



Business-to-Business E-Commerce

Bob Gardiner
President
E-Strategies International

Tel: 403.541.0993
E-mail: bob.gardiner@eleadership.ca
Web: www.eleadership.ca

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The Goal

- Identify the areas of opportunity in your organization for implementation of e-business tools and techniques.
- To increase revenue, reduce expenses, improve bottom-line results.

What is Business-to-Business E-Commerce?

- Any activity between companies that is supported electronically
 - E-mail
 - Online purchasing
 - Online sales
 - Intranet for staff support
 - Website for electronic brochure
- You are likely already engaged in B2B e-business whether you are a micro business or a large corporation

E-Business Trends

- Customer Self Service
- Speed – Decision making, research and delivery
 - Finding customers using search tools, registrations in directories etc.
- Creating Community with your customers, suppliers and other stakeholders
- Development Opportunities using E-Business
 - New solutions for revenue increase or cost containment

- Electronic records take on new legal status
 - Electronic Transactions Act becomes law in the province on April 1, 2003.
 - Law removes barriers to electronic commerce
 - Broad range of financial and other business transactions take place electronically.

Priority Issues for Business

- Enhancing value for customers, meeting new expectations
- Improving information management
- Strengthening competitive intelligence
- Managing finances in a way that extends investment horizons
- Strengthening processes of change management

Components of B2B E-Commerce

- E-Marketplaces
- E-Procurement
- Inbound logistics
- Outbound Logistics
- Supplier Relationship Management
- or
- Finding customers
- Finding products and services
- Processing orders and managing the office
- Getting products to customers

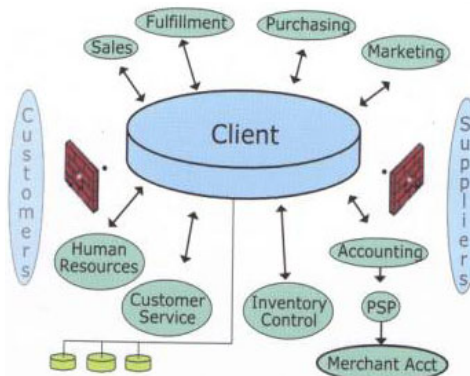
Key E-Business Processes

- E-Procurement
- Customer Relationship Management (CRM)
- Supply Chain Management
- New Service Offerings
- Collaboration
- Administration and Management Processes
- Marketing
- Market Research – Competitive Intelligence, Industry Intelligence

E-Procurement and Supply Chain

- “E-Procurement” is the business-to-business purchase of goods and services over the Internet
 - Staples for supplies to raw material purchases
- Supply Chain is a set of approaches to integrate suppliers and clients (stores, retailers, wholesalers, warehouses, manufacturers) so merchandise is produced and distributed at the right quantities, to the right locations, at the right time, in order to minimize system wide costs while satisfying service level requests.

Supply Chain



E-marketplaces

- Market research
- Kinds of marketplaces
 - Seller-centric
 - Buyer-centric
- Online tenders
- Online auctions



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www.merx.com

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Welcome to MERX!

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Search MERX Now
News & Insights
MERX Network of Partners
High Returns-Low Costs
MERX Announcements
Good Friday, March 29, 2002 - Hours of Operation

Log on to MERX
LOG ON

What's New at MERX

Save Time...
Did you know that filling out an Opportunity Matching profile can save you time in your search for tender opportunities? You can save a search, and have MERX automatically e-mail or fax the results to you directly, on a daily basis. To set up an Opportunity Matching profile, please consult our [Supplier Guide](#).

New Addition to MERX Network of Partners
We've recently added a new listing for the New York State Contract Reporter (NYSCR) to our MERX Network of Partners List. The NYSCR, [www.nyscr.com](#), is the official weekly listing of bidding opportunities for New York State.

Are you "in the know?"
Every month MERX sends out an informative newsletter by email to everyone registered with MERX. The MERX Business Exchange is filled with important information on doing business with the government. Send us an email with the

MERX Auction
Put your items up for auction today in a matter of minutes. You're just a few clicks away from selling your products to other MERX subscribers.

