

Scale up business with the new market features by Order Pro

1. TecCom simplifies drop shipment

Sometimes a buyer needs to have an order directly delivered to one of his customers. The buyer orders using his customer number, but the shipment needs to be delivered to another address. In this case the buyer could provide a ship-to address in the basket page which will be sent to the supplier with the order request.

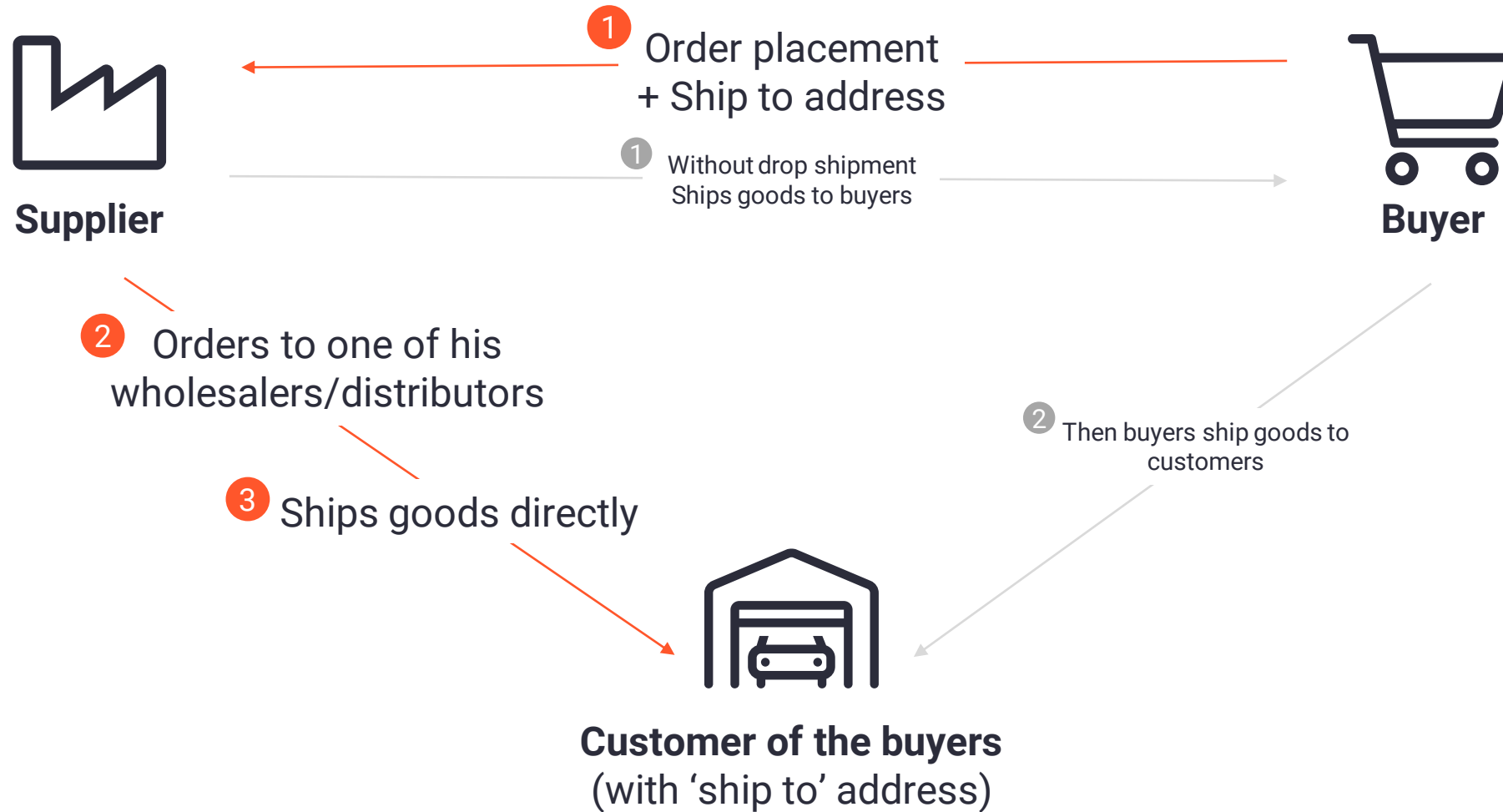
Before TXML5, you could only specify one shipping address and you had to create different orders for delivery to different addresses.

