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# Btwentyfour services

(English version 2010)



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## Enabled EDI

### The fast track to communicating business information

Sometimes, situations arise where you need to instantly fulfill customer requirements and communicate business information using EDI – without access to your ERP system. If you're unable to do this, you risk damaging service level agreements and losing business.

Enabled EDI, a service found in the Btwentyfour Business Portal, lets you quickly respond to your customer's requests and communicate business information anytime and anywhere using EDI. Better yet, there is no need for an ERP system.

### Satisfy customer demands

With Enabled EDI, you'll be able to fulfill your immediate need to communicate basic high quality EDI messages such as:

- Pricat
- Order response
- Dispatch Advice
- Invoices

## Basic EDI

### Obtain a single face to the industry

Today, electronic communication with the market and customers is one of the most crucial processes for all selling and buying companies. However, most companies have their own unique setup or requirements when it comes to business messaging formats.

With Basic EDI a service found in the Btwentyfour Business Portal, you can obtain a single face to the industry and communicate your business information to the market regardless of the specific requirements of each customer.

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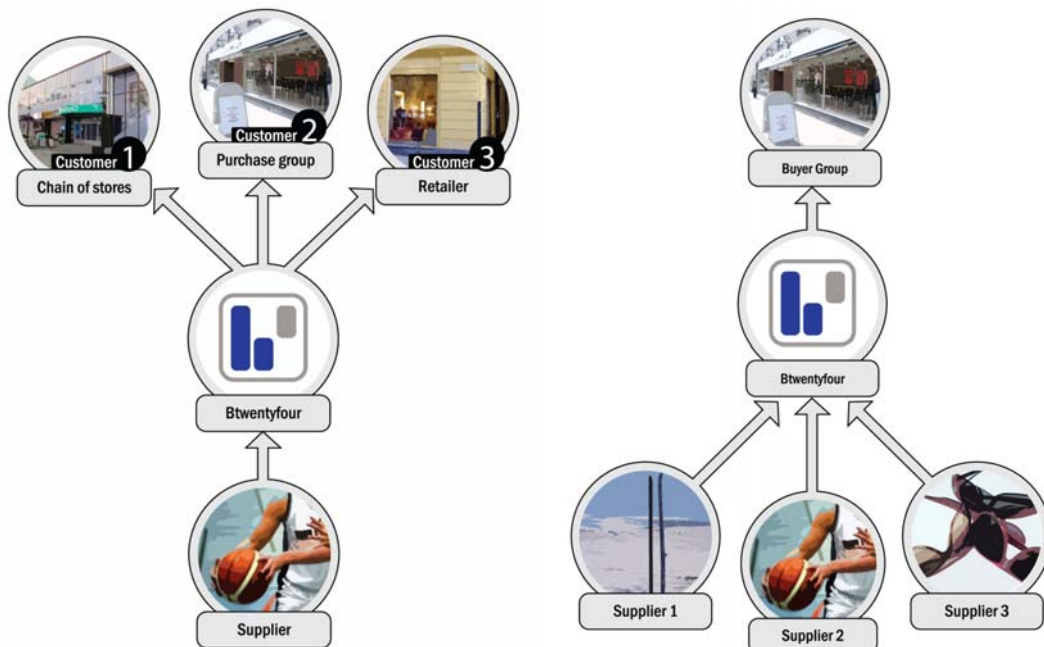
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### Communicate more effectively

Basic EDI allows you to establish a flexible and effective EDI-flow with different customers and helps you to meet the challenges that you've already faced or will soon be facing within your market.

It works by creating a single master integration with the Btwentyfour business portal that incorporates all information required by the market (customers). Btwentyfour will then individually adapt electronic business messages, based on the "master" integration, in the specific format of your customers. Since only one "master" integration is needed, all companies can enjoy the benefits of communicating via Btwentyfour. (See illustration below)

The service includes the handling of PRICAT, forecasts, orders, order confirmations, dispatch advice, inventory report, sales report and control messages.



