

ebusiness

suite by prodware

THE E-COMMERCE EXTENSION FOR ERP



www.suite-ebusiness.com

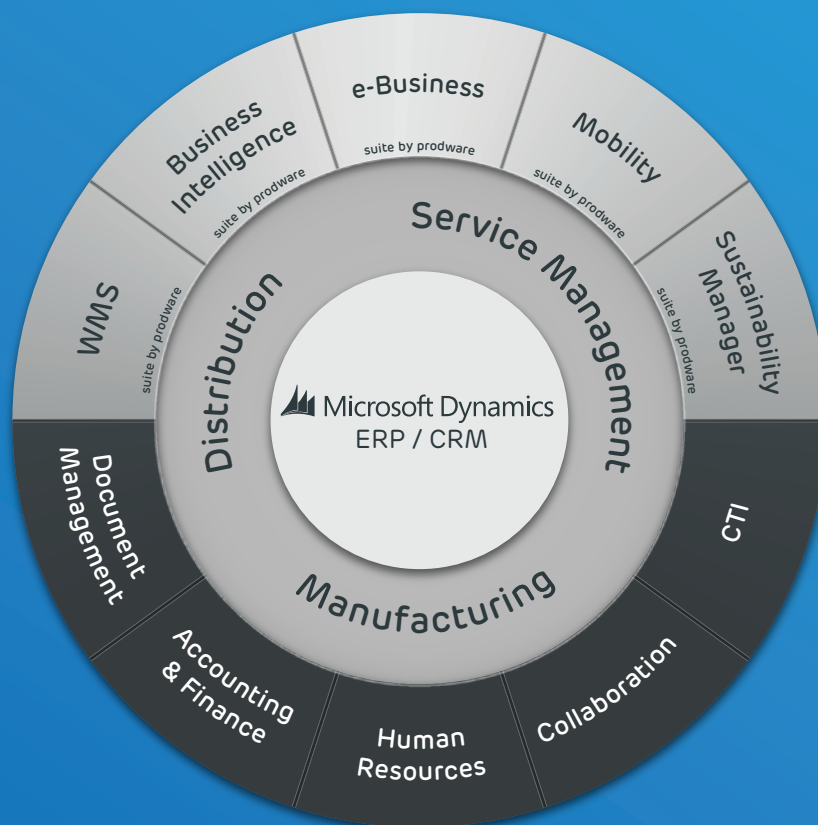
prodware^{TD}

Create and deploy IT solutions for business

Our research and development strategy: to be the most innovative IT solutions integrator

“Prodware’s software development strategy is centred around the leading ERP platform, Microsoft Dynamics, enhancing it with innovative solutions to fulfil business requirements and the needs of specific industries.”

Alain Conrard
General Director - Prodware
CEO - Prodware Group



* ERP (Enterprise Resource Planning) or IMS (Integrated Management Software) is a software suite enabling a company to manage its whole range of operational processes, by integrating all of its systems such as commercial management, logistics, operations, sales, marketing and customer relationship management (CRM), regulations, its website and, also, human resources management, accounting and financial management.

** The solutions Certified for Microsoft Dynamics (CfMD) are subjected to rigorous testing proving their accordance with the highest standards, established by Microsoft for its partners.

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The e-commerce solution connected to your ERP

e-business suite is aimed at companies who wish to take advantage of new revenue streams that the internet offers both B2B and B2C businesses.

The solution allows you to increase your sales by offering your products and services online, promoting them to a wider audience. The software allows you to easily manage your product catalogue and launch promotions and other marketing activities to increase revenue and reduce operational costs.

The software consists of two key modules:

- > PIM (Product Information Management): management and marketing administration of your products.
- > e-business: your e-commerce internet site and its administration console (back office).