What are the benefits for your (suppliers') customers?

- ✓ The product reaches the buyers customers faster
- ✓ The buyers don't need to engage in logistics
- ✓ Extended product portfolio offered
- ✓ Assortment can be quickly adapted to the wishes of the market
- ✓ Cost saving due to no warehousing and no warehouse staff

Drop shipment – How it works

(Suppliers without requested stock)

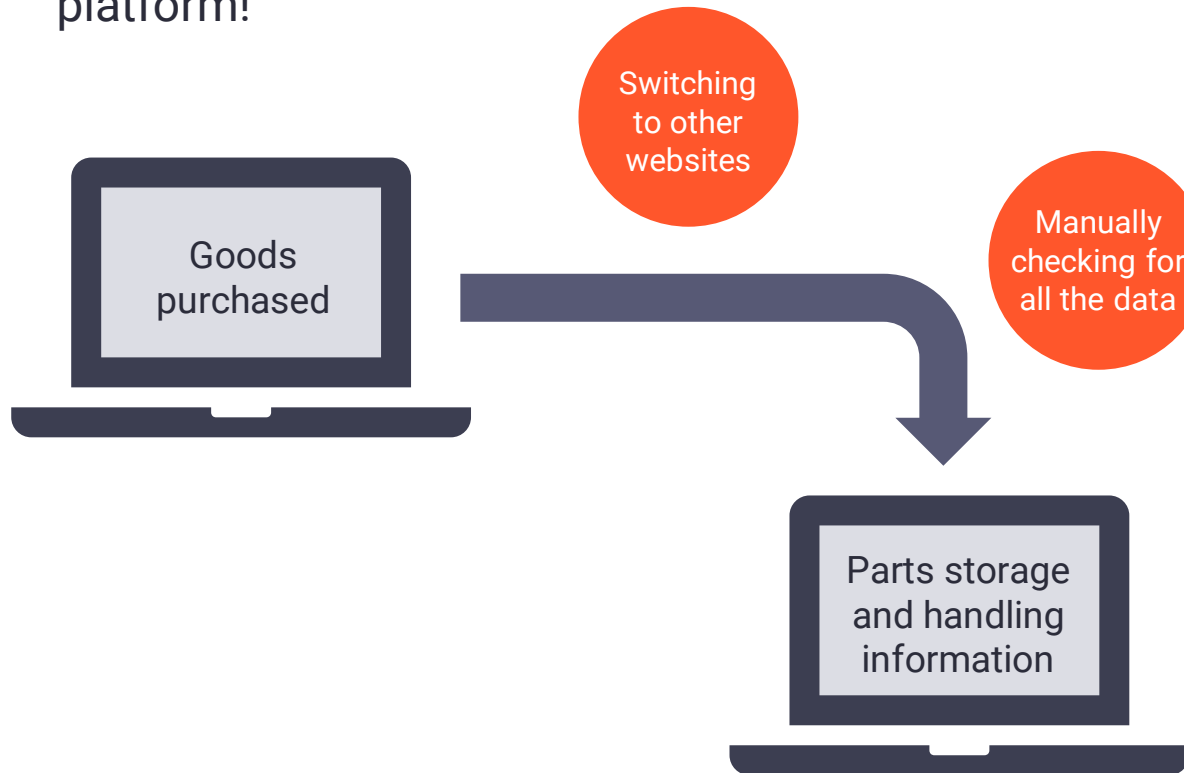


-  with drop shipment
-  without drop shipment

2. Spare part preservation information

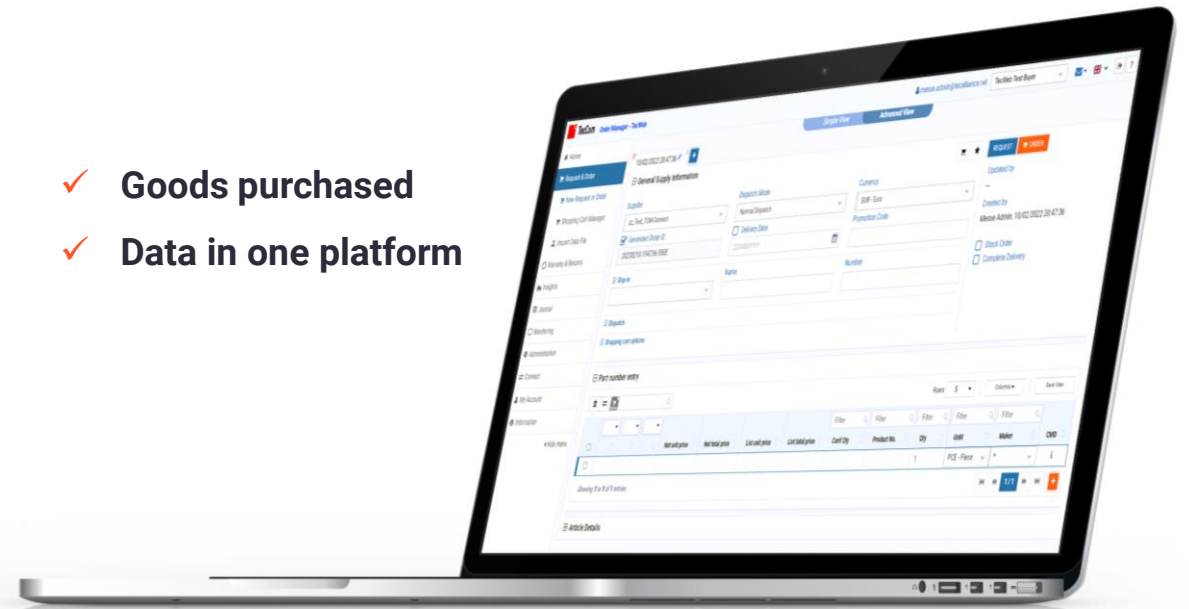
Spare parts need to be properly handled and stored for a prolonged life span that also makes the maintenance easier. Generally, the buyers need to look out for storage and handling information of each order and that makes it a very tedious job.

Now, the buyers can directly get all storage and handling information provided by the suppliers under one platform!



Process *WITHOUT* TecCom

- ✓ Goods purchased
- ✓ Data in one platform



Process *WITH* TecCom

Receive all storage and handling information in one platform



Article Details

Product

Logistics

Prices/Conditions

Measurements

Delivery options

General

Status

Delivery date

Deliverable quantity

Product name

Notes

Quantity Variance

Quantity

Deviation reason

Modification reason

Comment

External Trade Information

Harmonized tariff system

Country of origin

Region of origin

Additional parameters

Minimum order value

See more information about recycling here

Payment System

Dangerous Goods

Product Description

Technical Data

Free text comments

Product

Logistics

Prices/Conditions

Measurements

Delivery options

Height

Length

Height

Length

5500 cm

44000 cm

1100 cm

1300 cm

Net Net Weight

Total Gross Weight

Height

Length

0.63 kg

0.816 kg

200 cm

350 cm

Net Net Weight

Total Gross Weight

1.63 kg

1.816 kg

3. Get your orders delivered as you want

Flexibility in parts delivery is one of the most important aspects in the aftermarket to serve your end consumers in the optimal way.

For suppliers and buyers, the process is faster with TXML5 because you have to request once and can see all delivery options. The buyer has the possibility to choose the most suitable offer for him, e.g. either a faster delivery, which costs more money, or a later delivery, which is cheaper.

