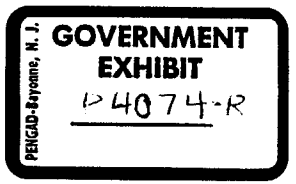
Financial, HR, Procurement Systems Overhaul Project

FSO Project Kick-off Conference Call – 10/14/02 and 10/15/02



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What is FSO?

- The purpose of FSO is to facilitate the creation of world class infrastructure in the following organizations:
  - Accounting and Finance under the direction of Bill Arendt
  - Human Resources under the direction of Randy Harris
  - Supply Chain Management under the direction of Brian Meadows
  - Tax under the direction of Brian Davis
- Infrastructure refers to:
  - Business Processes
  - Technology and Automation
  - Organizational Structure

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What is FSO? - Functions under consideration for a 2003 upgrade

Accounting & Finance	Human Resources	Tax	Supply Chain	Other Organizations
Accounts Payable	Benefits	Income & Franchise Tax Prep	Asset Mgmt	Billing
Accounts Receivable	Career Dev. Plan, Competency Tracking	Financial Reporting	Auctioning	Analog Billing
Budgeting	Compensation	POS	Item Master Management	Cell Site Tracking
Cash Tracking	Contractor Tracking	Service	Contract Management	Collections
Commissions	Employee Administration (Term Proc/Trans/Relos)	Use Tax	Distribution Requirements Planning	Corp. Financial Strategy
Consolidation	Employee Communications	Planning	eProcurement	Corporate Comms - Empl Comms
Cost Accounting	Employee Relations	Incentives	Forecasting	Customer Care Productivity
Expense Reporting	Mergers, Acquisitions, Restructurings	Research	Inventory Management	Downstream Reporting Tools from DW
Financial Planning	Performance Mgmt	Accruals	MWBE and Supplier Database	Employee Phone Fulfillment
Financial Reporting	Policies and Procedures	Sales & Transaction Tax Report Filings	Purchase Orders	External Business Relationships
Fixed Assets	Recruiting	Payments	Property Management	Legal Contract Management
Forecasting	Succession Planning	Reconciliations	Receiving Goods	Legal Litigation
General Ledger	Surveys	Adjustments	Requisition	Legal Security / Privacy
Handset Inventory	Training	Unclaimed Property	RFP	Nextel Retail
Journal Entry	Workforce Planning/Staffing	Audits & Litigation	Supplier Scheduling	Product Management - Product Profitability
Payroll	Workforce Deployment	Property Tax Filings	Vendor Evaluation	Revenue Assurance
Project Accounting		Assessment Review & Controls	Work Order Management	Sales Commissions / Direct & Indirect
Revenue Mgmt		Payments & Verification		Sales Distribution/ Direct & Indirect
T&E Processing				Sales SFA
				Spectrum Tracking

☐ Phase 1a, Oracle/PeopleSoft Upgrade ☐ Hackett Recommendation for Phase 1b ■ No System to Support Function

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What is FSO? - Vision of success for upgrading business processes

Processes should:

- be scalable
- be flexible enough to handle exceptions
- be developed from an end to end perspective
- have an owner
- fit into process improvements going on today
- have real-time data
- have dashboards
- be end-to-end across all organizations
- be iterative and continuous
- be simplified and automated
- have accountability at the source
- promote self service where Best Practices call for
- push data with automated alerts for exceptions
- have controls built in at the source and at all touch points
- have automated status notification
- provide information that adds predictability and is forward looking
- have end to end workflow capability
- be measurable
- leverage application technology best practices

What is FSO? - Vision of success for upgrading technology

Technology should:

- be integrated in support of end to end processes
- support minimal interfaces and have high data integrity
- focus on performance (availability, batch and online response time)
- be easy and cost effective to maintain
- deploy from a single data source
- provide automated end to end workflow
- facilitate automated business intelligence tools, forecasting and reporting at all levels
- push data and provide alerts to exceptions and touch points
- provide internal and external web enablement
- provide personalized portals
- provide automated controls at source and touch points
- utilize best industry technology and best practices
- easily support upgrades
- fit within the context of our architectural direction
- be table driven
- have internal and external security
- have adequate archive and user-friendly retrieval
- be scalable
- be internally supportable or outsourced

Why One Big Project?

- **A recent Hackett Bench Marking study has proven that fragmented efforts sub-optimize benefit realization by as much as 30%**
  - **Systems and information**
    - **30% down to 21%**
  - **Process redesign**
    - **50% down to 35%**
  - **Organizational redesign**
    - **20% down to 14%**

Who Will Need to Participate?

		ESCALATION PATH					
		3rd Level	Desk Phone Cell Phone	2nd Level	Desk Phone Cell Phone	1st Level	Desk Phone Cell Phone
ACCOUNTING AND FINANCE	Payroll	Bill Parker	703-433-4787 703-926-7959	Bill Parker	703-433-4787 703-926-7959	Bill Parker	703-433-4787 703-926-7959
	Fixed Assets	Bill Arendt	703-433-4152 703-906-3625	Grant Ozias	703-433-4555 703-906-3649	Grant Ozias	703-433-4555 703-906-3649
	Project Accounting	Bill Arendt	703-433-4152 703-906-3625	Grant Ozias	703-433-4555 703-906-3649	Grant Ozias	703-433-4555 703-906-3649
	Accounts Payable	Bill Parker	703-433-4787 703-926-7959	Joel Stafford	703-433-4576 703-906-3642	Laleh Shabani	703-433-4566 703-926-3747
	T&E Processing P-Card	Bill Parker	703-433-4787 703-926-7959	Joel Stafford	703-433-4576 703-906-3642	Judy Phillips	703-433-4558 703-926-8026
	Commissions	Bill Parker	703-433-4787 703-926-7959	Robin Berg	703-744-8392 703-898-6537	Mona Calistrat	703-744-8398 301-252-2941
	Revenue Mgmt	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189 703-906-3623	Terri Pignotti	703-433-4560 703-906-3686
	Budgeting	Bill Arendt Mike Corkery	703-433-4152 703-906-3625 703-433-4614 703-926-7959	Tim Gray Janine Rubitski	703-433-4453 703-856-4110 703-433-4452 703-930-5706	Brian Ostrander	703-433-4768 703-930-7339
	Financial Planning	Bill Arendt Mike Corkery	703-433-4152 703-906-3625 703-433-4614 703-926-7959	Tim Gray Janine Rubitski	703-433-4453 703-856-4110 703-433-4452 703-930-5706	Brian Ostrander	703-433-4768 703-930-7339
	Forecasting	Bill Arendt Mike Corkery	703-433-4152 703-906-3625 703-433-4614 703-926-7959	Tim Gray Janine Rubitski	703-433-4453 703-856-4110 703-433-4452 703-930-5706	Brian Ostrander	703-433-4768 703-930-7339
	Accounts Receivable	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189 703-906-3623	Katherine Kiviat	703-433-4184 703-906-3657
	Cash Tracking	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189 703-906-3623	Brent Taylor	703-433-4582 703-930-7050
	Consolidation	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189 703-906-3623	Chris Nagler	703-433-4199 703-906-2755
	Cost Accounrting	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189 703-906-3623	Vince Loiacono	703-433-4189 703-906-3623
	General Ledger	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189 703-906-3623	Chris Nagler	703-433-4199 703-906-2755

