



TRUBIQUITY

TRUaras Community Overview

April 28, 2011

www.trubiquity.com

Trubiquity Company Introduction

Trubiquity is a Global Leader of Managed File Transfer Solutions, Enabling Multi-Enterprise Collaboration with “Value Chain” Communities

- Trubiquity solutions manage the complexities of information flow in many areas:

- Supply Chain Data Exchange
- Business Process Automation
 - Process Management
 - Interoperability
 - PLM integration
- Procurement Automation
- Content Management
- Global Team Collaboration
- Electronic Data Interchange (EDI)

Example Clients



- History, spanning 20 years, resulting in a Global community with 6,500 companies, in 40 countries worldwide, representing 8 major industries

Who We Are

- **Leadership**

- Stephen Koons, President and Chief Executive Officer
- Maureen Huber, Chief Financial Officer
- Martyn Davies, Phd., Vice President
- Peter Thurner, Managing Director
- Donald Draheim, Vice President
- Ted Leshner, Vice President
- David Foster, Global Technology Director

- **Offices:**

- U.S.: Detroit, Michigan (Headquarters), Carlsbad, California
- Europe: Germany (3), UK (1)
- Asia: Korea and China (partners)

- **Data Centers:**

- North America (2)
- Europe
- Asia Pacific (Partner)

- **Integrated Global Operations:**

- Sales
- Delivery
- Customer Experience
- Software Engineering

- **Training, support, problem resolution, in/outbound sales and marketing**
- **Supporting 6,500 customers & thousands of users across 40 countries**
- **English**
3AM – 5PM EST Mon-Fri
- **Korean**
8AM – 5PM KST Mon-Fri
- **German/English**
8AM – 6PM CET Mon-Fri



What we mean by Community?

- Endeavors such as new product development require both vertical and horizontal collaboration
- OEM business functional areas, value-chain suppliers and partners must be able to organize seamlessly if there is to be any chance of marketplace success
- These dynamic groups of business entities are can be thought of as ***Communities***
- The exchange of business critical data within the community needs to be protected and highly secure
- The processes and tools required to assemble and unite communities is called ***Community Management***
- Trubiquity is partnering with Aras to build the ***TRUaras Community***

Solution Portfolio: We are already a leader in the Connected Cloud



TRUfusion Enterprise is a configurable solution for manufacturing organizations to automate, control and manage data exchange and collaboration

Cloud-Based Managed File Transfer



TRUexchange enables end-to-end data exchange and management across all business functions. Sharing extremely large or small files with traceability and comprehensive security features enables anytime, anywhere access to globally disparate suppliers and partners.



TRUsource is an on-demand solution for aggregating and distributing bid content in a secure, auditable and efficient manner.



TRUedx provides an on-demand exchange for outsourcing all EDI-related tasks. Designed to meet industry-specific EDI requirements out-of-the box, enabling seamless integrations to a variety of ERPs.

Cloud-Based Enterprise Content Management



enables team collaboration in a secure and interactive setting, regardless of geographic location.



TRUdocs is a SaaS-based online platform that allows a company's suppliers and partners easy access to vital documents such as company standards, technical specifications, price lists and component or assembly drawings.



TRUeurex-c is a multi-protocol communication solution for managed file transfer. TRUeurex-c allows for the automation, control and management of the exchange of both, EDI and large data files via a single base system.



WebSpace is a unified platform for securely monitoring tasks and managing digital content. WebSpace monitors project status in real time, maintains easy access to important documents and increases security while reducing operational costs.

Current Communities

The screenshot shows the TRUexchange website interface. At the top, there is a navigation bar with the TRUexchange logo and the tagline "connect. move. share." followed by menu items: SOLUTIONS, CUSTOMERS, PARTNERS, COMMUNITIES (highlighted), and COMPANY. A search bar is located on the right side of the navigation bar.

Below the navigation bar, there is a welcome message: "Welcome to the TRUexchange Community!".

