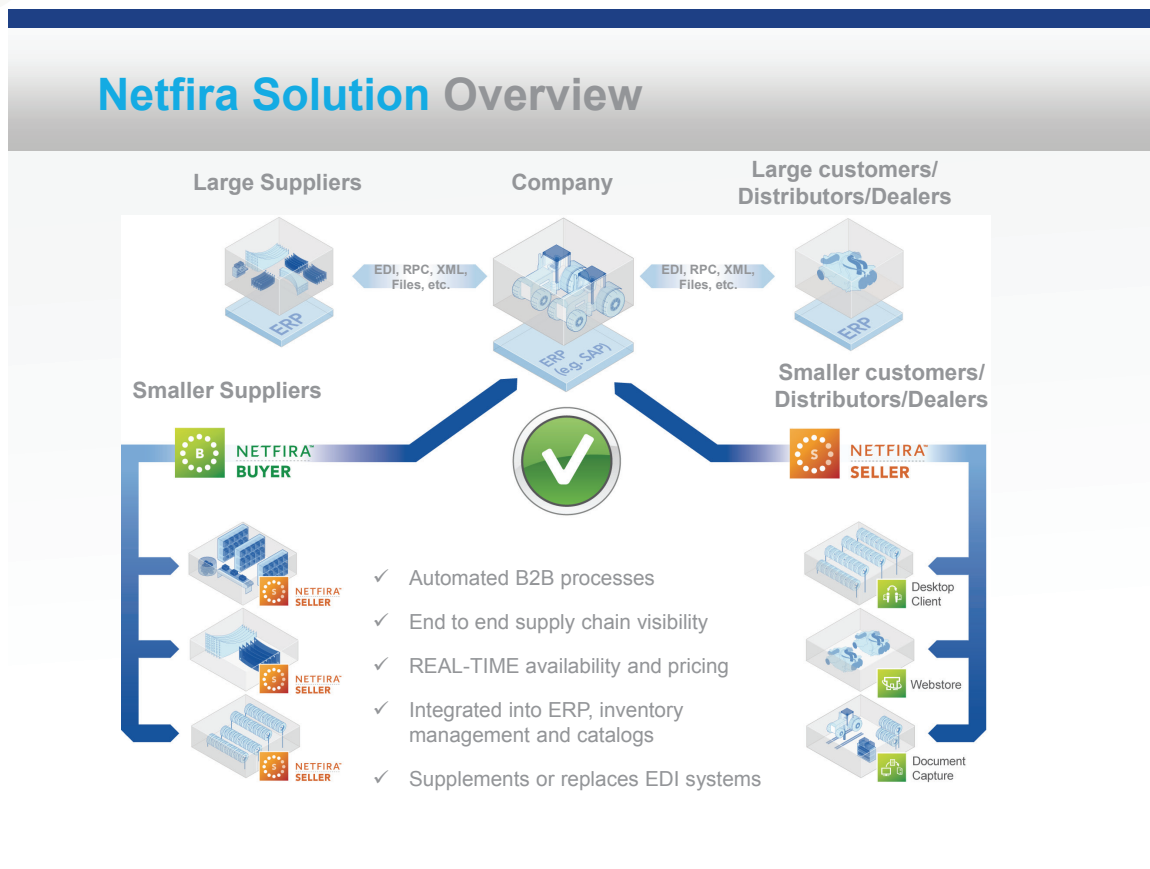


# Netfira Enterprise Buyer

## Description of Solution

### General Description of the Netfira Solution

Netfira is an innovative supply chain solution for optimizing purchasing and sales processes in Business-to-Business transactions.

