

# Case Studies

## Electrolux

### Objective

Streamline supply chain and order processing for its large dealer and distributor network, at the right price and functionality, while simultaneously increasing dealer satisfaction.

### Challenges

- 250,000 individual lines of parts inventory
- 1.2 million annual transactions, mostly processed by phone, fax, and email

### Results after Netfira



## LS TRACTOR

### Objective

LS Tractor needed, and their dealers wanted, an automated web-based solution for order automation and online parts configuration.

### Challenges

- Growth was dramatically increasing costs and transaction time for their dealers
- LS Tractor's SAP system running in Korea needed to connect with the US operations
- Manual processes were slowing down LS Tractor's supply chain

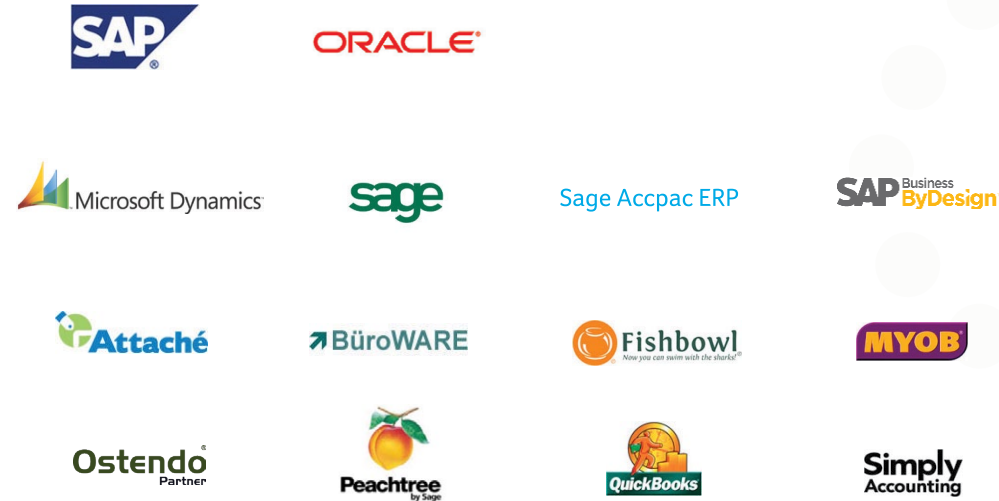
### Results after Netfira



# Netfira Integrations and Certifications

Netfira supports the following back-office ERP, inventory and accounting applications:

### Netfira Integrations



The Netfira SDK is available for additional integrations

### Netfira Certifications

SAP AG hereby confirms that the interface software for the product Netfira of the company Netfira Inc. has been certified for integration with SAP NetWeaver 7.0 via the SAP integration scenario ABAP add-on for SAP Product Lifecycle Management.