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Who Will Need to Participate?

ACCOUNTING AND FINANCE	Handset Inventory	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189 703-906-3623	Jill MacDonald	703-433-4713 703-930-8069
	Journal Entry	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189 703-906-3623	Vince Loiacono	703-433-4189 703-906-3623
	Tax	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189 703-906-3623	Brent Taylor	703-433-4582 703-930-7050
	Systems	Bill Arendt	703-433-4152 703-906-3625	Mark Van de Meulebroecke	703-433-4586 703-926-3400	Scott McIlvenna	703-433-4852
	Customer Financial Systems	Marci Carris	720-206-2729 303-901-1717	Marci Carris	720-206-2729 303-901-1717	Jeff Anna	720-206-3404 303-419-3829
	Treasury	Marci Carris	720-206-2729 303-901-1717	Marci Carris	720-206-2729 303-901-1717	Jennifer Dale	703-433-4458 703-675-0321
	Expense Reporting	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189	Chris Nagler	703-433-4199 703-906-2755
		Mike Corkery	703-433-4614 703-926-7959		703-906-3623	Chris Nagler	703-433-4199 703-906-2755
	Financial Reporting	Bill Arendt	703-433-4152 703-906-3625	Vince Loiacono	703-433-4189	Beth Tofoya External Reporting	703-433-4577 703-906-3630
		Mike Corkery	703-433-4614 703-926-7959		703-433-4189	Maryann Melcher Internal Reporting	703-433-4197 703-929-5117
	Reconciliations	Marci Carris	720-206-2729 303-901-1717	Marci Carris	720-206-2729 303-901-1717	Ody Sayo	720-206-3956 303-356-3640

Who Will Need to Participate?

		3rd Level Approval	Desk Phone / Cell Phone	2nd Level Approval	Desk Phone / Cell Phone	1st Level Approval	Desk Phone / Cell Phone
HUMAN RESOURCES	Benefits	Ellen Petrocci	(703) 433-4060 (703) 930-7022	Ellen Petrocci	(703) 433-4060 (703) 930-7022	Karen Wolfgang	(703) 433-4056 --
	Career Dev/Planning Competency Tracking	Jim Caprara	(703) 433-4625 (703) 675-9743	Lynn Schmidt	(703) 433-4524 (703) 930-7211	Lynn Schmidt	(703) 433-4524 (703) 930-7211
	Compensation	Ellen Petrocci	(703) 433-4060 (703) 930-7022	Alyssa Neumaier	(703) 433-4054 (703) 898-0823	Alyssa Neumaier	(703) 433-4054 (703) 898-0823
	Contractor Tracking	Dan Suffoletta	(703) 433-4075 ~~(703) 932-7428~~	Dan Suffoletta	(703) 433-4075 (703) 932-7428	Amy Hennessy	(703) 433-4047 (703) 929-0171
	Employee Admin	Dan Suffoletta	(703) 433-4075 (703) 932-7428	Susan Rink	- -	Tara Falwell	
	Employee Communications	Randy Harris Elizabeth Brooks	(703) 433-4420 (703) 675-9424	Randy Harris	(703) 433-4420 (703) 675-9424	TBD	
	Employee Relatiuons	Terry Mellendorf	(703) 433-4050 (703) 929-5154	Terry Mellendorf	(703) 433-4050 (703) 929-5154	Nancy Jorns	(703) 433-4657 (703) 932-1646
	Mergers/Acquisitions/Restructuri ng	Randy Harris	(703) 433-4420 (703) 675-9424	Dan Suffoletta	(703) 433-4075 (703) 932-7428	Amy Hennessey	(703) 433-4047 (703) 929-0171
	Performance Mgmt	Ellen Petrocci	(703) 433-4060 (703) 930-7022	Alyssa Neumaier	(703) 433-4054 (703) 898-0823	Candice Anderson	(703) 433-3892 --
	Policies & Procedures	Randy Harris	(703) 433-4420 (703) 675-9424	Terry Mellendorf	(703) 433-4050 (703) 929-5154	Nancy Jorns	(703) 433-4657 (703) 932-1646
	Recruiting	Claudia Hall	(703) 433-4024 (703) 906-3231	Claudia Hall	(703) 433-4024 (703) 906-3231	Dan Gillison	(703) 433-4682 (703) 856-2592
	Succession Planning	Randy Harris	(703) 433-4420 (703) 675-9424	Jim Caprara	(703) 433-4625 (703) 675-9743	Lynn Schmidt	(703) 433-4524 (703) 930-7211
	Surveys	Jim Caprara	(703) 433-4625 (703) 675-9743	Chris Houck	(407) 838-5256 (407) 908-2046	Richard Zenk	(703) 433-4523 (703) 675-9485
	Termination Processing	Terry Mellendorf	(703) 433-4050 (703) 929-5154	Dan Suffoletta	(703) 433-4075 (703) 932-7428	Amy Hennessey	(703) 433-4047 (703) 929-0171

Who Will Need to Participate?