The main content area features a paragraph describing TRUexchange as a highly secure, on-demand solution for data exchange. Below this, there are several community cards, each representing a different organization:

- AFX:** Supplier to Supplier. Includes an "AFX Login" button and a "Subscribe Now" link.
- CCX:** Chrysler. Includes a "CCX Login" button and a "Subscribe Now" link.
- GCX:** General Motors. Includes a "GCX Login" button and a "Subscribe Now" link.
- GDX:** GM Daewoo. Includes a "GDX Login" button and a "Subscribe Now" link.
- MMCX:** Mitsubishi. Includes a "MMCX Login" button and a "Subscribe Now" link.
- PWX:** Pratt & Whitney. Includes a "PWX Login" button and a "Subscribe Now" link.
- SDX:** SAAB. Includes an "SDX Login" button.
- Standards:** Ford. Includes a "Standards Login" button.
- Aras Community:** Includes a "TRUaras Login" button.

A large red text overlay "In the near future..." is positioned across the middle of the page, with a red arrow pointing from the text down towards the Aras Community card.

Community Experience – TRUcore Landing Page

The screenshot shows the TRUcommunity landing page. The top navigation bar includes 'Home', 'TRUexchange', 'TRUsource', 'TRUdocs', 'TRUunity', 'Admin', and 'Reports'. The user 'John Adams' is logged in. The main content area is divided into several sections:

- TRUBIQUITY's Corner:** Contains release notes and a link to a document about TRUexchange's security.
- My Dashboard:** A central section with four widgets: TRUexchange (highlighted with a red circle), TRUsource, TRUdocs, and TRUunity. TRUexchange shows 'Recently sent active transactions: 1'. TRUsource shows 'RFQs Received: 3', 'RFQs Created: 16', and 'All Company RFQs: 16'. TRUdocs shows 'Profile Search'. TRUunity shows 'GMT989 Project Site'.
- Quick Links:** Includes 'Change password', 'Reset User Password', and 'BroadCast Email'.
- Registration Details:** Shows 'Companies: 1', 'Locations: 1', and 'Users: 2'.
- System Messages:** Contains a message for 'Attention Trubiquity Customer' with a registration link and a message for 'Exchange data with European'.
- AFX Messages:** Contains a message for 'Attention AFX community' with support links and contact information.
- Weather:** A widget for Rochester, MI (48309) showing a 5-day forecast.

A red circle highlights the 'My Dashboard' section, and a red arrow points from it to a text box containing the following bullet points:

- TRUexchange is the basis for numerous customer supplier communities such as GM, Pratt & Whitney and Mitsubishi Motors
- TRUaras will be a community within TRUexchange

Powered by: TRUcore™

Support | System requirements | Terms of Use & Security Policy
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BIQUITY
i. move, share.

TRUexchange Experience – Community Management


TRUcommunity logout | Help **Mike Todd** ▼

[Home](#) [TRUexchange](#) [TRUsource](#) [TRUdocs](#) [Admin](#) [Reports](#)


My Trading Partner

Trading Partners

Company ▼	Location	Department	User	E-mail	Project	User Groups	Select
Aston Martin Lagonda	Gaydon		James Smith	kriaz@autoweb.net1			<input type="checkbox"/>
CineMax	CineMax						<input type="checkbox"/>
Delphi	Delphi		David Brown	csalyers@autoweb.net			<input type="checkbox"/>
Faurecia	Faurecia		Charles Wilson	csalyers@autoweb.net			<input type="checkbox"/>
Lincoln Steel	Lincoln		Mike Todd	wwinstel@trubiquity.com			<input type="checkbox"/>
mataldyne	Metaldyne		Richard Miller	csalyers@autoweb.net			<input checked="" type="checkbox"/>
PL Tooling	Detroit		Sid Able	hhashimoto@trubiquity.com			<input checked="" type="checkbox"/>
Washington Engineering	Washington		John Adams	wwinstel@trubiquity.com			<input checked="" type="checkbox"/>

