

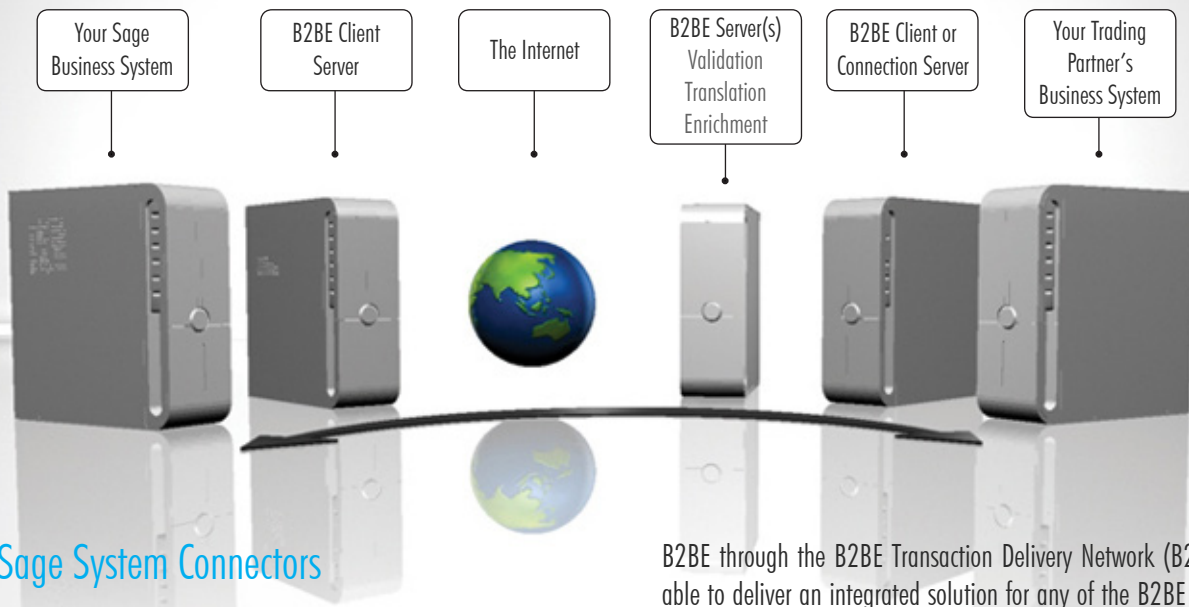


Business to Business e-Solutions



PRODUCT DATA SHEET
SYSTEM CONNECTORS: SAGE

WWW.B2BE.COM



B2BE Sage System Connectors

Sage is a leading supplier of business management software and services with 5.2 million customers worldwide. From small start-ups to larger organisations, Sage makes it easier for companies to manage their business and business processes.

To improve how you use Sage and improve your organisation's processes B2BE supply a range of Sage plug-in tools to facilitate the integration of documents between you and your customers and Trading Partners. Integrate your customer's Purchase Orders, send Invoices and other documents electronically, improve processing times, accuracy and efficiencies. Or more importantly, respond to your customer's needs to trade electronically!

Utilise your staff's time and energy in other areas of your business to ensure you are maximising returns and focusing on what you need to be doing, managing your business.

B2BE have a range of products and solutions that facilitate a collaborative e-Commerce environment letting your organisation capitalise on a range of new technologies and solutions which can be fully integrated with your Sage platform. These solutions include:

- B2BE Transaction Delivery Network (B2B TDN or traditional EDI)
- B2BE e-Catalogue applications
- m-Commerce solutions (Sales force automation)
- Business Process Outsourced Solutions (Automated emailing and facsimile solutions for outbound MYOB generated Invoices)

The diagram (above) describes the integrated process flow of documents between you and your trading partners via B2BE and the Sage B2BE plug-ins.

B2BE through the B2BE Transaction Delivery Network (B2BE TDN) are able to deliver an integrated solution for any of the B2BE products and solutions into or out of your Sage environment. Whether you are using; Sage Line 50, Line 100, 500 or another version or release, B2BE has the solution.

B2BE Sage Plug-ins in practice

B2BE provides your organisation with the B2BE software to handle the download and upload from the B2BE server environment in a secure and auditable fashion. B2BE will also handle the liaison with your customers to assist with and setup requirements and testing! Simple!

B2BE will also supply the required Sage plug-ins based on your e-Commerce requirements and Sage version completing all the setup and testing enabling the automated upload and download of data to and from Sage. So how does it work? So if we take a simple scenario where you wish to transmit documents to your customers this is the solution overview:

B2BE will receive your customer's Purchase Orders (and other documents) in any format; Tradacom, UN/EDIFACT, ANSI X12, ASCII or XML. Each file is translated within the B2BE TDN server environment and through the B2BE Sage plug-in within your environment (supplied by B2BE) the Purchase Order will be automatically loaded into Sage as a Sales Order. B2BE will, at the B2BE TDN server level enrich data to facilitate account code or part number conversion as well as add any required qualifier information so Sage understands what to do with the file.

Likewise, if you need to send to your customers e-Invoices the B2BE Sage plug-in will extract the Invoices based on customer, files will be created and transmitted to B2BE and translated and mapped into your customer's required format; Tradacom, UN/EDIFACT, ASCII, ANSI X12 or XML, for example. (Any format in fact!)



B2BE also provide to its Sage users access to the online B2BE Customer Centre. This provides Sage users the ability to search, retrieve and view any file(s) sent to or from them. Setup automated email alerts and many other useful functions. Should you wish to enlarge your organisations e-Commerce capabilities you may also wish to look at any of the other solutions B2BE provides which can be integrated into your Sage environment.

Key features

- **Fully Extend the Value of Your Investment**

B2BE offers a comprehensive range of products and services that can be fully integrated with Sage solutions to facilitate a secure, collaborative e-Commerce environment.

- **Centralised Document Management - B2BE Online Customer Centre**

The B2BE Online Customer Centre provides Sage users the ability to easily search, retrieve and view any files that have been sent or received. It offers many helpful functions including automated email alerts.

- **Direct, Integrated Access - Sage Plug-ins**

B2BE provides users with required plug-ins to facilitate automated upload and download of data to and from the Sage platform.

- **Optimise Limited IT Resources with Comprehensive Support Services**

B2BE assists and manages all setup requirements and testing between you and your trading partners, allowing your organisation to focus your IT resources on critical business requirements.

What are the benefits?

- Automated integration of your customer's and trading partners documents with your Sage platform.
- Simple to use B2BE developed and supported Sage plug-ins which can run automatically or manually to upload and download documents.
- B2BE provide data conversion enabling Sage to automatically recognise your customer's account codes and part numbers if required.
- Maximise your staff's time by removing manual document processing into or out of your Sage platform.
- Minimise costs of doing business through the removal of expensive and time consuming errors.
- Access all documents sent and received through B2BE using the B2BE online Customer Centre.
- B2BE provide a full document audit trail to ensure no issues with electronic document transfer.

B2BE are an accredited Sage Developer which enables B2BE to develop a range of solutions and applications to enhance the way you use your Sage software.