



Collaboration

Electronic communications make it easier for Air Products to have a conversation with the world. Working in concert with our customers and suppliers, E-Business has helped create a secure online environment in which ideas are shared and information is exchanged. It's a collaborative approach that is changing the way we do business.

tell me more

about the BAE

CIO-Asia Recognized Air Products as one of its CIO 100 Honourees for our Business Alliance Environment (BAE) program. This award positions Air Products Asia as one of the Top 100 Asian companies to successfully integrate new technologies into its products and services offerings.

about contacts

Stefanie Wexler
GM, e-business marketing
wexlersb@airproducts.com

Simon Hardy
Connections Bus. Lead
hardysj@airproducts.com

about registering

Air Products offers a variety of e-business tools for our customers. Simply go to www.airproducts.com/apdirect, our customer portal, to register. Select your language preference and follow the directions on how to set-up your "Helpful Links" box.

about e-business

Find other backgrounders, fact sheets and brochures by visiting our online library at www.airproducts.com/ebusiness/library

What is Collaboration?

Air Products is taking advantage of new technologies to forge stronger relationships with its customers and suppliers. These technologies, together called the Business Alliance Environment (BAE), allow Air Products to exchange information and documentation through online vehicles. They also allow us to hold real-time videoconferences from almost anywhere in the world. As you already know, accessibility is key to a productive working relationship. It's now one less thing to worry about, as the lines of communication between Air Products, its business partners, Joint Ventures, suppliers and vendors have never been more open.

How can it help me?

We like to think of e-business as more than transactions. We see it as a way to shape how Air Products interacts with its business partners. Take, for example, eRoom. Its functionality allows teams to organize information, collaborate on documents, manage tasks, share contacts, and publish meeting information all within a single application. Then, when information is updated or added to your team space, members receive emails alerting them of changes. Our Web Conferencing tool, on the other hand, encourages dialogue between Air Products and external parties by creating a virtual conference environment. This offering isn't just about video-conferencing; it's about sharing the computer desktops of everyone in the meeting, so everyone is on the same page no matter where they are in the world. We are also looking at integrating SharePoint, which will help manage all aspects of a coordinated marketing and supply chain campaign.

Where can I find them?

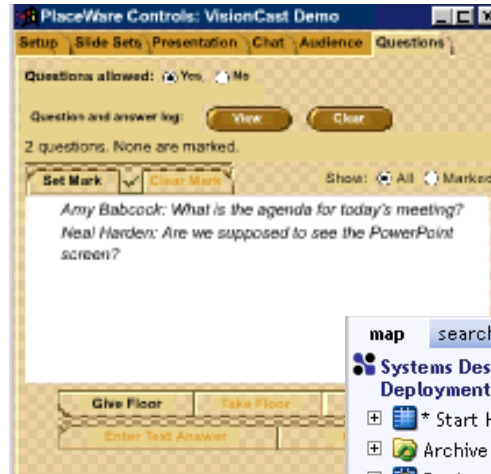
Air Products offers eight Showcase Sites. The Web addresses are provided below.

Project Workspace

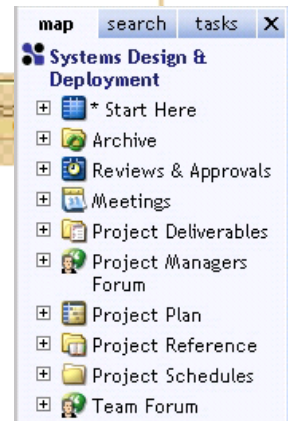
Visit www.documentum.com and type "eroom" in the search field.

Web Conferencing

Visit www.premconf.com for an overview of their services.



Above: Team members can take advantage of a chat forum while using one of Premier Conferencing virtual tools. Right: eRoom allows participants to manage a project from multiple locations, making participant coordination that much simpler.



Features Include:

- Project Workspace (eRoom)
- Web Conferencing (Placeware)
- SharePoint (Microsoft)

Customer Benefits Include:

- Access to the latest information and documentation from your Air Products Working Group
- Internationally available
- Direct contact with key Air Products personnel and decision-makers
- Cost-savings in time and travel—now have a conversation with us over the Web!
- Depending on your authorization level, you'll have access to Air Products' Intranet and Outlook mailboxes.
- Exchanging information in a flexible and secure virtual environment