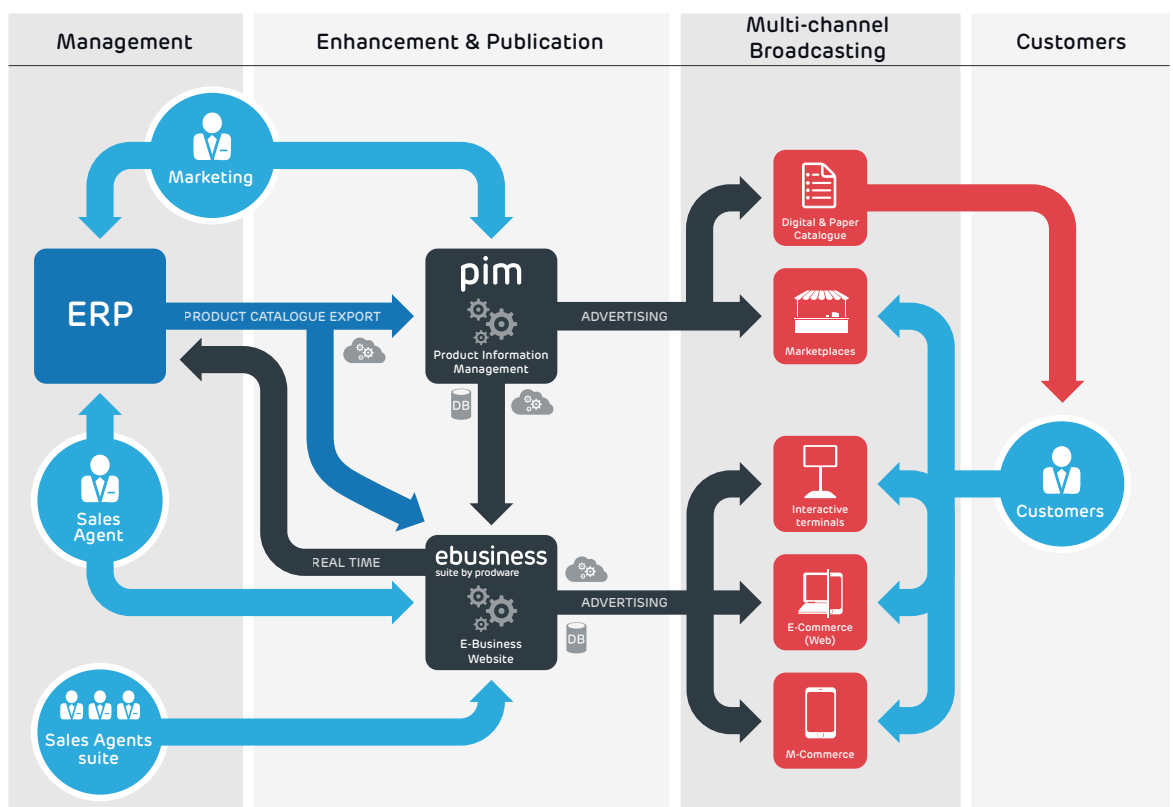
With e-business suite, your e-commerce site's front and back offices are seamlessly merged together.

Totally configurable and available in several languages, the software offers all the functionality needed for a comprehensive e-commerce site.

A complete and powerful solution.

e-business suite is directly connected to your IT system.

- > You can easily manage product information, your suppliers, prices, stock, your outstanding orders, returns and personal customer data.
- > The PIM component allows you to **organise your product marketing information** including: images, text, related files, specifications, supplier catalogues, management and administration of Product ranges.
- > The e-business suite enables you to **be in charge of publishing the products** on your e-commerce site.
- > **Without needing technical expertise, you will be able to manage the look and feel of your e-commerce site**, as well as managing the online tracking and analytics.
- > The software manages your customers shopping baskets and payments.



Your 6 selection criteria

To guide you towards the solution that most fits you

✂ Native ERP connector

e-business suite is directly connected to your IT System.

All data published on the site comes from your ERP system and is updated in real time.

New features and screens are added to your ERP solution, allowing it to become your website's "back-office".

✂ Functional power

e-business suite has a whole range of features enabling you to launch a modern e-commerce site online and provide the services expected by your visitors:

Compatible with tablets and mobile compatibility, discount vouchers, gift certificates, price-listing formats, product showcasing, SEO referencing, promotions and multiple design themes, etc.

✂ Centralised management of product marketing information

e-business suite enables you, via PIM, to enhance and centralise product information in your ERP solution and to manage product catalogues.

Product catalogue functionality includes product ranges, duplicate products into several ranges and create multiple catalogues.

✂ Simple to use

e-business suite is a CMS (Content Management System) designed for users without extensive IT knowledge and is accessible online from all browsers.

Administration is simple. With the majority of the information automatically provided by your ERP system, the only time you need to use your ERP management system is when you want to market a new product, change a price, etc.

