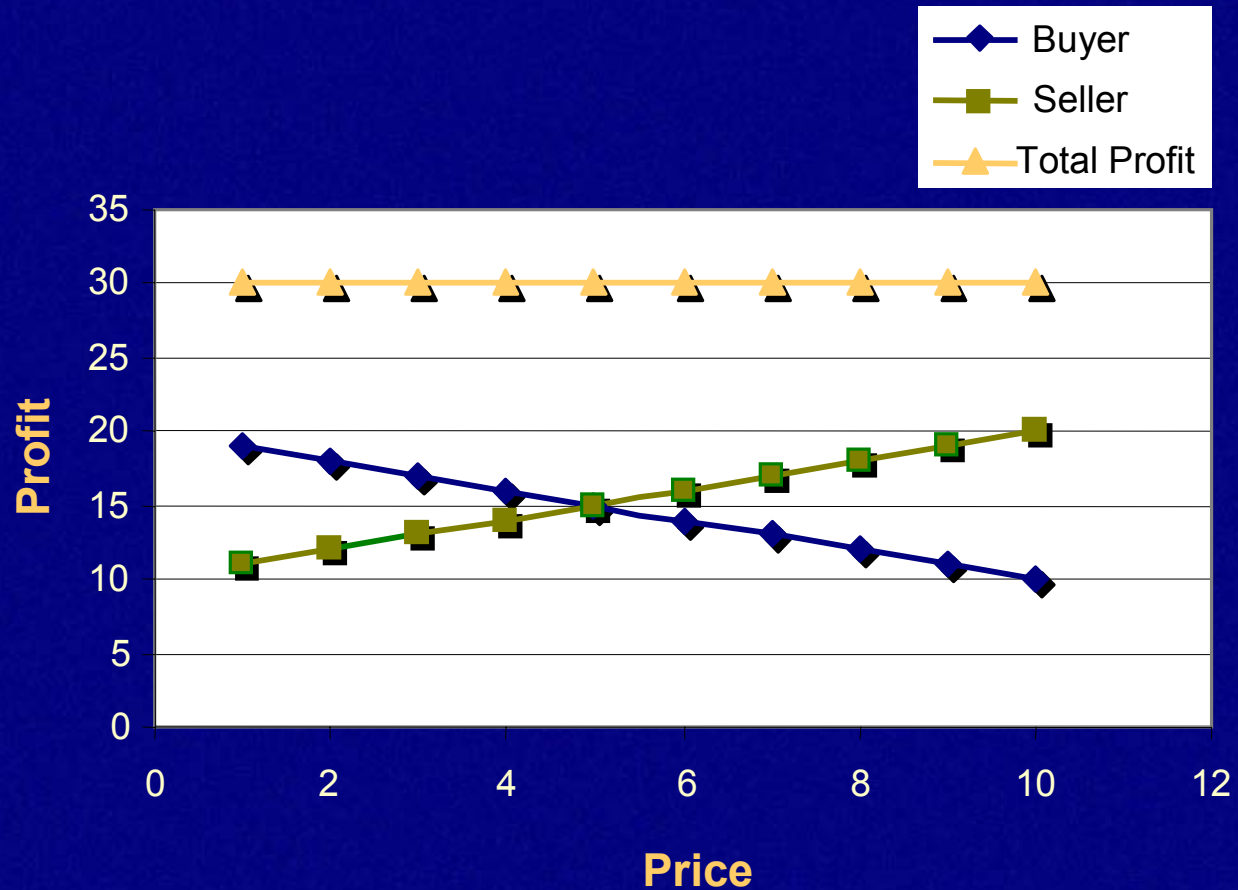
Supply chain

- **Ignoring supply chain problems**
 - **No integration or optimization across the full supply chain – only point to point**
- **Current e-commerce models do not facilitate interaction between partners with longer term agreements**