		3rd Level	Desk Phone	2nd Level	Desk Phone	1st Level	Desk Phone
HUMAN RESOURCES	Training	Jim Caprara	(703) 433-4625 (703) 675-9743	Robin Brancart Sales Institute Lynn Tierney Customer Support Bernard Flaherty Technology Institute Lynn Schmidt Leadership Institute Patricia Rhodes Products & Services Maria Meyer Nextel Learning Solutions Chris Houck Business Mgmt	(703) 433-3714 (703) 856-5621 (678) 473-4464 (404) 597-3731 (703) 547-5417 (703) 928-5784 (703) 433-4524 (703) 930-7211 (703) 433-4025 (703) 898-8697 (703) 433-3567 (954) 520-2800 (407) 838-5256 (407) 908-2046	TBD TBD TBD TBD TBD TBD TBD	
	Transfers & Relocations	Ellen Petrocci	(703) 433-4060 (703) 930-7022	Ellen Petrocci	(703) 433-4060 (703) 930-7022	Amy Cavanaugh	
	Workforce Planning/Staffing	Terry Mellendorf	(703) 433-4050 (703) 929-5154	Claudia Hall	(703) 433-4024 (703) 906-3231	TBD	
	Workforce Deployment	Randy Harris	(703) 433-4420 (703) 675-9424	Terry Mellendorf	(703) 433-4050 (703) 929-5154	TBD	

Who Will Need to Participate?

SUPPLY CHAIN	Asset Mgmt	Mark Beecy	(703) 433-8305 (703) 856-3390	Scott Sovereign	(703) 433-8302	Matthew Werner	(703) 433-8511 (703) 930-8062
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 906-6260	Robin Williams	(703) 433-8107 (703) 856-5578
	Auctioning	Mark Beecy	(703) 433-8305 (703) 856-3390	Kathy Hinton	(703) 552-7286	Katrina Leach	(425) 278-2177
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 898-7134		(703) 906-3533
	Catalog Mgmt	Mark Beecy	(703) 433-8305 (703) 856-3390	Kathy Hinton	(703) 552-7286	Katrina Leach	(425) 278-2177
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 898-7134		(703) 906-3533
	Contract Mgmt	Mark Beecy	(703) 433-8305 (703) 856-3390	Kathy Hinton	(703) 552-7286	Donovan Mitchell	(703) 552-7303 (703) 856-7404
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 898-7134	TBD	
	Distribution Requirements Planning	Mark Beecy	(703) 433-8305 (703) 856-3390	Scott Sovereign	(703) 733-8302 (703) 906-6260	Matthew Werner	(703) 433-8511 (703) 930-8062
		Brian Meadows	(703) 433-3862 (301) 343-7125	Patrice Kelly	(703) 433-8386 (703) 928-1546	Robin Williams	(703) 433-8107 (703) 856-5578
	eCommerce	Mark Beecy	(703) 433-8305 (703) 856-3390	Kathy Hinton	(703) 552-7286	Katrina Leach	(425) 278-2177
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 898-7134		(703) 906-3533
	Forecasting	Mark Beecy	(703) 433-8305 (703) 856-3390	Scott Sovereign	(703) 733-8302 (703) 906-6260	Matthew Werner	(703) 433-8511 (703) 930-8062
		Brian Meadows	(703) 433-3862 (301) 343-7125	Kathy Hinton	(703) 552-7286 (703) 898-7134	Robin Williams	(703) 433-8107 (703) 856-5578
	Inventory Mgmt	Mark Beecy	(703) 433-8305 (703) 856-3390	Scott Sovereign	(703) 733-8302 (703) 906-6260	Matthew Werner	(703) 433-8511 (703) 930-8062
		Brian Meadows	(703) 433-3862 (301) 343-7125	Patrice Kelly	(703) 433-8386 (703) 928-1546	Robin Williams	(703) 433-8107 (703) 856-5578

Who Will Need to Participate?

SUPPLY CHAIN	Vendor db Mgmt & MWBE	Mark Beecy	(703) 433-8305 (703) 856-3390	Kathy Hinton	(703) 552-7286	Roland Jones	(703) 552-7306
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 898-7134		(571) 233-2605
	Purchase Orders	Mark Beecy	(703) 433-8305 (703) 856-3390	Cheryl Kosmann	(703) 433-4826	Hollie Scott	(407) 838-5059 (321) 436-2535
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 675-0889	Danielle Funk	(703) 433-8516 (703) 675-5016
	Property Mgmt	Al Shotwell	(703) 433-4007 (703) 906-3613	Cheryl Tipton	(703) 433-4773 n/a	Cheryl Tipton	(703) 433-4773 n/a
		Brian Meadows	(703) 433-3862 (301) 343-7125	Al Shotwell	(703) 433-4007 (703) 906-3613		
	Receiving	Mark Beecy	(703) 433-8305 (703) 856-3390	Cheryl Kosmann	(703) 433-4826	Judy Leonard	(703) 433-8309
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 675-0889		(703) 926-7747
	Requisitioning	Mark Beecy	(703) 433-8305 (703) 856-3390	Cheryl Kosmann	(703) 433-4826	Judy Leonard	(703) 433-8309
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 675-0889		(703) 926-7747
	RFP	Mark Beecy	(703) 433-8305 (703) 856-3390	Kathy Hinton	(703) 552-7286	Jerry Rogers	(703) 552-7288
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 898-7134		(703) 675-1415
	Supplier Scheduling	Mark Beecy	(703) 433-8305 (703) 856-3390	Scott Sovereign	(703) 733-8302 (703) 906-6260	Matthew Werner	(703) 433-8511 (703) 930-8062
		Brian Meadows	(703) 433-3862 (301) 343-7125	Patrice Kelly	(703) 433-8386 (703) 926-1546	Robin Williams	(703) 433-8107 (703) 856-5578
	Vendor Evaluation	Mark Beecy	(703) 433-8305 (703) 856-3390	Scott Sovereign	(703) 733-8302 (703) 906-6260	Jerry Rogers	(703) 552-7288 (703) 675-1415
		Brian Meadows	(703) 433-3862 (301) 343-7125	Kathy Hinton	(703) 552-7286 (703) 898-7134	TBD	TBD TBD

Who Will Need to Participate?