**SAP® Certified**  
Powered by SAP NetWeaver®

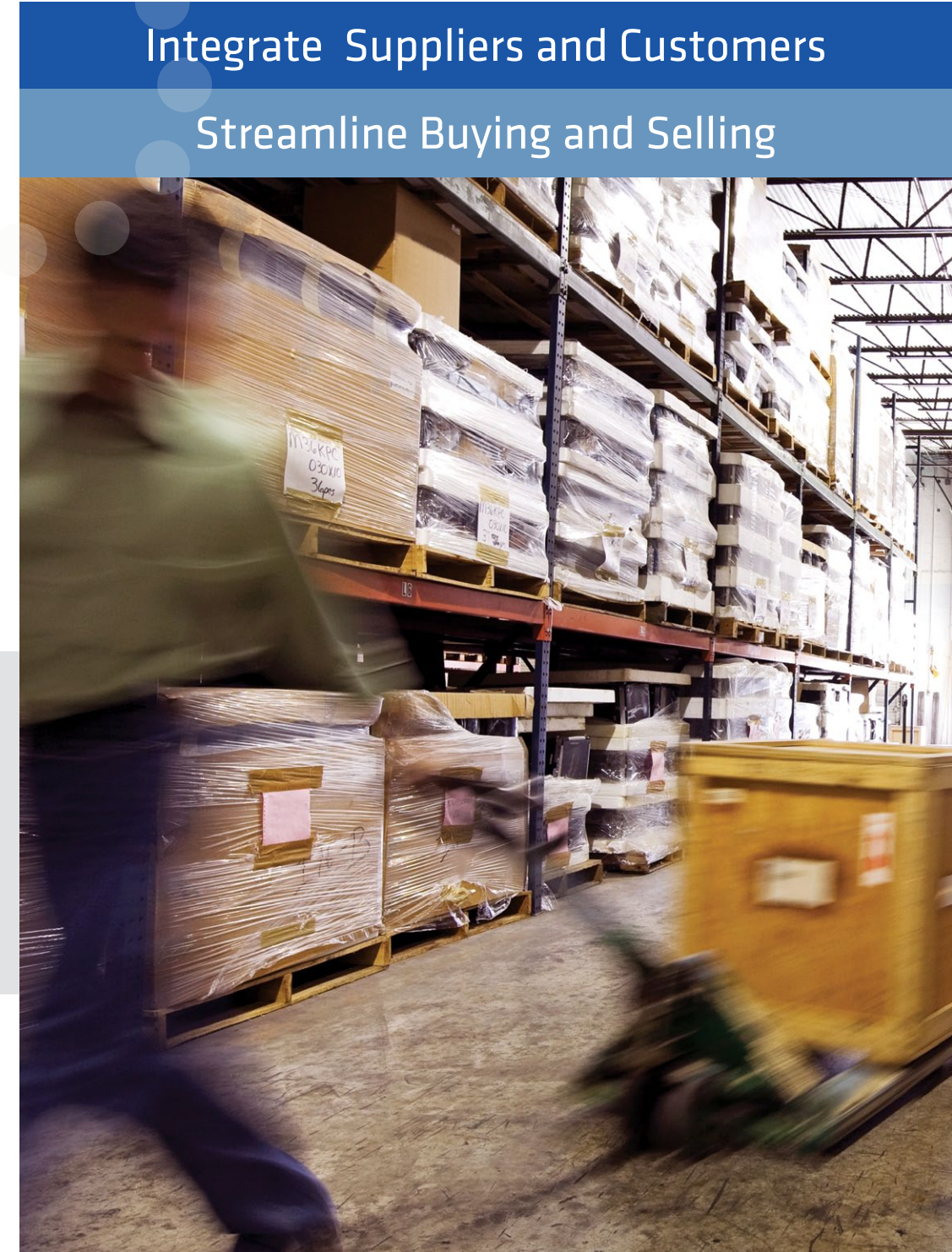


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Integrate Suppliers and Customers

Streamline Buying and Selling

Millions of businesses globally are all experiencing the same challenges – they need a better way of interacting with their supply chain.

## Supply Chain Challenges

Many enterprises have business-to-business (or B2B) solutions in place that link to other enterprises using XML, EDI, RPC, etc. However, B2B workflows between large and smaller enterprises are often not automated.

A majority of companies still rely on phone, fax and email to request information, place orders and exchange documents with their suppliers and customers. Suppliers, dealers and distributors cannot access real-time inventory and pricing information causing costly delays due to manual processes, and out of sync systems.

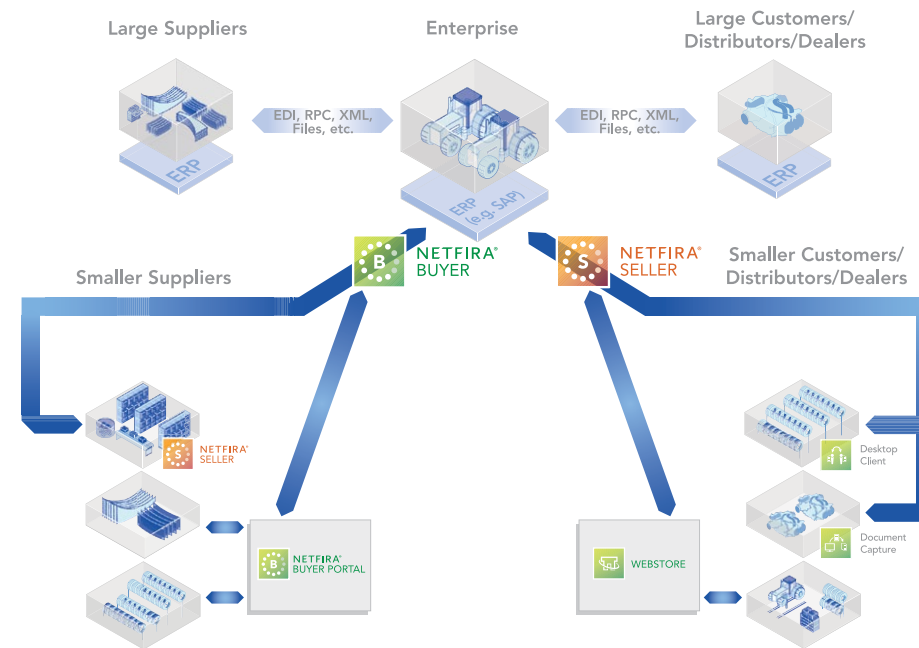
## Why Netfira?

### The Netfira Solutions

Netfira is a breakthrough business-to-business supply chain solution that streamlines the buying and selling process. Netfira facilitates REAL-TIME, electronic transactions between trading partners, eliminates manual data entry and integrates with back-office systems to provide powerful, REAL-TIME information about inventory levels and pricing within their supply chain.

Netfira connects large enterprises to SMBs and streamlines your supply chain:

- REAL-TIME transactions and visibility
- Multiple Buyer Solutions with fully integrated purchasing
- Automated processing of sales orders, invoices and POs
- Seamless integration with ERP systems
- SAP certified, cloud enabled application



Automate your orders with Netfira

## Netfira Components

The Netfira solution is comprised of three components, which transform the traditional buying and selling process into secure two way, REAL-TIME electronic commerce.



### Connecting Suppliers in REAL-TIME

Netfira offers a multitude of buyer solutions from an installable desktop to web-based products. This module allows the buyer to connect to the seller, look up inventory levels and personalized pricing in REAL-TIME, and transmit Purchase Orders (POs) electronically. Order confirmations, invoices and other documents can also be transmitted through Netfira Buyer. NetfiraBuyer will simplify your supply and inventory needs and eliminate outdated manual ordering processes.

Supply Chain Solution



### Connecting Customers in REAL-TIME

The Netfira Seller module is installed on the seller's server and integrated with their back-office ERP or accounting/inventory system. This integration enables buyers to view personalized inventory levels and price points in REAL-TIME. The Netfira Seller module is configurable and customizable to meet the seller's business needs. Orders generated and transmitted by buyers can be automatically inserted into the seller's back-office system, eliminating the need for manual data entry. Other documents such as order confirmations, invoices etc. can also be transmitted.

Distribution Chain Solution



### Service Oriented Architecture

Netfira is secure, adaptable, flexible and scalable. Users interact either in a peer-to-peer environment or via a web browser. The Netfira messaging system overlays the Internet Protocol (IP) allowing secure, guaranteed delivery, and the Authentication Server allows users access based on the credentials supplied during the authentication process. Netfira's peer-to-peer model enables scalability so minimal messaging is required to the Authentication Server. Netfira supports mobile devices and configurable plug-ins.