Lines :  Remove

[Add Trading Partner](#) [Add OEM](#) [Add OFTP Partner](#)

Powered by: TRU 

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TRUexchange – Transaction and Status

Transactions Customize View

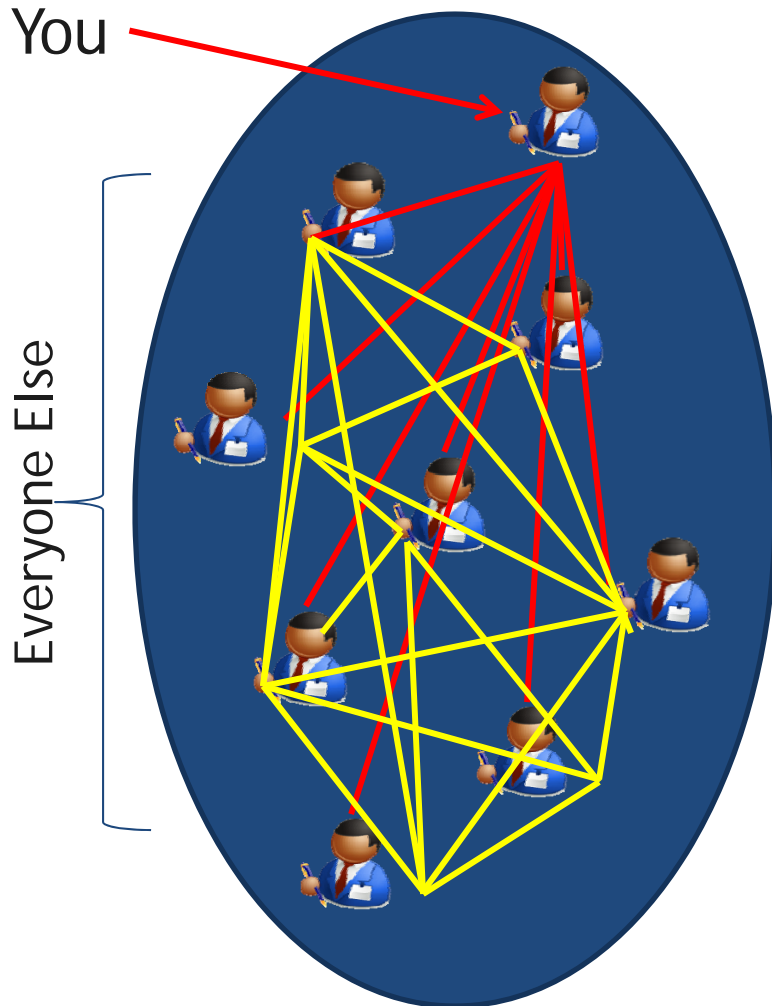
	Transaction Number	Sender Name	Receiver Name	Transaction Type	Recipient Status	Number of Items	Transaction Size(KB)	Last Activity
	8799H109364	Washington Engineering-Washington-John Adams (jadams)	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Receive	Canceled	1	6740	10/04/10
	8799H109778	Washington Engineering-Washington-John Adams (jadams)	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Receive	Canceled	1	194	10/04/10
	8799H109779	Washington Engineering-Washington-John Adams (jadams)	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Receive	Canceled	3	1443	10/04/10
	8799H109782	Washington Engineering-Washington-John Adams (jadams)	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Receive	Canceled	3	1321	10/05/10
	8799H109783	Washington Engineering-Washington-John Adams (jadams)	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Receive	Canceled	3	1443	10/05/10
	8799H109788	Washington Engineering-Washington-John Adams (jadams)	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Receive	Canceled	3	1321	10/05/10
	8799H109790	Washington Engineering-Washington-John Adams (jadams)	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Receive	Error	3	1321	10/05/10
	8799H109196	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Washington Engineering-Washington-John Adams (jadams)	Send	Expired	1	655	11/01/10
	8799H109197	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Send	Expired	1	655	11/01/10
	8799H109205	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Washington Engineering-Washington-John Adams (jadams)	Send	Expired	2	2332	11/01/10
	8799H109232	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Washington Engineering-Washington-John Adams (jadams)	Send	Expired	1	655	11/01/10
	8799H109454	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Washington Engineering-Washington-John Adams (jadams)	Send	Expired	1	34080	11/01/10
	8799H109736	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Washington Engineering-Washington-John Adams (jadams)	Send	Expired	1	139	11/01/10
	8799H109755	Lincoln Steel-Lincoln-Mike Todd (mtodd)	Washington Engineering-Washington-John Adams (jadams)	Send	Expired	1	1	11/01/10

