



eCommerce - SP NET

The Internet Sales Solution for ABM

SPNET is a module designed for companies wanting to promote and sell their products and services over the Internet. SPNet creates a dynamic web site that can easily be tailored for a range of business scenarios. It allows organizations to define how they trade and interact with their existing customers, and also to potential new customers by showcasing their products via the Internet.

E-commerce - SPNet Overview

SPNet links directly to the financial database to create a dynamic web site that automatically reflects changes in the underlying database. . SPNet has a unique and flexible design which allows the system to be configured for the specific needs of each organization.

The resulting web site can be used by existing customers and prospective clients, as well as branch offices and remote sales staff. All categories can be defined to run off a single web site.

SPNet Monitors Web Traffic

This tracking facility allows your organization to monitor web site traffic and sales activity. It monitors the web traffic by user group, date range and type of activity. Compare customers and guest users, view total 'hits' for a nominated period, monitor the number and value of orders placed or track individual users and the functions they access most.

Whether your dynamic web site is being used by your consumers, other businesses or by your own employees, SPNet has the ideal features required for your organization.

Business to Consumer (BTC)

Some of the many features included when your business is selling to a consumer over the internet are:

- Built in CommSecure™ on-line credit card processing
- Facility for guest users to create their own login account. Their contact details are then stored and available for repeat purchases.
- Track usage and purchase value by visitor.
- Limit the information available to guest users by the use of user groups and filters.
- Freight facility allows for multiple freight prompts with the amount defined by the value or weight of the order.

Business to Business (BTB)

- Orders placed are posted directly to the customer's account.
- Pricing information can be specific to each customer and is easily defined in the financial package.
- Customers can define their own standard orders. This allows them to nominate products that they regularly purchase without having to search for products of codes.
- Customers can query their account balance as well as outstanding sales orders and

previous invoices and can drill down to the detail inventory line level.

- Customers can create and maintain their own user logins for staff within their organization and assign access levels.

Business to Employee (BTE)

- Branch facility to allow remote staff to select a customer and perform customer enquiries.
- Detailed product enquiries including stock status at each location.
- Quick order facility allows a branch to rapidly enter sales orders and/or invoices remotely.
- No special client software required, only a standard web browser. This makes it an ideal solution for traveling sales reps.

SPNet's special Features

- On line product enquiry and purchasing.
- Includes embedded CommSecure™ payment gateway for secure on-line credit card payments. Can be used for both purchases and for paying accounts.
- Existing customers can query outstanding orders, previous invoices and other business information.
- Tracking facility to monitor web site traffic and sales activity.
- The flexible design allows the system administrator to maintain user groups, set options, limit access, define user prompts and send messages.
- E-mail confirmation can be sent automatically to the customer and also to the system administrator when orders are received.
- Pricing is dynamic and determined by the customer definition in the financial database.
- Design templates allow web designers to customize the 'look and feel' so that it can easily be integrated into existing websites.

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E-Commerce
Manufacturing
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EDI
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Advanced Printing