



ECi USERS CONFERENCE
Empowerment 2008

*Learn How to Win National
Accounts!*



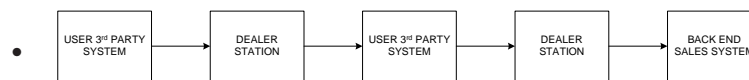
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About Increasing Leverage and Maintaining Accounts

Fortune 500® companies can be profitable customers, but many of these companies use specialized procurement software. The ability to interface with these systems is frequently a condition for doing business with these companies. Discover how to integrate your ECi e-commerce site with major procurement systems like Oracle®, Ariba®, SAP®, and PeopleSoft®, positioning your company to win profitable new business.

What is PunchOut



- Punchout allows a procurement system to access your ECi e-commerce site. A customer “punches out” to your ECi e-commerce site from their 3rd party system. The items are then returned to the 3rd party system as a cart. The customer submits the purchase order from the 3rd party system to your ECi e-commerce site.

Who Are the Users of PunchOut

- Your customers benefit from PunchOut, including:
 - State government accounts
 - Federal government accounts
 - Fortune 500 accounts
 - Buyer / seller marketplaces
- PunchOut allows you to integrate your ECi e-commerce site with procurement systems including Oracle®, Ariba®, SAP®, and PeopleSoft®.
- Some basic statistics
 - Over 60 sites are currently hosted
 - Generated over \$3 million of revenue in January alone
 - Processed an average of over \$100,000 per month for each site receiving purchase orders.

A More Detailed Discussion of PunchOut

Major functions of PunchOut include selecting and pricing items for the cart, placing an electronic purchase order, and sending the electronic invoice.

Carting

Carting is the process of selecting and pricing items from an e-commerce web site. When you add an item to your cart, the information is sent back to the 3rd party system.

Methods include:

- OCI – HTML is currently supported to version 4.0
- cXML
- CIF, CSV, Offline.

Purchase Orders

Placing an electronic order using PunchOut involves a 3rd party system sending an electronic purchase order document to your ECi e-commerce web site. The web site ensures that the order is sent to your sales system (e.g. DDMS, COPAS).

Methods include:

- cXML
- xCBL
- SAP XML
- Other – custom (EDI).

Invoicing

Electronic invoicing involves invoicing the customer for the products that they purchased. Electronic invoices are sent from your ECi e-commerce web site to your customer's 3rd party system.

Methods include:

- xCBL
- SAP XML.

Note: Electronic invoicing is always custom and requires a longer implementation schedule.