In some cases that involve major buyer groups, Btwentyfour will commit to cover investments concerning master file adaption in order to meet the format requirements of the customer.



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## Online Services

### **Smoother interaction with your customers**

As webshops and e-commerce tools become the industry standard for managing and refilling purchases, your customers may not be so willing to use multiple solutions and tools.

Btwentyfour Online Services is a single business platform that allows your customers to find all of their strategic suppliers and related products in a single, organized and easy to use web portal. Customers can use it to replenish products and to cover all future supplier relations.

### **Informed and satisfied customers**

By using Btwentyfour Online Services, you can continuously provide your customers with updated and detailed business information concerning your specific business relations.

Online Services contains many functions and opportunities including:

- Single login access to present suppliers
- Product availability
- Full order history
- Backorder overview
- Incoming goods
- Powerful order functions
- Track & Trace goods
- Invoice status
- Delivery Statistics
- Catalogue functions for images, marketing info, specifications and more.

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## Sales Support

### Stay updated and successful

If your sales representatives don't have access to detailed customer business data when they are on the road, they could be missing the information that wins the sale.

Sales Support, a service found in the Btwentyfour Business Portal, gives your sales team full wireless access to customer related data directly through a "Smartphone" or PC. By effectively linking your Sales and Customer Service, you get a faster flow of information and a more competitive organization.

### Quick sales and ordering support

Sales Support provides all users full access to detailed customer information including:

- Full order history
- Product availability
- Backorder situation
- Incoming goods
- Track & Trace goods
- Invoice status
- Delivery Statistics

When the time comes to place an order, Sales Support also provides powerful order functions including:

- Order templates
- Automatic order proposals based on previous sales
- Quick product search
- Product matrix
- Assortment
- Kit product
- Warranty handling
- Delivery stop

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## Point of Sales

### Follow your product's every move

Keeping track of your deliveries is vital. But if the tracking ends when your products arrive at a retail store, you could be missing out on valuable consumer information.

Point of Sales, a service found in the Btwentyfour Business Portal, gives you direct access to structured point of sales information that will help you better manage your inventory, create better forecasts and streamline your sales process.

### Improve visibility and planning

With Point of Sales, you get access to structured tracking information that goes far beyond normal logistics tracking. You'll see exactly how your product moves in and out of your customer's retail store – information that improves your sales forecasting, production, and replenishment schedules. Point of Sales will also generate standard reports that show you product sales per store or in total (drill up and down functions), as well as graphical reports that are updated daily. Original data from the customer sales report will also be supplied to you as soon as it becomes available.

## Automatic Replenishment

### Efficient and successful sell-through

Making sure that your most popular products are available in retail stores and not out of stock can take a lot of effort. You need to follow up on sales reports, analyze data and fill out orders – all costing you valuable time and resources.

Automatic Replenishment, a service found in the Btwentyfour Business Portal, does the work for you. It refills selected products automatically, as soon as they are sold, and leaves you with more free time, less hassle and the peace of mind in knowing that you're not missing out on sales.

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### Sell more with less work

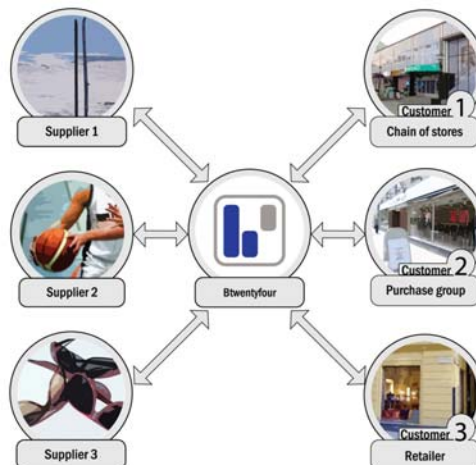
Automatic Replenishment is a powerful service based on actual sales provided by unique sales reports from each individual retail store. It allows you to book replenishment orders with an unlimited number of retail stores every day and lets you:

- Select the replenishment product range based on general or replenishment price catalogues
- Create individual or general replenishment rules for retail stores within a buyer group
- Set replenishment rule names and activation periods (start & stop)
- Set replenishment rule triggers that generate replenishment orders – choose between certain values or set a combination of triggers such as order value, certain weekday, wait X numbers of days or etc.