Procurement

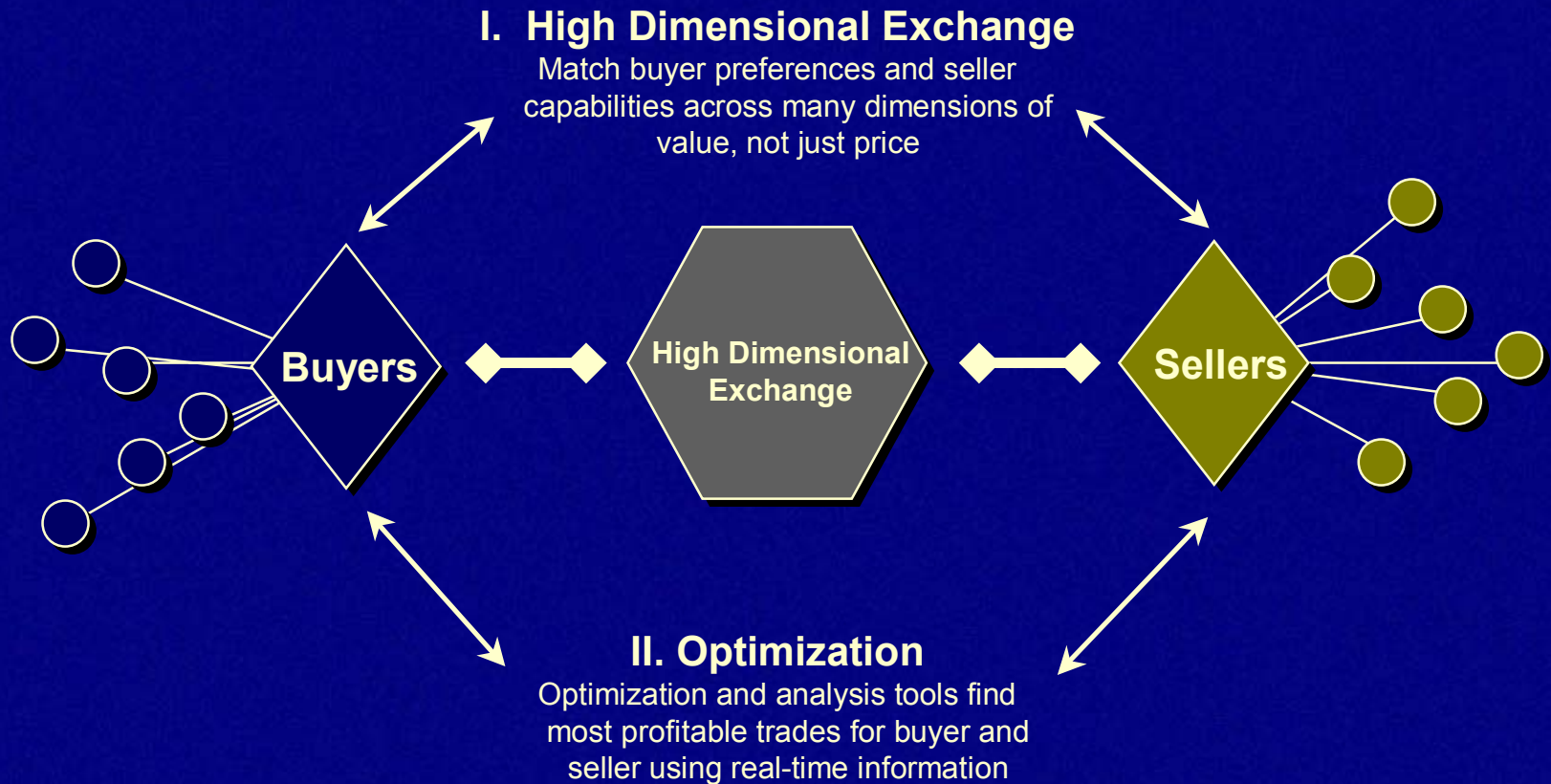
- **Can only support simple transactions...not core to how company operates**
- **Not helping buyers and sellers make better decisions**