1
14 record(s) found.

Lines :

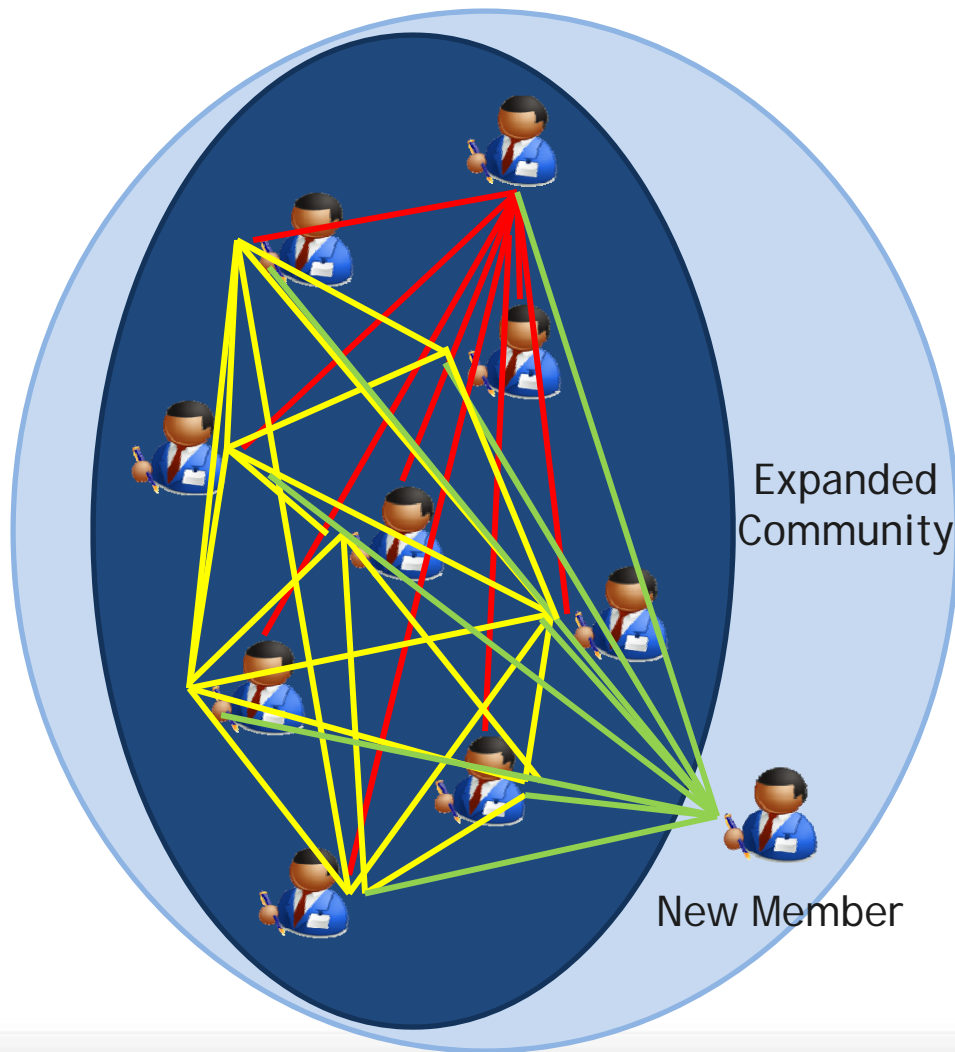
[Download](#) [Printable View](#)