For Public Sector Buyers
We offer an open and transparent solution, which connects suppliers of goods and services to purchasers in the federal, provincial and MASH (municipal, academic, school and hospital) sectors.



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WESTERN CANADA'S DRILLING AND SERVICE RIG MARKETPLACE

Help Desk: (780) 462-5372

an old process just got easier.

Need Login Help?

Username: Guest

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Start

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GALLERY
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CNC Machining Centre

Horizontal Mill: 120"K by 72"V by 72"Z by 48"W Face plate, pendant, ISO 50 taper.

[All items](#) [Auctions](#) [Buy It Now](#) [Questions](#)

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Basic Search

 in titles & descriptions
 [Refine Search](#)

Matching Categories
 Items matching your search were found in:
[Collectables](#) (608)
 • [Advertising](#) (266)
 • [Transportation](#) (16)
 • [Postcards & Paper](#) (6)
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[Toys & Hobbies](#) (601)
 • [Diecast Toy Vehicles](#) (110)
 • [Pretend Play, Preschool](#) (24)
 • [Model RR, Trains](#) (17)
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[Business & Industrial](#) (141)
 • [Agriculture](#) (123)
 • [Construction](#) (16)
 • [Industrial Supply, MRO](#) (1)
 [more...](#)

All Categories
 726 items found for tractor
 Located in: **Canada**
 Sort by items: [ending first](#) | [newly listed](#) | [lowest priced](#) | [highest priced](#)

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Picture	Item Title	Price	Bids	Time Left
	UNIFAST/AGM VERTICAL FEED MDXER LIKE NEW!!	US \$24,000.00	-	1d 07h 42m
	CASE INTERNATIONAL 4494 TRACTOR CHEAP HP!!	US \$19,500.00	-	1d 07h 44m
	New Holland TC29 29hp compact diesel tractor.	US \$11,100.00	3	1d 00h 28m
	KUBOTA B20 /W LOADER BACKHOE FLOAT +++	US \$9,000.00	-	9d 04h 19m
	26 HP SHIBAURA TRACTOR LOADER SD2643.	US \$6,500.00 US \$6,800.00 <i>Buy It Now</i>	-	1d 22h 19m
	JOHN DEERE 4030 TRACTOR -w/ JD 48 L LOADER	US \$6,100.00	-	1d 07h 40m

Customer Relationship Management

- Customer Relationship Management (CRM) is about finding, getting, and retaining customers
- CRM for large enterprises
 - Integrated systems
 - All information about customers
 - Contact info
 - Purchase histories
 - Credit info
- Links all parts of the company
 - Sales, manufacturing, service, accounting, reception

How can a small business use CRM

- Finding customers
 - Online marketing
 - Market research
- Selling process
 - Online sales
 - Customer profiles and information
- Customer Support
- Customer Service

Finding Customers

- Important to understand who your customer is
- Can be different than expected
 - May be a larger market
 - May be a new market
- Use tools and resources
 - Directories
 - General and industry Specific
- Conducting market research



"You see a gorilla, but I see a giant billboard wearing a t-shirt with our web address on it."

Tara Shanti Lodge

Home
Casual Elegance in the Kootenays

Experience Tara Shanti Lodge...
Upscale accommodations, meals, and seminar facilities for individuals, couples and small groups.

Feature Packages and Special Promotions at Tara Shanti Lodge
Click on any of our packages to go directly to that package description.

Snowmobiling Package	Christmas at Tara Shanti
Winter Fishing Package	Pampering Package
Motorcycling Package	Mini Vacation Getaway
Hiking Package	Golfing Package

APPROVED ACCOMMODATION

"Great place, wonderful setting & great hosts"
B & D McGregor
Coffs Harbor Australia

Elite Technical



Customer Management

- Contact management software
 - Outlook
 - Maximizer, Act, Gold Mine
- Add contact and profile information
- Newsletters and other permission-based communications
- Follow up reminders
- Understand customer needs



"You'll need to get down on all fours to relate to the local customers."

Customer Support

- Industry knowledge
 - Links and affiliations
 - Information from suppliers and customers
 - Fill your knowledge base from outside source
- Affiliate programs as added value
 - New revenue streams
 - Added knowledge for customers

Commission Junction www.cj.com

Commission Junction Publisher Account Manager

Home Account **Get Links** Run Reports Mail

Simple search for advertisers, links or products.