Can't Deliver Value to Both Buyer and Seller Through Price-Only Negotiations

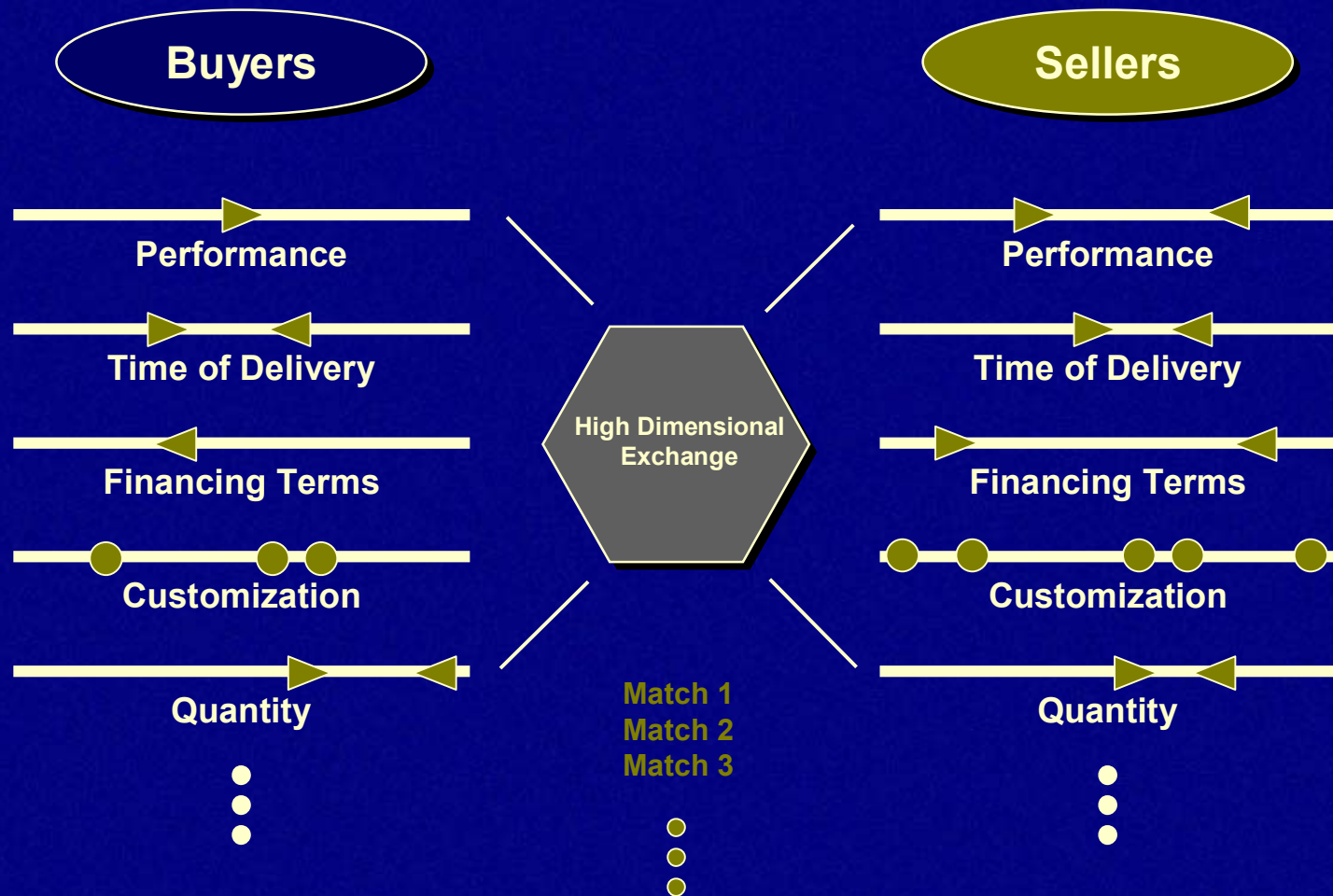


Bios' Collaborative Market Exchange

