

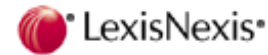
# Manufacturing Business Technology

IT FOR MANUFACTURING EXECUTIVES



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[ClearOrbit Automates Order Communications for Egenera; Solution Improves Visibility, Speed and Control over Manufacturing Partners;](#)  
[Company's Xtended Process Control Solution Streamlines Contract Manufacturing Execution by Establishing Single System of Record and Enabling Real-Time Data Access and Visibility](#)

AUSTIN, Texas

ClearOrbit (), the leading provider of real-time supply chain execution and reverse logistics solutions, today announced the company has successfully automated manufacturing communications capabilities for Egenera with the implementation of its Xtended Process Control (X.PC) solution. Since going live, Egenera, a global leader in datacenter virtualization architecture, reports 15 percent full-time equivalent (FTE) savings. In addition, Egenera has realized improved speed and accuracy efficiencies with contract manufacturers as a result of the single system of record and real-time data access and visibility provided by X.PC.

Egenera selected ClearOrbit's X.PC solution to improve collaboration with contract manufacturers that produce the Egenera®BladeFrame®system. The BladeFrame system - a combination of stateless blade servers and virtualization software - simplifies the datacenters of market-leading enterprises around the world with an innovative server architecture specifically designed to reduce complexity and enable IT to respond rapidly to business requirements.

Ray Anderson, Egenera director of information technology, said, "Our highly, configurable BladeFrame solution requires - by nature - a great deal of accuracy and flexibility within the fulfillment process. ClearOrbit delivers not only the visibility and control required to manage a dynamic order environment, but also the information necessary for enhancing our fulfillment decision making capabilities."

Anderson further stated, "By creating a single version of truth that everyone has access to in real-time, we've streamlined the communications cycle with our manufacturing partners, helping us further scale to meet customer and market demands."

Prior to implementing X.PC, Egenera manually transacted most order changes individually. With X.PC, manufacturing partners simply access a portal to acknowledge, accept and ship customer orders, while Egenera has immediate access to all data supporting these processes. With Egenera and manufacturers pushing data into the collaboration solution, each can access the information they need precisely when they need it. As a

result, data integrity and visibility improves, as well as order management processes.

Anderson added that the importance of real-time communication increases when manufacturers reside in different geographic regions. "ClearOrbit has helped us to create efficiencies with manufacturers, regardless of where they reside."

Warren Sumner, ClearOrbit vice president of marketing and strategy, said, "We welcomed the opportunity to work with Egenera to provide them the visibility, speed and control that improve bottom-line performance. ClearOrbit's model of designing architectures that scale into standard applications, and fit directly into ERP systems, avoids the intrinsic problems associated with large, custom applications, enabling customers to realize ROI immediately."

### **About X.PC**

Designed for easy integration within the Oracle ERP system, ClearOrbit's X.PC suite automates communications, replenishment and drop ship processes between manufacturers and their trading partners. Instead of disjointed and error-prone methods, with X.PC all key activities between buyers and suppliers are routed through a centralized system tied in real-time to the enterprise system of record, providing auditability, information transparency and a single version of events for all parties.

### **About ClearOrbit**

ClearOrbit's real-time supply chain execution and reverse logistics solutions improve the speed, visibility, and control of extended manufacturing and distribution supply chains. Since 1994, Austin, TX-based ClearOrbit has assisted more than 275 clients in automating and controlling process execution within their extended supply networks. ClearOrbit delivers on the promise of Enterprise Resource Planning (ERP) systems such as Oracle and SAP with fully integrated supply chain execution, collaboration and reverse logistics solutions that address "last mile functionality" issues while complimenting the existing infrastructure. ClearOrbit customers include market leaders such as Alcoa, Biogen, Canon, Cisco Systems, General Electric, JDS Uniphase, Texas Instruments and Welch's. For more information, visit .

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