[illegible]	[illegible]	3rd Level Approval	Desk Phone Cell Phone	2nd Level Approval	Desk Phone Cell Phone	1st Level Approval (SME)	Desk Phone Cell Phone
SUPPLY CHAIN	Work Order Mgmt	Mark Beecy	(703) 433-8305 (703) 856-3390	Scott Sovereign	(703) 433-8302	Matthew Werner	(703) 433-8511 (703) 930-8062
		Brian Meadows	(703) 433-3862 (301) 343-7125		(703) 906-6260	Robin Williams	(703) 433-8107 (703) 856-5578
	Item Master Mgmt	Mark Beecy	(703) 433-8305 (703) 856-3390	Scott Sovereign	(703) 733-8302 (703) 906-6260	Matthew Werner Robin Williams	(703) 433-8511 (703) 930-8062 (703) 433-8107
		Brian Meadows	(703) 433-3862 (301) 343-7125	Kathy Hinton	(703) 552-7286 (703) 898-7134	Katrina Leach	(703) 856-5578 (425) 278-2177 (703) 906-3533

Who Will Need to Participate?

TAX	Income & Franchise Tax Prep	Brian Davis	(703) 433-4487 (703) 906-3583	Bill Boswinkle	(703) 433-4490 (703) 926-0113		
	Income Tax Financial Reporting	Brian Davis	(703) 433-4487 (703) 906-3583	Bill Boswinkle	(703) 433-4490 (703) 926-0113		
	POS	Brian Davis	(703) 433-4487 (703) 906-3583	John Cavalieri	(703) 433-4126 (703) 906-3572	Peter Falli	(703) 433-4501 (703) 675-1870
	Service	Brian Davis	(703) 433-4487 (703) 906-3583	John Cavalieri	(703) 433-4126 (703) 906-3572	Jeff Dean	(703) 433-4125 (703) 906-3907
	Use Tax	Brian Davis	(703) 433-4487 (703) 906-3583	John Cavalieri	(703) 433-4126 (703) 906-3572	Peter Falli	(703) 433-4501 (703) 675-1870
	TEMS	Brian Davis	(703) 433-4487 (703) 906-3583	John Cavalieri	(703) 433-4126 (703) 906-3572	Sunti Snguon	(703) 433-4499 (703) 926-3359
	Planning	Brian Davis	(703) 433-4487 (703) 906-3583	Julio Duarte	(703) 433-4491 (703) 906-3895		
	Incentives	Brian Davis	(703) 433-4487 (703) 906-3583	Julio Duarte	(703) 433-4491 (703) 906-3895		
	Research	Brian Davis	(703) 433-4487 (703) 906-3583	Julio Duarte	(703) 433-4491 (703) 906-3895		
	Accruals	Brian Davis	(703) 433-4487 (703) 906-3583	Jeff Dean	(703) 433-4125 (703) 906-3907	Christine Goode	703-433-4496 703-928-6002
	Tax Report Filings	Brian Davis	(703) 433-4487 (703) 906-3583	Jeff Dean	(703) 433-4125 (703) 906-3907	Christine Goode	703-433-4496 703-928-6002
	Payments	Brian Davis	(703) 433-4487 (703) 906-3583	Jeff Dean	(703) 433-4125 (703) 906-3907	Christine Goode	703-433-4496 703-928-6002
	Reconciliations	Brian Davis	(703) 433-4487 (703) 906-3583	Jeff Dean	(703) 433-4125 (703) 906-3907	Christine Goode	703-433-4496 703-928-6002
	Adjustments	Brian Davis	(703) 433-4487 (703) 906-3583	Jeff Dean	(703) 433-4125 (703) 906-3907	Christine Goode	703-433-4496 703-928-6002
	Unclaimed Property	Brian Davis	(703) 433-4487 (703) 906-3583	Jeff Dean	(703) 433-4125 (703) 906-3907	Andrew Vaughn	703-433-3899 703-675-2101
	Audits & Litigation	Brian Davis	(703) 433-4487 (703) 906-3583	Michael Raymond	(703) 433-4489 (703) 906-7916	Joy Pinchback	(703) 433-4374 (703) 433-4374
	Property Tax Filings	Brian Davis	(703) 433-4487 (703) 906-3583	Paul Kahan	(703) 433-4020 (703) 856-2328	Paul Kahan	(703) 433-4020 (703) 856-2328
	Assessment Review & Controls	Brian Davis	(703) 433-4487 (703) 906-3583	Paul Kahan	(703) 433-4020 (703) 856-2328	Paul Kahan	(703) 433-4020 (703) 856-2328
	Payments & Verification	Brian Davis	(703) 433-4487 (703) 906-3583	Paul Kahan	(703) 433-4020 (703) 856-2328	Paul Kahan	(703) 433-4020 (703) 856-2328
	Special Projects	Brian Davis	(703) 433-4487 (703) 906-3583	Jack Kearney	(703) 433-4502 (703) 675-0798	Jack Kearney	(703) 433-4502 (703) 675-0798

Schedule For Remainder of the Year

- Internally select software vendors – 10/31/02
- Negotiate software deals – 11/30/02
- Internally select integration vendors – 11/15/02
- Negotiate integration vendor deals – 11/30/02
- Start project – 12/01/02
- Implement Phase 1 in the 2H of 2003
- Initiate Phase 2 in the 2H of 2003 for a 2004 delivery

Vendor Selection Process

- There are 2 types of vendors that will be selected in 2002
  - Software Vendors
  - Integration Vendors
- Core Software
  - Oracle only OR
  - People Soft Only OR
  - Hybrid of Oracle and People Soft
- Where applicable, we will also be looking at utilizing new core modules that Oracle and People Soft offer

Vendor Selection Process

- **Systems in scope for upgrade/interface/replacement based on proposed scope**
  - **Interfacing to and/or from new Oracle/People Soft solution**
    - **Atlas**
    - **Brass Ring**
    - **Cell Track**
    - **Cost of Access**
    - **Ensemble**
    - **EPIC**
    - **I Connect**
    - **NDW**
    - **Nexus**
    - **On Track**
    - **Stars/Solar**
    - **Stock Option Administration**
  - **Potential to be replaced by Oracle/People Soft or to interface**
    - **Business Objects (FRS)**
    - **IT PMO**
    - **MBSO**
    - **Ariba**
    - **Project Accounting**
    - **RENT DB**
    - **Tax**
    - **TM1 (some components...vertex will be an interface)**
    - **VAD financials**

