

e-Dealing Product Brief

H I G H L I G H T S



Determination of own priorities to each deal by multiple business parameters

Multicurrency support

Multiple deals created at once

Deals scheduling engine

Interactive graphic representation controlling deals flow

Extensive mailing capabilities

A wide variety of reports and correspondence templates

Catalog views, stock control and items tracking

Many businesses search for solutions to support critical decision-making in marketing areas, bolster sales through sales measurements, to provide more meaningful decisions in procurement and purchasing, streamline their inventory turns. e-Dealing comes with essential features that can help to comprehensively control your company's trades and purchases.

The IT4profit e-Dealing solution is a built-in electronic commerce value-added service, designed to enhance business processes by bringing global B2B buyers and sellers together to make profitable deals online, all from one location. It is a reliably functioning bidding mechanism which follows a popular auction format in which the price is determined dynamically over time in a trading competition.

MORE VIEWS
INTO THE
DEMAND - SUPPLY
PATTERNS

IT4profit supports multiple online sales and quotation methods for business among them are seller-driven and buyer-driven deals with upward or downward price negotiation. The supported types of deals are the following:

-Target my customer. This is a conventional type of a deal that is created by merchants to deal with their direct customers. The price here tends to go up until the close of the deal as multiple buyers are trying to post the offerings that suit the supplier best.

-Deal with my sales representatives. Used to pursue a decentralized distribution strategy whereby instead of one central customer, a wholesale distributor (vendor) opens deals to different intermediaries that are his affiliated local offices, which then ship the ordered items to their customers.

-Request for quote. Used to find the supply versus particular demands the company has. It is a buyer-driven or reverse deal in which the buyer issues quotes for products he wishes to buy, and the price goes down while multiple sellers compete to minimize the offered price and maximize the amount sold.

MORE CONTROL
OVER SUPPLY

Managers possess unique features enabling switching between different types of deals on the fly. For example, while measuring sales from the strong demand, the merchant sales force may obtain figures that will necessitate them to initiate a search for corresponding supply versus the incoming demand proposals. This can be done by opening the request for quote deal by switching to another type of deal to conduct search for the highest bid among suppliers, while still staying within the conventional type of a deal.

MORE CONTROL OVER THE SUPPLY CHAIN DISTRIBUTION

With the e-Dealing recursive deals more control over distribution process can be kept. The wholesale distributors will definitely benefit from the recursive deals functionality as it is a quicker, more convenient, more obvious and reasonable covering of business flows in the supply chain of the distribution process. With this IT4profit adds and extends capabilities for buyers and sellers by allowing the buyers be subscribed to bid on desired products the seller puts out for bidding. The recursive deals are intended to force the buyers to make decisions prior to the main process has taken place in the vendor or supplier company.

Recursive deals have a top-down structure, where recently opened deals to your company from your vendor or distributor become immediately available to your direct customers.

Recursive deals use the subscription paradigm and special pricing setup interfaces.

ITEMS CONTROL AND TRACKING

Constant movement of inventory between different locations in the supply chain creates a need in companies to determine the status of a specific item. With the item location source in the supply chain functionality in the IT4profit e-Dealing, a company is able to track quantity and value of inventory currently in any link of its item's transaction flow at any time.

To minimize their total inventory level, the companies often follow the strategy of maintaining minimum inventory in warehouses, to know the real-time inventory story and item's transaction flow in the supply chain. e-Dealing presents the sales list methodology to support that strategy. The sales list is a quantitative tool that aims at streamlining the supply chain planning, eliminating the delivery costs and warehouse charges. It allows the seller to turn over the inventory more quickly or interactively comprise the lists for example, of the most popular products for sale. The sales managers can use the sales list to analyze their sales pipelines. The sales list can be used to obtain real time reports summarizing the sales pipelines that enables a company to view and track the state of its sales, to monitor the status of any product in its acknowledged orders.

DEALING CYCLE TRACKING FACILITY

Both organization representatives and invited bidders have the ability to control the entire bidding cycle from start (opening deal, issuing a bid or request for quotation), to finish (posting bid award information online). With handy deal status tracking tools users are always informed of the progress of their deals or issued offers.

The current version also supports another useful feature allowing to track customers' financial performance and thus prioritize the bidders of particular importance to pursue the opportunity to define the preferred bids more accurately.

AUTOMATED BIDS AWARDING

IT4profit features outstanding computation methods allowing virtually the unassisted deal processing and definition of the highest bids. The winning bids are calculated automatically while the system rates the incoming offers. The offers are prioritized on the base of a host of bidding parameters, with each having a certain calculation weight. Each parameter is available for an overview and bidders are able to examine the value of deal importance by viewing the bidding parameters arranged by weight. Also throughout the sales process, e-dealing will review the buyer's credit information to determine his creditworthiness at the time they are making award decisions at the close of a deal. This opportunity is coupled with another feature letting the deal owner to watch and filter the bidders by the importance of their demand reasons.

MORE CONTROL OVER CUSTOMERS AVAILABILITY AND COMMUNICATION

As online dealmakers are mostly scattered across the Internet, e-mailing capabilities are a solution allowing to save time and costs on communicating significantly. e-Dealing comes with mailing solutions to dramatically speed up the connections between online users. They also incorporate multilanguage support that delivers more convenience to users.

They have already proved their excellence and perfection through supporting the dense document throughput

Bidders are notified of the open deals by receiving e-mail messages. With them a company may allow its suppliers to register on your bid list without intervention. In case a particular bid wins, the winner will be sent e-mail confirming its bid as the winning bid. Equally if the bidders are outbid by other bidder's push, again they are intimated of the statuses of their proposals through e-mail. A mail will also be sent to the seller for the final confirmation. Sellers are able to resend invitations to invited bidders to review and keep control of the audience activity.

DOCUMENT LAYOUTS AND CORRESPONDENCE TEMPLATES

Document layouts are an essential feature allowing the participating companies collaborate within strict regulations of document messaging. An organization can establish connections with other business entities by posting documents of various types online.

With more than four levels of customization provided, organizations are also enabled to customize the look and feel of any of their messages to be delivered.

BETTER CONTROL OVER SALES PROMOTION

The e-Dealing module comes with the capability to significantly improve the bidders response by applying the incentive programs in the bidding process. Special solutions allowing to specify prizes and lotteries to motivate the bidders activity has been implemented.