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mySAP.com - Australian Corporations Working Together

Eleven major Australian corporations to collaborate on the mySAP.com marketplace powered by Telstra

Qantas, American Express, National Australia Bank, Citibank and TNT participate as service providers; Corporate Express, Harris Technology, Blackwoods and BOC Gases participate as sellers; Transfield and CSR participate as buyers

Brisbane, QLD – July 24, 2000 – SAP Asia Pacific today announced eleven leading Australian corporations have now entered the mySAP.com Marketplace powered by Telstra to support the collaborative business (c-business) and business-to-business procurement services offered by the portal. Qantas, American Express, National Australia Bank, Citibank and TNT will be interoperable with the Marketplace as service providers; Corporate Express, Harris Technology, Blackwoods and BOC Gases will participate as sellers of their products and services; and Transfield and CSR enter as buyers.

With the Marketplace, it becomes possible for suppliers and customers to enjoy end-to-end integration of the buying and selling process across company boundaries. For example, the complete process – from purchase order creation, sales order entry and order acknowledgement through payment for the goods ordered – will be automatically performed in an integrated manner with all systems involved, without the need for redundant data entry. Buyers participating in the Marketplace will benefit from more transparency on suppliers and prices and significantly lower transaction costs. Sellers will benefit by finding new customers with reduced marketing efforts and lower cost of sales.

The strategic alliance between SAP and Telstra was announced in February and created the first collaborative commerce portal in Asia Pacific through mySAP.com. Under the agreement, SAP provides the inter-enterprise applications through mySAP.com and Telstra provides infrastructure and connectivity for hosting the mySAP.com Marketplace solutions.

"Telstra is dedicated to helping customers and partners succeed in the Internet economy and the mySAP.com Marketplace powered by Telstra plays a critical part in this," said Gerry Sutton, Executive Director, Emerging Businesses, Telstra Retail. "By bringing the exciting solutions that SAP has developed to our existing suite of business-to-business e-commerce products and alliances, Telstra aims to ensure that the business-to-business e-commerce solutions of choice in the region are Telstra/SAP solutions."

"In an environment of intense competition, companies need to continually develop innovative ways to increase the efficiency of their operations to maintain a competitive edge," said Les Hayman, President and CEO of SAP Asia Pacific. "With the mySAP.com Marketplace powered by Telstra, companies will be able to embrace the Internet to expand market reach, reduce operational costs and improve customer satisfaction. SAP is extremely pleased that an industry leader like Telstra and the eleven industry-leading companies have agreed to participate in this Marketplace."

The SAP and Telstra relationship

This very strong regional alliance between Telstra Corporation Limited and SAP will leverage each organisation's market strengths, resources, products and services to offer collaborative e-business solutions. This alliance is the cornerstone for both parties to secure market share among the larger businesses in the region.

A joint offering has been developed and a One-Stop-Shop business-to-business e-commerce solution is now being offered to customers of both organisations. Called the mySAP.com Marketplace powered by Telstra, this offering will be the preferred corporate e-procurement solution of choice for South Asia.

Telstra and SAP have entered into commercial agreements that further strengthen and boost the intellectual and physical capital of the alliance to deliver industry-leading collaborative business scenarios. Joint marketing effort will take place as all parties in the alliance strive to bring customers on board to build the strongest e-Marketplace in the region.

Service providers: Qantas, American Express, National Australia Bank, Citibank and TNT

Qantas: As part of its Marketplace involvement, Qantas will provide the SAP Travel Management Solution that allows SAP customers to have a highly functional and fully integrated travel solution with Qantas as the travel agent and fulfillment provider. Using an interface to Amadeus, the SAP Travel Management Solution enables customers to book, confirm and pay for flights, car rental, rail and hotel online.

American Express: American Express has agreed to join the mySAP.com Marketplace powered by Telstra as a payment provider by integrating its Corporate Purchasing Card functionality. The American Express Corporate Purchasing Card (CPC), introduced in 1994, helps companies take charge of the purchasing process with a streamlined, detailed and easy-to-use system. For buying organisations and suppliers on the Marketplace, the CPC can help cut costs, reduce paperwork, leverage data, and expedite order delivery. A detailed description of American Express Corporate Purchasing Cards is available at: <http://www.americanexpress.com/cpc>.