Find Advertisers with keywords Return 10 results per page Find

General Categories Advertiser List Smartzone Settings Your Advertisers

Accessories Cosmetics/Fragrance - Handbags - Jewelry - Shoes Art/Photo/Music Art - Music - Photo Automotive Cars & Trucks - Motorcycles - Parts & Accessories - Rentals - Tools and Supplies Books/Media Audio Books - Books - Magazines - News - Television - Videos/Movies Business Business-To-Business - Marketing - Office - Productivity Tools - Travel Careers Employment - Military	Entertainment Memorabilia Family Babies - Children - Entertainment - Teens - Weddings Financial services Banking/Trading - Credit Cards - Investment - Loans - Real Estate Services Food & Drinks Gourmet - Groceries - Restaurants - Tobacco - Wine & Spirits Games & Toys Electronic Toys - Games - Toys Gifts & Flowers Care Packages - Collectibles - Flowers - Gifts - Greeting Cards	Marketing Business-to-business - Network Marketing Medical Equipment Phonecard Services Online/Wireless Recreation & Leisure Astrology - Betting/Gambling - Communities - Events - Matchmaking - New Age - Outdoors - Party Goods Shops/Malls Virtual Malls Sports & Fitness Exercise & Health - Professional Sports Organizations - Sports - WaterSports Travel Accessories - Air - Car - Hotel - Luggage -
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General Links Advertiser Programs

17 Advertisers Found (1-17 displayed)

Automotive > Parts & Accessories

Advertiser	3 Month Network EPC	7 Day Network EPC	Network Earnings	Sale	Lead	category
Quadratrac Inc	\$7.81	\$6.27	\$\$\$	5.00%	N/A	Parts & Accessories
The Eastwood Company	\$7.11	\$4.38	\$\$\$	6.00%	N/A	Parts & Accessories
eBay.co.uk eBay.co.uk	\$7.03	\$9.21	\$\$\$\$	N/A	\$4.50	Parts & Accessories
AutoBarn.com	\$5.65	\$6.20	\$\$\$	7.00%	N/A	Parts & Accessories
JC Whitney	\$5.10	\$4.07	\$\$\$	6.00%	N/A	Parts & Accessories
Import Parts Bin	\$5.07	\$6.11	\$\$\$\$	10.00%	N/A	Parts & Accessories
successson.com	\$5.06	\$6.33	\$\$\$	7.00%	N/A	Parts & Accessories
Dial-A-Clutch.com	\$4.76	\$2.63	\$\$\$	8.00%	N/A	Parts & Accessories

Smart Technologies

SMART Technologies Inc.

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SMART Board Lesson Plans

Lesson Plans

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We know how hard it is to apply new technology in the classroom while attending to the needs of your students. That's why we created SMART Board Lesson Plans.

This resource provides detailed lesson suggestions for using SMART products in the classroom. From the kindergarten reading corner to the high school chemistry lab, the SMART Board enables you to work with computer-based materials to increase classroom interaction and support student learning. SMART Board Lesson Plans help you make the most of this technology.

Created by Educators for Educators

Are you currently a SMART Board user? Share your lesson plans with other educators! We acknowledge every lesson we receive and would love to hear from you!

Tell us how you're using the SMART Board in the classroom. [GO](#)

Customer Service

- Online manuals
- FAQ's
- Training programs online
 - Text-based
 - Interactive
- Newsletters
- E-Books

WDFM.com

Wednesday February 20, 2002

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Free Weekly Email Newsletter Featuring 15 Short Reviews of Marketing Oriented Sites

Subscribe FREE to Larry Chase's Web Digest for Marketers Now and get his **Top Ten Tips for Starting an Email Newsletter**. Put your email address in the box below and click the "Subscribe" button to subscribe. You'll also receive FYI from Web Digest which features exclusive deals on products or services for online and direct marketers.

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2010 VANCOUVER COMMUNITY CONTRIBUTOR

HIGHLIGHTS

- BLG welcomes Mark Fecenko, Petra McDonald, and Colleen Spring Zimmerman more.
- BLG Supports the 2010 Olympic Bid more.

