

# TRADING PARTNER CONNECT



AN INTERNET TRADING NETWORK  
FOR DISTRIBUTORS



ACTIVANT

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Activant Trading Partner Connect, an Internet trading network for distributors, streamlines the commerce process between distributors and their manufacturers/suppliers, and customers.

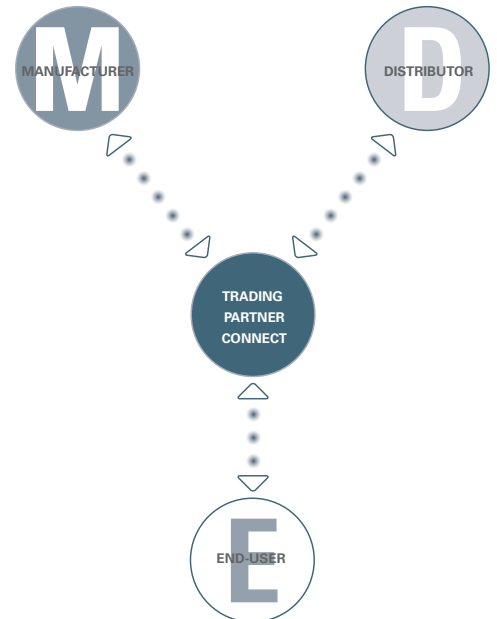
## YESTERDAY

In the past, flow of information was one way. Manufacturers had to blindly guess when creating their production schedules. Distributors had to spend hours searching for out-of-stock or non-stock items. And end-users could never be sure when they would receive their orders.



## TODAY USING TRADING PARTNER CONNECT

With Trading Partner Connect, information flows throughout the secure Internet trading network, increasing collaborative opportunities and streamlining processes. Both manufacturers and distributors can increase sales and improve customer service, while reducing operating costs.



# HARNESS THE POWER OF THE INTERNET



**For years, distributors and manufacturers have separately concentrated on using technology to reduce operational costs, improve customer service, and grow sales.**

Because both parties lacked the ability to impact the commerce processes beyond their portion of the supply chain, the focus had been on how to do this within the walls of their own businesses.

Under this system, information flowed one way. Manufacturers blindly guessed demand when creating their production schedules. Distributors spent hours searching for out-of-stock or non-stock items. And end-users could never be sure when they would receive their orders.

Recognizing that real advancement could only be achieved when this linear form of communications became more cyclical, Activant® found a way to harness the power of the Internet to streamline commerce processes – Trading Partner Connect.

With Trading Partner Connect, information flows throughout the secure Internet trading network, increasing collaborative opportunities and streamlining processes. Both manufacturers and distributors can increase sales and improve customer service, while reducing operating costs.

Trading Partner Connect does more than streamline the supply chain. It turns it into an information channel, allowing distributors and manufacturers to electronically exchange information in a secure environment. Most important, trading partners choose with whom they conduct business and how much information to share with each trading partner.

# COMMUNICATE **USING YOUR OWN ITEM CODES**

**“Trading Partner Connect’s ability to access a broad base of products is a huge benefit to customers. Customers want the product when they order it, and this process reduces channel time significantly. Distributors benefit as well, since satisfied customers will likely call again knowing that their requests are handled in an efficient, cost-effective manner.”**

Mike Baker, President  
Quality Mill Supply

**Imagine a place where you can source items from your partners using your own item codes, develop secure relationships with your customers and manufacturers/suppliers, and eliminate EDI VAN charges in the process.**

That’s what Trading Partner Connect offers distributors. B2B Marketplace, the heart of Trading Partner Connect, provides you with the relationship management tools you need to successfully streamline your processes. You choose with whom and what you trade over a secure Internet connection.

In addition, B2B Marketplace provides a rationalized catalog that gives you access to millions of items representing more than 2,000 manufacturer lines. When you join Trading Partner Connect, your inventory is matched against this ever-growing catalog. That means every time you source an item from a trading partner, you use your own item codes. B2B Marketplace acts as a translator, with everyone maintaining their own item codes in the privacy of their own business system.

All transactions completed via Trading Partner Connect are done in real time, meaning you get the most accurate information available. You also save money because Trading Partner Connect eliminates EDI VAN charges when interacting with other Trading Partner Connect members.