National Australia Bank: National Australia Bank, Australia's largest financial institution, will be the Payments and Trust partner underpinning the mySAP.com Marketplace powered by Telstra. The National's role in the Marketplace is consistent with its strategy to provide global, online payment solutions and promote secure and trusted Internet transactions. The National brings a wealth of expertise in e-business solutions to the Marketplace and is playing a leading role in a number of global banking industry initiatives to facilitate business to business e-commerce by enabling the sending of secure messages, including payments, over the Internet.

Citibank: Citibank intends to provide electronic bill presentment and payment services to the Marketplace, allowing companies to transact electronically with their corporate clients. Citibank's offering facilitates web-based invoicing, payment and presentment in a collaborative, real-time environment for all parties. Combined with Citibank's comprehensive suite of business-to-business financial services, Citibank Internet Payments Services provides a truly integrated end-to-end service that will help corporate customers to migrate from the paper to the electronic business-to-business environment.

TNT: TNT will provide electronic fulfillment services to the mySAP.com Marketplace powered by Telstra. TNT envisages partners in the Marketplace can integrate TNT's fulfillment and distribution e-commerce platforms with their own to perform a range of transactions from having an order picked, packed and shipped to booking or inquiring on the status of a order in transit. The Marketplace, connected to TNT, will facilitate efficient and effective logistics support services to the participating organisations.

Sellers: Corporate Express, Harris Technology and BOC Gases

Corporate Express: Through the Marketplace, Corporate Express will sell its office products and furniture, computer equipment and software, and its services such as promotional services and print and forms management. The existing Corporate Express NetXpress Internet catalogue currently has 17,000 users and supports more than 1,000 transactions per day,

making it the largest transacted business-to-business site in Australia. In addition, the mySAP.com Marketplace links seamlessly to the existing NetXpress service, taking the service to an even wider business community by directing connecting it to thousands of SAP users in Australia and New Zealand.

Harris Technology: As a seller on the Marketplace, Harris Technology has made its computer product catalogue available online for other Marketplace partners to purchase and pay for products online. Harris Technology's Integrated Logistics Support and Supply Chain Management in its delivery of IT products (over 35,000 part numbers) is unrivaled in Australia. Harris Technology has brought down delivery turnaround times to amazing levels while providing excellent customer service.

Blackwoods: Like Harris Technology and Corporate Express, Blackwoods will offer its product catalogue of 300,000 items spanning engineering, industrial, electrical products and metals, consumable, maintenance and capital equipment on the Marketplace. The Marketplace links seamlessly to the existing Blackwoods Internet catalogue which currently supports 15% of the company's transactions.

BOC Gases: BOC Gases' large range of gases and industrial equipment will be available for purchase via the Marketplace. Sales orders will be received and return acknowledgement given to buyers. The Marketplace is a natural extension of BOC's commitment to SAP's suite of solutions.

Buyers: Transfield and CSR

Transfield: As a buyer on the mySAP.com Marketplace powered by Telstra, Transfield will purchase office supplies and industrial supplies from both the Corporate Express and Blackwoods online catalogues. The Marketplace will support the creation of a goods request, the internal approval process, the exchange of business documents (purchase orders and acknowledgements) and desktop receipting. The next stage will enable online service orders.

CSR: CSR has joined the Marketplace to assess opportunities for reducing its procurement costs and looks forward to transacting electronically with existing and future participants in Marketplace. The company felt that mySAP.com was a natural choice for its e-procurement solution as it allows CSR to leverage its existing SAP investment.

The mySAP.com Marketplace powered by Telstra is now live for partners to benefit from its c-business and e-procurement offerings. SAP expects several more partners to be announced in the coming months.

Released for SAP Australia Pty Ltd, Level 1, 168 Walker Street, North Sydney, NSW 2060 by Burson-Marsteller, Level 16, 65 Berry Street, North Sydney, NSW 2060.