Using the online administration console you can publish messages and content, alter your promotion "sliders" and to view your Google Analytics statistics.

✂ Solution durability

e-business suite is based on Microsoft standards (ASP.net, MVC2).

This technology, combined with Prodware's expertise as an IT solution specialist and largest Microsoft Dynamics partner in the EMEA region, guarantees you the following:

- > Full compatibility with your infrastructure platform.
- > Regular updates to keep the e-business suite up-to-date along with your ERP solution.
- > An e-commerce site that will always be aligned to practices in online retail and SEO.
- > Information fully consistent between your e-commerce website and your ERP system.

✂ A completely functional solution integrated into your IT System

Your business needs to be able to develop and respond to the ever changing demands from your industry.

Prodware offers a fully-integrated range of solutions (ERP, PIM, e-business, hosting), which enable your business to gain efficiencies, reduce costs and better meet the requirements of the marketplace.

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The largest Microsoft Dynamics ERP & CRM partner in the EMEA region and a leading IT solutions provider, Prodware has created the e-business suite, developed on the Microsoft .Net platform. This powerful solution links the information in your ERP software solution (back office) with your e-commerce website (front office).

✂ The main functions of e-business suite

Management of profiles and IDs

- > Management of profiles linked to back office
- > Management of online account creation
- > Management of subsidiary profiles
- > Creation of users linked to profiles with integrated Workflow for validating actions
- > Management of messages and alerts

Management of admin functions

- > Control over the sections of the website containing details and information about your company, fully formattable in any style.
- > No technical knowledge required for web-page category administration
- > Quick and easy to use
- > Admin functionality for additional modules (Newsletter, FAQ, on-line surveys)
- > No external tools to download or install, no FTP needed.

Management of browsing and searches

- > Item search using tree data structures
- > Menus managed according to product ranges in PIM database
- > Advanced search management
- > Multiple sorting options
- > Promotions management
- > Management of featured products on homepage
- > Products displayed either in list view or in thumbnail view

Management of data import and export

- > Management of file transfers between the ERP system, PIM and e-business suite
- > Management of Batch transfers with automatic triggers
- > File types supported: structured XML, or simple TXT and CSV formats
- > Web services function
- > Control of price consistency and availability in shopping basket

Management of shopping basket and preferences lists

- > Management of favourite items for quick repeat purchases
- > Access to shopping baskets, including most recent orders
- > Management of promotional areas
- > Management of special offers (prices, products)
- > Management of subsidiaries
- > Configuration of shopping baskets for B2B and B2C
- > Integration of secure payment solutions

Order, history and budget tracking

- > Online order updates and tracking by status
- > Expected delivery forecasts
- > Management of online complaints

Early management of budgets

- > Budget creation
- > Tracking by customer
- > Tracking available for customers previously served
- > Management of spend and ongoing budgets
- > Multiple selection available

CMS e-business suite technical data

- > Microsoft Net 4.0 platform
- > Asp.net MVC2 application
- > MS SQL Server2008 and 2008 R2.

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PIM: data enhancement in your ERP

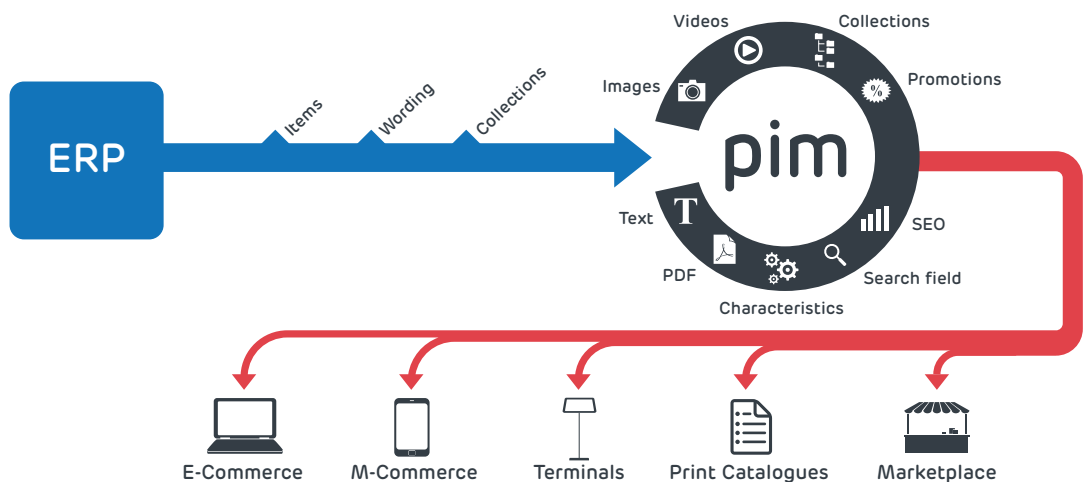
The PIM system allows you to manage product catalogues.