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New Service Offerings

- New possibilities to deliver a range of services electronically
- Deliver knowledge as a revenue stream
 - Subscription services
 - Chargeable products

Exchange Group – www.exg.ca

The screenshot shows the Exchange Group website interface. At the top, there is a navigation menu with links for About, Services, Partners, Clients, News Room, Careers, and Contact. The main content area features a 'Welcome' message and a '2003 Federal Budget Commentary' article. The article text reads: 'Legacy and leadership — as in the Prime Minister's legacy and the race to succeed him as leader — may have been the underlying themes of Finance Minister John Manley's first Budget, presented to Parliament on February 18, 2003. As was widely predicted, the Budget is characterized by a dramatic increase in federal program spending, to the tune of 11.5 percent in 2002/03. Measures announced in the Budget will cost \$17.6 billion over fiscal years 2003/04 through 2004/05 and are primarily in the areas of health care, social and community programs, a "sustainable economy," and military programs...more'. Below the article, there are three columns of news items: 'Project ManagementSM Lands Further Clients', 'Growth in the Assurance Division', and 'EXG eBusiness Solutions Inc.'. The website footer includes the Canada Alberta logo and the BusinessLINK logo.

Digital Oilfield

digital oilfield

Company Profile | Solutions | Industry Challenges | Get Answers | News | Home

TRANSFORMING THE WAY COMPANIES OPERATE

CREATE AND MANAGE FIELD TICKETS, INVOICES AND CONTRACTS ONLINE
DIGITAL OILFIELD HAS THE COLLABORATIVE BUSINESS SOLUTION

Solutions for the Energy Industry
Digital Oilfield delivers internet-based solutions that automate and integrate financial and operational processes between E&P companies and their suppliers.

Our products simplify complex workflow processes and enable collaboration within and between organizations. Drilling, Production, Finance, Procurement, and Purchasing departments, as well as external service suppliers and partners all use Digital Oilfield solutions.

PRESS RELEASES

- Anadarko Canada Corporation, EnCana Corporation and Nexen Inc. Go Live on Digital Oilfield's OpenInvoice™
- Digital Oilfield Announces Significant Enhancements in Latest Release of OpenInvoice/OpenContract
- Digital Oilfield to Present at Ziff Energy Group's North American Gas Strategies Conference

IN THE NEWS

- Upstream CIO – October 2002 "Unocal Ramps Up E-Invoicing with its Supplier" (PDF)
- Upstream CIO – October 2002 "E&P Companies Streamline Field Tickets, Invoices and Processes" (PDF)
- Hard E&P News – August 2002 "Digital Oilfield Up and Running" (PDF)

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Caddy Shak – www.caddyshak.com

CaddyShak GOLF

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- Shop Online
- See Your Game
- Golf Academy
- My Game
- GloveOwl
- Clubhouse Builders
- Swing Solutions
- Tournaments
- Order FAQ
- Company Info
- Contact Us

SEE YOUR GAME
The Ultimate Sales, Marketing & Promotion opportunity
What are you waiting for?

Personal ID: [input]
Type your Personal ID here

SEE YOUR GAME
Get Ready for a Great Business Opportunity
- More Information
- Access Request

SEE YOUR GAME
It's a real...
- More Information
- Meet the Author
- Meet the Event
- Meet the Author
- Meet the Author
- Meet the Author

Yes!
C-Groove Putters offer the pure roll. Check out the high speed video footage from the PGA Golf show demonstrations
BUY NOW

SEE YOUR GAME
"See Your Game" is an innovative marketing service enterprise. We take a typical promotion, Golf Tournament, Trade Show, Convention, Corporate Event and turn it into a vivid memory that lives in customer's minds for months to come.
Our goal is simple - to help our clients form closer relationships with their customers.

Have You Seen Your Game? Personal ID: [input]
See Your Personal ID above to View Your Event Details
- More Information
Contact Us
- Corporate Contact
- Contact Local Agency

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Logistics – Receiving and delivering

- Consider FedEx, Canada Post
- Links to inventory
- Taxes, duties and other considerations
- Reverse logistics – handling returns
- Integrating the physical location and the virtual location
- Creating a virtual company store for your clients



HARDIN

"Look, we knew when we started 'Barnyard.com' that fulfilling orders would be challenging."

