

aspidistra

S O F T W A R E

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Shopfront B2B 50

Prepared for varAccountName

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on 28/06/2011

Introduction

Aspidistra Software proposes the use of our Shopfront B2B 50 solution for varAccountName, a fully integrated Business-to-Business e-commerce solution.

This will give your trade customers the ability to order online, either by stock code or by browsing your online catalogue.

- ❖ No rekeying of large orders into your Sage Line 50 installation.
- ❖ Save time and money reducing inputting errors.
- ❖ Place orders directly into your Sage Line 50 SOP queue & allocate the stock
- ❖ Give your trade customers their discounts online, in real-time.
- ❖ Show your true stock position to your trade customer base.
- ❖ Sell on account or take payment online (Sage Pay).
- ❖ Real-time credit checks against your customers credit limits set in Sage Line 50.
- ❖ Incorporate Sales departments, promotions, featured products, cross sells etc online
- ❖ Show previous orders, account history, regular items, copy invoices (via Spindle).
- ❖ Automate your business processes.

Through implementing Shopfront B2B 50, your trade customers will be able to order quickly and efficiently online. By allowing your customers to order online, you can reduce your internal cost of sale whilst freeing up your sales team and account managers to focus on generating new business. In addition, your customers will have the flexibility to order at a time which suits them, safe in the knowledge that their specific pricing and discount structures are available to them online.

Features

Design

The B2B website will be based on a template design. For those templates, colours and the font colour will be configurable to match your corporate colours. A company logo can be uploaded and the company details for footers etc can be specified to keep in line with the corporate look and feel for the website. There is a selection of templates available, which can be amended to reflect the corporate identity, either by yourselves or via Aspidistra Software. (Additional fees applicable)

Login and Account Creation

The system will provide facilities to create a login for an email address and associate it with a Sage Account. Each account can have multiple logins associated with it. One account can be designated a 'master' account so the more logins can be created where you wish your customer to add further purchasers.

Orders will show the name of the logged in user as the purchaser.

Ordering

Your customers will have two options to order products:

- Quick Order By Stock Code – the customer enters the stock code and the quantity required and adds them to the order.
- Browse Catalogue – the customer browses through the departments of your catalogue and add products to the shopping cart.

Departments

Shopfront Admin Area provides facilities to arrange your products in departments and sub-departments. Each department can have the following information

- Name
- Description
- Optional Image

Products

The following information will be synchronised from Sage 50:

- Stock Code
- Name
- Description
- Price (This is the Recommended Retail Price (RRP) not the price your customer will necessarily pay.)
- Tax Code
- Part No

The following product information can be added via the Shopfront Admin Area:

- One Image (Shopfront will create all the various sizes required)
- One Attachment
- Allow Back Order

The Shopfront Admin Area will allow the following fields to be overridden

- Name
- Description

Search

The site will provide one search box that will search in the following fields:

- Stock Code
- Part No
- Name
- Description

Stock Display

The site will show the stock position either as the number in stock or the words 'In Stock', 'Out of Stock'. Items that have 'Allow Back Order' set will always show 'Back Order' when not in stock.

The stock messages will be driven from Sage 50 and the current stock position.

Price Display, Discounts

The customer will see the prices appropriate to him from the price lists configured in Sage.

When products are added to the cart the discounts configured in Sage 50 will be applied (Discount % and one of the additional discounts – Invoice Value or Volume Discounts A-E)

Regular Items/Save Cart

The user will be able to see a list of items bought by him previously and add them to the basket.

The user will be able to remove items from the list of items bought by him previously so that they do not appear next time he logs in

If the customer leaves the site with a partially full cart, then that cart will be available on their return

Delivery Addresses

The customer can pick from the delivery addresses stored in Sage 50. Optionally you can allow the customer to enter other delivery addresses. If this option is enabled the customer can choose to save the address.

Shipping

The following shipping schemes are available:

- Flat Shipping – based on a 'Standard Box' charge
- Free shipping
- Shopfront Shipping schemes (weight based / location etc)
- Metapack option

Final Stock Check

Before the payment stage of the checkout, a final stock check will be undertaken and any items where 'back order' is not permitted and are out of stock, they will be removed from the cart and the customer notified.

Payment

By default order will be placed on the customer's account and no payment will be taken. Optionally the customer may be offered the facility to pay for the order by Credit Card via Sage Pay the Sage payment provider.

The ability to purchase can be denied if the account is on hold. Optionally the customer's credit can be checked and if the value of the basket plus the account balance is greater than the credit limit the purchase can be denied. If the Credit Card option is set then the customer can be offered this payment method. Alternatively, Aspidistra will write the functionality such that any orders exceeding a credit limit will allowed to be processed into

Sage 50, but additional notification of these types of orders will be sent internally to highlight these 'bad credit' orders. (£120.00 set up fee))

Order Placement

When an order is placed stock is allocated where there is insufficient stock, only the available stock will be allocated (part allocation).

The Order number will be derived from Sage

Order Tracking & History / Invoices

The site can provide two order tracking options:

- User Defined – This requires the courier web sites to be set up in Sage and the courier footer details completed for each order.

Previous order history will be shown on the site.

With our integration with Spindle, allow your customers to view and download previous invoices in PDF format. Reduce the administration overhead of your staff finding, copying and sending out these copy invoices. (£600 integration charge)

Optionally the customer can be given the facility to pay outstanding balances by credit card.

