



Automate Order Processing into SAP with Netfira

The Benefits of a REAL-TIME Connection between Buyers and Sellers

Netfira Sales Order Processing

- **REAL-TIME inventory and pricing**
- **Eliminate phone, fax and email orders**
- **Automate integration of sales orders, invoices and POs**

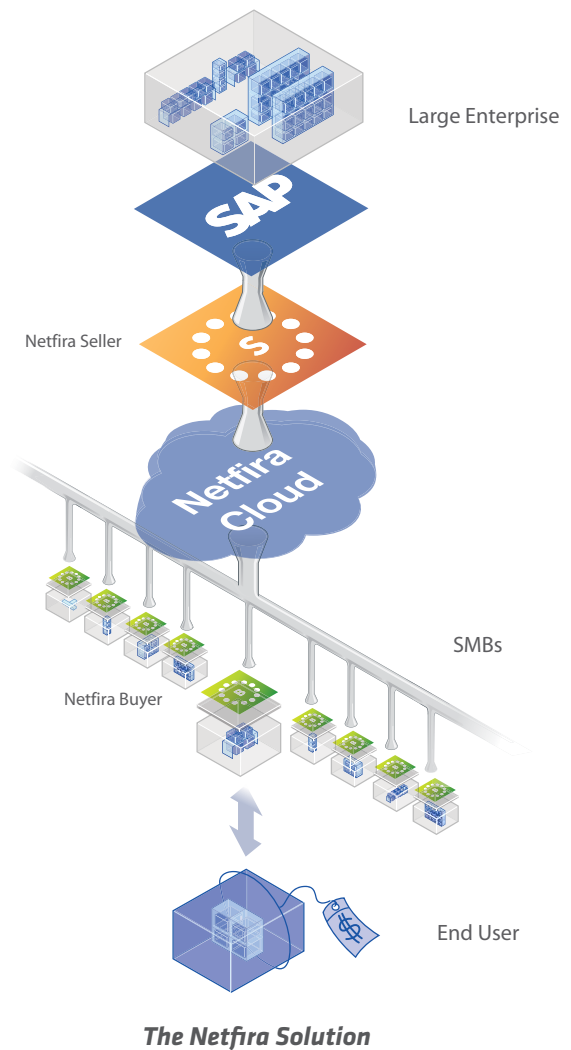
Whether you're a manufacturer, distributor or wholesaler, your company's ability to deliver doesn't just depend on you. It depends on how effectively you can work with and optimize your entire extended supply chain. One of the biggest problems for large enterprises is the inability to electronically connect with small and medium-sized suppliers and customers because they often lack the appropriate systems and supply chain integration.

Most small and medium-sized businesses (SMBs) can't afford enterprise resource planning (ERP), electronic data interchange (EDI) or other automated solutions. Therefore, business processes between large enterprises and SMBs such as order processing and invoicing are not automated. Additionally, the fax or email automation tools available today do not provide REAL-TIME information for buyers and sellers, and often require manual intervention to correct errors.

Netfira provides affordable automated order processing that is in sync with ERP, inventory and accounting systems, and provides REAL-TIME information throughout the supply chain. Netfira also eliminates manual data entry and disconnected business processes while lowering costs. Order processing speed is dramatically increased; there are minimal human errors and a reduced amount of product returns.

Netfira is Certified for Integration with SAP NetWeaver 7.0

Netfira can streamline and automate your business processes and routine operational tasks. Now you can transact uniformly and in REAL-TIME with companies of all sizes.



Operational efficiency increases when you have a solution that integrates with your extended supply network, and collaborates with your suppliers and partners instantly. This results in higher fulfillment of customer orders with supply chain visibility that guides operations.

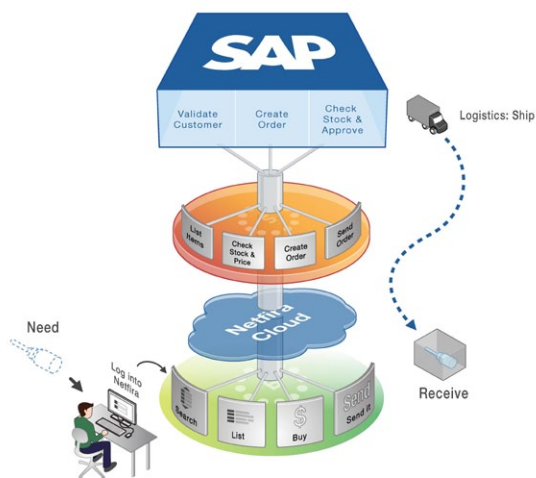
Problems with Phone, Fax and Email Orders

- Costly and error prone
- More expensive to process
- Labor intensive
- Reviewed and handled separately one at a time
- No REAL-TIME information about pricing and availability for buyers

Become 100% Electronic with Netfira

Now there is a solution that standardizes processes, accelerates operations and is customizable so that buyers can view buyer-specific inventory and buyer-specific prices in REAL-TIME.

Buyers can immediately place orders automatically into their sellers' system! Netfira's SAP Adapter interfaces with your SAP system and can be customized to meet unique business needs easily, quickly and cost-effectively. For example, buyers can do REAL-TIME inventory lookup based on the product and quantity they need. Sellers can be granted permission to do reverse-inventory lookup into their buyers' inventory, allowing them to forecast demand and pro-actively plan production or initiate shipments.



