

E-COMMERCE FOR SAP BUSINESS ONE™ WHAT'S THE STORY?

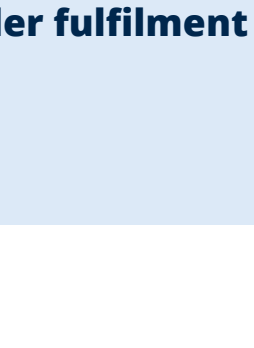


HERE ARE **10** COMMON

PAIN POINTS

AND WHY BUSINESSES COME TO US TO SOLVE THEIR E-COMMERCE PROBLEMS

1



Their **competitors are stealing a march** and eating market share because they have launched eCommerce sites and they're offering online ordering

3



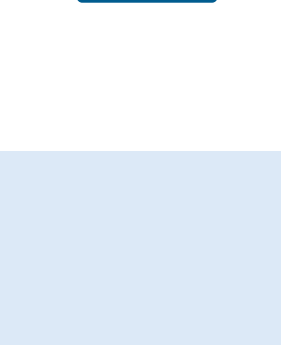
They have **too many moving parts and lots of things changing** - Tons of products. Tons of price changes. Tons of customers. Lots of changes are making it impossible to keep control of manual processes, to scale and give a joined up experience

4



They want to **make placing orders easy** wherever that happens (telesales, field sales, online)

5



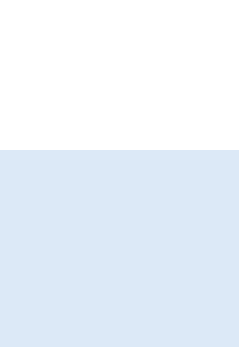
They **want more than a basic website** and have **outgrown bespoke/home-grown sites** that only display their products, or standalone orders taking platforms like Magento

6



They **don't have the time** to analyse customer sales or see the scope for cross-selling or upselling

7



Often they have **exhausted other less-integrated options** and suffered from poor functionality and poor integration into their existing data and systems

8



They are **manually listing products and processing Amazon and eBay orders**

9



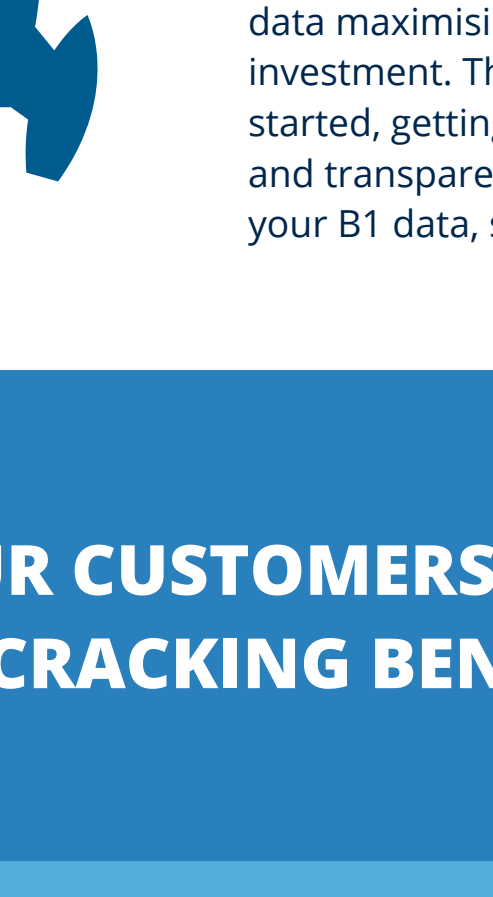
Put simply their **eCommerce doesn't 'join up'** with back office fulfillment and they are **missing sales and growth opportunities**

10

These manual processes are **driving up sales costs** and **slowing down the business** plus **giving the competition a helping hand**



THIS IS WHERE WE COME INTO OUR OWN WE EXCEL AT MAKING THE CUSTOMER ORDER PROCESS EASIER



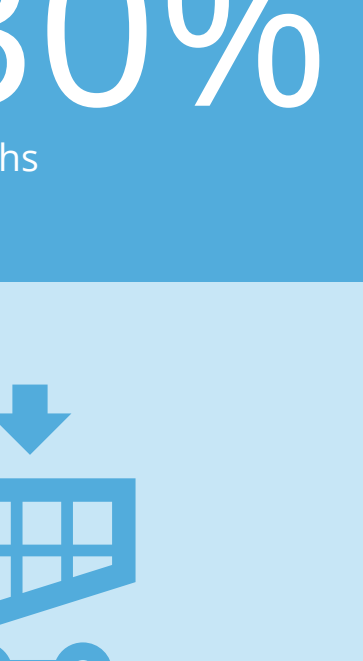
WORKING IN **5** KEY AREAS



B2B



B2C



TELESALES



FIELD SALES



MARKETPLACE

WE ARE THE 'NATIVE' INTEGRATION TO BUSINESS ONE (B1)

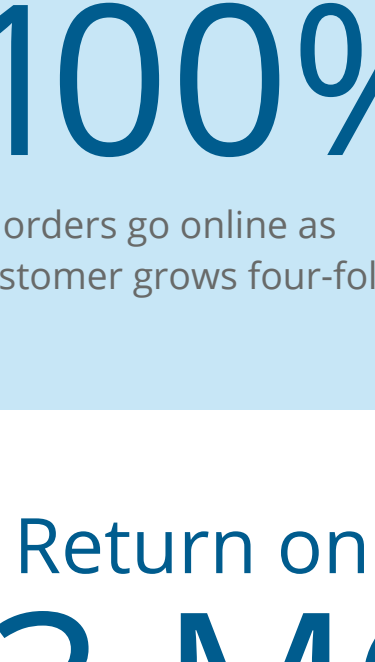


So we help companies exploit their investment in B1. **We make placing orders easy**



We have deep **ERP heritage and skills** and this means our eCommerce platform genuinely and fully integrates with your ERP data maximising your B1 investment. This makes getting started, getting up and running, and transparently interacting with your B1 data, simple and intuitive

AND OUR CUSTOMERS ENJOY SOME CRACKING BENEFITS



Online transactions increased by **230%**

in six months

100%
of orders go online as customer grows four-fold



Return on investment within
3 MONTHS
as duplication of processing effort eliminated

“ BUT DON'T JUST TAKE OUR WORD FOR IT: ”

“There are a couple of e-commerce solutions on the market that offer similar functionality but they are three to four times as expensive, while those costing less offer perhaps a third of the capabilities of ODSNet. The ODS platform is ideal for small-to-medium businesses that want something more than a basic web site, and offers them a lot for their money.”

Robert Furnivall, client director at SAP Solutions partner, Eden One.

“We choose ODS because they came highly recommended as having the modern look and feel we were looking for, and they have an excellent reputation for synchronizing and working with SAP Business One. We were very impressed when we saw their web demos.”

Steve Bogart, VP Operations, Blue Generation.

E-COMMERCE FOR SAP BUSINESS ONE™



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