The TRUaras Community



- Trubiquity technology will be available and integrated with Aras Innovator for TRUaras
- You will have access to the community providing the ability to share data with all other members
- There will be a base level of service available free of charge to all members
- That means pre-packaged managed file community transfer within the ARAS GUI
- Of course, that means all members will have this ability, removing barriers to collaboration

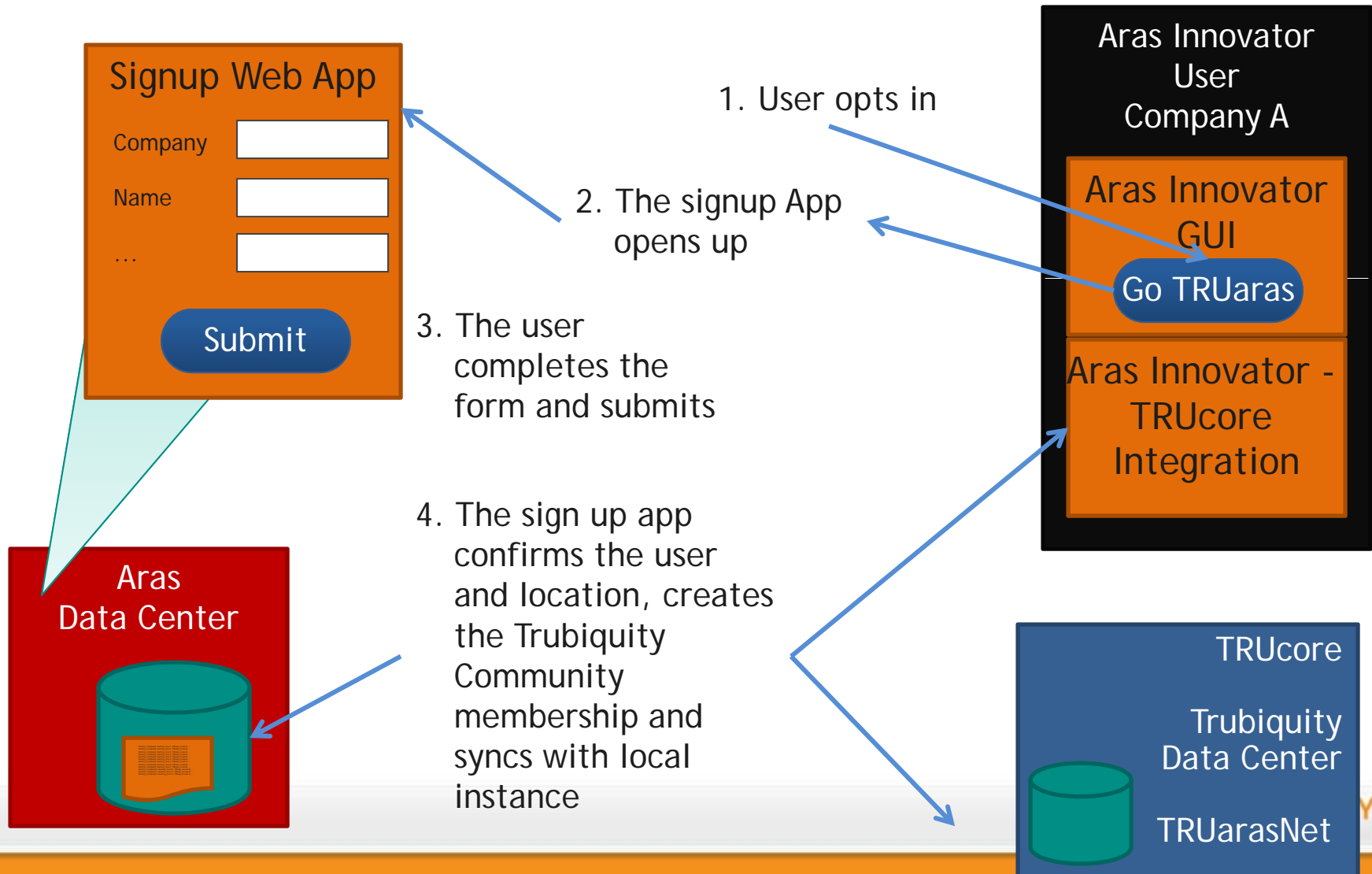
What About Other Non-Member Firms



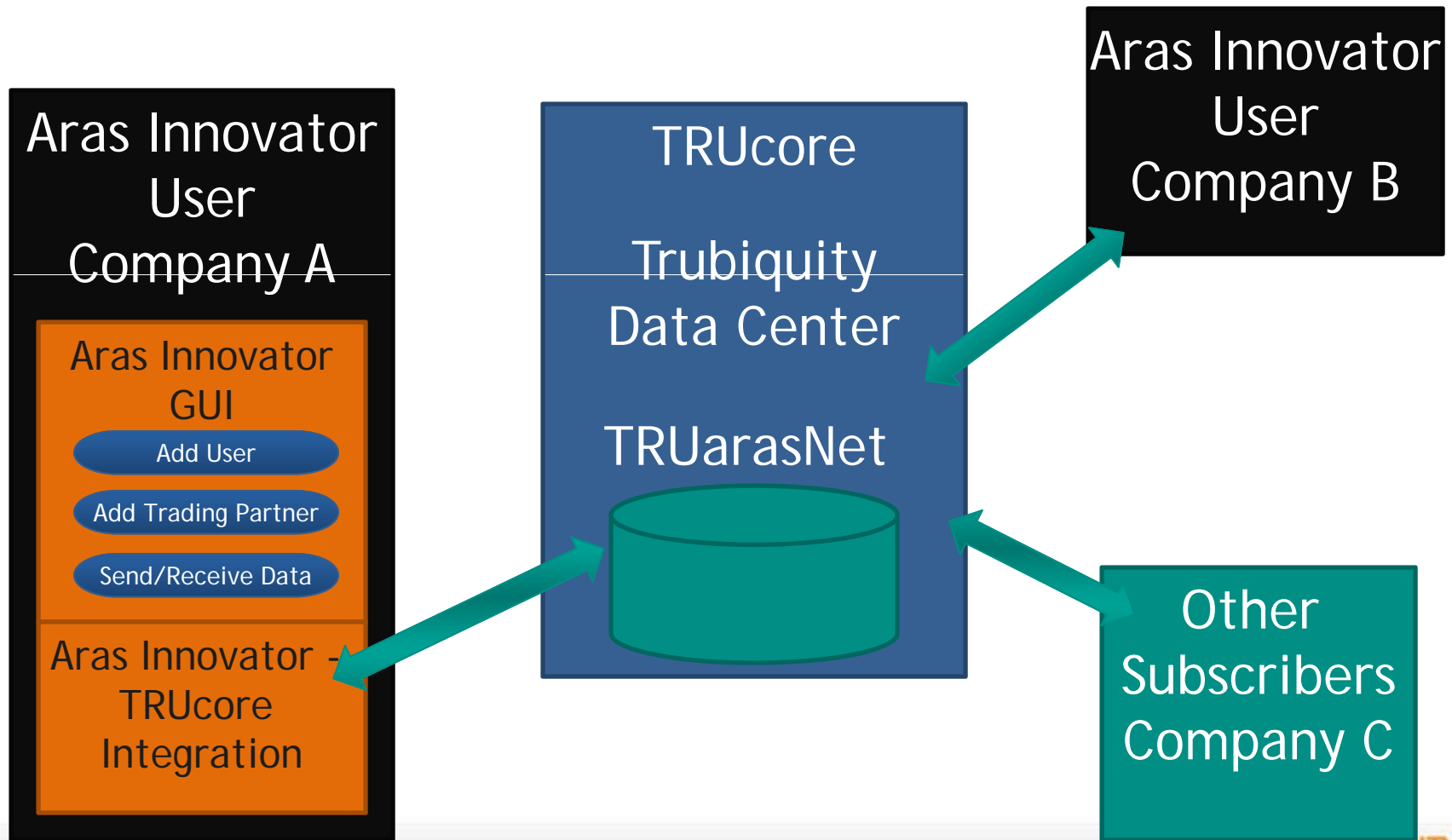
We thought about that too

- Non-member firms will have the ability to subscribe to the TRUJaras Community