Netfira Sales Order Processing

Features and Benefits

Netfira is built to connect to the SAP system using standard SAP function modules. There are many advantages to this approach:

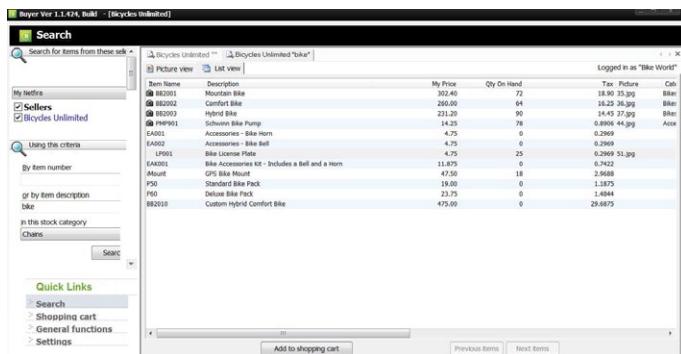
- **Independent:** Largely independent of the SAP ERP version installed at the Seller
- **Fast:** Tremendously increases speed of order processing
- **Secure:** Does not interfere with SAP functionality or any customer-specific development
- **Customizable:** Sellers can showcase buyer-specific inventory and pricing visible to each buyer
- **Flexible:** Allows inventory visibility throughout the supply chain

The Netfira adapter can be configured to create a sales order automatically in the SAP system when a purchase is made. Other data, such as payment terms, are automatically determined within SAP, based on the customer pre-configuration.

Now, large enterprises can link to SMBs (and vice-versa) quickly, with a customizable, affordable solution that is easy to implement. As a seller, if you want to facilitate REAL-TIME, electronic transactions between trading partners, eliminate manual data entry, or integrate with small suppliers, dealers or distributors' back-office systems, now there is a solution that works!

- Provide buyers with buyer-specific REAL-TIME information on availability and pricing
- Eliminate phone, fax and email processes and manual data entry
- Reduce cost and eliminate errors
- Automate your business processes
- Streamline operational tasks, increase ROI and accelerate the order-to-cash cycle
- Uniform process to integrate with all sized businesses in your network
- Inventory visibility: Transform your supply chain into a responsive network
- Link to multiple SAP applications

Customers can now run their businesses more effectively and overcome operational inefficiencies that challenges in today's business environment.



Netfira Buyer screen displays a list of parts searched

Pricing

The Netfira solution consists of two modules: Netfira Seller and Netfira Buyer. Customers can buy an enterprise license or pay either a monthly, quarterly, or annual subscription fee. This is software as a service (SaaS) pricing model.

How Netfira Powers LS Tractor

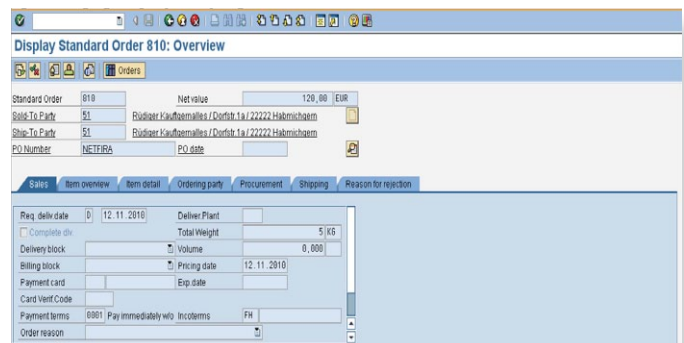
LS Tractor, one of the fastest growing tractor manufacturers in the world, had hundreds of dealers located all over the United States ordering by phone, fax and email. This manual ordering system handled an 80,000 part inventory that included an overwhelming catalogue of tractor models and configuration options. LS Tractor's SAP system was located at their headquarters in Korea which dramatically affected the costs and time spent on transactions, both for LS Tractor and their dealers and distributors.

After Netfira implementation, LS Tractor invited their entire dealer network to use their new web-based automated ordering system. A few months later, LS Tractor began to see a return on investment. All their dealers had adopted the new solution. All transactions were configured online and processed automatically, and hence human errors and processing delays were eliminated. The solution was working seamlessly with their SAP system located at their Korean headquarters. LS Tractor and their dealer network were **100% satisfied** with Netfira.

SAP® Certified

Powered by SAP NetWeaver®

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 system displays auto-generated sales orders

Summary

Using Netfira, companies of all sizes can become connected electronically and automate business processes. In today's challenging business environment, best-in-class companies have clarity across all aspects of their business, which allows them to act quickly with increased insight, efficiency and flexibility. Every business is constantly trying to do more with less, and Netfira will help companies automate business processes, reduce costs, optimize performance and gain agility with insight into REAL-TIME inventory pricing and availability.

Automate your orders with Netfira

To learn more, visit www.netfira.com. Contact a Netfira sales representative today at info@netfira.com.



Connecting Buyers and Sellers in REAL-TIME

Netfira is a breakthrough business-to-business (B2B) 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 the supply chain.

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