The products are grouped together by category and subcategory for filing purposes.

These products, category and subcategory are automatically synchronised with your ERP system.

Once they are in the PIM system, the products are enriched with additional fields according to product category. You can directly add additional product information in PIM without having to access your ERP system.

This means that PIM becomes the nerve centre of your product inventory, holding all product marketing information in one centralised database.



✂ Main functions

Management of products and specifications

- > Dynamic configuration of specifications
- > History of features
- > Management of templates
- > Management of different types of resources (text/images/files...)
- > Tracking of external files
- > Bulk product updates

Product range management

- > Initial list of standard settings
- > Creation of multiple product ranges
- > Management of attributes specific to various product ranges
- > Configurable publishing and exports
- > Management of customer-specific product ranges

Products association and linking

- > Management of associated products
- > Management of substitute products
- > Bundle management

Ergonomics/Search

- > Advanced search engine
- > Customisable lists
- > Lists can easily be exported
- > Drag-and-drop
- > Products can be saved

Settings

- > Tables and attribute structures
- > Product range settings
- > General settings
- > Management of rights & permissions
- > Status settings
- > Workflow management

Full integration to leading ERP solutions



The e-business suite connectors do not simply provide links between your ERP system and your website. The software adds numerous features to your ERP system including: PIM integration, newsletter subscription management, discount coupons, gift vouchers, etc. With the connectors, you are able to manage your ERP system's e-commerce site through the site's back office.

 Microsoft Dynamics NAV  Microsoft Dynamics AX

Flexible option packs



In addition to the standard e-business suite functions, we have developed options aimed at meeting your requirements both in B2B as well as B2C.

These options can be set up once the solution is in place, or later on depending on your e-commerce site's requirements and development.

Examples of options available:

- > Multi-language support
- > Module for changing product catalogues depending on customer logged in
- > Module for content change depending on customer logged in
- > Customised access module for your sales forces/representatives
- > Carriage and delivery module for simple management of transport costs if not handled by your ERP system
- > B2B e-procurement module

Search Engine Optimisation



e-business suite is designed to support referencing by the main search engines: Google, Bing, etc. Meta tags and meta data are integrated into the code and can easily be altered in the back office. The software also allows you to rewrite your URLs to improve search performance.

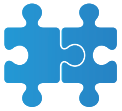
PIM enables you to enhance each of your products' keywords to optimise their ranking. In order to help you advance in the search engines' rankings, we can advise on best practice: with a preliminary, competitive semantics study, optimisation and regular tracking.

Finally, e-business suite includes, as standard, Facebook, Twitter, Google+ integration so you can improve your visibility across social networks.



The Services we offer

Implementation methodologies adapted to your requirements



USE PROVEN BUSINESS APPLICATIONS,
OPTIMISE COSTS AND IMPLEMENTATION
TIMESCALES



Business applications
Deployment Methodology



DEPLOY A CUSTOMISED SOLUTION
BASED ON YOUR INDUSTRY'S BEST PRACTICES



Project Deployment
Methodology



DEPLOY BUSINESS SOFTWARE INTERNATIONALLY,
CONSOLIDATING YOUR INFORMATION AND
KNOW - HOW



International Deployment
Methodology



SIMPLIFY YOUR UPGRADE AND BENEFIT
FROM THE LATEST FEATURES TO INCREASE
YOUR PRODUCTIVITY



Upgrade
Methodology

Choose the level of assistance, training and services to suit you

✂ **Training & Assistance** Online or on-site, to help your employees become more productive and see their skills grow.

✂ **Third Party Application Management** to guide your employees towards high-value-added performance with a high level of security guaranteed.

✂ **Your extranet** : www.myprodware.co.uk

- Accessible 24/7
- Key access and authentication
- Personalised email alerts
- Satisfaction surveys
- Product news
- Events

✂ **Financing**

Prodware can introduce you to finance options in order to suit each company's requirements.



