The Unified **eBusiness** Platform For Growing Companies

connectedbusiness

Choose The Connected Business Edition That Is Right For You!

Express Edition: The Connected Business Express Edition is 100% free with unlimited users, customers, products, etc. It is the perfect upgrade for companies using a simple accounting solution such as QuickBooks, QuickBooks Enterprise, old Foxpro based systems, or inexpensive shopping cart solutions. The Connected Business Express Edition works with the free Microsoft SQL Express database engine.

Download today at www.connectedbusiness.com.

Professional Edition: The Connected Business Professional Edition includes everything in the Express Edition and adds the following: Multi-Segmented General Ledger option (for complex accounting), 4 predefined user roles so you can limit employee access to sensitive data, the ability to work with the full Microsoft SQL database engine for speed and performance and our 24/6 technical support for peace of mind.

Enterprise Edition: The Connected Business Enterprise Edition includes everything in the Professional Edition and adds the following: Access to all core customization features such as; User Role Designer, Screen Designer, Search Designer, Data Dictionary (to add / modify fields / views). Access to the web-based dashboard designer. The option to install third party plug-ins / modules.

Your Data – Your Choice. Setup Connected Business In Our Shared Cloud Or Your Own Private Cloud.

At Connected Business we understand that nothing is more important to your business than your confidential business data, so we give you the option to host your data anywhere you like. With that said, we also understand that many companies want to focus on growing their business and leave the I.T. tasks to professionals, so we have created a few cloud plans for you…

Connected Business Shared Cloud – The Connected Business shared cloud is designed to bring a low-cost hosting option to our Express and Professional Edition users. It includes; 1GB of eCommerce storage, 10GB of Microsoft SQL Storage, Unlimited Bandwidth and Nightly Backups. Our shared cloud does not work with our eShopCONNECTED or Live Chat modules as these can both be resource intensive (based on the company). Companies that need these optional modules are encouraged to explore our private cloud options

Connected Business Private Cloud (powered By Epcom) – We have partnered with Epcom World (A leading provider of data centers to Fortune 500 companies) to provide you with several private cloud choices optimized for Connected Business. These dedicated virtual servers provide you with the power you need whether you are just starting or already process tens of thousands of transactions a day. In additional to our "turn key" solutions, custom solutions can be created based on your exact needs.

The eBusiness Platform For Growth

Connected Business uses a unified approach that combines sales channels & internal operations into a single, comprehensive solution.

Benefits include:
- Stronger sales
- Higher customer satisfaction
- Greater operational efficiency
- Increased profits

Business Intelligence
Statistics, Key performance indicators

System
Preferences, security, customizations

CRM
Contacts, emails, activities

RepZio
Remote order entry, third party sales reps, tradeshows.

Accounting
General ledger, financial statements

Sales Services
External sales services

Banking
Bank accounts, reconciliations

Customer
Customers, order fulfillment, credit control

eShopConnected
External eCommerce online stores

POS
Cash registers, kiosks, product scanners

Shipping
Shipping rates, labels & processes

Supplier
Suppliers, bills payment

eCommerce
Content management, shopping cart, live chat support, blogs

3PL Services
External shipping services

Inventory
Inventory, stock management

JOOR & NuORDER
B2B, wholesale marketplace

Warehouse App
Warehouse, stock management, order fulfillment, shipping

62% of B2B Distributors & Manufacturers plan on moving to unified solution to improve the competitiveness of their business...

Those in the market for a new eCommerce solution are likely to select a unified solution that is integrated with eCommerce and other systems (i.e. ERP) according to Forrester Research.

