

# **Sell-Side Private Trading Exchanges for Global Manufacturers**

## **Sell-Side Private Trading Exchanges - extending ERP beyond a Manufacturer's Own Four Walls**

As manufacturers rush to reap the efficiency and timeliness benefits of the Internet, too often they find their existing ERP systems are designed for use only within their own four walls. Communications with customers and suppliers must still take place in traditional ways, and suffer those inefficiencies. IBM and QAD believe e-business is all about collaboration and relationship management across the supply chain. Together, we have developed a solution with an external focus, to extend the reach of an ERP system to the entire supply chain. Now the exchange of sales orders and purchase orders with all supply chain partners can be accomplished with the same speed and efficiency as the best of internal electronic communications, through a single set of applications.

## **QAD eQ and IBM WebSphere Commerce Suite for Sell-Side Private Trading Exchanges**

QAD and IBM provide a breakthrough business-to-business (B2B) Internet Order Management application that allows global manufacturers to efficiently manage sales, fulfillment, replenishment and purchase orders over the Internet. eQ facilitates a company's transformation to collaborative e-business by automating the order process and extending Enterprise Resource Planning (ERP) to the entire supply chain.

WebSphere Commerce Suite complements eQ and provides a robust and customizable customer-facing component of the Sell-Side Private Trading Exchange. This allows businesses to build state-of-the-industry B2B and B2C websites that can present personalized product information in multiple languages and currencies while leveraging eQ to intelligently route orders to maximize manufacturing capacity and effectively utilize inventory. Manufacturers build revenues by taking advantage of eQ's flexibility, which equips sellers to accommodate their buyers' processes while maintaining their investments in ERP implementations – evolve, don't rip and replace.

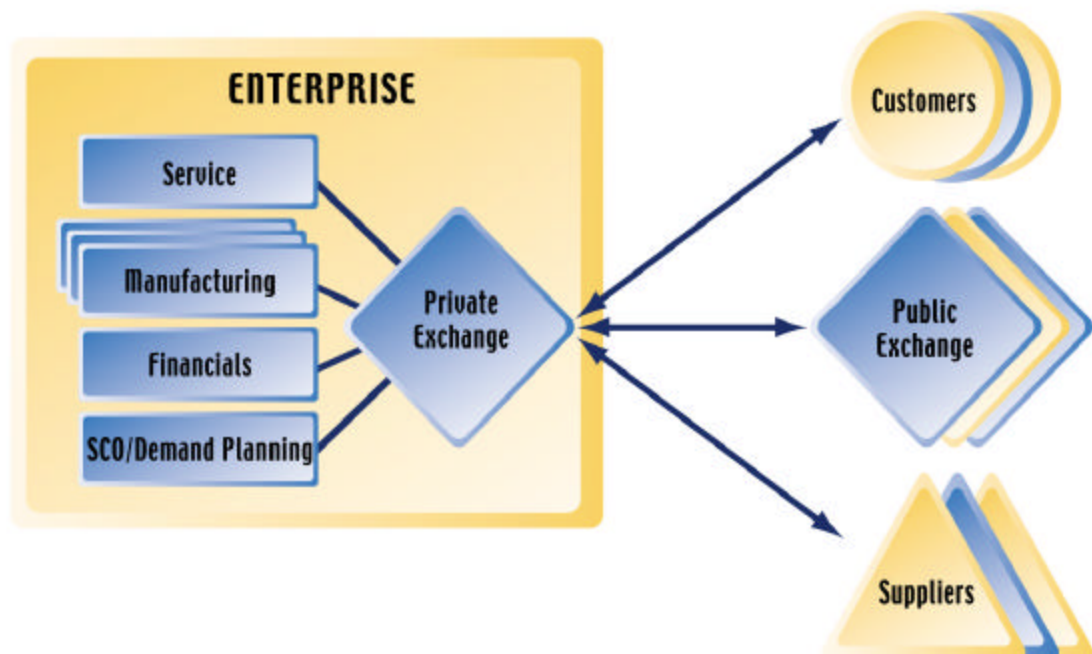
## **Built for the Internet from the Ground Up**

This solution was created from the ground up for the Internet, to extend ERP systems by adding Web-based facilities for exchange of sales orders, purchase orders, and replenishment orders - to connect all of a manufacturer's internal and external supply chain partners. Forms, terms and conditions, fulfillment procedures, and credit handling can all be tailored for maximum efficiency. Product catalogs, customer preferences, and buying patterns are all included in the same

application suite. All parties in the Supply Chain save time and costs including the ultimate



## QAD eQ Private Enterprise Exchange



customer, who has an important new reason to do business with an eQ-empowered manufacturer - order forms and procedures explicitly tailored to accommodate their preferences.

### About QAD eQ (Version 3.0)

QAD eQ supports private trading exchanges for manufacturers, providing a single integrated view of suppliers and customers and expanding market reach. eQ was designed for ready incorporation into environments that are based on QAD MFG/PRO or other ERP solutions. This means that manufacturers and their Supply Chain partners can quickly take advantage of its powers. Customization - so important in this dynamic age of e-business - can also be accomplished quickly because eQ is based 100 percent on Object technology.

eQ was developed using IBM WebSphere Component technology. The use of WebSphere Component technology means that customers can quickly and easily customize, integrate, and deploy eQ within their existing application environments.

The initial release of eQ offers innovative Commerce Relationship Management and Sales Order Management. Follow-on releases will include Purchasing Management, and Replenishment Management.

### **About IBM WebSphere Commerce Suite (Pro Edition)**

IBM WebSphere Commerce Suite, Version 5.1, is a set of integrated software components used to build, maintain, and host e-commerce Websites. Commerce Suite provides multiple, easy-to-use features and functions for content management, relationship marketing, order management, and payment management for all types of Internet businesses, including business-to-business, business-to-consumer, and e-marketplaces. Websites built with WebSphere Commerce Suite can easily integrate with both internal and external systems and grow with the changing needs of an e-business.

Commerce Suite Websites support multicultural features, making them more useful in an international environment. Businesses can develop Websites with multicultural online product catalogs, allowing customers and trading partners to view descriptions appropriate to their locale in their preferred language and currency.

IBM WebSphere Commerce Suite customers benefit from the functionality of the WebSphere software platform for e-business, which integrates Web commerce, Web application server, Web application development tools, transaction processing and distributed component software from IBM. WebSphere Commerce Suite is used for some of the largest, busiest e-commerce sites, including IBM's ShopIBM site: [www.ibm.com/shop](http://www.ibm.com/shop).

The Pro Edition is available for Windows NT and Windows 2000, AIX, and the Solaris Operating Environment, and OS/400 ® for iSeries.

### **For More Information**

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