### Quick and easy updates

Automatic replenishment provides you with the flexibility and functionality to quickly stay updated on the status of your replenishment orders through:

- Seven days a week, 365 days a year activity
- Automatic import of replenishment orders in your ERP-system (back-office)
- Order acknowledgement and purchase orders of replenished products to all customers
- Weekly reports displaying a summary of replenishment orders per retail store and totals.



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## **Auction Service**

### **Efficient handling of closeouts**

Closeouts products can end up costing your business a lot more than you think. When you spend time trying to move old and unattractive products, you are often stealing valuable time and sales resources from important in-season business.

Auction Service is a service found in the Btwentyfour Business Portal that allows you to post all closeout products on an auction portal and selectively direct suitable volumes to your different customers. It is fast, simple, and most importantly, allows you to focus your activities on the sales that are most beneficial to you.

### **Free-up resources, get the best market price**

Using the Btwentyfour Auction Service lets you focus your activities on “good” business while still offering closeout items to some or all of your customers. A controlled bidding process will take place directly on the portal and will help ensure that you get the best possible market price.

All auction winners can import product acknowledgement and purchase orders for all purchased products, and will receive detailed information including volumes, bar codes, FEDAS codes, color codes, sizing, size ranges and prices.

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## Electronic Invoicing

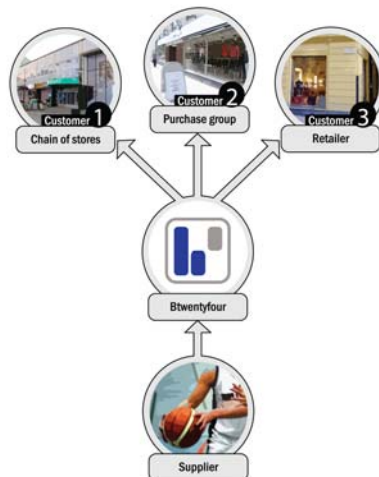
### A faster, smarter, and simpler way to invoice

If you have many different customers demanding many different invoicing formats, the process of getting paid can quickly become complex and time consuming.

With Electronic Invoicing, a service found in the Btwentyfour Business Portal, you can send all of your customer invoices in a single format, while still meeting the specific requirements of each customer.

### Save time and money

Electronic Invoicing quickly converts and delivers electronic invoices to your purchasers. All you need to do is send one identical format (master file) to Btwentyfour, regardless of the receiving customer requirements, and it will be individually adapted to an electronic invoice in your customer's preferred format. It's quick, easy and will save you both time and money.



### Affordable and effective

In cases that involve major buyer groups, Btwentyfour will commit to cover investments concerning master file adaption in order to meet the requirements of the customer invoice format.



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## Statistics and Reports

### Know your position in the market

When setting up new goals and business objectives, success depends on knowing your current market position.

Statistics and Reports, a service found within the Btwentyfour Business Portal, gives you direct access to information that will support your strategic business decisions and allow you to achieve your goals.

### Analyze and grow

Statistics and Reports service is a powerful tool that allows you to continuously follow and analyze your current market position day-by-day. When using this service, you will have access to crucial market information that will allow you to respond rapidly and aggressively when it comes to major strategic and financial decisions in your organization.

### Business Portal Services

You'll find all these services in the Btwentyfour Business Portal, the only complete buyer and seller solution for electronic trade flows in the Retail Industry. Thousands of international suppliers and purchasers are already connected to the portal and use it every day. Discover our range of effective services that will provide you with a single face to your industry.

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