FORRESTER®

62% INTEGRATED SOLUTION

36% STANDALONE E-COMMERCE SYSTEMS

3% UNDECIDED
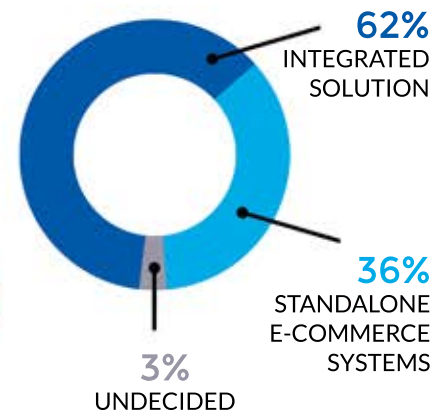
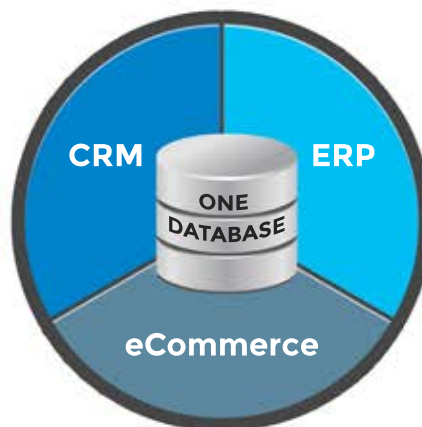# Fact: Unified Solutions Makes Your Company More Competitive...

Higher Inventory Accuracy
Real-time inventory. Supply chain aware.

Better Customer Adoption
Inventory and pricing confidence drives the adoption.

Increase Sales
Buyer convenience drives sales. Email marketing of new products drives expansion

CRM · ERP · eCommerce · ONE DATABASE

Increased Cross Sales
Buyers can easily see substitute items or Out-of-Stock products & accessories

Reduced Maintenance Costs
Unified solutions require less maintenance reducing costs (One Database / Logic)

Better Customer Service
Customers can self-service online. Customer service team have everything in one place.

"

By using the upsell tools built into Connected Business, we have increased our average order by $200 since we switched from QuickBooks. For us, that's $3.9 million a year in additional sales!

Our biggest regret is not moving to Connected Business sooner!

"

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eBusiness. Simplified.

Sales Order - [To be generated] - Basset Luggage

Home | CRM

New | Save | Save and Close | Undo | Find | Void | Add Payment | Print | Customer Detail | Create Purchase Order | Create Drop Ship Order | Duplicate Sales Order | Import Sales Quote | Convert To Sales Invoice | Freight Quote | Product Lookup

Data | Report | Tools

Order | Notes | Customer | Sales Rep | History | Audit Trail | Attachments | MaxMind | Shipment List

Field	Value	Field	Value
Order Code	[To be generated]	Alternate Order #	
Order Date	1/17/2019	Location	East Coast Warehouse
Customer PO		Web Store	
Payment Term	Net 30 - East Coast	Source	Unknown
Shipping Method	User Entered Delivery Charge	Coupon Code	
Currency	EURO 1.450600	Ship Date	1/17/2019
Contact	Brenda Basset	Opportunity	

☐ Blind Ship ☑ Allow BO ☐ Shipped ☐ Priority

Custom Fields | Accounts | Workflow | Trading Info

Field	Value
Cust.Out.Bal	$ 0.00
On Sales Order	$ 3,037.63
Total	$ 3,037.63
Credit Limit	$ 0.00
Available Credit	($ 3,037.63)
LYTD Turnover	$ 0.00

Inventory | Overall Availability | Commission | Shipped | Profit

Item Name	Quantity	Allocate	Reserved	UM	Description	Location	Type	D	Sales Price	Net Price	Ext Price
12827	1.00	1.00	0.00	EACH	American Flyer Grande Dots 4 Piece ...	East Coast Wa...			$ 184.23	$ 184.23	$ 184.23
10058	1.00	1.00	0.00	EACH	Royce Deluxe Hanging Toiletry Bag	East Coast Wa...			$ 113.15	$ 113.15	$ 113.15
12168	1.00	1.00	0.00	EACH	Olympia Skyhawk Expandable Three ...	East Coast Wa...			$ 274.16	$ 274.16	$ 274.16
	0.00	0.00									

Availability | History | Substitutes | Accessories | Cross Sell | Ext Description | Supplier | PO Reservation - 12827 | General - 12827

Item Name	Location	UM	UM Qty	In Stock	Allocated	Free Stock	Stock Level
12827	East Coast Warehouse	EACH		1.00	0.00	2.00	-2.00	●
12827	West C	EACH		1.00	20.00	5.00	15.00	●

Substitutes

Item Name	Quantity	Unit Measure	UMQty		Description	In Stock	Allocated	Free Stock
10057-BK	0.00	EACH	1.00	Add	Royce Deluxe Leather Passport Case with Removab...	44.00	0.00	44.00
10057-BK-01	0.00	EACH	1.00	Add	Royce Deluxe Leather Passport Case with Removab...	35.00	2.00	33.00
10057-BK-02	0.00	EACH	1.00	Add	Royce Deluxe Leather Passport Case with Removab...	34.00	0.00	34.00

