

Jandapac's supply chains as at 7 June 2010

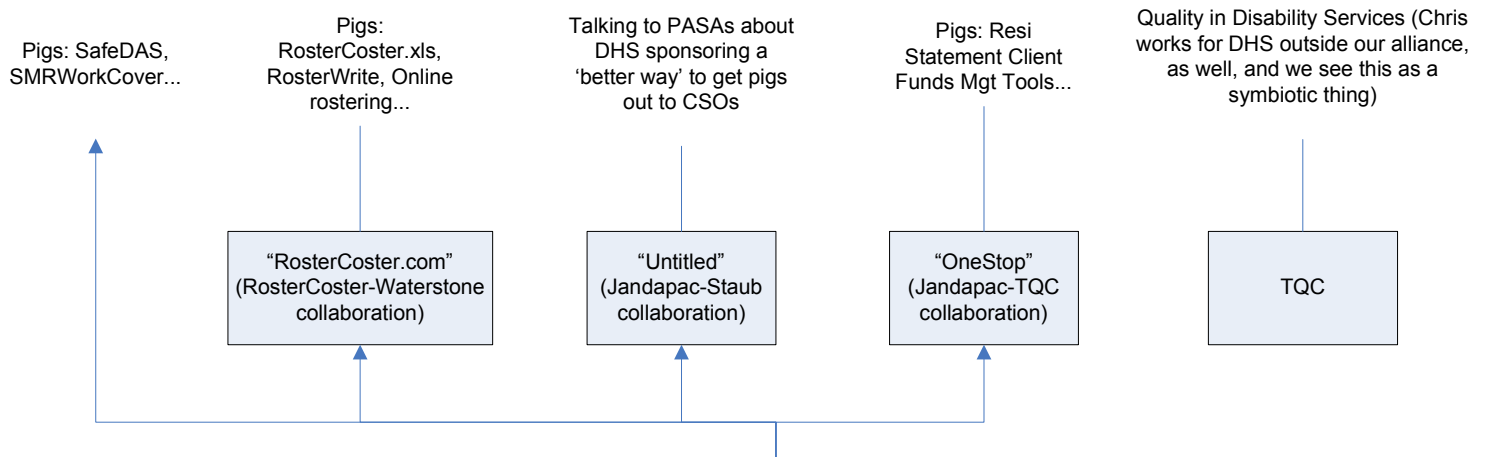
Only the typical supply chains for only the major products (pigs) are shown. Further, only those that involve Jandapac are shown. The real picture is more blended. One example:

- Tony and I can often get DHS to agree to buy a pig, but rarely do we get them to agree to a quality pig.
- Chris Tiernan might then come into play, and approach DHS to give the pig needs info sessions, and data validation, and FAQs attached to data-in fields, and (shock!) training.

So, in short, the broad brush is still Tony's 'flat structure': all of us are potential suppliers to the rest of us, and we're all 'out there' locking in* customers, both before and after supply, for the entire suite of products below.

N.b. Except in the case of 'Timely', which is not owned by us, and which gets 50% of all sales, we propose that based on current sales (it looks like we're going to miss the big end-of-year \$s out of DHS this year, unfortunately – our recent 'expansion' is simply not ready and able to even quote, let alone deliver on the bigger jobs going), the '% cut' idea doesn't work when the total cut is a negative amount. Instead, when we are quoting a pig, we're going to have to use Tony's method of listing the suppliers that went/go into the making and supplying the pig.

*We tend to not say 'finding' customers with respect to our target market. We know them all already, and they us. In fact, demand far outweighs supply. So 'sales' is not what we need. What we need is better ways to prepare, package, supply and support pigs.



- Marketing (Over a decade, Jandapac has achieved pretty close to full penetration in our target market, and has built an 'engine room' to manage the business of getting troughs and pigs out there. It is now building collaborations, see above, to actually drive the pigs to market to market.)
- Pre-code (Tony's 'pig-maker, and the 'the trough' from which the pigs feed, that is, the free platforms 'RosterCoster.com', 'Disability OneStop', 'EMSONline', 'EMSGateway' ...);
- Code (Pig-tailoring at customer request – rarely does an existing pig look exactly the way a customer wants it to look, and sometimes, the pig doesn't yet exist at all (in which case, we still call it 'tailoring', as the pig is half built before we even start, within Tony's pig-maker);
- Other (Testing, supply, support etc. This all happens within the collaborations, see above, so no need to go about it here below.)