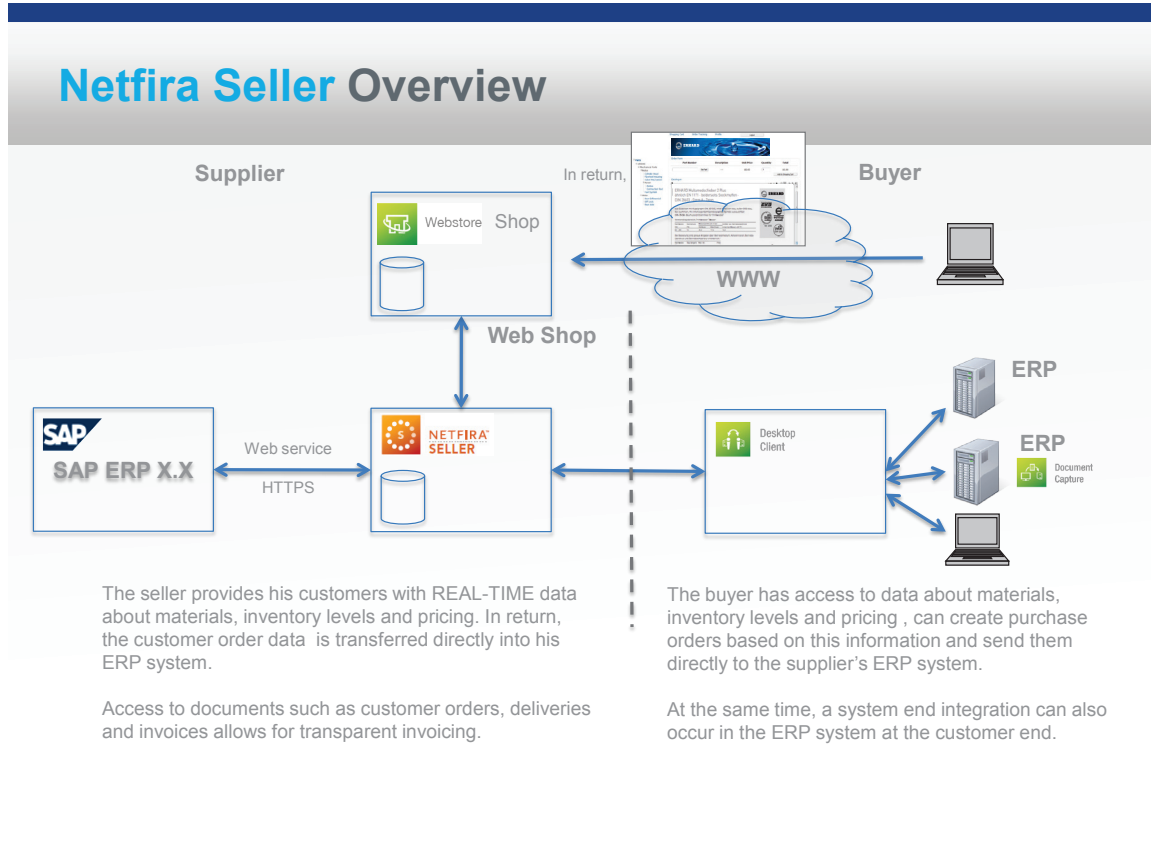


Electronic REAL-TIME transactions between the trading partners reduce data entry to a minimum. The seamless integration with the back office systems of customers and suppliers allows both business partners to access REAL-TIME information directly.

Depending on whoever is the driving force behind the introduction of the Netfira solution, we differentiate between the following scenarios:

### Netfira Enterprise Seller

The Netfira Seller module is installed on a server of the manufacturer/supplier ("Seller") and is integrated in his ERP system or inventory/accounting system (for example, SAP, Oracle, Sage, Microsoft, among others).