Cross Sell

Item Name	Quantity	UM	UM Qty		Item Description	In Stock	Allocated	Free Stock
11225	0.00	EACH	1.00	Add	Amy Butler for Kalencom Dream Traveler Carry-On	25.00	0.00	25.00
13396	0.00	EACH	1.00	Add	Athalon 29" Hybrid Travelers	0.00	0.00	0.00
16889	0.00	EACH	1.00	Add	Travelpro WalkAbout Lite 4 20" Expandable Wide Body S...	0.00	0.00	0.00

Accessories

Accessory Name	Quantity	UM	UM Qty		Item Description	In Stock	Allocated	Free Stock
10058	0.00	EACH	1.00	Add	Royce Deluxe Hanging Toiletry Bag	25.00	2.00	23.00
10306	0.00	EACH	1.00	Add	Pacsafe 85L Backpack/Bag Protector	25.00	0.00	25.00

PO Reservation - 11225

Reservation Code	PO-000015		PO-000016		PO-000017	
Due Date	1/17/2019		1/17/2019		1/17/2019	
Quantity Ordered		100.00		50.00		100.00
Unit Measure	EACH		EACH		EACH	
Available		0.00		0.00		0.00
Reserved		100.00		50.00		100.00

We love how the Connected Business Allocation & Reservation feature gives us total control of our inventory. Our sales team can now give accurate ship dates based on incoming purchases and presell items before they arrive.
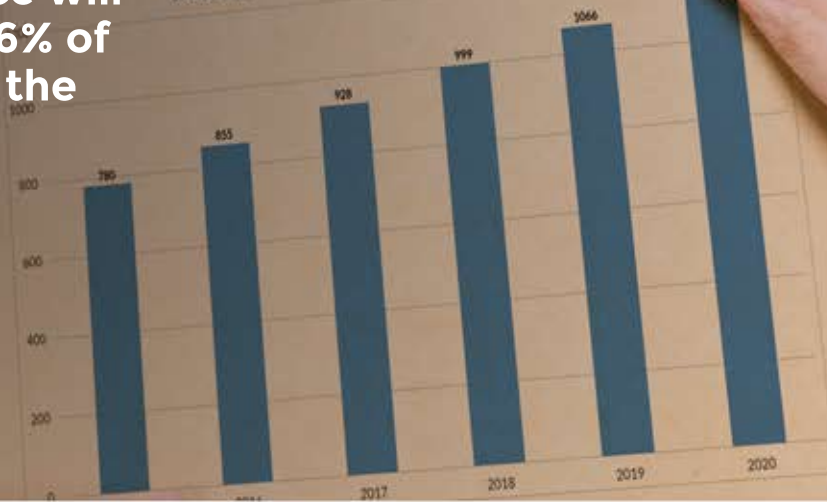
This has had a dramatic effect on our inventory turns, cashflow, and customer satisfaction.

B2B eCommerce will account for 19.6% of all B2B sales in the U.S. by 2020.

USA B2B eCommerce Sales 2015-2020 (Billions)

780 855 928 999 1066

2017 2018 2019 2020

" We were skeptical to invest in eCommerce based on previous failures. Since moving to Connected Business our eCommerce sales have exploded.

Within 3 Years our B2B & B2C eCommerce sales grew over 2000% and continues to grow with no end in sight... "