- Member firms will be able to invite non-member firms so that value chain collaboration can be easily established
- Non-member firms will use the standard Web GUI
- That's one way the Community will grow and become more valuable
- Of course, each Innovator will download and install too

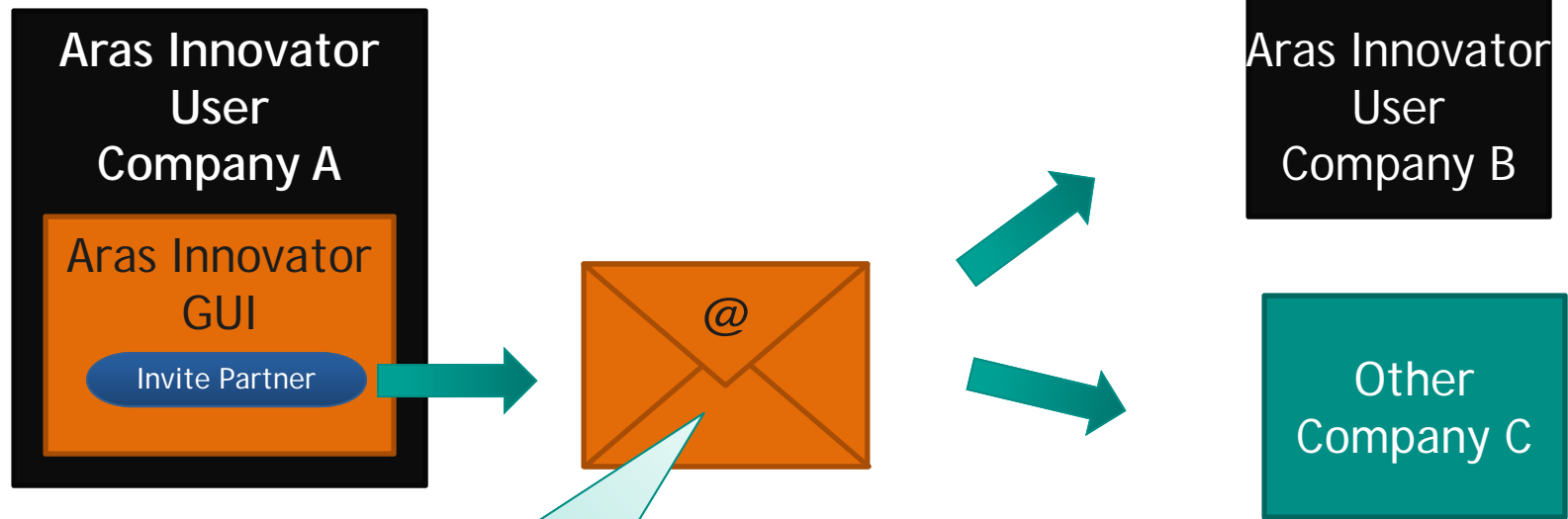
Getting Started -- Aras User Signup



Start using it – Pretty Easy!