Upcoming Software Demos

- People Soft and Oracle will be presenting their latest software versions, each having a 2 day demo
  - People Soft on 10/16-10/17
  - Oracle on on 10/22-10/23
- During each demonstration each vendor will focus on the following aspects of their software:
  - Strategic requirements defined by second level approvers
  - Strategic processes suggested by Hackett
  - Nextel systems under consideration for consolidation
- Each SME participating in the demo process will provide feedback rankings (via exit questionnaire) that will be used in the vendor selection process
- Please come to each demonstration with an open mind

Upcoming Software Demos

- Criteria being used to select vendors will include:
  - System Functionality
  - Vendor Relationship (ability to deliver)
  - Need for Customization
  - Cost
  - Ease of integration
  - Scalability
  - Conversion Capability
  - Vendor Profile
  - Reporting Capability
  - Ease of Training

Cross Functional Interdependencies

Human Resources

		ACCOUNTING & FINANCE																							SUPPLY CHAIN											
		Accounts Payable	Accounts Receivable	Budgeting	Cash Tracking	Commissions	Consolidation	Cost Accounting	Expense Reporting	Financial Planning	Financial Reporting	Fixed Assets	Forecasting	General Ledger	Handset Inventory	Journal Entry	Payroll	EPPP	EBPP	Project Accounting	Revenue Mgmt	T&E Processing	Tax	Asset Mgmt	Auctioning	Catalog Mgmt	Contract Mgmt	Distribution Reqmt's Pln	eCommerce	Forecasting	Inventory Mgmt	MWBE and Supplier Database	P.O.	Property Management	Receiving Goods	Requisition
HUMAN RESOURCES	Benefits	X		X	X					X	X		X	X	X	X	X				X		X				X			X		X				X
	Career Dev & Planning & Competency Tracking	X		X						X																										X
	Compensation			X		X				X			X				X			X													X		X	X
	Contractor Tracking	X	X	X				X	X	X	X		X	X						X	X	X	X				X		X	X		X	X		X	X
	Employee Admin	X	X	X		X			X	X	X	X	X	X	X		X			X		X	X	X			X			X			X			
	Employee Communications					X			X						X		X					X	X				X				X		X	X	X	X
	Employee Relations														X		X					X					X									
	Mergers, Acqs, Restructurings			X		X			X	X	X	X		X		X	X			X		X	X	X			X			X			X	X		X
	Performance Mgmt					X											X																			
	Policies and Procedures					X											X										X									
	Recruiting	X	X	X					X	X	X		X		X		X			X		X	X	X						X	X		X	X		X
	Succession Planning			X																																
	Surveys																																			
	Termination Processing	X	X	X		X			X	X	X	X	X	X	X		X			X		X	X	X			X				X		X	X	X	X
	Training			X		X									X																					
	Transfers and Relocations	X		X					X								X																X			X
	EPPP																																X			X
	EBPP																																			
	Workforce Planning/Staffing	X	X	X					X	X	X		X		X		X			X		X	X	X						X	X		X	X		X
	Workforce Deployment	X	X	X					X	X	X		X		X		X			X		X	X	X						X	X		X	X		X

Cross Functional Interdependencies

Human Resources

HUMAN RESOURCES	OTHER ORGANIZATIONS																			TAX																				GLOBAL						
	Billing	Cell Site Tracking	Collections	Corp. Financial Strategy	Corporate Comms - Empl Comms	Customer Care Productivity	Downstream Reporting Tools from DW	Employee Phone Fulfillment	External Business Relationships	Legal Contract Mgmt	Legal Litigation	Legal Security / Privacy	Nextel Retail	Product Mgmt - Product Profitability	Revenue Assurance	Sales Commissions / Dir & Indir	Sales Distribution/ Dir & Indir	Sales SFA		Tax Prep	Financial Reporting	POS	Service	Use Tax	TEMS	Contract Review	Planning	Incentives	Research	Accruals	Tax Report Filings	Payments	Reconciliations	Adjustments	Unclaimed Property	Audits & Litigation	Property Tax Filings	Assess, Review & Controls	Payments & Verification	Data Warehouse	Business Intelligence	Compliance	iConnect	IT Infrastructure	Engineering Operations	Imaging
Benefits				X	X		X	X	X	X	X	X	X							X	X						X		X															X
Career Dev & Planning & Competency Tracking					X		X		X	X			X	X		X										X		X						X	X								X
Compensation				X	X	X	X						X			X				X	X													X									X
Contractor Tracking			X	X			X		X	X			X													X	X							X	X								
Employee Admin			X	X	X		X			X		X	X			X												X						X	X								X
Employee Communications					X		X	X					X			X										X	X	X						X	X								X
Employee Relations			X		X		X	X	X				X													X	X	X						X									
Mergers, Acqs, Restructurings					X			X	X				X			X			X	X						X	X	X	X	X				X		X	X					
Performance Mgmt					X		X			X		X	X													X	X	X	X					X	X	X	X					X
Policies and Procedures					X			X					X								X	X	X			X	X	X						X	X	X	X					X
Recruiting					X		X	X	X				X			X										X	X	X						X	X	X	X					
Succession Planning							X						X													X			X					X	X	X	X	X		X		
Surveys						X							X													X								X			X					
Termination Processing			X	X	X		X			X		X	X			X										X								X			X					
Training					X	X	X		X				X													X								X	X	X	X	X		X		
Transfers and Relocations							X						X													X			X					X	X	X	X	X		X		
EPPP																					X					X	X							X			X	X			X	
EBPP																					X							X	X	X												
Workforce Planning/Staffing					X		X	X	X				X			X					X	X						X	X		X	X										
Workforce Deployment					X		X	X	X				X			X					X	X										X			X	X	X	X	X		X	