" We Moved From A NetSuite / Magento Solution To Connected Business; Our Ecommerce Sales Increased 300% The First Month... "
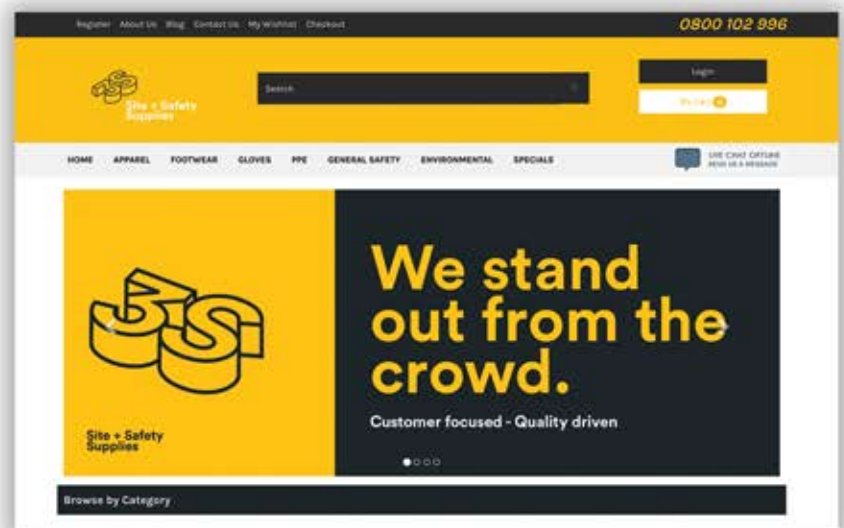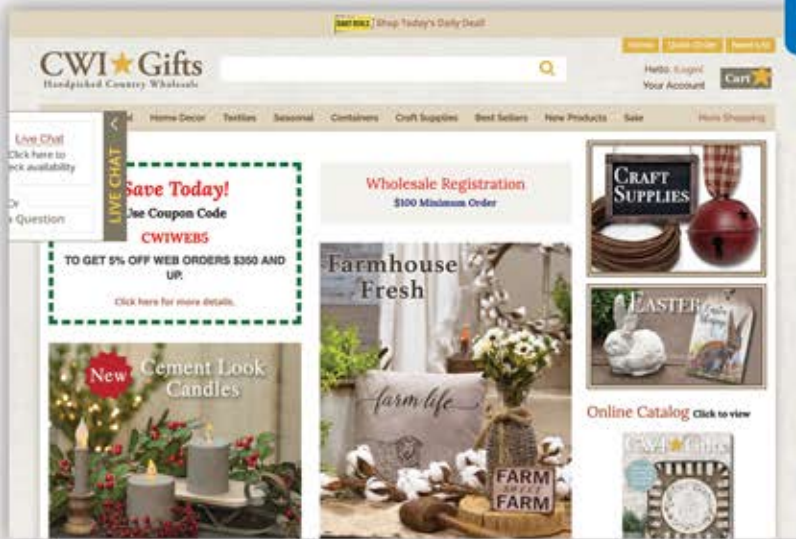
18 Reasons Why eBusiness Is Better Than eCommerce...

1 **Real-Time Data / One Data Source**
Todays buyers expect 100% accurate information when buying online. This requires real-time data.

2 **Multiple Web Stores**
Create multiple web stores each with their own branding, pricing, credit cards, etc.

3 **Centralize Your Customer Data**
Provide customers with a centralized 360 degree view of their account: repeat orders, maintain addresses, view invoices (and make online payments), credit memos, etc.

4 **Centralize Your Customer Service**
Provide your customer service team with centralized data for faster, 100% accurate information.

5 **Centralize Your Inventory Data**
100% real-time stock information across sales channels. One centralized: product catalog, pricing, promotions / coupons, etc

6 **Centralize Your Supply Chain**
Display product availability based on current and incoming stock. Automatically reserve products from next available incoming purchase.

7 **Centralize Credit Information**
Centralize Customer Credit Terms / Holds Across Sales Channels.

8 **Centralize Credit Cards**
Share credit cards across all direct sales channels and internal workflows. For example, authorize when taking the order and convert to a charge when shipping.

9 **Multiple Logins Per Account**
Give each buyer in an organization a unique login. Track buyers inside orders. Custom marketing campaigns based on individual buyer history.

Buyer Specific Catalogs **10**
Limit each buyer in an organization to view / purchase approved products on login.

Sales Rep / Affiliate **11**
Allow internal / external sales reps to earn commissions across sales channels. Give sales reps a unique url to enter sales orders. Easily calculate & pay commissions.

Sales Quotations **12**
Allow b2b buyers to view / enter sales quotations online for approval.

Increase Customer Adoption **13**
Buyer confidence in inventory, delivery, and pricing is critical to customer adoption. Studies have found unified solutions have higher ecommerce adoption.

Increase Sales **14**
Studies have found that customers that order online will: a) buy from you more frequently, b) buy new product lines, and c) purchase upsell suggestions.

Centralize Your Business Rules **15**
Centralize pricing, shipping, taxation, payment terms, credit limits, coupons, promotions, gift cards, loyalty points, login permissions, back orders, special pricing, inventory units of measure, & much, much, more across all direct selling channels.