Promotions

Promotions can be run directly from the Shopfront Designer system. The following are included as standard within the B2B-50 platform:-

- Buy One Get One Free
- Buy X get one free
- Free product
- Free shipping
- % Discount off whole order
- £ Off whole order

Qualifier Options

- Automatic, i.e. the promotion will be applied to all orders
- Total spend
- Entry of a promotion code
- Incoming link
- Date, i.e. there is a start date and end date between which the promotion is active

Pricing

If all of the pre installation requirements are met and your network is well configured Shopfront B2B-50 can be installed in 2 hours; however, if the installation takes longer than these further charges will be levied. Shopfront support is available which entitles you to telephone support and free upgrades each year for new Sage 50 versions.

| | |
|-------------------------------|-------------------|
| Shopfront B2B 50 | £ 4,100.00 |
| Shopfront Support (B2B 50) pa | £ 820.00 pa |
| Total | £ 4,920.00 |

Options

| | |
|-----------------------------|---|
| Hosting options (per annum) | £ 800.00 pa |
| Sage ACT! integration | £ 600.00 |
| Spindle integration | £ 600.00 (not including Spindle licences) |

(Payment schedule of 50% Deposit & remaining 50% due 6 weeks after Agreement date)

Support of the solution will provide your business with unlimited telephone support, out of hours critical support, new releases of Shopfront, and cover for point releases of Sage 50 upgrades. The solution can be rolled out and up and running within four to five weeks, depending on how quickly you can populate the website using the Shopfront tools provided. Also note that training on the system will be provided and is covered with the pricing structure above.

If you decide to host yourselves, it is imperative that the below specifications and required software / specifications are on your local server and web server for Aspidistra to connect to. *(Aspidistra are not responsible for setting these Servers up, or installing / setting up the pre-requisite software as listed below)* Aspidistra will allow 2 hours of install time of the required Aspidistra software, If the installation goes beyond 2 hours due to incorrect setups on the hosting platforms, an hourly charge of £60 will be applied.

Requirements

Local Server / Pc setup

Windows XP Professional or Windows 7 Professional;
Windows Server 2000, 2003, 2008 or Windows SBS 2000/2003.
Sage 50 Professional Microsoft IIS 5/6/7 Microsoft .Net Framework 3.5
SQL Server 2000/2005/2008 or SQL Server Express 2005/2008
Broadband Router (port TCP/IP 80 server) and a fixed IP address
Where the website is being hosted a domain name pointing to the fixed IP address.

Web Hosting Requirements

Windows based server with RDP & FTP access (& Administration account for Aspidistra)
Microsoft IIS 5/6/7 (you may be required to install Windows Server 2008 'Handlers')
Microsoft .Net Framework 3.5
Anti-virus software
SQL Server 2005/2008 Web Edition (ensure fully backed up & back up routines in place)
Port 81 opened up to allow outbound calls / Log files & error files will need to managed
Where the website is being hosted a domain name pointing to a fixed IP address

Some example screenshots of the templates available. They can be amended to reflect your company etc.

Stationery Computer Mart

Catalogue

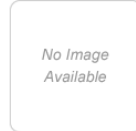
- Appliances >
- Kitchen >
- Decorating >
- Chef's Clothing >
- Promotional Material >
- Packing Materials >



Appliances



Kitchen



Decorating



Chef's Clothing



Promotional Material



Packing Materials


Featured Products



Dishwasher full size
 Lorem ipsum dolor sit amet, consectetur adipiscing elit.



Beech Wall Cabinet H70cm
 Lorem ipsum dolor sit amet, consectetur adipiscing elit.



shopfront

0 items (£0.00) | [Your Account](#) | [Logout](#) | [Quick Order](#)


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▶ **Welcome to Stationery Computer Mart**

Welcome - Lorem ipsum dolor sit amet, consectetur adipiscing elit. In egestas. Praesent aliquam justo vitae felis. Praesent senrate tempor purus. Phasellus leo dolor, pulvinar vitae, ullamcorper eget, nonummy a, libero. Nulla facilisi. Nulla diam risus, laoreet eget, porttitor eu, nonummy ut, nibh. Proin eu turpis a nunc sagittis sollicitudin. Ut consectetur ante lobortis nisl.


▶ **Featured Products**

Dishwasher full size



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Beech Wall Cabinet H70cm



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▶ **Search**

▶ **Catalogue**

- Appliances
-
- Kitchen
-
- Decorating
-
- Chef's Clothing
-
- Promotional Material
-
- Packing Materials
-

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10% Discount + Free Shipping
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Stationery Computer Mart

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Featured Products

Dishwasher full size



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Beech Wall Cabinet H70cm



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Search

Go

Catalogue

- ✳ Appliances
- ✳ Kitchen
- ✳ Decorating
- ✳ Chef's Clothing
- ✳ Promotional Material
- ✳ Packing Materials



Catalogue

- ✓ Appliances
- ✓ Kitchen
- ✓ Decorating
- ✓ Chef's Clothing
- ✓ Promotional Material
- ✓ Packing Materials

Stationery Computer Mart

Appliances

No Image Available

Kitchen

No Image Available

Decorating

No Image Available

Chef's Clothing

No Image Available

Promotional Material

No Image Available

Packing Materials

No Image Available

Shopping cart

0 Items (£0.00)

Manufacturers

Featured Products

Dishwasher full size



Beech Wall Cabinet H70cm



