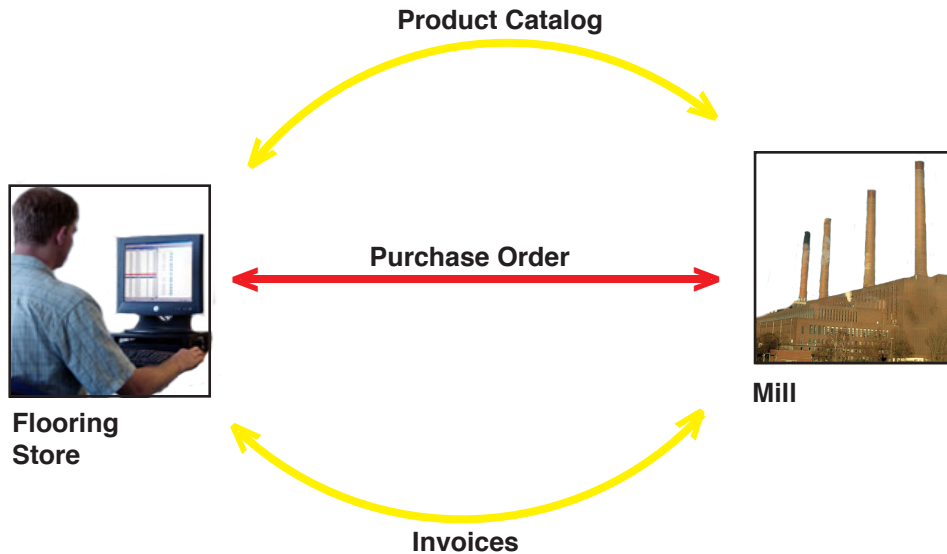


Preparing for the Future of Electronic Commerce For Flooring Dealers

B2B in a Nutshell

Business to Business (B2B) Electronic Commerce allows flooring dealers to do business with suppliers electronically. Transactions such as purchase orders, invoicing and product catalog updating are performed using the flexibility of the internet. B2B software enables companies to manage the integration and automation of their daily workflow by using an established standard language for the exchange of electronic information.



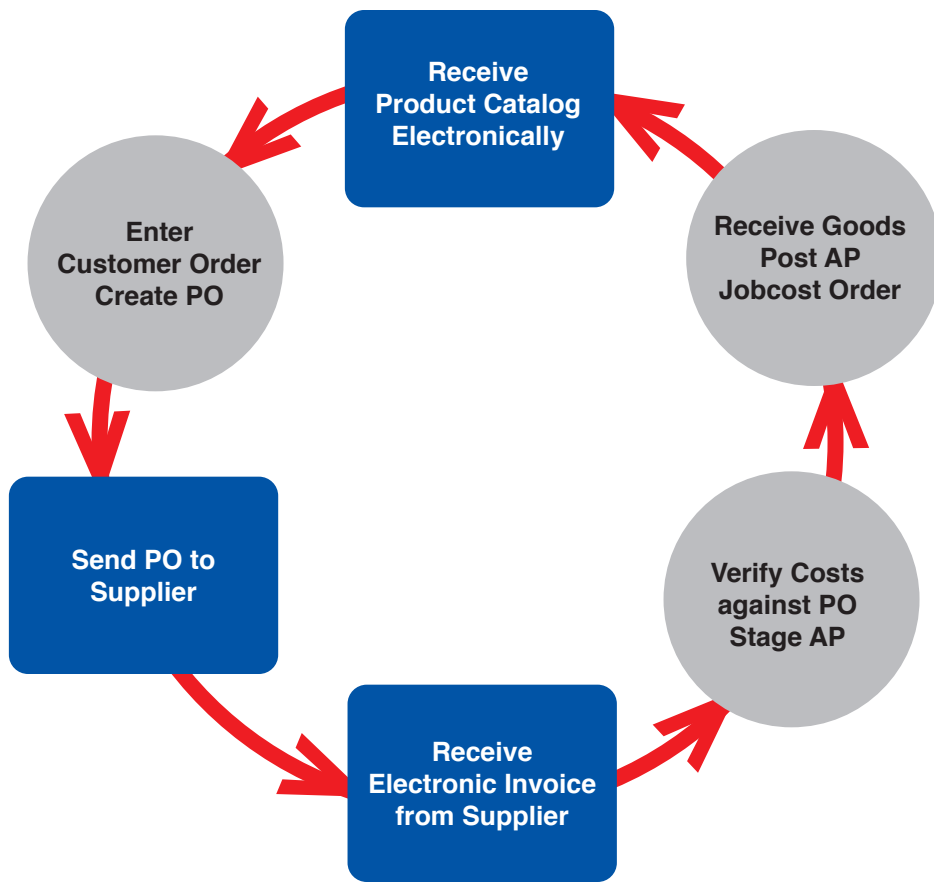
Reasons to Implement B2B in your Operation

Benefits of B2B include managing inventory more efficiently, cutting the cost of paperwork, increased staff productivity, tighter cash flow management and more efficient purchasing. Analysts have been predicting rapid growth of B2B e-commerce, but many people don't feel much urgency to get their companies started on an e-commerce path. Some are planning to wait and see how everyone else is doing with e-commerce, and some are even waiting until a business partner forces them to move. However, the time to prepare your business for B2B has arrived. E-commerce is no longer a new, untried idea. Companies are saving real money and building strong relationships through e-commerce and those companies that are still waiting will soon find themselves struggling to catch up.

Store Level Workflow

To take advantage of the many benefits that B2B e-commerce has to offer flooring dealers, you should utilize business software that fully supports this process. Specifically, your software should be able to support the established electronic document exchange standards as established by leading industry entities. Not only should your software be B2B capable, your daily business functions should be operating using an established workflow.

How B2B Works In Your Business



Are you prepared?

B2B electronic commerce requires that both buyers and vendors use an automated system in their operation. Furthermore, flooring dealers should have a reliable system of business processes already established in their daily operations. How can a floor covering professional determine if their business operation is prepared for the future using B2B? The following is a checklist of some of the daily processing that a dealer should be practicing in their business. If you answer "Yes" to at least 7 out of the 10 items in the list, then you should step into the future with B2B e-commerce.

B2B E-Commerce Preparation Checklist

Yes	No	Business Process
<input type="checkbox"/>	<input type="checkbox"/>	Place orders with suppliers/manufacturers daily.
<input type="checkbox"/>	<input type="checkbox"/>	I enter supplier invoices into my accounting system daily.
<input type="checkbox"/>	<input type="checkbox"/>	Enter purchase orders into the accounting system before ordering the product.
<input type="checkbox"/>	<input type="checkbox"/>	I receive inventory daily into my software system.
<input type="checkbox"/>	<input type="checkbox"/>	I maintain a correct electronic product catalog.
<input type="checkbox"/>	<input type="checkbox"/>	My software helps me verify costs billed on invoices with quoted costs on purchase orders.
<input type="checkbox"/>	<input type="checkbox"/>	My software helps confirm quantities received with quantities billed on invoices.
<input type="checkbox"/>	<input type="checkbox"/>	Use an automated software system that handles accounting, purchasing and product catalog.
<input type="checkbox"/>	<input type="checkbox"/>	I enter my orders and purchase orders into the software prior to placing order.