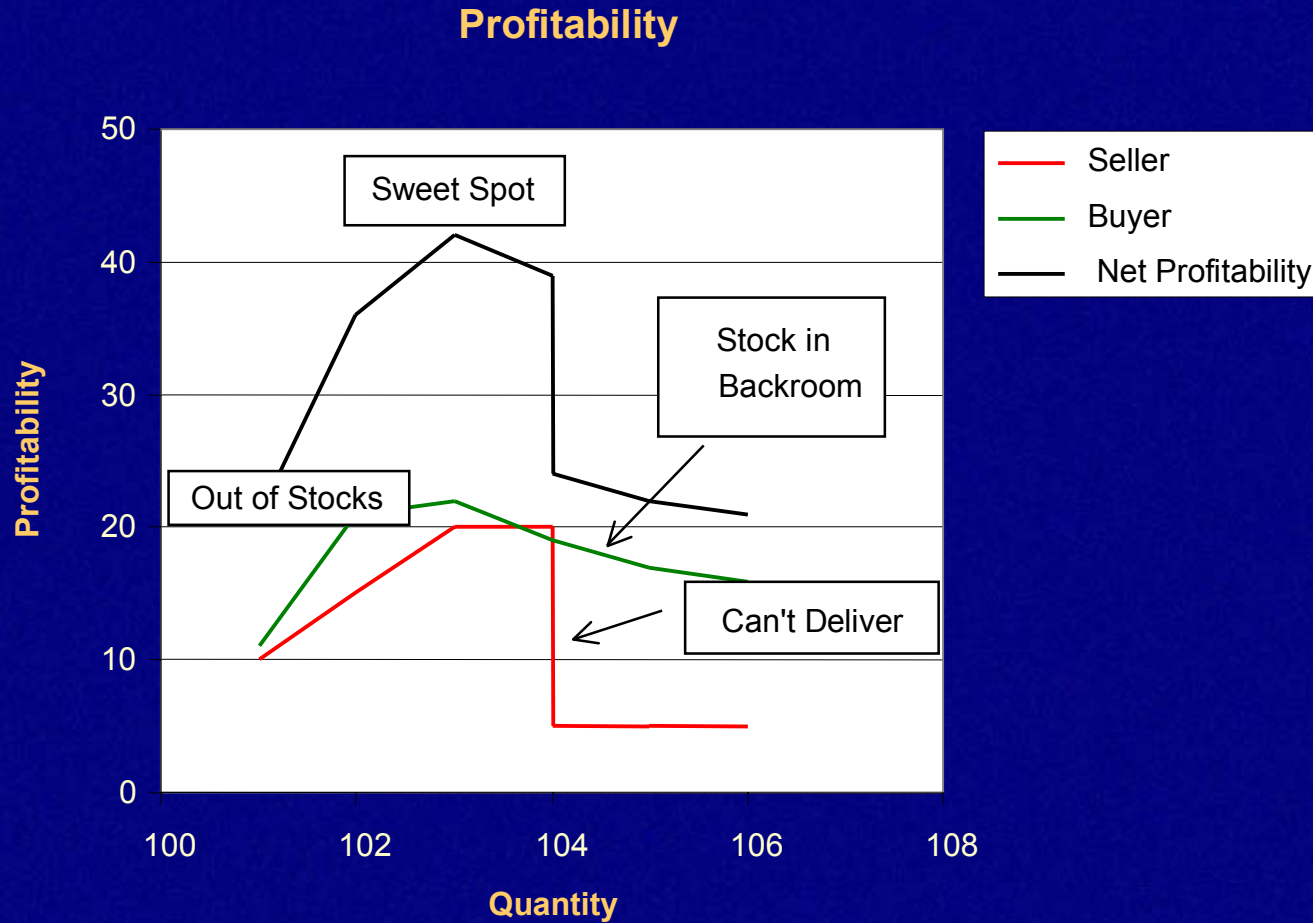
Uses Market and Optimization Technologies to Create Value for End Users on Both Sides of a Transaction