# DISTRIBUTORS WORKING WITH MANUFACTURERS

“Distributors’ customer service representatives will save time looking for stock pricing and availability via the network, rather than calling their manufacturers to satisfy customer requests.”

Lynne Henson, Controller  
Superior Abrasives

**More and more, manufacturers/suppliers are requiring their distributors to conduct business electronically or face penalties.**

Trading Partner Connect enables you and your manufacturers/suppliers to streamline the transaction process and share key information, making you partners in the supply chain and helping you better meet your customers’ needs.

Named B2B Buyer, this aspect of Trading Partner Connect streamlines the purchasing process between you and your manufacturers, saving you time and money.

With Trading Partner Connect, you connect directly to your manufacturers’ business systems, enabling you to send and receive business documents. This not only improves your relationships with manufacturers but also reduces lead-time and the need to carry excess inventory. In addition this connectivity virtually eliminates re-keying errors.

Trading Partner Connect also allows you to receive expected ship dates from manufacturers, saving you time and providing valuable customer service data. Similarly, you can import invoices and material receipt reconciliation documents and upload price updates, preventing payables issues that can arise when price increases are not enacted in a timely manner.

# DISTRIBUTORS WORKING WITH DISTRIBUTORS

“With an estimated 20 to 25 percent of many distributors’ inventory dead, or not moving, Trading Partner Connect is a tremendous resource that will, in part, re-capitalize and re-energize the industry.”

Lee Eagan, Jr., Chairman and CEO  
Oliver H. Van Horn Co., LLC

**By partnering with distributors in other geographical locations or outside your industry, you can increase sales without investing in additional inventory, warehouse space, or staff.**

Trading Partner Connect B2B Alliance allows you to strengthen and improve your existing relationships with other distributors, and build new, profitable ones.

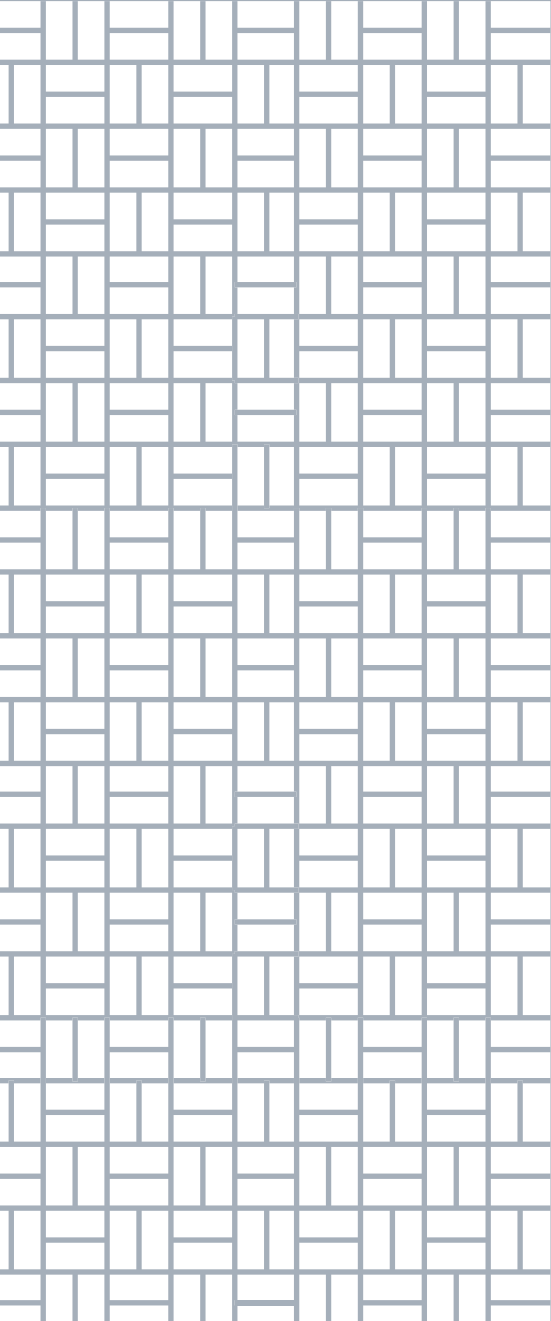
Trading relationships with other distributors create new sales opportunities and give you access to billions of dollars of inventory.

Customer service improves too. In the past, sourcing products from other distributors required several lengthy phone conversations. With Trading Partner Connect, you can source items from multiple vendors/partners in less than a minute, vastly improving your customer service response time.