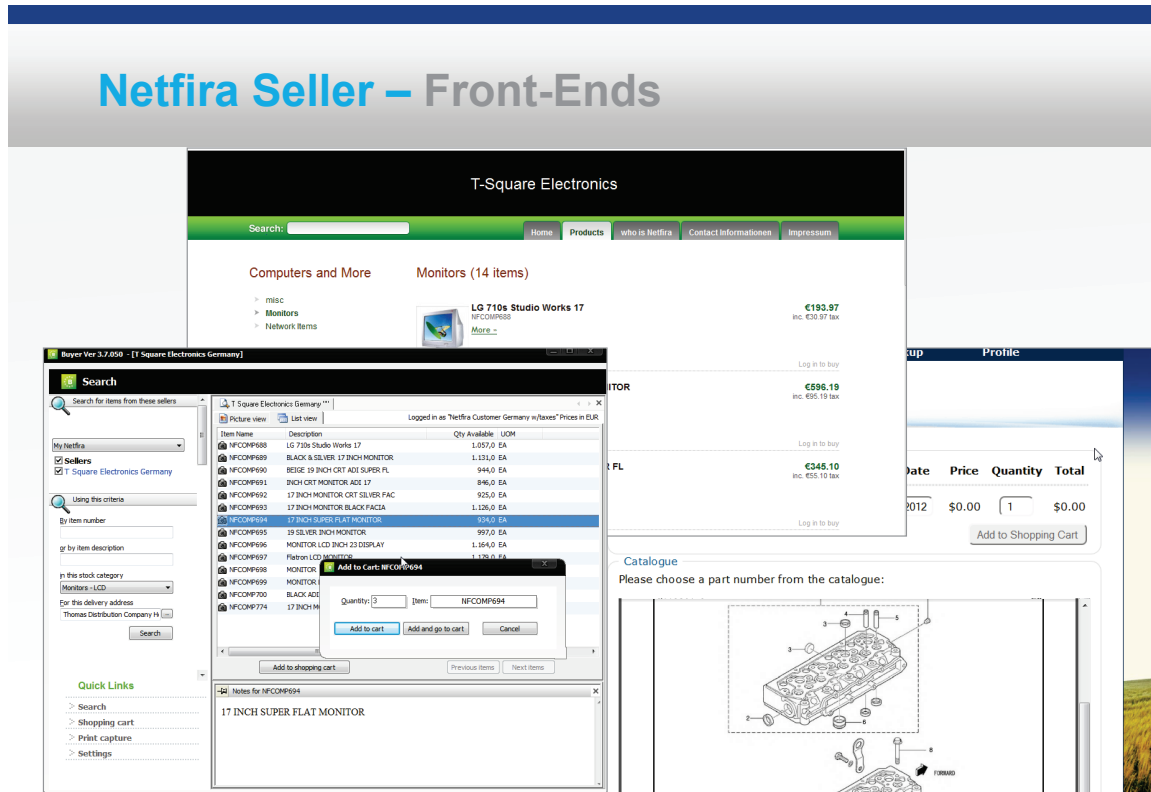
This integration allows customers to display the inventory levels and their special prices in REAL-TIME. The Netfira Seller module is configurable and can be customized to meet the business requirements of the manufacturer/supplier.

The orders triggered and transmitted by the buyers are transferred automatically to the back office system of the manufacturer, thus manual data entry is no longer necessary.

On the part of customers, Netfira offers various solution modules for buyers, from a desktop solution that can be installed up to Web-based products. With these modules, customers can connect to the manufacturer, display the inventory levels and customer-specific prices in REAL-TIME, and transmit purchase orders electronically.

## Different Front Ends

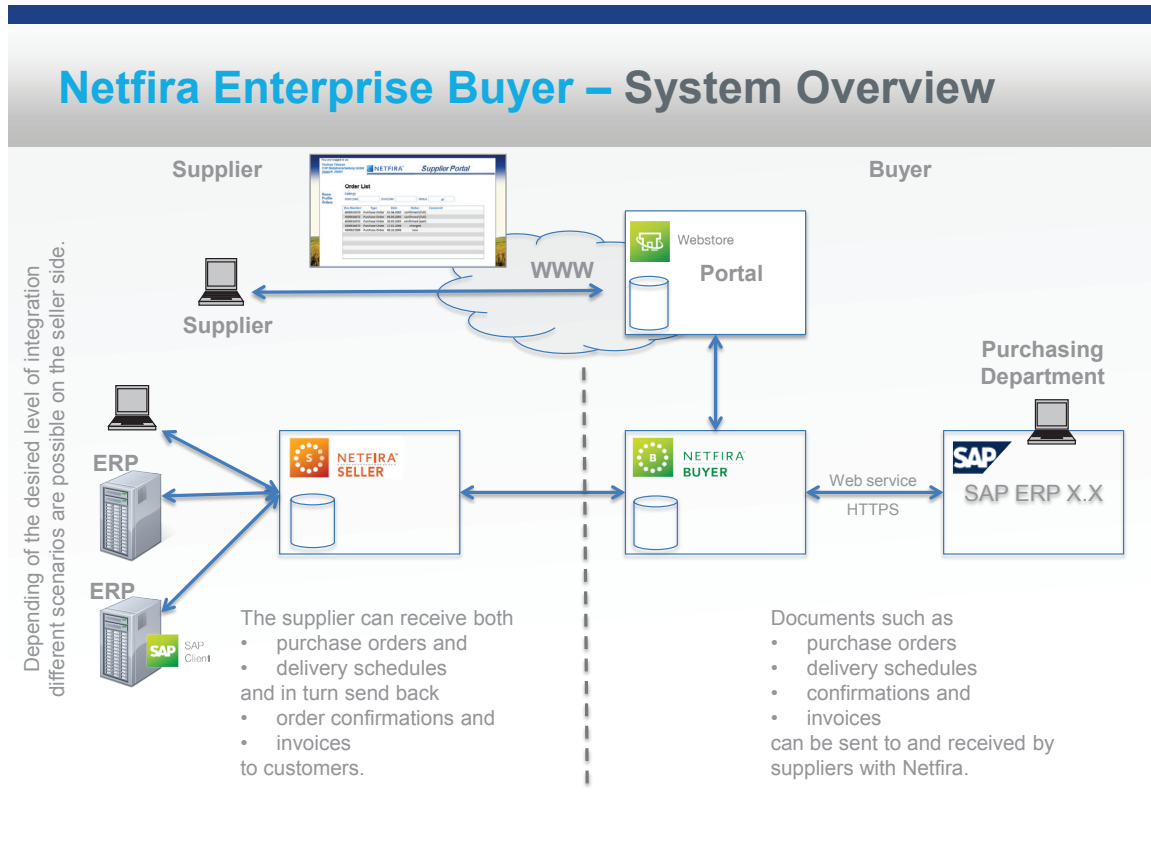
Different desktops are conceivable depending on the requirements of the customers and/or the degree of integration provided by the customer.



