our mission

is to bring efficiencies and synergies to the distribution channel. Today there are just too many blind spots and pressure points up and down the supply chain between manufacturers and their channel partners. In IT4profit we have the knowledge and the technology to bring long needed value back into this sector

year 2003

Company profile

IT4profit

Bringing
You
Visibility,
Velocity
& **Value**

COMPANY

IT4profit is a provider of online B2B software solutions that optimise business processes for enterprises and ease collaboration between partners across the supply chain.

Since foundation in 2000 IT4profit specializes in online B2B solutions development, implementation, support and consulting. IT4profit offers system of software, hardware and telecommunication facilities providing a full range of services on information and technical support of required security, privacy and reliability level. The combination of all these capacities provides comprehensive approach to problems solving and customer satisfaction.

IT4profit is an international company with operations in the USA, UK, Germany, France, Belgium, Cyprus, and with software development done from Moscow and Minsk, that allows provide the customers service and support needed.

Our business consultants and developers have extensive knowledge and experience in the complexities of international IT distribution, Content Management, RosettaNet protocols and Supply Chain e-Business solutions.

VISION
AND
MISSION

It is our vision to deliver solutions that enable companies to manage sales and purchasing activities in real time, to turn Internet into a strong and lasting competitive advantage for our customers.
Our mission is to deliver visibility, velocity and value to the participants in the distribution channel.
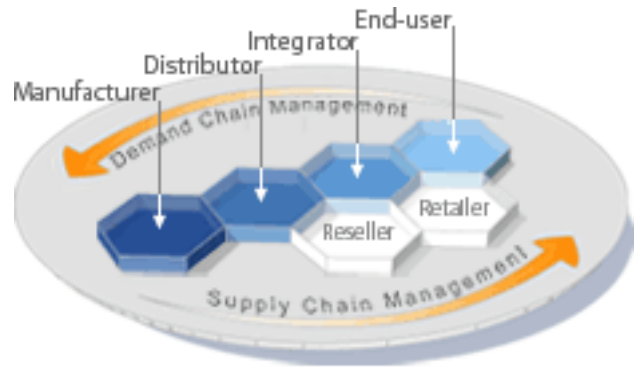
SOLUTIONS

IT4profit's B2B ASP solutions in short terms and for reasonable expenditures allow to trade on global level, expand customers and suppliers database, decrease cost of each transaction, optimize products search, decrease labor and financial expenditures on routine, repetitive operations, access a real-time information about current market demand and supply situation, improve sales forecasts and optimize inventory, improve market transparency.

B2B EXCHANGE

"It4profit B2B Exchange is not hype, but a real working e-marketplace with distributors and their customers trading on a daily basis. It is designed by people who have a true understanding of the complexities of international IT distribution."

Gunter De Neve,
Director of Business
Development, IT4profit

IT4profit offers one of the most complete solutions that integrate sell and buy sides of the supply chain. IT4profit B2B Exchange enables suppliers and buyers to trade IT products and services at dynamic prices in order to reduce operational costs, to increase productivity and partner satisfaction.

Working in close cooperation with
IT manufacturers, distributors, and service providers, we have created a flexible, functional and efficient B2B Exchange to automate and manage all commerce processes for trading partners.

Core Modules

"This must be the most flexible and comprehensive e-Catalog we've seen!"

Bert Nagelhout,
Sales Director,
Advanced Machines Distribution BV,
The Netherland

e-Catalog defines and organizes rich detailed content about all products and services offered at the Exchange; enables companies to acquire dynamic product information; allows to manage wish and sales lists and to distribute information about product prices and availability to multiple business channels.

e-Dealing is the intelligent sales & marketing solution which allows business partners to find real market price for goods and services, determine their priorities to each deal by multiple business parameters such as wished sales price, credit terms, revenue, currency risks, point of sales date, sales run rate and others. e-Dealing can be defined as the meeting point of Supply and Demand.

Order Management organizes, optimises and automates Buyers purchasing and Sellers sales activities. It allows to create, process and manage Purchase Orders, to monitor POs statuses in the supply chain. Order Management sets up and performs freight links between the trading participants at the Exchange, determines freight sales prices and actual freight costs; generates trade sales and purchase invoices, allows to prepare the financial entries for import to external ERP.

IT Portal is a solution for managing current and comprehensive information for the trading community. Users have possibility to select news channels, customize its update rate and on-line representation in accordance with their own preferences.

Because IT4profit solutions are extremely flexible, they can scale as the business expands and adapt as the market changes.

Today's e-business partners require real-time, dynamic and complex information in order to make commercial decisions. IT4profit Content Centre provides full range of Content Management services for e-commerce projects. We offer different options and levels of support according to customer specific needs, e.g. number of items, information richness and update rate required, and to the technical features of your web resources.