Invite other trading partners



You are invited to sign up to the *TRUaras* secure, large file data exchange by Mr. ABC of Company A.

If you are an *Aras Innovator* user, click on the "Signup to TRUaras" button.

If you are not an *Aras Innovator* User:

- Click on [this link](#) if you are new to TRUcore. It will lead you to the Signup Page of the public *TRUaras* Web access.
- If you are an existing TRUcore user, you can add TRUarasNet to your package.

The 'Signup Page' form is shown in an orange box. It has a '\$\$' icon in the top right corner. The form contains three input fields: 'Company', 'Name', and an ellipsis '...'. Below the fields is a blue 'Submit' button. A teal arrow points from the right side of the form to a blue box labeled 'Trubiquity Data Center' and 'TRUarasNet'.

Why TRUaras

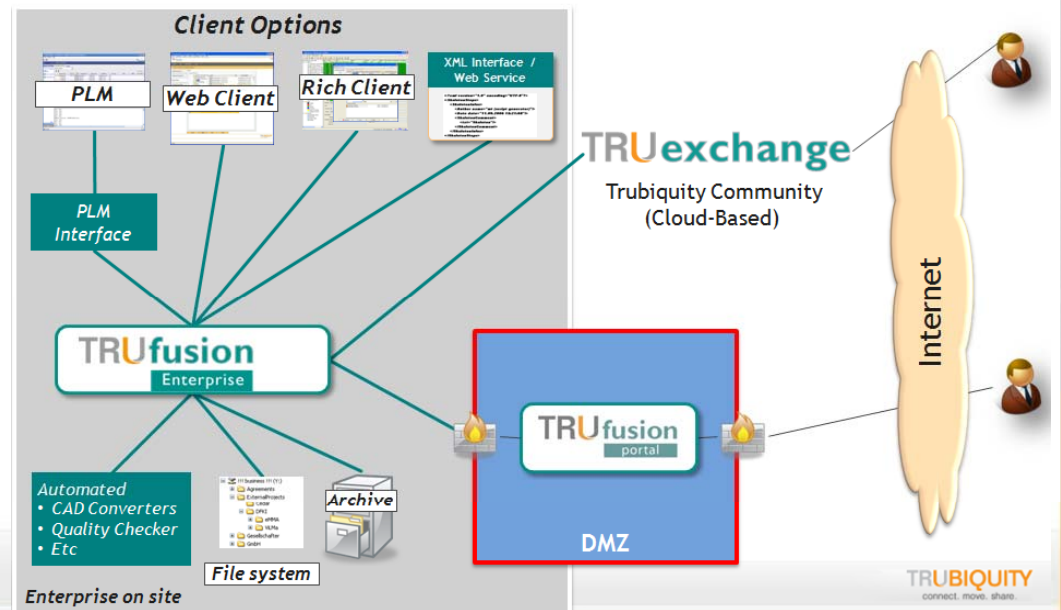
- Establish a simple easy to use and deploy Managed File Transfer capability within Aras Innovator
- Replace multi step, insecure and higher administration alternatives e.g. FTP, Email, CD/DVDs
- Standardize and simplify file transfers using TRUaras with other Aras Innovator users and other users by invitation
- Ensure IP security
- Track and trace all transaction to maintain auditable records to ensure compliance to internal and customer quality and security standards
- Opportunity to extend to workflow automation capabilities in the future to speed up value chain collaboration decision making

The Future of the Connected Cloud

- Capability to automate workflows
 - CAD native to neutral and native to native format data conversion
 - Delta send based upon engineering changes
 - Product Data Quality and model comparison checking
 - Product structure compare before import into Innovator
 - OEM/Partner file renaming/mapping

Automated Data Exchange Workflows

- Communication media management
 - TRUaras + TRUexchange options
 - HTTPS Portals
 - Odette OFTP V1/2 and other protocols



Contact Us

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Thank You

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