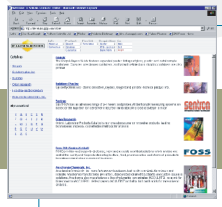
It's a tough sell when your customers can't



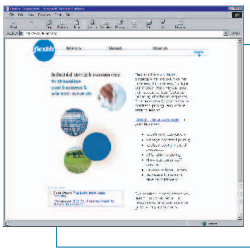
see you

flexbiz

flexbiz

sales solutions

& Your bottom line



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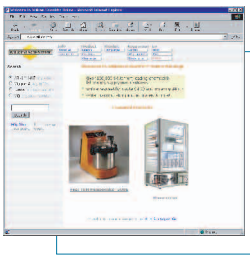
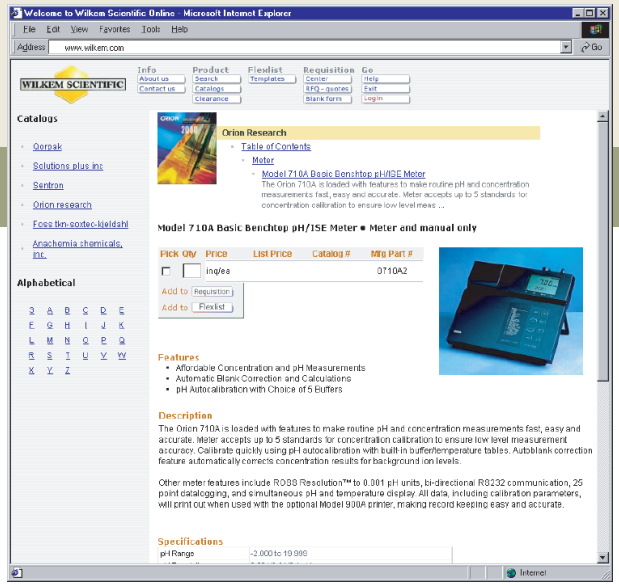


your store

Cutting-edge visibility	Customers can visit your webstore, browse product catalogs & buy or request a quote 24x7.
Request For Quote	Electronic quotes are faster to turnaround and less expensive to deal with than traditional methods.
Multi requisition queue	Customers can work on multiple orders or RFQs at a time, dividing purchases by department or type. And they can build requisitions over a period of days or weeks before submitting them. It's a superior version of the shopping cart and great for large companies, institutions & universities.
SKU price matrix	90% of transactions are based on pre-negotiated "contract" prices. Having contract prices online meets large accounts' expectations. Supports up to 4 different prices: contract, list, cost & discount.
Printed eCatalog	Publishing a printed catalog from eCatalog is a rather simple export of data to a publishing layout template. Because the catalog is in a universally accessible database, the whole process can be accomplished in hours, not weeks or years.
Order tracking	Customers and staff stay in the loop with event-triggered email notification and online order status & shipment tracking information.
Flexlist™	Customers get personalized lists of frequently bought items, order templates & mini-catalogs. Easy repeat ordering is an essential feature for large accounts.
Scalable eCatalog	Your webstore showcases multiple catalogs with detailed, accurate information and can scale to millions of SKUs.
24/7 operation	Customers enjoy the convenience of round-the-clock service without it costing personnel or opportunities. It establishes a presence for international business.

New accounts

Approach businesses with the solution they are looking for to make purchasing simpler and more cost effective. The Flexbiz eCatalog is a product showcase that increases your visibility and lets your people be more productive. The Flex B2B™ eCommerce system is a sophisticated sales tool for winning new accounts over.



Strengthen existing relationships

Expand your current accounts by giving your customers accurate product information, better customer service, and tools to ease procurement. Flexbiz eCatalog and Flex B2B™ incorporate a rich set of features for delivering accurate product information and streamlining sales to business partners.

Convenient features make ordering and RFQ faster and easier for repeat customers. Contract pricing, order tracking and 24x7 availability give long-time customers the personal service they expect.

Maximize your ROI

Gain high return for your capital investment and yield new opportunities. With Flexbiz's unified eCatalog for print, e-commerce, and contract pricing you future-proof your data in a universally accessible relational database and cut maintenance costs. You also save staff time looking up information — decreasing fulfillment turnaround.

Capture new revenue by giving current and prospective customers a compelling reason to buy more from you — reduced procurement costs. Flex B2B™ eCommerce gives you the features of million dollar systems like Ariba, Commerce One, Fisher Scientific and VWR at a fraction of the cost.

the edge...

winning in a competitive landscape

	Flex B2B™ Solution	Typical Distributor/ Manufacturer	Fisher Scientific	VWR
buy button	✔	✔	✔	✔
order flow & tracking	✔	No	✔	✔
per customer contract pricing	✔	No	✔	✔
order templates & shopping list	✔	No	✔	✔
rapid order entry	✔	No	✔	✔
scalable	✔	No	✔	✔
multiple catalogs	✔	No	✔	✔
inventory integration	✔	No	✔	✔
user accounts reflect corporate hierarchy	✔	No	✔	✔
partial shipment handling	✔	No	✔	✔
work on multiple orders at once	✔	No	No	No
request for quote (RFQ)	✔	No	No	No
printable eCatalog	✔	No	No	No
support for multiple cost centers	✔	No	No	No
real-time shipping company info	✔	No	No	No
available for purchase	✔	No	No	No

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Flexbiz Corporation

Flexbiz Corporation offers industrial strength e-commerce to streamline your business and win new accounts. Through our Flexbiz eCatalog and Flex B2B™ eCommerce you gain a printable online catalog and powerful ordering solution. And we can host your solution for you, integrate it with your inventory & accounting systems, and customize it to reflect your needs.

Our phased approach to implementation won't disrupt your business. You'll be able to enjoy success and grow when you're ready, while avoiding the opportunity costs of doing nothing and the indefinite time frame of in-house development. Call us today for a proposal for your business. Or learn about our pilot program that lets you and your customers test drive our solution.

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