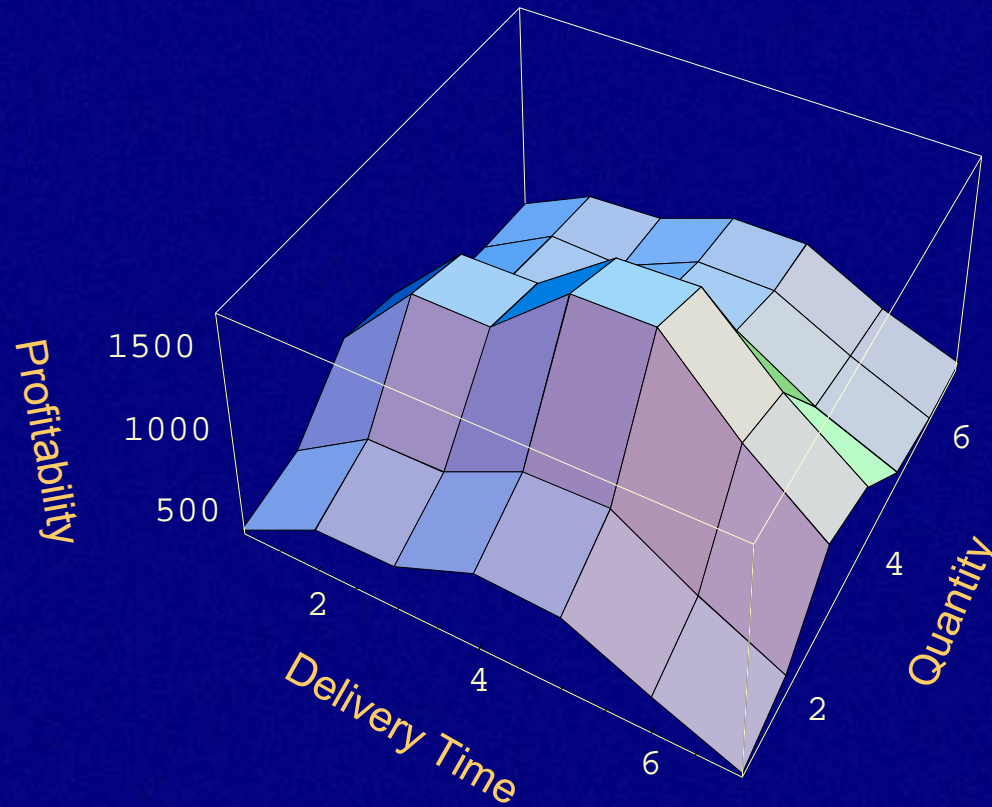
Match Buyer Preferences and Flexibility with Supplier Capabilities and Flexibility