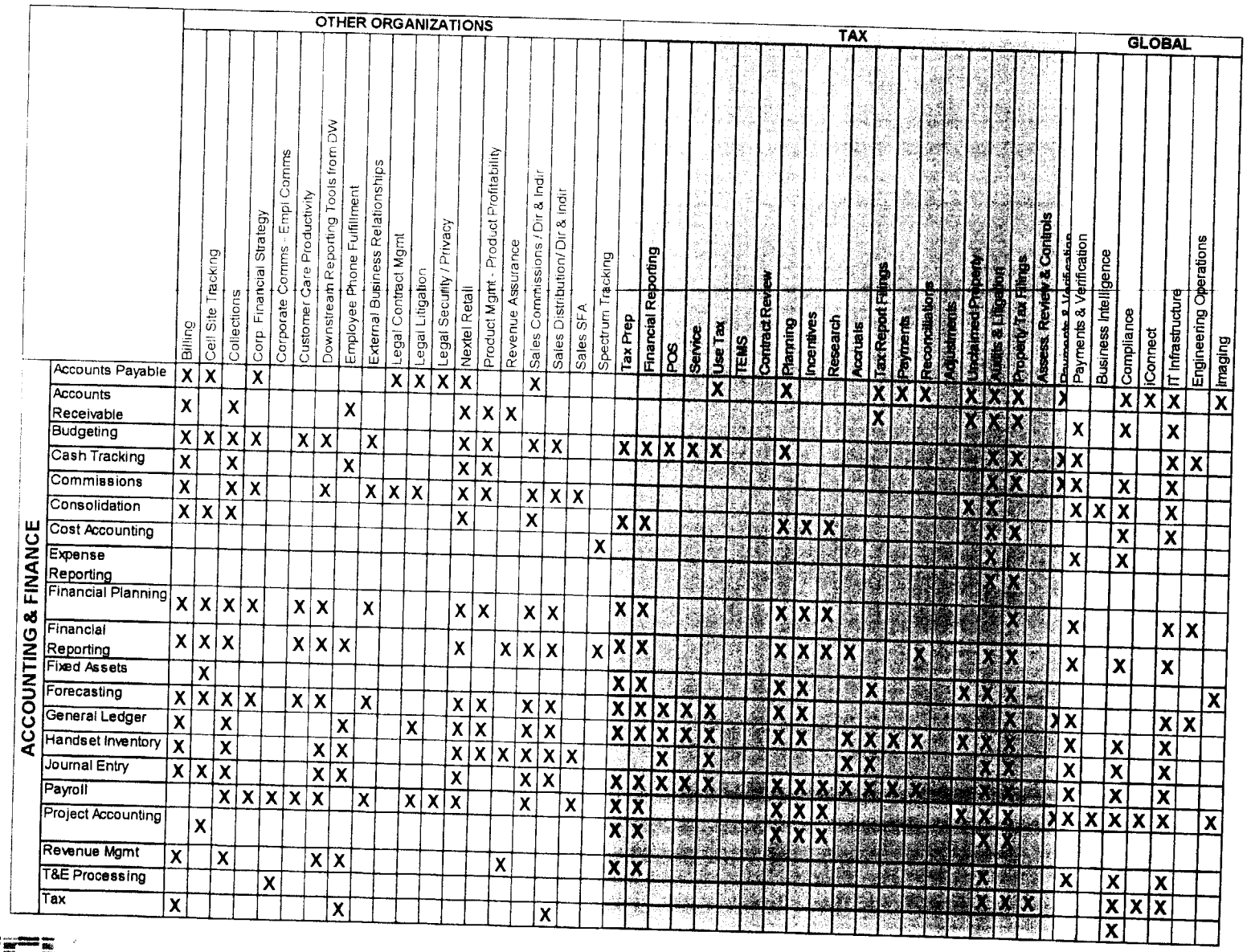
Cross Functional Interdependencies

Accounting & Finance

ACCOUNTING & FINANCE	HUMAN RESOURCES																				SUPPLY CHAIN																
	Benefits	Career Dev & Planning & Competency Tracking	Compensation	Contractor Tracking	Employee Admin	Employee Communications	Employee Relations	Mergers, Acqs, Restructurings	Performance Mgmt	Policies and Procedures	Recruiting	Succession Planning	Surveys	Termination Processing	Training	Transfers and Relocations	EPPP	EBPP	Workfoce Planning/Staffing	Workforce Deployment	Asset Mgmt	Auctioning	Catalog Mgmt	Contract Mgmt	Distribution Reqmt's Pln	eCommerce	Forecasting	Inventory Mgmt	MWBE and Supplier Database	P.O.	Property Management	Receiving Goods	Requisition	RFP	Supplier Scheduling	Vendor Eval	Work Order Mgmt
Accounts Payable				X				X		X	X					X					X	X	X	X		X			X	X	X	X	X				
Accounts Receivable				X			X	X		X																											
Budgeting	X		X	X				X			X				X	X			X	X							X	X			X			X			X
Cash Tracking			X							X											X	X										X					
Commissions			X		X				X	X				X		X								X	X		X	X									
Consolidation								X		X											X																
Cost Accounting										X											X						X	X		X							
Expense Reporting																																					
Financial Planning	X		X	X				X			X				X	X			X	X							X	X			X			X			X
Financial Reporting			X							X																											
Fixed Assets																					X					X		X		X		X	X				X
Forecasting	X		X	X				X			X				X	X			X	X							X	X			X			X			X
General Ledger	X		X					X		X	X				X	X						X						X				X	X				
Handset Inventory																					X			X			X	X		X		X	X				
Journal Entry	X		X				X			X	X																										
Payroll	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X			X	X							X										
Project Accounting																					X					X				X		X	X				X
Revenue Mgmt																																					
T&E Processing					X	X	X			X				X	X	X										X											
Tax			X																									X									