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About SAP

As the market leader of inter-enterprise software solutions, SAP is leveraging its strength in industry-focused business software and the world's largest enterprise software customer base to deliver mySAP.com. mySAP.com provides an open collaborative business environment of personalised solutions on demand. This enables companies of all sizes and industries to fully engage their employees, customers and partners to capitalise upon the new Internet economy.

mySAP.com allows people to harness the power of the Internet to work smarter, better and faster by optimising supply chains, managing strategic relationships, reducing time to market, sharing virtual information, and increasing productivity and shareholder value. Additional information is available on SAP AG's home page: <http://www.sap.com>.

About Telstra

Telstra Corporation Limited is the leading fully integrated, full service electronic communications and information services provider in Australia, and a major telecommunications player in the Asia Pacific region. Telstra owns and operates one of the most technologically advanced networks in the region, offering end-to-end solutions ranging from broadband, IP, mobile and intelligent network services, to voice and data network hubs, call centres, and advanced multimedia and e-commerce applications.

Telstra has been successful in leveraging its infrastructure strength and customer base to enter growth markets. A top tier global carrier with fiscal 1998/99 revenue of A\$18.2 billion (US\$11 billion), Telstra has strong and established wholesale and retail relationships throughout the marketplace. Additional information is available at: www.telstra.com.

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About American Express

American Express (<http://www.americanexpress.com>) is the leading global provider of commercial cards and expense management solutions. Through its Corporate Services group, formed in 1982, the company counts more than 70 percent of the Fortune 500, along with tens of thousands of mid-sized companies, as customers of its Business Travel, Corporate Card and Corporate Purchasing Card programs. In 1996, a unit called Corporate Services Interactive was formed to develop Internet-based products and services for large and mid-sized companies, including American Express @ Work for online Card program administration; AXI Travel and Corporate Travel Online for online corporate travel reservations; and the B2B Commerce Network. The American Express Company is a diversified worldwide travel, financial and network services company founded in 1850. It is a leader in charge and credit cards, Travelers Cheques, travel, financial planning, investment products, insurance and international banking.

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About Blackwoods

Since 1878 Blackwoods has been servicing Industry throughout Australasia whilst also exporting to South East Asia, Africa, the South Pacific and the Middle East. Blackwoods is a part of the ASX listed Howard Smith Group of Companies, has annual revenue in excess of A\$700 million and services over 60,000 customers throughout Australia and New Zealand from a network of 130 Branches. The Blackwoods product range which now totals over 300,000 items offers customers a broad range of engineering, industrial, safety, power transmission, steel and metals products. The Blackwood Group is the market leader in the provision of MRO (Maintenance, Repair & Operating) supplies from a single source in the Australasian market. For more information please see <http://www.blackwoods.com.au>.

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About BOC

BOC Gases Australia is part of The BOC Group, one of the world's largest gas companies. A world leader in its field, BOC is one of Australia's top 100 companies, with an annual turnover exceeding \$1 billion. BOC supplies some 25,000 gases and mixtures. Gases which help hospitals sustain life and allow scientists to run tests. Gases which help keep industry's

production lines running. Gases to keep us cool, bubble our beer, preserve our food, and protect our environment. We aim to provide consistently high quality products by ongoing integrated research in the areas of product development, process technologies, and quality testing. With gas production facilities in almost every capital city, over 2,000 employees, and a network of 800 gas agents and 80 'Gas & Gear' centres spanning the country, BOC ensures a reliable supply of gases and equipment for all Australia's needs. Additional information is available at www.boc.com.au.

