

# Opportunities provided by the B2(B2B) Approach from the Service Provider's Point of View

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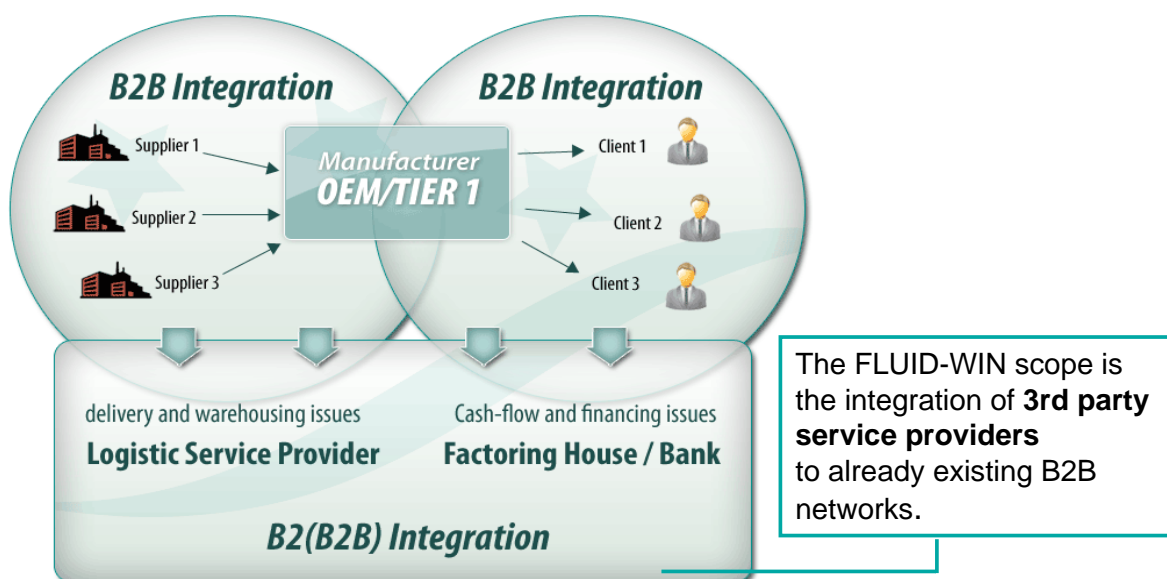
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## Scope of the Project



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### Logistic Service Provider

- Type: global or local logistic companies, mainly SMEs
- Provided services: Transportation services, Warehouse management
- Business communication: RfQ, Orders, Transport documents, KPIs, Invoices



### Financial Service Provider

- Type: banks, factoring houses
- Provided services: Factoring, Invoice Discounting
- Business communication: Factoring orders, Invoices, Attachements, KPIs, Status information.

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## General Advantages of FLUID-WIN

### ▪ Many-to-many integration

One single communication platform, where logistic (LSPs) and financial service providers (FSPs) collaborate with manufacturers or its suppliers, as well as with each other.

### ▪ Flexibility

Easy to integrate to existing B2B platforms, and makes it possible for companies to continue using their entire infrastructure without additional investments.

### ▪ Independency

Means that all partners are equally integrated into the platform - which is open to everybody in the supply chain, independent from their role in the network and their IT background.

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➔ LSPs' goals are to achieve a higher degree of B2B interoperability due to fluctuating global demand for their services and for their logistic capacities.

### Saving potentials for LSPs...

- Reducing human effort and human administration of order management
- Forecasting availability
- Decreasing the time for clarifying the order status
- Increasing the efficiency of allocation of resources
- Cutting down on conventional ways of communication to save money
- Reduction of IT development and operation costs based on ASP business model

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➔ FSPs' goals are to get insight into the real business processes behind financial requests → to reduce the risk and costs of trade financing. Their motivation is to provide more flexible trade financial tools with lower interest rate, and be more competitive in their business.

### Saving potentials for FSPs...

- Quicker transfer of invoices, special user interface for invoices where they get confirmation
- More trustworthy electronic communication
- Pre-checking for documents to eliminate the mistakes
- Lower risk of existing clients
- Information delivering in real time and not historically.

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FLUID-WIN Functionality	Services			
	Transportation	Warehousing	Invoice Discounting	Factoring
Logistic Forecast Propagation	x	x		
Logistic Order Management	x	x		
Change Notification of Logistic Related Information	x	x		
Logistic Order Status Monitoring	x	x		
Publication of Logistic Pro-forma Invoices	x	x		
Transportation Document Management	x			
Quality Measurement of LSP Service	x	x	x	x
Stock Information		x		
Electronic Invoice Management	x	x	x	x
Financial Service Management			x	x
Financial Service Status Monitoring	x	x	x	x
KPI for FSP	x	x	x	x
Quality Measurement of FSP Service			x	x

X Logistic related function

X Multi-domain function

X Financial related function

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## Conclusion

➔ **FLUID-WIN is a new generation tool for efficient supply chain integration, which provides...**

- **Improvement potentials** of business processes
- Cost reduction possibilities and **attractive ROI**
- Higher degree of **transparency** for networked enterprises
- Shorter transaction times and speed-up processes
- **More accurate data** and information flow
- Enhanced **trust**, better control and monitoring
- **Cheap, fast and reliable** web communication infrastructure
- Systematically solved trust and security issues.

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