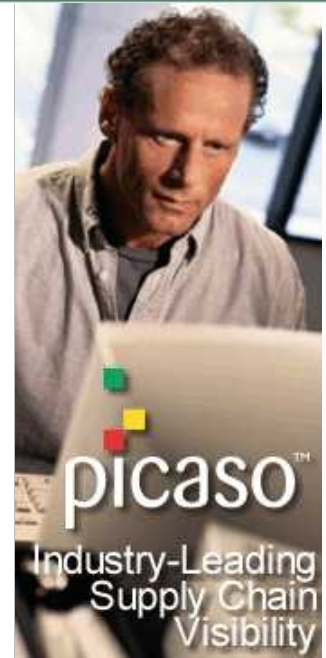


Q4 2007

In This Issue:

- [PetroChina Expands the Use of Picaso Throughout Asia](#)
Picaso delivers increased visibility and performance optimization to largest producer of crude oil and natural gas in Asia
- [Technology Spotlight: The Picaso™ Grid](#)
Picaso's Supply Chain Event Monitor, also known as the Grid, presents a wealth of information at your fingertips
- [Supply Chain Trends in the Pharmaceutical Industry](#)
Selected Highlights from WAM's Front Lines Connection to Pharma Execs at LogiPharma 2007 in Philadelphia, PA
- [Supply Chain Trends in the Chemical Industry](#)
Selected Highlights from WAM's Front Lines Connection to Chemical Execs at LogiChem 2007 in Scottsdale, AZ



PetroChina Expands the Use of Picaso Throughout Asia

Picaso delivers increased visibility and performance optimization to largest producer of crude oil and natural gas in Asia

PetroChina Company Limited has completed an initial pilot of the Picaso™ solution and is now expanding the solution throughout its polymer operations. PetroChina, recently named the world's most valuable company, is the largest producer of crude oil and natural gas in Asia. The Picaso™ solution was initially chosen through a partnership with Honeywell International, a long time member of WAM Systems' Alliance Partner Program. The solution is being implemented by another WAM implementation partner, BearingPoint Asia.



"We are glad that PetroChina has recognized the value of our initial joint pilot and is now expanding the Picaso™ solution throughout its polymer operations," said Jack Weiss, CEO of WAM Systems. "Picaso™ is delivering the increased visibility and performance optimization that PetroChina is looking for in its polymer facilities."

WAM, Honeywell, and BearingPoint are teaming to bring advanced plant MES and supply chain solutions to PetroChina and other leading process manufacturers worldwide.

For more information on WAM Systems and the Picaso solution, please visit www.wamsystems.com.

WAM Systems delivers advanced supply chain planning and visibility solutions designed for companies in the process industry. Our enterprise solution, Picaso™, provides industry-leading functionality and visibility to enable supply chain executives to optimize production, minimize costs and inventory, react to unplanned disruptions and maintain high customer service levels. To help maximize the benefits of our solutions, we also offer industry best-practices benchmarking and consulting services which help companies assess tangible benefits for process and toolset improvement.

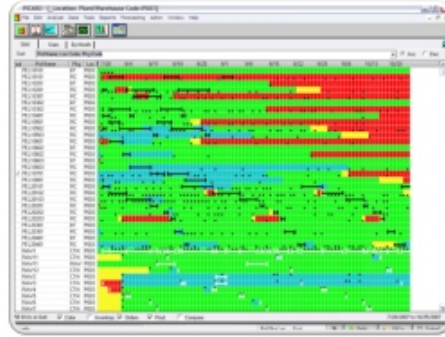
BENCHMARKING

Technology Spotlight: The Picaso™ Grid

Picaso's Supply Chain Event Monitor, also known as the Grid, presents a wealth of information at your fingertips

The Picaso solution deploys in a suite of modules to address the advanced supply chain planning and visibility needs of today's global process industry companies. With functionality covering demand planning and forecasting, sales and operations planning (S&OP), inventory targeting, distribution planning, raw material planning, production planning, scheduling, forecasting and ATP fulfillment analysis, Picaso provides an ideal platform to connect executives throughout a company's global supply chain and the provide real-time, up-to-date status required for industry leading performance.

Sitting at the heart of all of this functionality is a powerful inventory simulation that displays a projection of the next two or three months worth of inventory levels across your supply chain. This highly graphical interface provides an all-in-one look at inventory, order status, planned production and material movements across all of the products in a business, with up-to-the-minute data and exception-based alerting to identify problems or opportunities that could significantly affect your profitability or competitiveness.



For the last 20 years, companies have been using this display to quickly understand where to focus when reviewing and analyzing their supply chains. Looking quickly at the included sample on this page, we can see a field of green color which tells us that all inventory levels will be at nominal levels for the dates and products represented. Areas in yellow tell us that we've dipped into our safety stock. And red indicates a stock out. All of this with the calculations taking into account our forecast and planned production schedule.

Real Time View of

- Inventory
- Orders
- Forecast
- Purchasing
- Production
- Distribution
- Finished products
- Intermediates
- Raw Materials

Since this level of functionality consistently generates strong interest in process companies when they are first working with WAM, a more-detailed online tour has now been made available to anyone interested in seeing how this workhorse technology could be beneficial to their planning environment.

If you are interested in seeing more about this technology and the functionality behind it, please contact us to schedule an online tour for your team. Call +1 (800) 358-8305 or email info@wamsystems.com

Sign-up now to participate and receive your personalized company report.
To be a part of our survey, please use the following form, or call toll free +1 (800) 358-8305.

First Name

Last Name

Title

Company

Email

Phone

Suggested Time(s) for Survey Call

WAM SYSTEMS

North America
Tel +1 800-358-8305
Fax +1 484-530-4854
info@wamsystems.com
www.wamsystems.com

South America
Tel +55-11-3443-7732
Fax +55-11-3443-7474
info@wamsystems.com
www.wamsystems.com

Europe
Tel +49 (0)611-97774-410
Fax +49 (0)611-97774-111
eu@wamsystems.com
www.wamsystems.de

APAC
Tel +55-11-3443-7732
Fax +55-11-3443-7474
info@wamsystems.com
www.wamsystems.com

Supply Chain Trends in the Pharmaceutical Industry

Selected Highlights from WAM's Front Lines Connection to Pharma Execs at LogiPharma 2007 in Philadelphia, PA

Globalization, vendor partnerships, counterfeiting, the 'greening' of the supply chain, and cold-chain management were just some of the key topics at LogiPharma 2007, one of the industry's leading conferences on supply chain trends facing pharmaceutical executives.

WAM Systems, a presenter and leading



sponsor of the conference, presents this quick overview of some of the highlights gathered while networking with global pharmaceutical companies like AMGEN, BMS, Covidien, Eli Lilly, Organon, Novartis, Shering and Teva Pharmaceuticals.

[Click here to read](#)



Supply Chain Trends in the Chemical Industry

Selected Highlights from WAM's Front Lines Connection to Chemical Execs at LogiChem 2007 in Scottsdale, AZ

Emerging international markets, increased competition from the Middle East and Asia, increased merger & acquisition activity, high and volatile raw material and energy costs were all top of mind at this year's LogiChem conference in Scottsdale, Arizona.

Read this quick overview of some of the leading trends, presented by WAM Systems, a leading sponsor and host of the two day gathering. Companies attending included Lyondell, Air Products Polymers, Honeywell, BASF, DuPont, Ashland and Dow Chemical Company.

[Click here to read](#)