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About Citibank

Citigroup (NYSE:C), the most global financial services company, provides some 100 million customers with a broad range of financial products and services, including consumer banking and credit, corporate and investment banking, insurance, securities brokerage and asset management. Citigroup's Global Corporate and Investment Bank brings together Citibank, the world's most global corporate bank, and Salomon Smith Barney, a leading global investment bank and securities brokerage firm. Together they provide complete financial solutions to corporations, governments, institutions and individuals in 100 countries. Additional information about Citigroup in Australia can be found at <http://www.citigroup.com.au>

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About Corporate Express

Corporate Express Australia's strategy is to allow its customers to outsource non-production goods and services they require for the office and to help them simplify their procurement process to reduce their total costs of doing business. Listed on the ASX under the code 'CXP', Corporate Express has annualised revenues in excess of AUD\$450 million and employs 1,050 staff located in 20 state-of-the-art sales and distribution facilities situated throughout Australia and New Zealand. The company's NetXpress II system is Australia's largest transacted business-to-business Internet ordering site with annualised sales exceeding AUD\$90 million.

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About CSR

One of the world's largest building materials groups, CSR is a leader in its markets in the US, Australia, New Zealand and Asia. In the past two years, the company has been narrowing its portfolio of businesses to focus on building materials – particularly "heavy end" building materials – quarries, cement, concrete pipes and products, and pre-mix concrete. Around \$1 billion in businesses have been divested, including all of the Timber Products division. CSR's aluminium interests remain to be divested, as does its sugar business. Substantial investment has been made in the US over this time, including several major acquisitions such as Florida Crushed Stone and American Limestone Company. Sales are around \$6.5 billion and cash flow is over \$1 billion p.a.

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About Harris Technology

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About National Australia Bank

National Australia Bank Limited is a leading, international banking and financial services' provider with more than \$270 billion in total assets. The National provides the full range of

financial services, which are tailored to the needs of individuals, businesses and corporate customers. Including Australia, the company operates across four continents with banks in New Zealand, the United Kingdom, the Republic of Ireland, Asia and the United States. These overseas businesses account for half the group's profits. As a result of the diversity of its operations, the National is a major employer with more than 20,000 people in Australia and about 45,000 worldwide.

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About Qantas

Qantas, established in outback Queensland in 1920, is one of the longest-operating airlines in the world. The company's main business is the transportation of passengers and air freight. In addition to the core airline, Qantas subsidiaries operate in specialist markets including regional airlines Eastern Australia Airlines, Southern Australia Airlines, Sunstate and Airlink, as well as inflight catering, holiday and travel operations and information technology. Qantas operates an average of 440 domestic flights a day and around 490 international flights every week, serving more than 100 destinations in 35 countries.

Qantas carries more than 19 million passengers a year, operates the largest Australia-based airline loyalty program, and caters for a diverse range of customer groups including freight customers, travel agents and wholesalers. Qantas employs some 30,000 staff in more than 30 countries speaking more than 50 languages, the majority of whom are involved in delivering service to customers.

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About TNT

TNT is a global provider of mail, express and logistics services. TNT Express delivers 3.2 million parcels and pieces of freight a week using its network of over 800 hubs and depots serviced by over 17,000 vehicles and 43 aircraft. TNT Express is a subsidiary of TNT Post Group (TPG); a public listed company, headquartered in Amsterdam employing more than 115,000 people in 64 countries and servicing over 200 countries. The company had sales of \$8.5 billion in 1999. TNT Express Australia handles over 500,000 shipments a week, employs 5500 staff at 120 locations across Australia, and manages a fleet of 2,500 vehicles and 17 aircraft.

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About Transfield Pty Ltd

Transfield is a major Australian-owned company renowned for innovation, construction, project management and partnerships in the engineering, rail, energy, defence and telecommunications sectors. In recent years Transfield has undertaken the broadest range of infrastructure activities in its 45 year history, eg. rail links, tunnels, roads, power stations and water treatment plants.

Transfield Operations and Maintenance has experienced rapid and record growth since its inception six years ago and is recognised as a market leader in the provision of mechanical, electrical, instrumentation, engineering, civil and facilities management services. The Division specialises in routine, major, periodic and 24-hour emergency maintenance services through term, partnering and alliance relationships with a committed focus on customer service. With more than 3,000 employees throughout Australia and New Zealand, Transfield Operations and Maintenance has long-term relationships with clients for periods of up to 30 years.

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