Lower Maintenance Costs **16**
No data to import / export. No messy connectors to setup and maintain. Maintain one solution.

Increased Profits **17**
Unified solutions increase: sales, productivity, and your bottom line

Sale Tax Reporting **18**
Connected Business works with Taxjar for sales tax reporting across all sales channels (Wholesale and Retail).
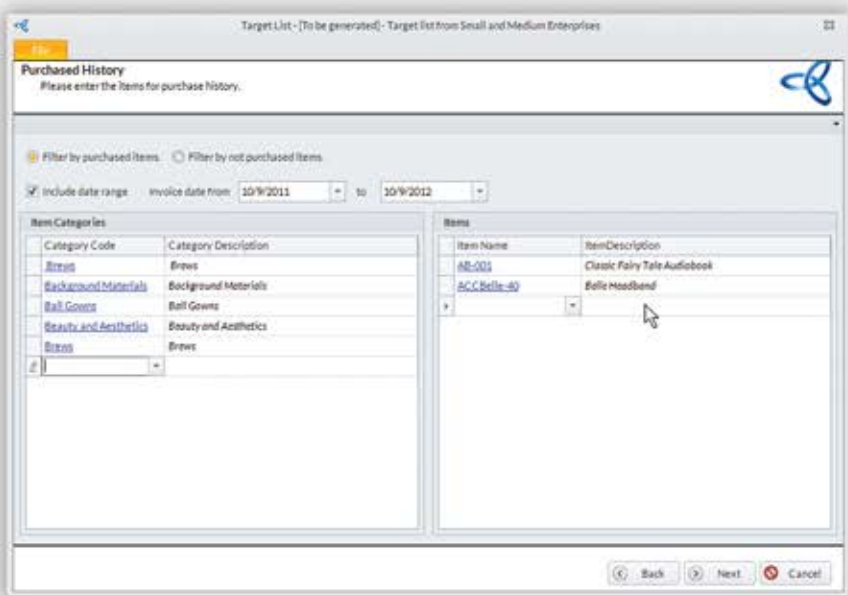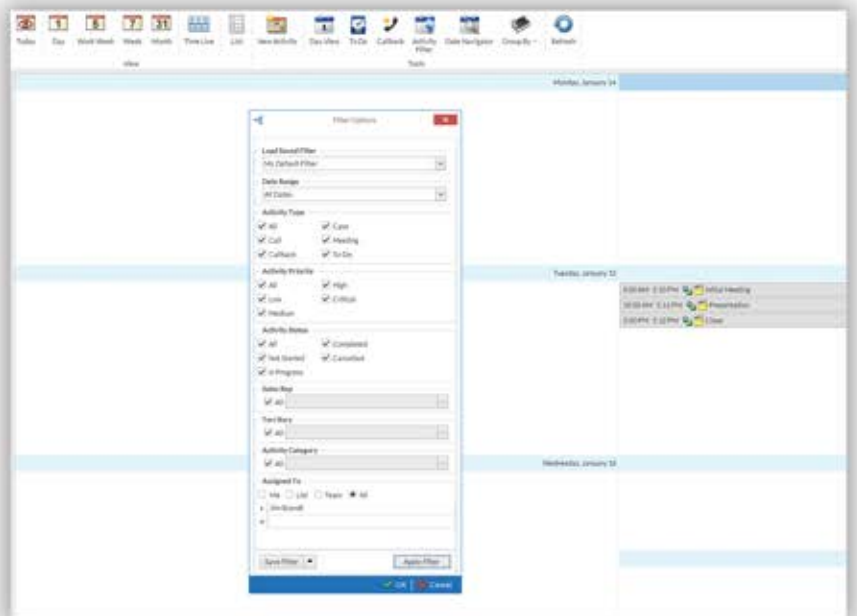
Using the target list option, we were able to create an email list of everyone who purchased last year's version of a specific product. We promoted the new version of the same product to everyone on the list.
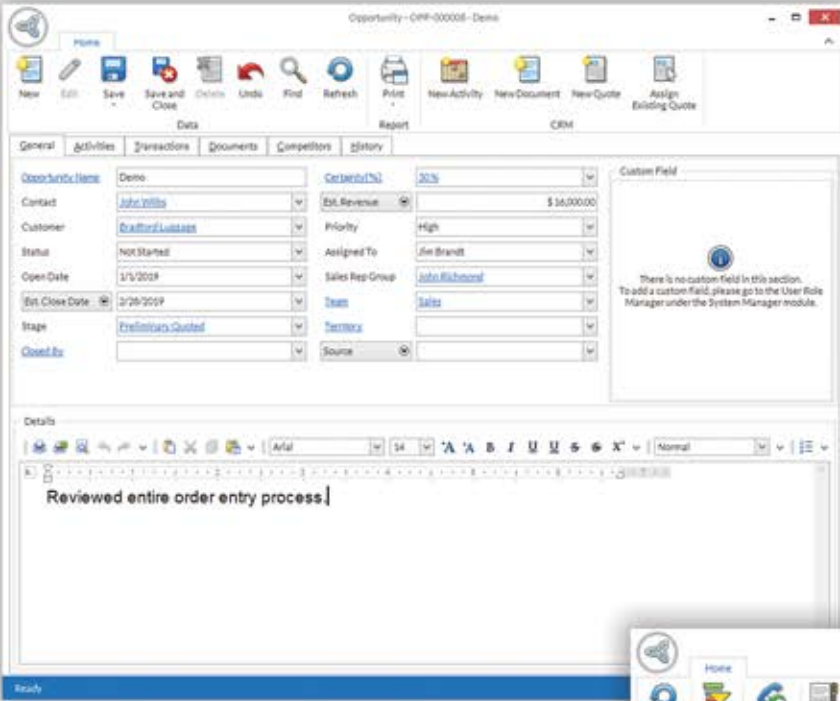
With the CRM Calendar, our sales team can collaborate on sales activities. This has translated into a significant increase in sales and close rates...