### Netfira Enterprise Buyer

In contrast to the “Seller” solution, Netfira Enterprise Buyer focuses on the buyer and the integration of the suppliers.

Netfira Buyer is installed on a server of the customer (“Buyer”) and is integrated with purchasing in his ERP system (for example, SAP, Oracle, Sage, Microsoft, Ariba, among others).




Purchasing documents can be exchanged with suppliers due to this integration. The Netfira Buyer module is configurable and may be customized in this manner to your specific purchasing requirements.

Purchase orders as well as purchase order amendments and delivery schedules can be transmitted to the suppliers. The documents can be processed at the supplier’s end (confirmation) and conveyed back again to your ERP system. Your supplier can also transmit invoice data in this manner.

## Enterprise Buyer Portal – Order Detail

You are logged in as  
**Thomas Thiesen**  
 TOP Metallverarbeitung GmbH  
 Suppl.#: 20001

 *Supplier Portal*

*all*

### Order Detail

**Home**  
**Profile**  
**Orders**

Order # 4500016573    Date: 17.01.2006    Status: changed  
 Contact Person: Chef,H. / 069/5510  
 Delivery Terms: EXW Stuttgart    Payment Terms: sofort zahlbar ohne Abzug  
 Total Value: 142.760,00    Currency: EUR  
 Delivery Address: Werk Hamburg / Alsterdorfer Strasse 13 / 22299 Hamburg  
 Comment:

Item#	Material# Date	Quantity	Cust.Material Price (Unit)	Description	Net value	Status
10	GTS-14025X 11.04.2005	10,00 ST	FH-RAHMEN XLT-EI 4688,00	Fahrerhausrahmen (Stahl)	46880,00	not confirmed
20	GTS-14025 14.04.2005	10,00 ST	FH-RAHMEN XLT-AL 9588,00	Fahrerhausrahmen (Aluminium)	95880,00	not confirmed

Netfira Enterprise Buyer also offers the option of providing the customer with the original print document as a PDF attachment.

