

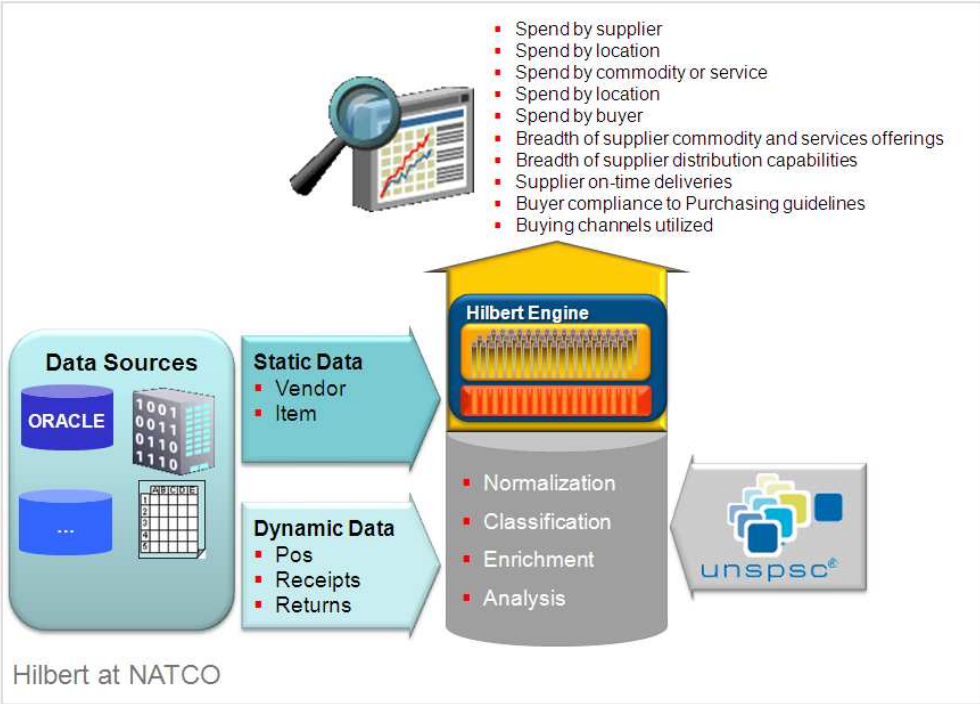
NATCO GROUP INC. CUSTOMER PROFILE



Where Speed Translates to Profits

- Customer:** NATCO Group Inc.; <http://www.natcogroup.com/>
- Industry:** Machinery for oil, gas, or water processes
- Application:** Procurement Cost Analysis and Reporting, Data Classification
- Hilbert Products:** Hilbert Engine, Hilbert ExploreData
- Business Challenge:** The NATCO Group designs, manufactures and markets oil and gas production equipment and systems worldwide. They purchase tanks, pumps, valves, pipes and other required system components from 3400 different suppliers across 55 different manufacturing sites in the US and internationally. To leverage its full enterprise buying power and secure the best product pricing possible, NATCO needed to gain clear enterprise-wide visibility to everything it buys. Unfortunately, its purchasing data was distributed among different systems, lacked a uniform naming convention and was not classified for effective Spend Analysis. Solving these problems meant millions of dollars in savings each year for NATCO.

Business Scenario:



NATCO GROUP INC.

CUSTOMER PROFILE



Business Solution: Due to the size and complexity of their data and the need for a rapid solution, NATCO chose to by-pass the conventional data warehousing/ OLAP approach and selected Hilbert and its Hilbert ExploreData software. In less than 60 days 252,000 transaction records from Natco's 55 locations have been aggregated, accurately classified according to the United Nations Standard Products and Services Code (UNSPSC) and the detailed Spend Analysis NATCO needed to fully understand its enterprise buying characteristics has been performed. Over 25 different reports were delivered to NATCO such as:

- Spend by supplier
- Spend by commodity or service
- Spend by location
- Breadth of supplier commodity and services offerings
- Buyer compliance to Purchasing guidelines
- Spend by location
- Supplier on-time deliveries
- Spend by buyer
- Breadth of supplier distribution capabilities
- Buying channels utilized

Performance:

- 252,000 transaction records from Natco's 55 locations have been aggregated, accurately classified and analyzed for reporting
- 96% of NATCO's records were successfully Classified to UNSPSC while the remaining 4% contained insufficient or no data.
- Project was finished in less than 60 days
- Standard PC/Server technology has been used

Business Benefits:

- More than \$10 Million overall cost savings are projected (that's 5%)
- Immediate cost reductions by more than \$2 Million.

About Hilbert: Pennsylvania based Hilbert Technology Inc. is an international provider of business intelligence (BI) solutions for large and medium size enterprises worldwide. The offering is based on the revolutionary, patented Hilbert Engine technology for the ultra high-speed access, manipulation, storage and analysis of large volumes of structured and unstructured data. The Hilbert solutions are offered as embedded Hilbert Engine technology, standard products or industry specific solutions. Organizations in public services, law, government, finance, communications, whole- and retail sales, transportation & tourism and chemical & pharmaceutical can employ Hilbert solutions to gain unparalleled speed in access and analysis over large data volumes.

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