You can also create trading relationships to reduce your dead stock and give you access to better pricing. Trading Partner Connect helps you identify and form trading relationships with distributors who are actively selling stock that you have marked as inactive or dead in your inventory. In turn, you can source another distributor’s slow-moving or dead inventory at discount prices to increase your margins.



# BEYOND THE NETWORK



**Trading Partner Connect can be your portal to other trading communities, enabling you to maximize your use of the Internet to conduct business without hurting your bottom line.**

Membership in Trading Partner Connect does not limit you to forming relationships exclusively with other members. Through B2B Gateway you can connect to other purchasing platforms and trading communities with whom you choose to do business.

Respond quickly and efficiently to your customers' needs by directly integrating with their ERP systems or electronic marketplaces. For example, distributors who have relationships with tool crib software can receive restocking orders directly from the vending machines on shop room floors.

# SERVICE CUSTOMERS

## AROUND-THE-CLOCK AND AROUND-THE-WORLD

“With B2B Seller, we’ve significantly reduced the time and associated costs that our customer service representatives spend on the phone.”

Michael LaPorte, Vice President  
Bergen Industrial Supply



**A Web-based storefront enables you to serve customers on the other side of the country without opening a branch or hiring more staff.**

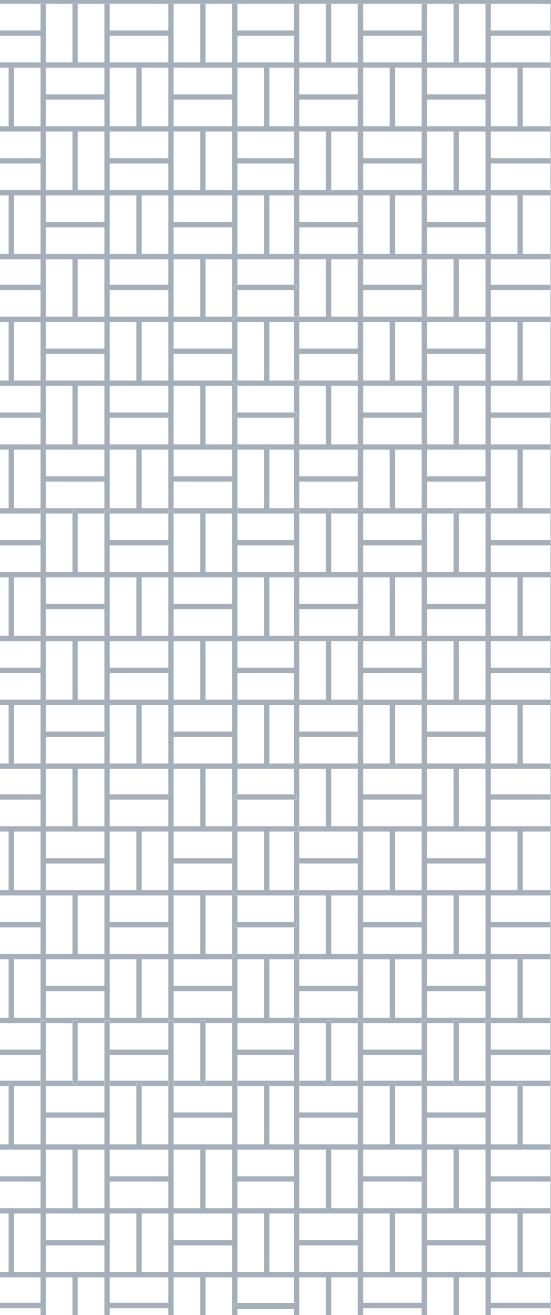
In today's electronic world, many end-users expect you to have a Web-based storefront in order to do business with them. Trading Partner Connect B2B Seller provides you with a fully hosted and integrated Web-based storefront solution that services your existing and prospective customers, 24 hours a day, seven days a week.

Your customers can check inventory, place orders, track invoices, check the status of open orders as well as look at past purchases – all without intervention from your staff. You can also gain access to new customers in other geographic regions without investing in costly warehouse space.

This not only increases sales and improves customer service, but also enables your customer service staff to focus on more profitable tasks, such as selling.