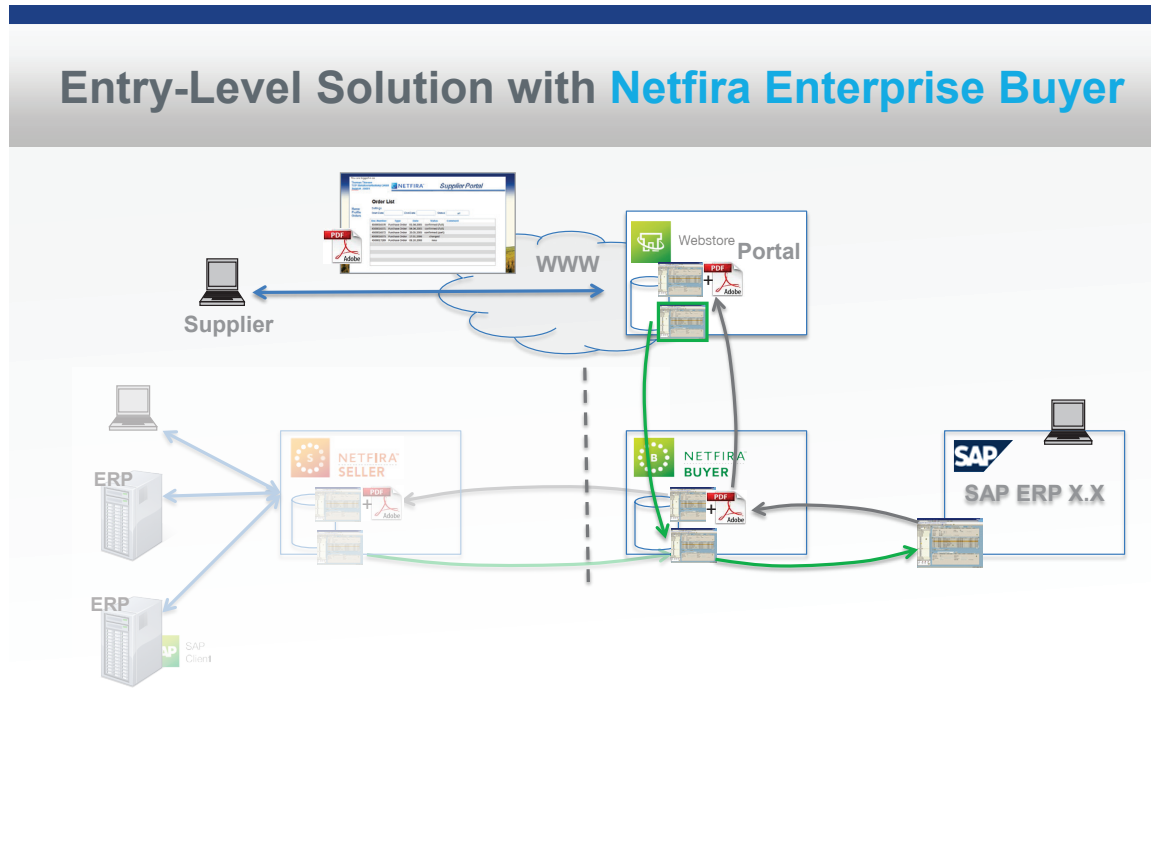
The purchase orders triggered and transmitted by the buyer can, depending on the desired level of integration, be transferred automatically to the back-office system of the supplier so that manual data entry is no longer necessary at his end.

At the supplier end ("Seller"), Netfira offers multiple solution modules from an installable server solution with optional ERP integration up to Web-based products. Ideally, REAL-TIME inventory and price queries are available to the "Buyer" in this manner.

The Netfira Enterprise Buyer solution thus provided can also be compared with an EDI solution for all intents and purposes, although it offers further possibilities.

### Scalability

With Netfira Enterprise Buyer, you can integrate your suppliers in no time by starting the Netfira Buyer Portal. This solution without without the use of Netfira Seller at the supplier end permits fast connection to the suppliers.



If complete integration is subsequently desired on the part of the suppliers also, this is possible with the subsequent installation of the Netfira Seller at the supplier end and requires merely minor adjustments to the buyer end.

### Delivery schedules

The exchange of delivery schedule dates is in the current release planning stage at present will be available as of summer 2012.

### **Implementation approach**

A Netfira solution can normally be used productively by our customers within a few weeks.

To ensure a smooth introduction, Netfira offers a “proof of concept” as a tried and tested process model. The functionality provided and integration of the Netfira solution are thereby agreed in advance in depth with the customer and are described in the form of a “Business Blueprint document”.

The implementation and piloting occurs with a small number (3-4) suppliers based on the “Business Blueprint document”. Customized adjustments may not yet be part of the piloting.

All customized adjustments are provided at the latest once the piloting has been successfully accepted and the final implementation then occurs.

Experience shows that a pilot including the necessary consulting can be provided within 2 months. The installation and start-up only take a few days in this case. There is usually a smooth transition to the productive system within a few weeks.



Connecting Buyers and Sellers in REAL-TIME

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 sellers' back-office systems to provide buyers with powerful, REAL-TIME information about inventory levels and pricing within their supply chain.

**+1 925.468.4153** | [info@netfira.com](mailto:info@netfira.com) | [www.netfira.com](http://www.netfira.com)

SAN FRANCISCO | MUNICH | SYDNEY