FIS/eSales² for B2B e-commerce

SHOP SOLUTION MADE EASY:
FAST, DIGITAL AND CUSTOMER-FRIENDLY

FIS

Seamless integration into your ERP system	Fast go-live for you and your customers	Back-end management with monitoring and evaluations	Responsive front end

B2B e-commerce increasingly gains in importance. Not only the quality or the price of a product is decisive to convince customers to buy this product. B2B-specific requirements such as individual pricing with separate conditions and release limits for individual buyers for instance have meanwhile become more decisive criteria.

The shop solution for the B2B area

FIS/eSales² creates the basis for your successful online business with features specifically designed for B2B e-commerce. With excellent system stability, FIS/eSales² provides online self-services around the clock as well as exact and always up-to-date information. Our shop solution will help you expand your business online, get to know and understand your customers better and provide them with a genuine added value. FIS/eSales² offers you an easy and fast initial access to B2B e-commerce. It contains predefined processes, all common shop functionalities for your online business and integrated interfaces in the standard version.

Take advantage of the solution's integration into your ERP system and the associated additional benefits from fast processes and automated information provision. The shop solution uses prefabricated communication functions for the exchange with the SAP system.

Your benefits through FIS/eSales²

- Fast application of the shop solution due to predefined templates and processes
- Reduced effort due to standardized interfaces, i.e. easy connection to your retailing system and product databases
- High scalability even if large article numbers are managed
- Identical price display in your online store and in other sales channels
- The headless architecture enables a separation of back end and front end and, as a consequence, provides more flexibility as well as an attractive design of the Web application.

Additional benefits for your customers:

- Insight into the customer account and current information on the order status
- Direct determination of the current net prices and display of availabilities
- User-friendly shop on all terminals

Overview of selected functions

FIS/eSales² is more than a shop solution because FIS/eSales² enables indirect access to selected SAP data. As a consequence, it serves as a **round-the-clock communication portal** between you and your customers. The solution uses master data from SAP and synchronizes it automatically. In this way, FIS/eSales² becomes a product database with integrated order and information portal.

Furthermore, FIS/eSales² provides the following features:

- Modern, responsive design
- Customized access to the shop system
- Catalog area with article search and article selection

- Search and comparison of products
- Multiple shopping cart
- Selection from different delivery types
- Self-service area with access to SAP documents
- Returns function
- Order entry function for field service
- Back-end management with monitoring and evaluations
- Automated cross-selling and much more.

SAP integration

The SAP system forms the basis, where data which is meaningful for the B2B environment and efficient processes such as individual price determination, availabilities, invoicing and goods dispatch for instance is stored. Due to the FIS/eSales² integration into your SAP system, these processes can quickly be executed. In order to avoid unnecessary SAP system loads in this connection, FIS/eSales² will only use resource-intensive processes if they are required and provides an up-to-date data basis when the SAP system load is low.

Flexibility through headless architecture

FIS/eSales² provides the front end as well as the back end. For optimal customer experience, the front end enables the establishment of the user interface by using advanced technology and its creation according to your corporate design.

Easy connection via standard interfaces

Industry-specific platforms like Oxomi or tools like Product Information Management System (PIM) and marketing automation are decisive for efficient and successful design of your online store. Due to our industry experience and successful cooperation with numerous customers, FIS/eSales² provides standardized interfaces for catalog data (OCI), commercial software for craftsmen (IDS and OpenMasterData), external Web catalogs or shop connections of third-party apps. They can be used without separate development and maintenance efforts.

THE FIS-GROUP

FIS Informationssysteme und Consulting GmbH is an expanding, independent company and forms the umbrella of the FIS Group. Within this group, more than 800 employees work to make companies more modern, more economical and more competitive every day.

FIS focuses on SAP projects and the development of efficient solutions that drive digitization in companies. As one of the leading SAP system houses in the D-A-CH region, FIS is the market leader in technical wholesale with its complete solution FIS/wws.

Together with its subsidiary Medienwerft, FIS covers the entire range of SAP topics for the customer experience (CX) sector.

References

meier tobler

WIEDEMANN GRUPPE

hiplo
HILLMANN + PLOOG

WALTER MEIER

MEG
Wir sind Profi.

DEUTSCHE STEINZEUG

TAXIS
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