Employee Service

- Create a secure intranet
 - Serve employees in disperse locations
 - Payroll
 - Benefits
 - Policies and procedures
 - E-work and telecommuting
- Recruiting
- Feedback for morale improvement
- Personal pages

Administration and Management Processes - Back Office Services

- Accounting
- Online banking and other financial services
- Payroll and employee administration
- Hiring
- Inventory management

Financial Integration

- The data you capture should be funneled directly to your accounting system. This relieves you of the need to manually enter this information. This is also needed to create a budget for future years to assist you to manage your finances.
- By budgeting, you can then anticipate when you will need money or have excess money so you can manage it more effectively.



JIBLink.com

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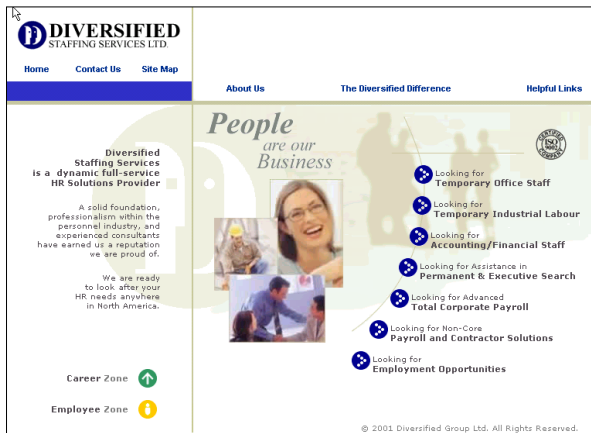
Training Register for our training courses

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This site is best viewed using Microsoft Internet Explorer version 4.0 or higher.

Load the Internet Explorer High Encryption Pack for [Windows 2000 browsers](#) or [Windows 95, 98 and NT browsers](#).

RED DOG



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STAFFING SERVICES LTD.

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People are our Business

Diversified Staffing Services is a dynamic full-service HR Solutions Provider

A solid foundation, professionalism within the personnel industry, and experienced consultants have earned us a reputation we are proud of.

We are ready to look after your HR needs anywhere in North America.

- Looking for Temporary Office Staff
- Looking for Temporary Industrial Labour
- Looking for Accounting/Financial Staff
- Looking for Assistance in Permanent & Executive Search
- Looking for Advanced Total Corporate Payroll
- Looking for Non-Core Payroll and Contractor Solutions
- Looking for Employment Opportunities

Career Zone ↑

Employee Zone ↓

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Identicor – www.identicor.com

The screenshot shows the Identicor website layout. On the left is a vertical navigation menu with links for Branding, Naming, Strategic Marketing, Seminars, and Brandscapes E-zine. The main content area features a graphic with a dark triangle pointing upwards, labeled 'Without a strong brand' and 'Your Marketing efforts can be an uphill battle'. Text below the graphic describes the company's services, including brand identity creation and strategic marketing campaigns. A quote from Blair Hooper, Executive Vice President of CaddyShak Golf Enterprises Ltd., is also included.

Security and Collaboration

- E-Business and supply chain management requires increased collaboration
- More collaboration means allowing secure access to company information

Data Capture and Security

- Data should be captured once at the source
- Data should be managed in accordance with management policy
- Management policy should specify what data is retained, for how long, accessible by whom, and for what purpose.
- All data should be assigned a security level and procedures should be adopted to enforce it.

Implementing B2B E-Business

- Consider forming a group of like-minded entrepreneurs
 - Common size and common issues
 - What does your industry have – Chamber of Commerce, Professional Associations, Industry Associations
- Build a preliminary plan
 - Helps to understand what is possible
 - Something to take to a developer
 - Get an idea of what is possible
 - Research using the internet – call organizations that you find are doing what you want

Implementation

- Be certain to start with a strategy that fits with your brick and mortar operations.
- As with any project, you need to have an implementation plan and budget.
- It is important to note that E-Business projects can be broken into stages. This allows for budget and time management.
- Find a competent development company
- Manage the project

Questions

It all clicks @ www.e-future.ca