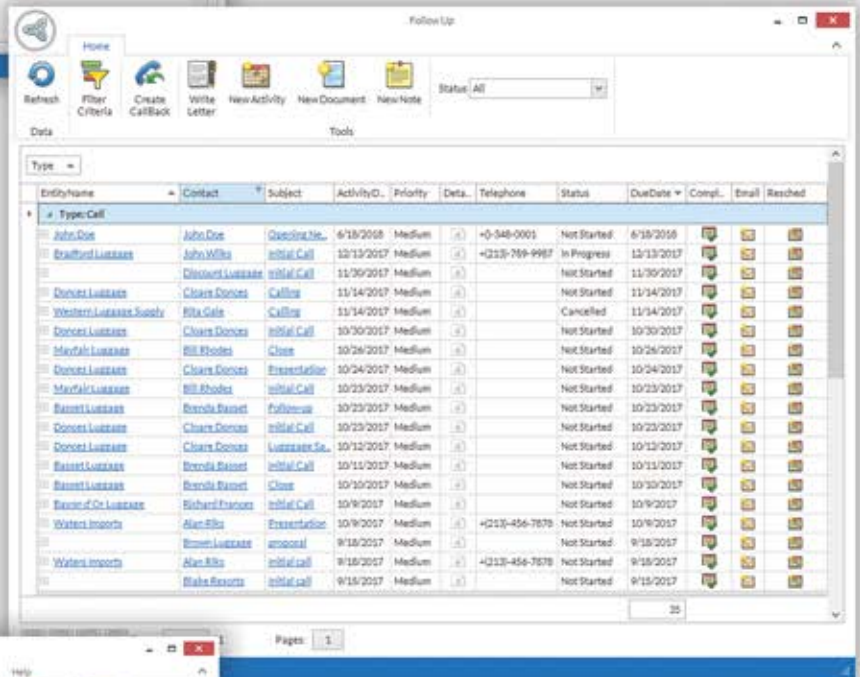
" The sales opportunities allow us to organize our sales efforts and follow-up with our customers and prospects. It has made a huge difference in the way we sell and our bottom line... "

" The follow-up form keeps our sales team on top of their activities, so we never miss an opportunity to sell or service our customers. "

" "The sales opportunity dashboard allows me to manage our sales efforts and accurately forecast future sales revenue..." "

Connects To Your Favorite B2C / B2B Marketplaces And Platforms

Centralize Customer, Inventory, Order, Fulfillment
And Tax Reporting Across All Your Sales Channels!

B2C
eCommerce

B2B
eCommerce

YOUR
WEBSITE

connectedbusiness

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