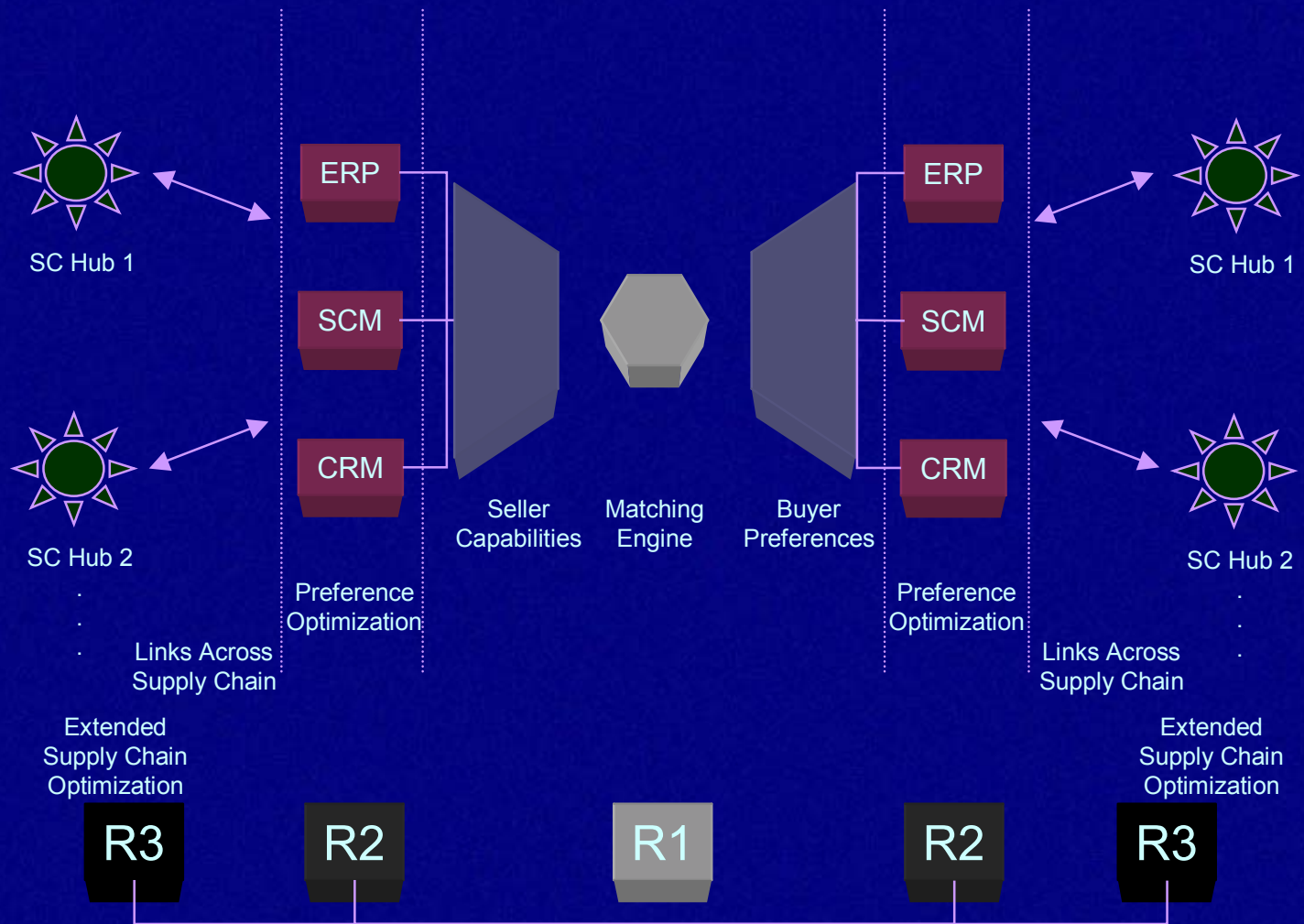
High Dimensional Exchange Locates Individual Sweet Spots on Profitability Curves