Cross Functional Interdependencies

Accounting & Finance



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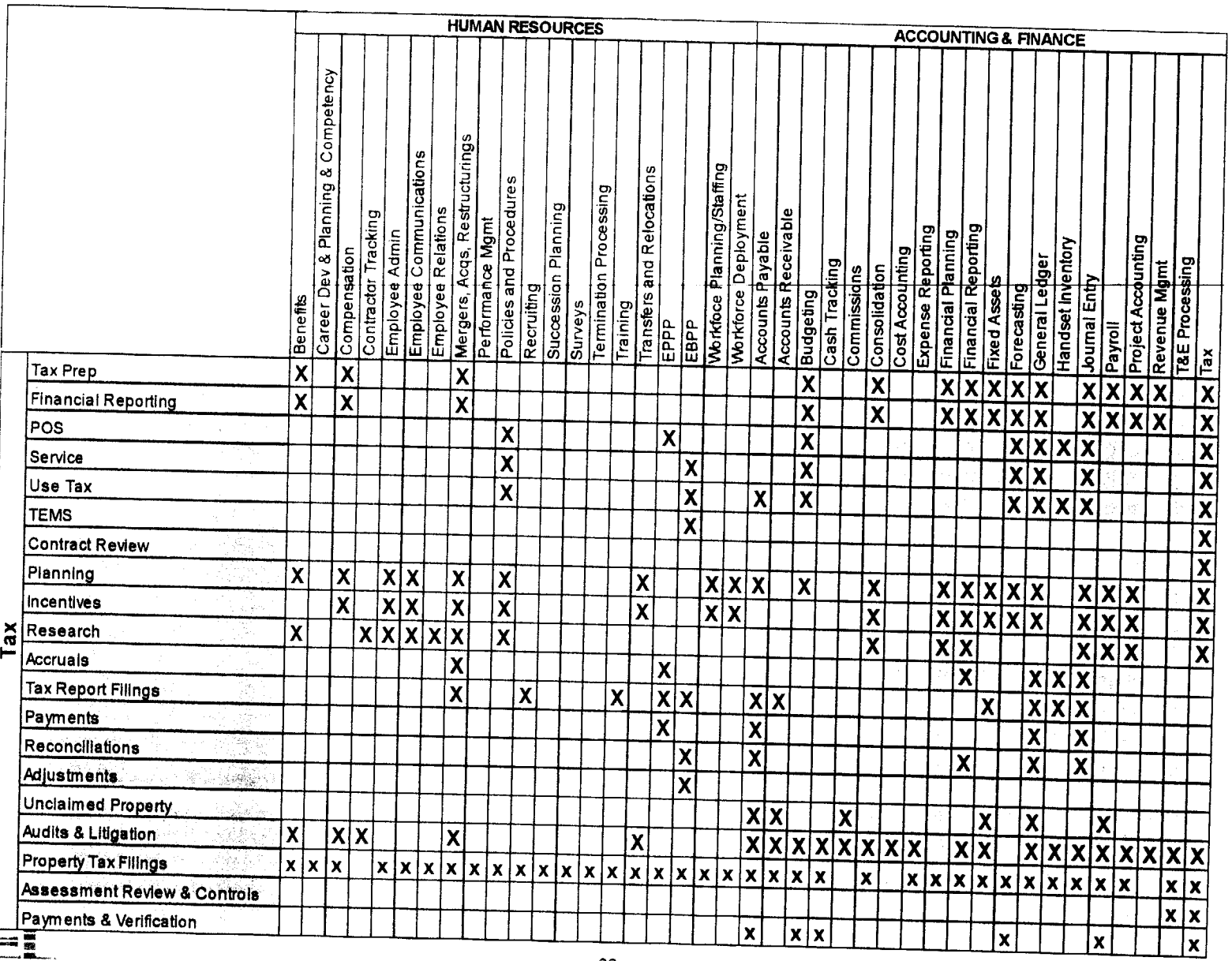
Cross Functional Interdependencies

Tax



		HUMAN RESOURCES																								ACCOUNTING & FINANCE																									
		Benefits	Career Dev & Planning & Competency	Compensation	Contractor Tracking	Employee Admin	Employee Communications	Employee Relations	Mergers, Acqs, Restructurings	Performance Mgmt	Policies and Procedures	Recruiting	Succession Planning	Surveys	Termination Processing	Training	Transfers and Relocations	EPPP	EBPP	Workfoce Planning/Staffing	Workforce Deployment	Accounts Payable	Accounts Receivable	Budgeting	Cash Tracking	Commissions	Consolidation	Cost Accounting	Expense Reporting	Financial Planning	Financial Reporting	Fixed Assets	Forecasting	General Ledger	Handset Inventory	Journal Entry	Payroll	Project Accounting	Revenue Mgmt	T&E Processing	Tax
Tax	Tax Prep	X		X					X														X			X			X	X	X	X	X		X	X	X	X		X
	Financial Reporting	X		X					X														X			X			X	X	X	X	X		X	X	X	X		X
	POS										X							X					X			X							X	X	X	X				X
	Service										X								X					X									X	X	X	X				X
	Use Tax										X								X				X										X	X		X				X
	TEMS																		X			X		X									X	X	X	X				X
	Contract Review																		X																						X
	Planning	X		X		X	X		X		X						X			X	X	X		X																X
	Incentives			X		X	X		X		X						X			X	X	X				X			X	X	X	X	X		X	X	X			X
	Research	X			X	X	X	X	X		X						X			X	X					X			X	X	X	X	X		X	X	X			X
	Accruals								X									X									X			X	X					X	X	X			X
	Tax Report Filings								X			X				X		X	X			X	X								X			X	X	X				
	Payments																	X				X											X			X	X	X			
	Reconciliations																		X			X												X			X				
	Adjustments																		X			X									X			X			X				
	Unclaimed Property																		X																						
	Audits & Litigation	X		X	X				X								X					X	X	X	X	X					X		X			X				
	Property Tax Filings	x	x	x		x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		x		x	x	x	x	x	x	x	x	x	x	x	x
	Assessment Review & Controls																																							x	x
	Payments & Verification																					x		x	x							x								x	x

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Cross Functional Interdependencies

Tax

Tax — SUPPLY CHAIN MANAGEMENT

Tax	Asset Mgmt	Auctioning	Catalog Mgmt	Contract Mgmt	Distribution Reqmt's Pln	eCommerce	Forecasting	Inventory Mgmt	MWBE and Supplier Database	P.O.	Property Management	Receiving Goods	Requisition	RFP	Supplier Scheduling	Vendor Eval	Work Order Mgmt
Tax Prep																	
Financial Reporting																	
POS				X													
Service				X													
Use Tax	X			X		X	X	X		X							
TEMS				X													
Contract Review				X										X			
Planning																	
Incentives																	
Research																	
Accruals																	
Tax Report Filings								X								X	
Payments																	
Reconciliations																	
Adjustments																	
Unclaimed Property																	
Audits & Litigation	X	X			X	X		X	X	X	X	X		X			
Property Tax Filings	x						x	x	x	x	x	x					
Assessment Review & Controls																	
Payments & Verification																	