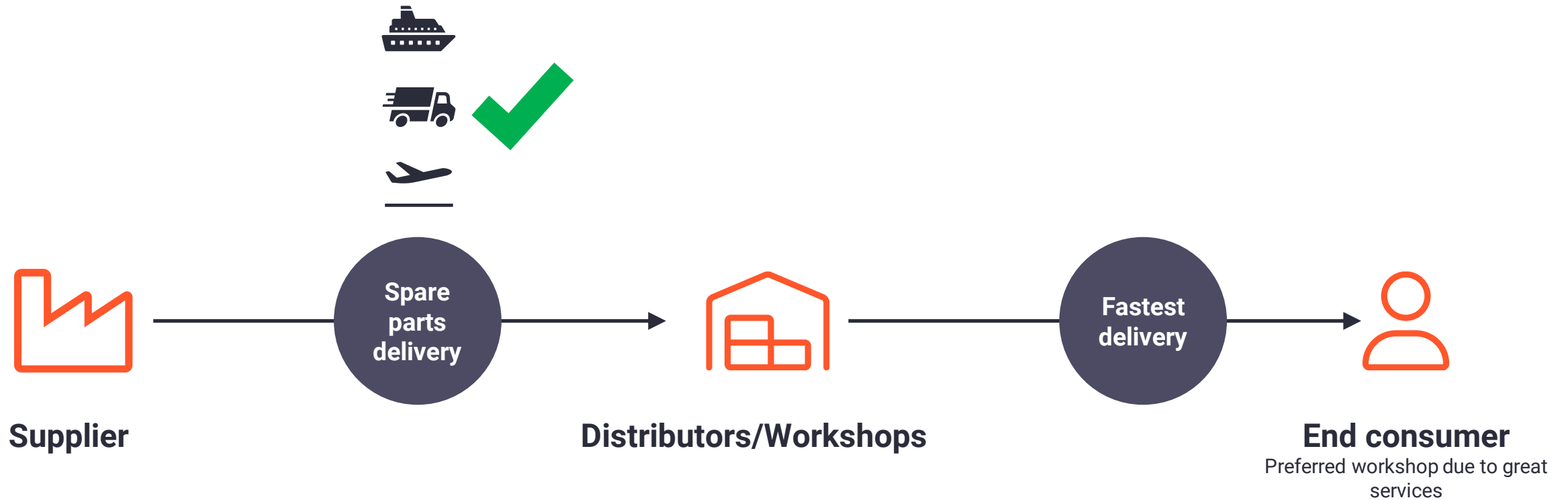
As a buyer you have the opportunity to simply choose between various delivery options like:

- Fastest delivery
- Mode of delivery (air, road, sea)
- Later and cheaper delivery

Customized delivery options

Product Logistics Prices/Conditions Measurements <u>Delivery options</u>										
	Quantity ▾	Dispatch mode	Info text	Charges ▾	Cut off time ▾	Delivery date ▲	Warehouse			
	1 PCE	Air	Delivery options	5 EUR	17/10/2021 10:30:47	before 11/10/2021	Torino	Fastest delivery		
	5 PCE	Air	Delivery options	8 EUR	17/11/2021 10:30:47	at 28/11/2021	Sorrento			
	3 PCE	Road	Delivery options	4 EUR	17/12/2021 10:30:47	before 17/12/2021	Madrid	Cheapest delivery		
Available quantity and UoM		Different dispatch modes		Free text for additional info		Estimated freight charges		"Cut off" times for location or dispatch mode		Available quantity and UoM
										Warehouse reference number and info text

Choose the most suitable delivery terms for you



4. Upsell and cross sell your products with alternative offerings

With TXML5 it is possible to **provide the buyers with multiple alternatives** (unlike only one alternative with other standard market solutions).