CHOOSE THE

# ACTIVANT ADVANTAGE



Activant provides technology solutions and services to more than 3,800 wholesale distributors throughout North America. A leading technology provider for the distribution industry, Activant develops comprehensive enterprise software solutions to help distributors improve customer service and maximize the return on their technology investment. In addition, the company offers an Internet trading network that expedites sourcing, expands geographic reach, and streamlines transactions between distributors and manufacturers. Activant solutions are backed by a host of professional services, including support, consulting, and educational programs.

Activant Solutions Inc. (“Activant”) is a leading technology provider of business management solutions serving small and medium-sized retail and wholesale distribution businesses in three primary vertical markets: hardlines and lumber; wholesale distribution; and the automotive parts aftermarket. Founded in 1972, Activant provides customers with tailored proprietary software, professional services, content, supply chain connectivity, and analytics. More than 30,000 customer locations use an Activant solution to manage their day-to-day operations. Activant has operations in California, Colorado, Connecticut, Illinois, New Jersey, Pennsylvania, South Carolina, Texas, Utah, Canada, France, Ireland, and the United Kingdom.

Learn more about Activant Trading Partner Connect and Activant’s many other solutions and services by visiting [www.activant.com](http://www.activant.com), e-mailing [distribution@activant.com](mailto:distribution@activant.com), or calling 1-800-776-7438, press 1.



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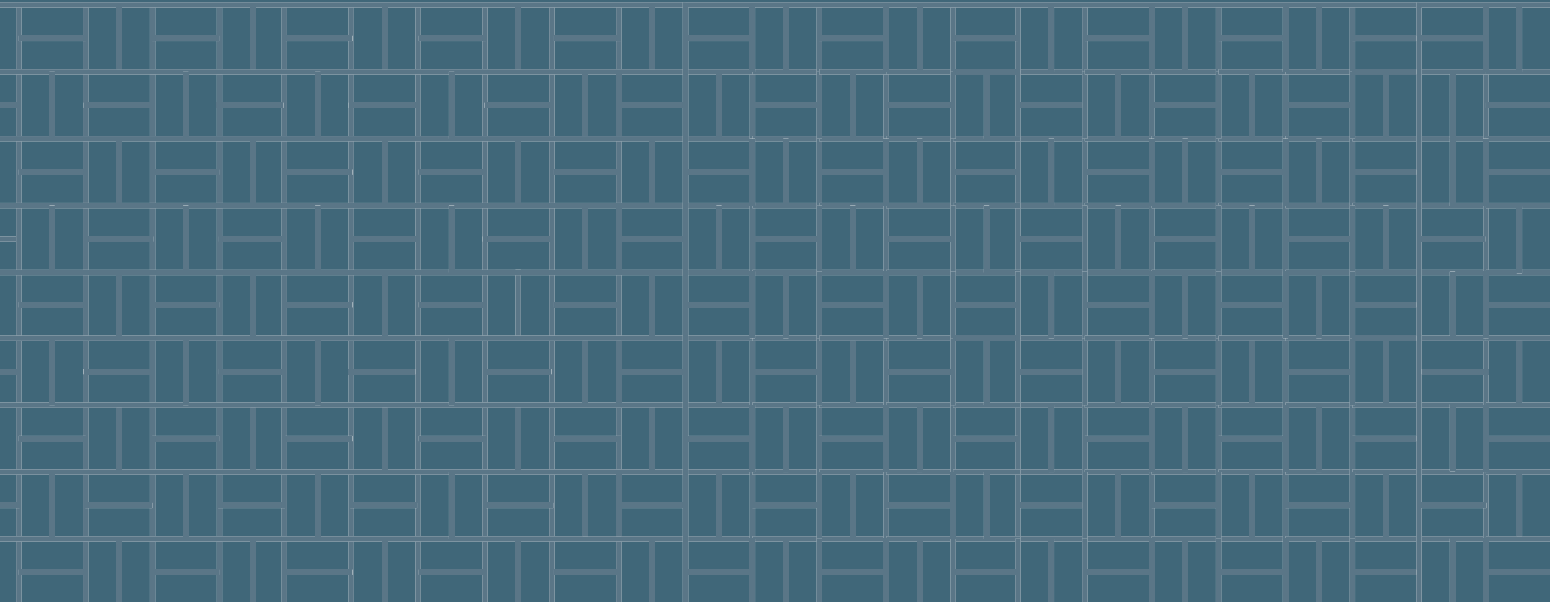
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