Individual Sweet Spots Combined to Find the Optimal Exchange Point



Product Deployment in Three Phases



Procurement Optimization

File Help

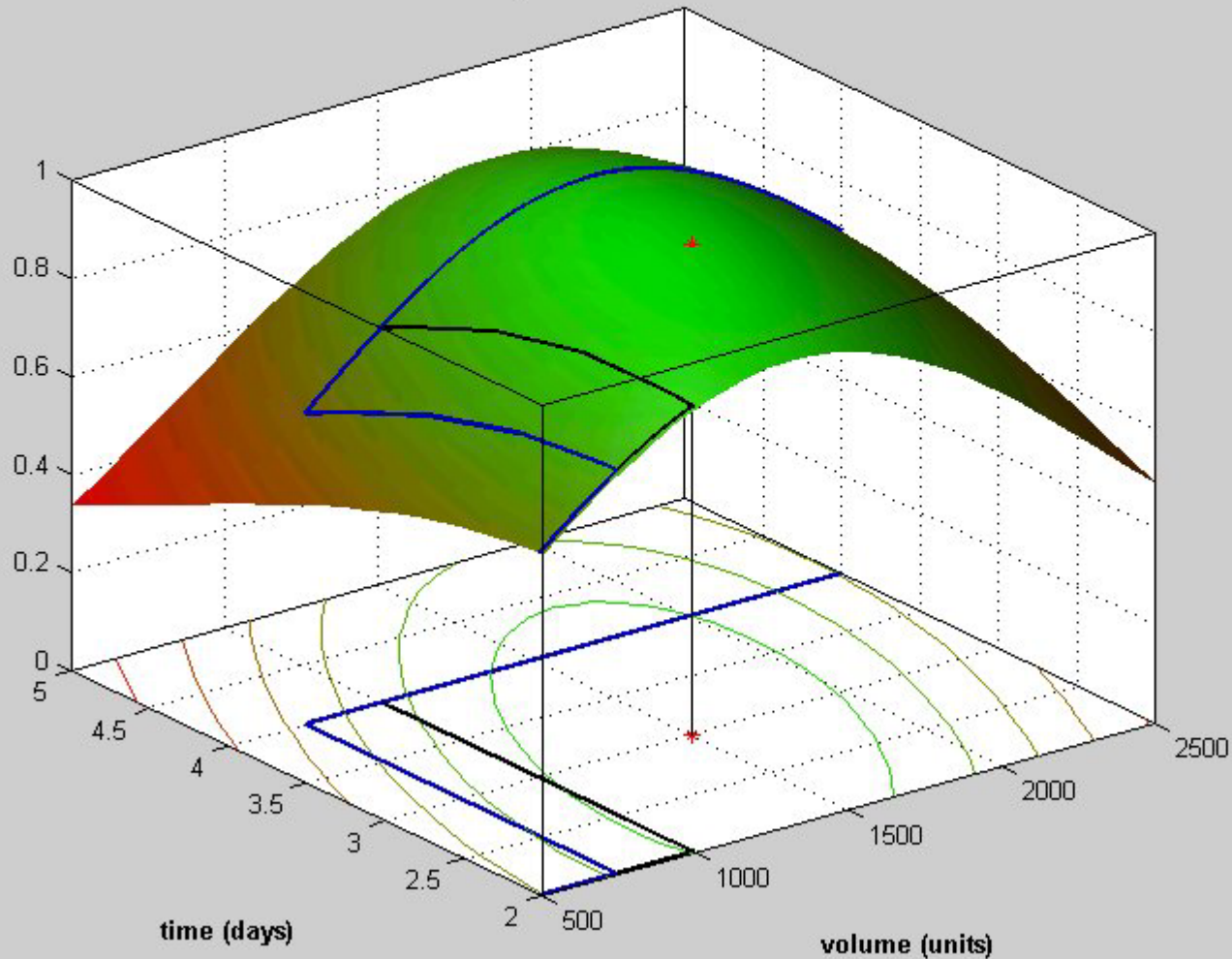
Capabilities: Rosendale Bristol Spring Betts Spring

Modify

price (\$):