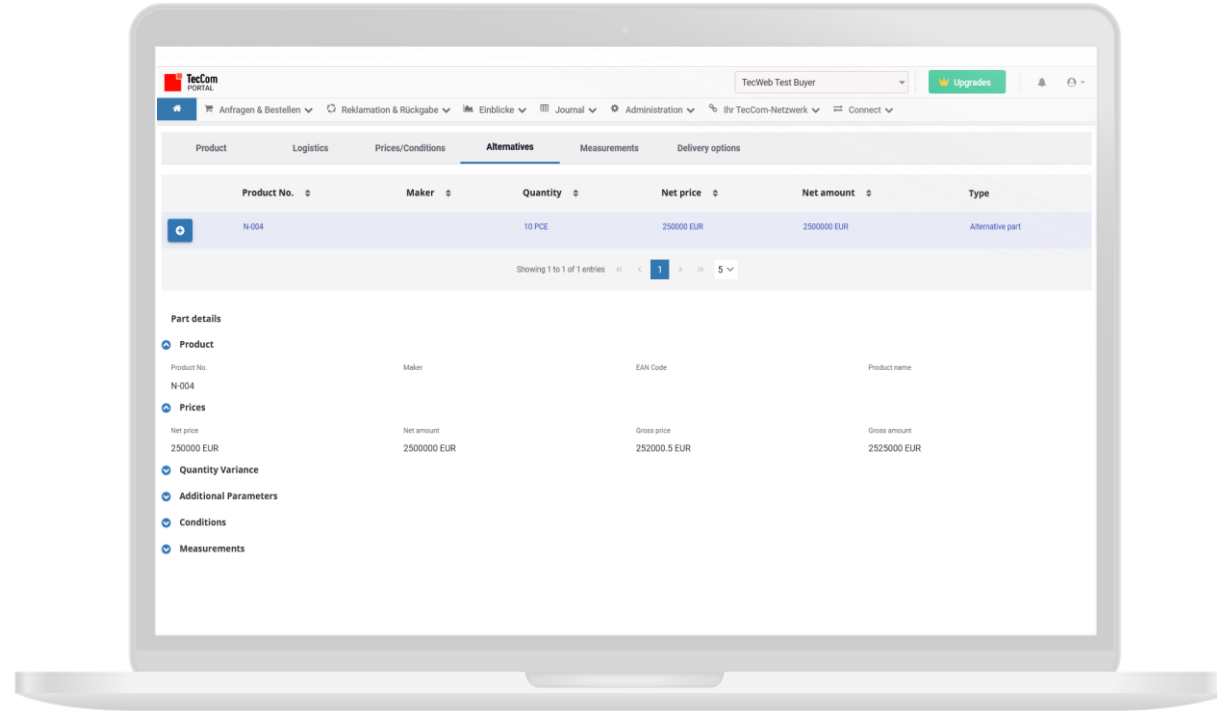
It's a great opportunity for the suppliers **to upsell and cross sell** their products and retain their customers at the same time.

Various reasons can lead to spare part alternative which may differ by identification number from the original. Sometimes, the customers move to another supplier when the original order request is not met due to non finding of original requested parts numbers.

Suppliers can easily **retain those customers** by simply displaying alternative parts with detail information to their customers.

Buyers can **save time** and do not have to search for alternatives. For each alternative, the buyer can see the delivery options. **BOM (bill of materials)** is also improved by this feature because it's the same technical background as for alternative articles. With TXML5, BOMs are now a standardized process.

Offering product alternatives



Supplier

Supplier offers product alternatives to buyer

- ✓ specify any number of alternative products
- ✓ Everything in one platform



Buyer

5. Enjoy maximum price transparency

Suppliers usually have very complicated price composition for the articles which sometimes lead to a different price display on the portal. And the buyers are compelled to do numerous queries to their suppliers to understand the price compositions.

We enable the suppliers to provide maximum price transparency possible directly on the TecCom Portal. The supplier can **display all price break ups and details like costs for express, quantity discount etc.**

Product	Logistics	Prices/Conditions	Measurements	Delivery options	
Prices					
Net price		Net amount	Gross price	Gross amount	
125 EUR		625 EUR	148.75 EUR	743.75 EUR	
Additional prices					
Category	Quantity	Net price	Net amount	Gross price	Gross amount
Bulk	10 PCE	110 EUR	1100 EUR	130.9 EUR	1309 EUR
Distributor	5 PCE	115 EUR	575 EUR	136.86 EUR	684.25 EUR
Conditions					
Condition	Amount	Percent	Description	Sequence number	
➡ Quantity discount	5.5 EUR	12 %	Regular charge xxx	1	
➡ Trade discount	11 EUR	25 %	Regular charge yyyy	1	
➕ Packing	3 EUR	10 %	Regular charge	1	
➕ Returnable container	3 EUR	10 %	Regular charge	1	

THANK YOU

CONTACT US FOR MORE INFORMATION.