Tax — OTHER ORGANIZATIONS

Tax	Billing	Cell Site Tracking	Collections	Corp. Financial Strategy	Corporate Comms - Empl Comms	Customer Care Productivity	Downstream Reporting Tools from DW	Employee Phone Fulfillment	External Business Relationships	Legal Contract Mgmt	Legal Litigation	Legal Security / Privacy	Nextel Retail	Product Mgmt - Product Profitability	Revenue Assurance	Sales Commissions / Dir & Indir	Sales Distribution/ Dir & Indir	Sales SFA	Spectrum Tracking
Tax Prep																			
Financial Reporting																			
POS	X		X			X	X			X	X		X				X	X	
Service	X		X			X	X	X		X	X			X				X	
Use Tax	X	X					X	X		X	X		X	X	X		X		
TEMS	X		X			X	X	X		X							X	X	
Contract Review	X									X									
Planning				X	X				X		X								
Incentives				X	X				X										
Research				X	X				X	X	X								
Accruals	X	X					X	X							X				
Tax Report Filings	X	X						X	X	X			X		X				
Payments							X						X						
Reconciliations							X						X		X				
Adjustments	X		X				X								X				
Unclaimed Property	X	X	X												X				
Audits & Litigation	X	X	X	X			X	X		X	X	X	X	X	X	X	X	X	
Property Tax Filings		x		x						x			x				x		
Assessment Review & Controls		x								x									
Payments & Verification		x											x						

Tax — GLOBAL

Tax	Data Warehouse	Business Intelligence	Compliance	iConnect	IT Infrastructure	Engineering Operations	Imaging
Tax Prep							
Financial Reporting							
POS	X			X			
Service	X			X			
Use Tax	X						
TEMS	X						
Contract Review							
Planning	X	X	X	X			
Incentives	X	X	X	X			
Research	X	X	X	X			
Accruals							
Tax Report Filings	X						
Payments							
Reconciliations							
Adjustments							
Unclaimed Property	X						
Audits & Litigation	X	?	X		X	X	X
Property Tax Filings	x	x	x	x	x	x	x
Assessment Review & Controls							
Payments & Verification							

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Cross Functional Interdependencies

Supply Chain Management

		HUMAN RESOURCES																					ACCOUNTING & FINANCE																							
		Benefits	Career Dev & Planning & Competency Tracking	Compensation	Contractor Tracking	Employee Admin	Employee Communications	Employee Relations	Mergers, Acqs, Restructurings	Performance Mgmt	Policies and Procedures	Recruiting	Succession Planning	Surveys	Termination Processing	Training	Transfers and Relocations	EPPP	EBPP	Workfoce Planning/Staffing	Workforce Deployment	Accounts Payable	Accounts Receivable	Budgeting	Cash Tracking	Commissions	Consolidation	Cost Accounting	Expense Reporting	Financial Planning	Financial Reporting	Fixed Assets	Forecasting	General Ledger	Handset Inventory	Journal Entry	Payroll	Project Accounting	Revenue Mgmt	T&E Processing	Tax
SUPPLY CHAIN	Asset Mgmt																												X		X									
	Auctioning																															X	X								
	Catalog Mgmt																																								
	Contract Mgmt																															X	X								
	Distribution Reqmt's Pln																												X			X								
	eCommerce																																								
	Forecasting														X				X	X			X	X					X			X		X							
	Inventory Mgmt																						X	X					X	X										
	MWBE and Supplier Database																																								
	P.O.	X			X			X			X	X			X						X		X							X	X		X		X		X		X	X
	Property Management					X			X										X	X	X	X	X						X	X	X	X	X			X				X
	Receiving Goods	X			X			X			X	X			X						X						X	X		X	X		X			X				X
	Requisition	X			X			X			X	X			X						X						X	X		X	X		X		X		X		X	X
	RFP																				X									X	X		X		X		X		X	X
	Supplier Scheduling																						X						X											
	Vendor Eval																																								
	Work Order Mgmt																															X					X				

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Cross Functional Interdependencies

Supply Chain Management

OTHER ORGANIZATIONS

SUPPLY CHAIN	Billing	Cell Site Tracking	Collections	Corp. Financial Strategy	Corporate Comms - Empl Comms	Customer Care Productivity	Downstream Reporting Tools from DW	Employee Phone Fulfillment	External Business Relationships	Legal Contract Mgmt	Legal Litigation	Legal Security / Privacy	Nextel Retail	Product Mgmt - Product Profitability	Revenue Assurance	Sales Commissions / Dir & Indir	Sales Distribution/ Dir & Indir	Sales SFA	Tax Prep
Asset Mgmt																			
Auctioning																			
Catalog Mgmt									X										
Contract Mgmt									X	X									
Distribution Reqmt's Pln									X										
eCommerce																			
Forecasting				X					X					X					
Inventory Mgmt																			
MWBE and Supplier Database									X										
P.O.													X						
Property Management			X	X		X	X			X	X		X						
Receiving Goods													X						
Requisition													X						
RFP									X										
Supplier Scheduling									X										
Vendor Eval									X										
Work Order Mgmt																			

TAX

SUPPLY CHAIN	Tax Prep	Financial Reporting	POS	Service	Use Tax	TEMS	Contract Review	Planning	Incentives	Research	Accruals	Tax Report Filings	Payments	Reconciliations	Adjustments	Unclaimed Property	Audits & Litigation	Property Tax Filings	Assess, Review & Controls	Payment & Verification
Asset Mgmt					X												X	X		
Auctioning																	X			
Catalog Mgmt																				
Contract Mgmt			X	X	X	X	X													
Distribution Reqmt's Pln																	X			
eCommerce					X												X			
Forecasting					X													X		
Inventory Mgmt					X							X					X	X		
MWBE and Supplier Database																	X	X		
P.O.					X												X	X		
Property Management																	X	X		
Receiving Goods																	X	X		
Requisition																				
RFP							X										X			
Supplier Scheduling																				
Vendor Eval												X								
Work Order Mgmt																				

GLOBAL

SUPPLY CHAIN	Data Warehouse	Business Intelligence	Compliance	iConnect	IT Infrastructure	Engineering Operations	Imaging
Asset Mgmt		X				X	
Auctioning							
Catalog Mgmt		X	X			X	
Contract Mgmt	X			X			X
Distribution Reqmt's Pln							
eCommerce		X					
Forecasting		X				X	
Inventory Mgmt		X				X	
MWBE and Supplier Database		X					
P.O.		X	X		X	X	
Property Management	X	X			X		
Receiving Goods		X	X		X	X	
Requisition		X	X		X	X	
RFP		X					
Supplier Scheduling		X				X	
Vendor Eval		X				X	
Work Order Mgmt		X				X	

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