



## TO ALL SUPPLIERS OF VALEO USING VALEO WEBEDI SYSTEM

Dear suppliers!

We are sure you remember our survey at the end of the last year. There we asked you a few subjects all around our Valeo WebEDI System.

With this letter we want to say thank you again for your lively participation in our survey. Also we want to give you a short view over the most important results.

Moreover you become acquainted with the new functions of the new release 3.3, which goes online on the 2nd of June this year. You can see: some of your suggestions are already realized.

For the future we want to press ahead with the development of our WebEDI System, too. So there is available an efficient solution for an electronic data exchange, wherewith we can optimize our collaborative business processes together.

Let us work on improved business processes together.

Yours, Ulrich Stollbert

May 2007

### Valeo WebEDI Survey at a glance

When the survey started, about 1250 suppliers from 55 different countries from all over the world were active in WebEDI. 235 surveys were sent back to the Centre of Competence (CoC), which are 19%. This result gives the opportunity to work with facts to find improvements on the WebEDI System of Valeo.

Currently ten Valeo branches with different plants in eighteen countries all over the world are using the Valeo WebEDI System.

### Satisfaction with Valeo WebEDI

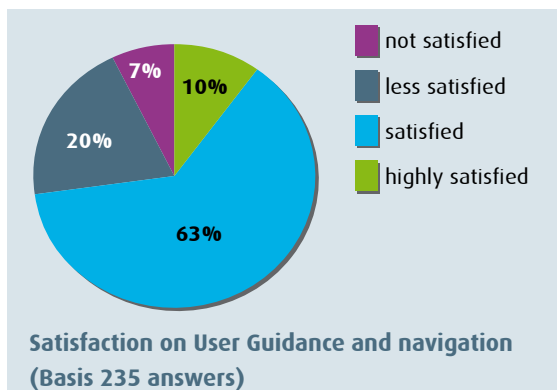
The result shows, that the application and the service around the Valeo WebEDI system generally with 78% satisfaction do currently mostly fit to the needs of Valeo suppliers.

75% of the users are satisfied with the **response time** of WebEDI. As the country or the internet access can have a big influence on the response time for the end users, we analysed the answers for bad response time regarding this points. The complaints are from different countries and also the speed of the internet access does not give an answer, because most of the users have 2,5 Mbit or higher internet access. Only 10% of the suppliers have the minimum of 64 Kbit. Suppliers with an internet speed higher than 5 MBit are mostly coming from Asia or the US. Our tracking system measures the response time to reach the system and the login from outside Valeo in four different countries each 15 minutes. Those figures are very helpful for us to have an overview on the performance of the system. The complaints regarding response time does not give a clear picture to take immediately actions on this point.

Also the **availability** of 99% is the target for the WebEDI CoC. Currently 82% suppliers are satisfied with the availability of the system, which is the result of the survey.

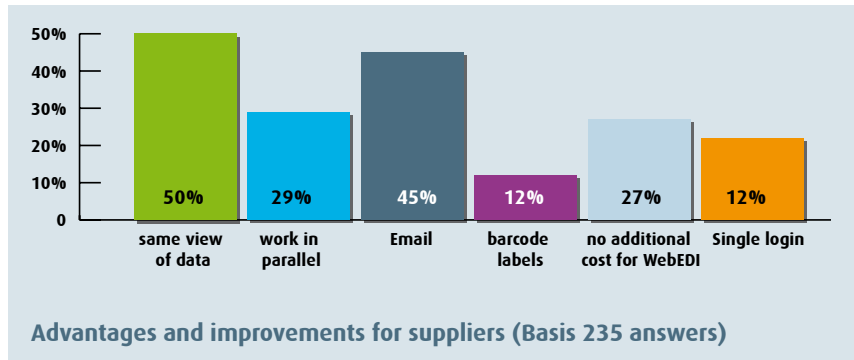
In the survey we asked the suppliers about satisfaction with the user **guidance and navigation** of the system. The users should have as much comfort as possible.

73% of our suppliers are satisfied with the guidance of the system. Anyway, there is still potential for improvement in the shipping process regarding guidance and navigation. Some improvements will be available with the new release 3.3. (read more on page 2)



## Advantages and improvements due to WebEDI

The benefits of paperless business processes with electronic messages and logistics data is obvious. But what does our suppliers think about WebEDI. Where are the main advantages for them? Several answers were permitted in the survey. We see that 50% of the users see an advantage with the same view of the data for supplier and customer. Also 45% have the opinion the mail notification about new messages in WebEDI is a good improvement.



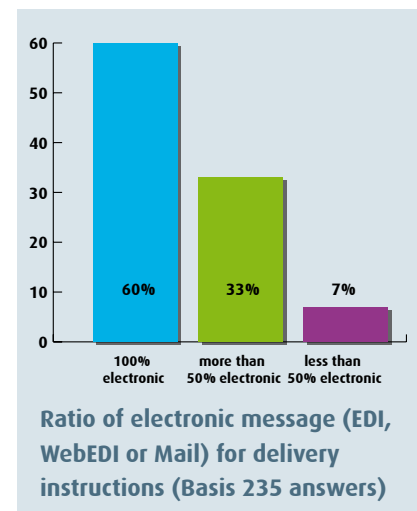
## Data exchange

Information regarding data exchange generally as well as data exchange with Valeo is also important.

We asked **how many Valeo Plants** does the supplier company supply. 71% of the suppliers are exchanging their data via WebEDI with more than one plant. So a big advantage for them is to use the same system for different Valeo plants with one single login.

Suppliers could receive delivery instruction in different ways, EDI or WebEDI, via email or fax. Concerning **exchange methods** we asked the suppliers in the survey about the ratio of delivery instructions received for each way of data transmission for all of their Valeo customers. The chart shows that 60% of the suppliers are making 100% of their data exchange in electronic practice. This result shows that the electronic data transfer is an important point in the automotive industry and gives customer and suppliers the opportunity to work in an efficient way.

The WebEDI suppliers were also asked, if they are already working with **Classic EDI**. 38% of suppliers answered that they are able to work in classical EDI. Nevertheless they work for Valeo in WebEDI. This could have different reasons. For example they use WebEDI only for credit notes or stock movements as those messages often could not be handled in EDI from suppliers. 62% of the suppliers do not have an EDI System. Some of them (15%) are dealing with this topic and have the target to start in 2007 or 2008 with EDI. 24% may start later and 23% will never implement those kind of transmission. Especially for Japanese and Chinese suppliers – we have got fifty surveys of those countries – the usage of EDI is not yet a standard. This result shows the usage of WebEDI for suppliers will be as important as today in the near future.



## Main improvements release 3.3 and more service on our EDI- / WebEDI-Portal

Valeo has planned to migrate on the 2nd of June this year from the WebEDI Rel. 3.2 to Rel. 3.3. This new version will include some new functions, especially for the process delivery and transport data, but also new processes will be provided, like the credit note for consignment. With the migration we also move to the latest hardware technology, based on VMware (virtual machines). This changes will improve again the response time and the scalability of the system.

For the second semester we plan to start online trainings for different topics via Internet.

More details about the new release and the online training will be soon published on the EDI-/WebEDI portal <http://www.esupply.valeo.com>.

We will keep in touch with you.

### Further questions:

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