Prodware in figures



176,4 M€

PRO FORMA
TURNOVER 2012



1,550

EMPLOYEES



N°1

MICROSOFT DYNAMICS
(EMEA)



+20,000

CUSTOMERS



15

COUNTRIES



LISTED ON ALTERNEXT
(ALPRO)



42

OFFICES

Founded in 1989, Prodware Group is a major player in IT services integration. It is located within a specific niche, tightly combining IT mastery and business management expertise. Its directors, themselves from management and IT backgrounds, have made it clear from the very beginning that they want to assist company managers by providing high-value-added service and advice.

Faced with constant technology changes, the Prodware teams are ever ready to suggest a global services offering to meet your requirements, however large or small your company is and whatever requirements you have. Prodware has grouped teams of professionals together to bring you exactly the right answers.

PRODWARE HAS ESTABLISHED AN INTERNATIONAL DIVISION TO DELIVER THE SAME HIGH-QUALITY SERVICE ACROSS THE WORLD. OUR INTERNATIONAL SUBSIDIARIES AND OUR GLOBAL ALLIANCE NETWORK ENSURES THAT YOU CAN DEPLOY YOUR SOLUTION IN MORE THAN 75 COUNTRIES.

- Work with one partner across many countries
- Use Prodware's technical expertise everywhere
- Benefit from Prodware's Quality Assurance
- Take individual country specifics into account (taxation, laws)
- Have applications supported locally (cost effective, close proximity)
- Deploy consistent procedures and solutions
- Control your costs with an international contract with Prodware

e-business suite Customers



Chaussende

Chaussende are a distributor of individual and detachable car parts. Offering a private intranet site, they are able to ensure a high level of stock availability for their customers.



SDAG ADHÉSIFS

SDAG ADHÉSIFS are one of the market leaders in supplying products aimed at visual communication.



MAJUSCULE

Founded over 50 years ago, Majuscule are a cooperative public limited company. This group is one of the leading office equipment suppliers and are now able to offer a private intranet site for their customers.



RTD

Founded in 2007, RTD are a key player in the distribution of technology products. They not only offer their customers a high quality of service but their website allows them to select from a large catalogue of products.



Socamont Industries

For over 35 years, Socamont Industries have been building solutions for wiring high-performance networks. They are consistently aiming to provide the most advanced technical solutions to the market at the lowest cost.



Serial Kombi

Established in 1999, Serial Kombi have created their business based on their passion for Volkswagen. Their website allows them to sell detachable parts for Volkswagen Combi vans.



Larde Sports

Larde Sports are an online retailer specialising in selling tennis, squash and badminton equipment.



G. Matelec

Specialising in renewable energies, G. Mataltec are a distributor of electrical equipment.

Traditional infrastructure or Cloud deployment

Our expertise in infrastructure management, integration and hosting enables us to deliver the complete range of application solutions in order to support your growth no matter what your company's strategy and requirements are:

- **Traditional** solutions deployed on premise
- **EasyCloud** solutions hosted on a shared platform
- **CustomCloud** solutions hosted on a dedicated platform



APPROACH	Traditional	EasyCloud	CustomCloud
FINANCE	Investment	Pay-per-use	Pay-per-use
CORE & INNOVATIVE SOLUTIONS	Leased or perpetual licence	Included	Leased or perpetual licence
SERVICE LEVELS	Customised	Standard	Customised
RESOURCE LOCALISATION	Customer	Prodware Datacenter	Prodware Datacenter
TECHNICAL SUPPORT	Service contract	Included	Included
SECURITY	***	**	***

TYPES OF ACCESS ADAPTED TO YOUR FINANCIAL AND TECHNOLOGICAL OBJECTIVES:

IT MANAGERS

- A customised solution: from the traditional approach to Cloud models, our options fit your IT strategy
- Business requirements taken into account: our expertise in Infrastructure ensures that we can customise our offerings and guarantee you the high availability levels expected
- Gain the benefits of new technologies: Prodware has the right certifications for the leading hardware and software platforms

DECISION MAKERS

- A market-leading range of offerings from an experienced systems integrator
- On-premise solutions: the traditional mode of deployment, customisable to fit your strategic requirements
- Cloud Adjust solutions: a pay-per-use fee without hidden costs with SLAs

Prodware's global coverage



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