IT4profit Product Content gives customers enough information to support purchasing decision, increase loyalty and, as a result, drives purchases online. It includes product technical, marketing, logistic and warranty information, low- and high- resolution images, links to additional information and datasheets.
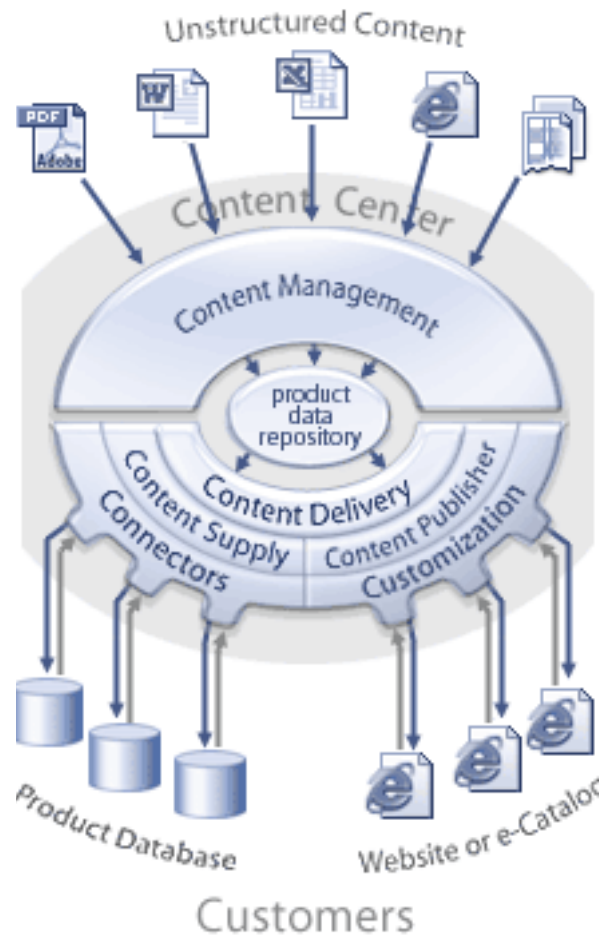
Ways of Content Delivery

Content Supply. Product information can be delivered directly from Product Data Repository to your product information database in HTML, XML, TXT, CSV formats via HTTPS, HTTP, FTP, SMTP protocols.

Content Publisher. Product information can be delivered as ready HTML product cards directly to your own websites in real time mode. You have the ability to customise each product card with your logo and colours of your web site.

We provide our content in any format and of any completeness, e.g. all types of descriptions, or only technical and logistic specs., or marketing and technical information, etc.

To realize the full benefits of e-commerce, enterprises must automate and web-enable all commerce processes with their trading partners. With the business community growth, increases the complexity of managing the dynamic business relations. IT4profit connectors provide rapid connectivity for the supply and demand chain solutions.

In order to provide connectivity and universality, IT4profit gives focus attention on compliancy of all solutions with recognized technology standards such as XML and RosettaNet to preserve our customers previous and future investments. IT4profit supports a proven and highly cost effective RosettaNet Connectivity Centre for distributors and manufacturers to achieve RosettaNet compliance and competence. We offer Track and Trace for all orders to Suppliers/Manufacturers which can connect to the distributors ERP system resources.

PARTNERS

RosettaNet   www.rosettanet.org   a consortium of major Information Technology, Electronic Components and Semiconductor Manufacturing companies working to create and implement industry-wide, open e-business process standards. These standards form a common e-business language, aligning processes between supply chain partners on a global basis.

UUNET   www.uunet.com   a global leader in Internet communications solutions offering a comprehensive range of Internet services to business customers in North America, South America, Europe and Asia Pacific. Providing Web hosting, remote access and other value-added services, it offers service to more than 70,000 businesses.

IBM   www.ibm.com   International Business Machines Corporation (IBM) strives to lead in the creation, development and manufacture of the industry's most advanced information technologies, including computer systems, software, networking systems, storage devices and microelectronics.

REPRESENTATIVES

Worldwide
IT4profit Headquarters,
10 Beaver Way, Reading, RG5 4UD, UK
Phone: + 44 1189 699 514
e-mail: info@IT4profit.com

EMEA
UK and North Europe
Gunther De Neve
Phone: + 32 475 239 529
e-mail: gdeneve@IT4profit.com

France and South Europe
Philippe Couillabin
Phone: +33 607 089 232
e-mail: pcouillabin@IT4profit.com

Germany, Switzerland and Austria
Reiner Rubel
Phone: +49 89 1592 3501
e-mail: r.ruebel@IT4profit.com

Eastern Europe
Victor Galetka
Phone: +7 095 482 2160 ext.131
e-mail: galetka@IT4profit.com