50

Buyer Satisfaction



Show in plot

Price-Volume

Price-Time

Volume-Time

Preferences

Tradeoffs

Ideal Trade

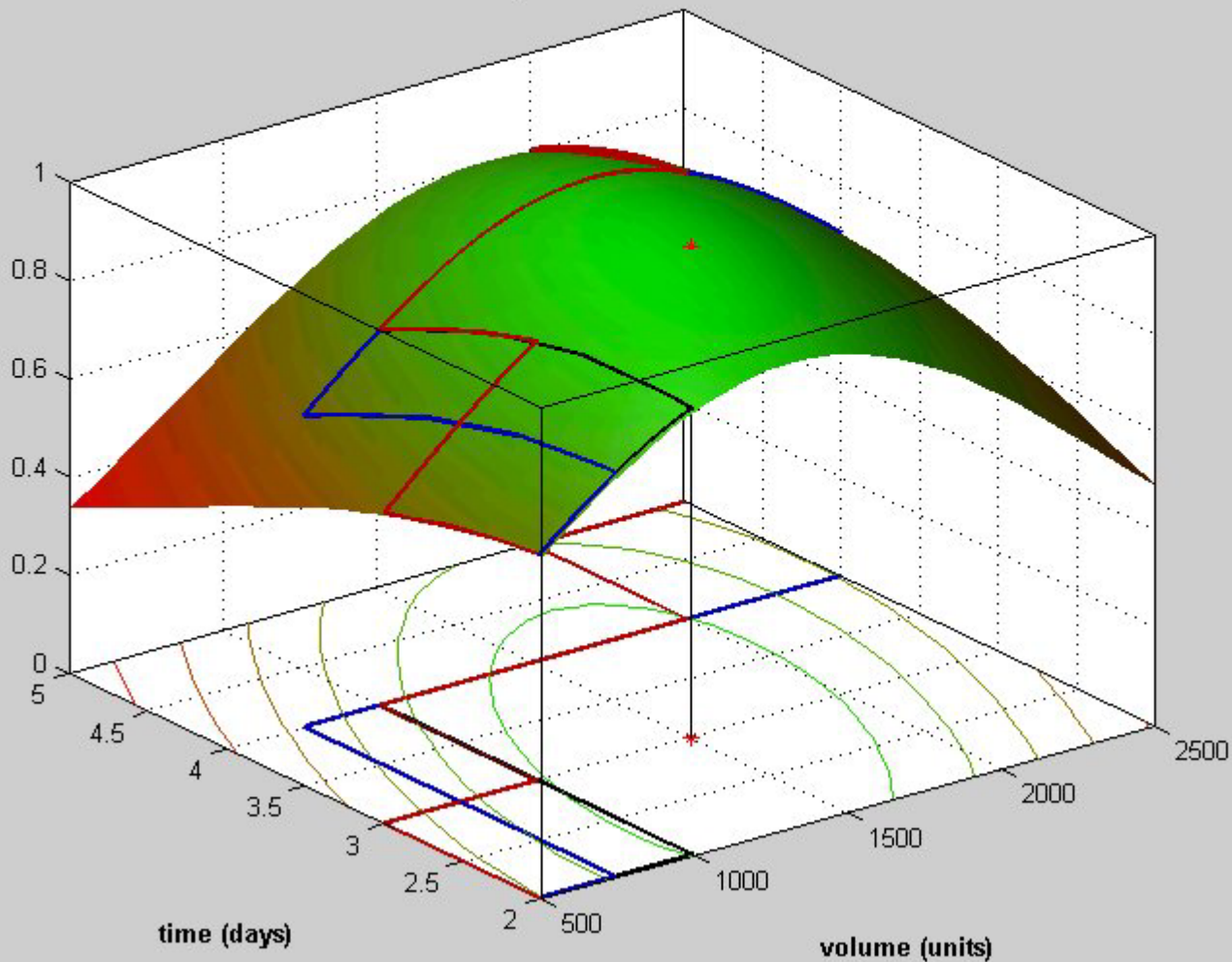
Constraints

Optimize

Capabilities: Rosendale Bristol Spring Betts Spring

price (\$): 50

Buyer Satisfaction



Show in plot

Preferences

Collaborative Market Exchange Also Addresses Key Issues Facing Exchanges

