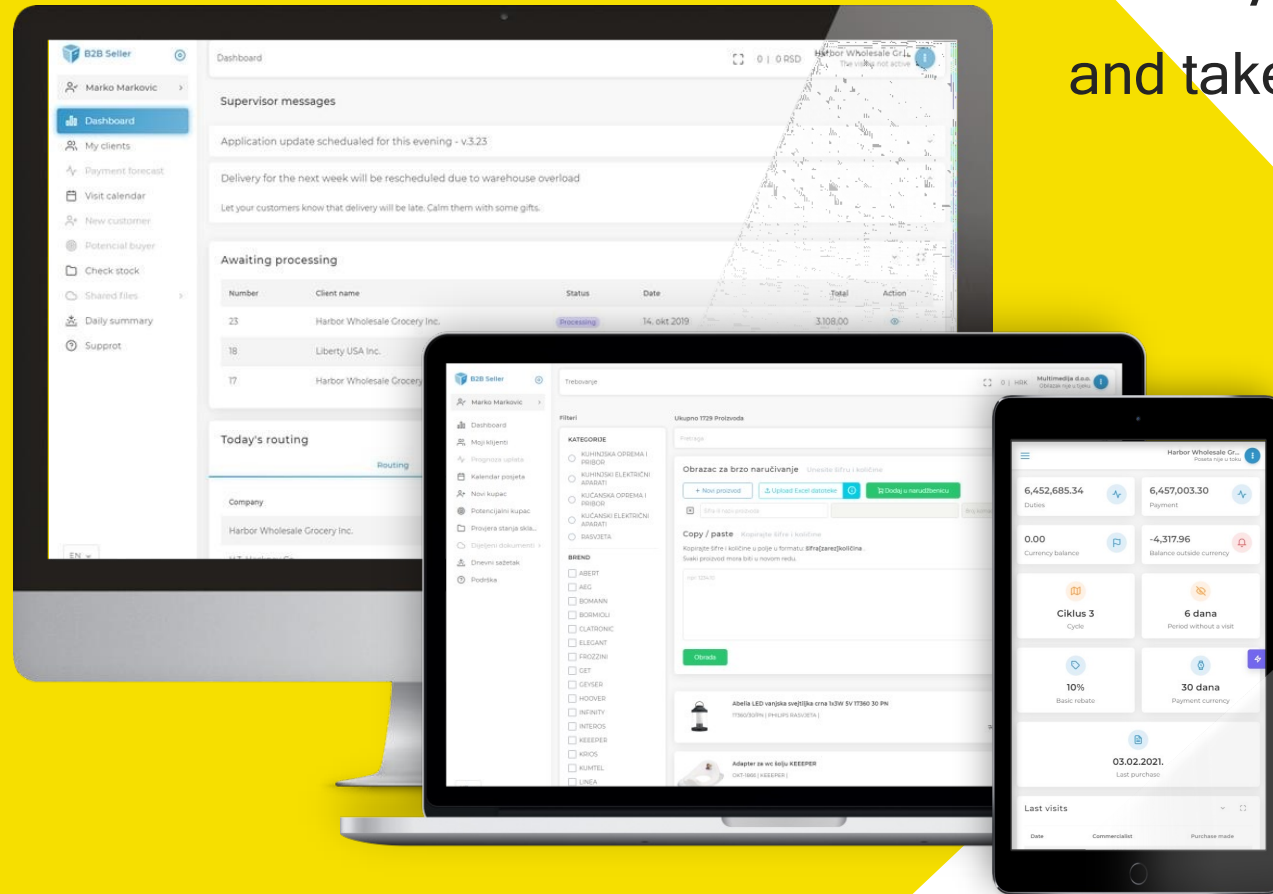


Comprehensive wholesale cloud solution

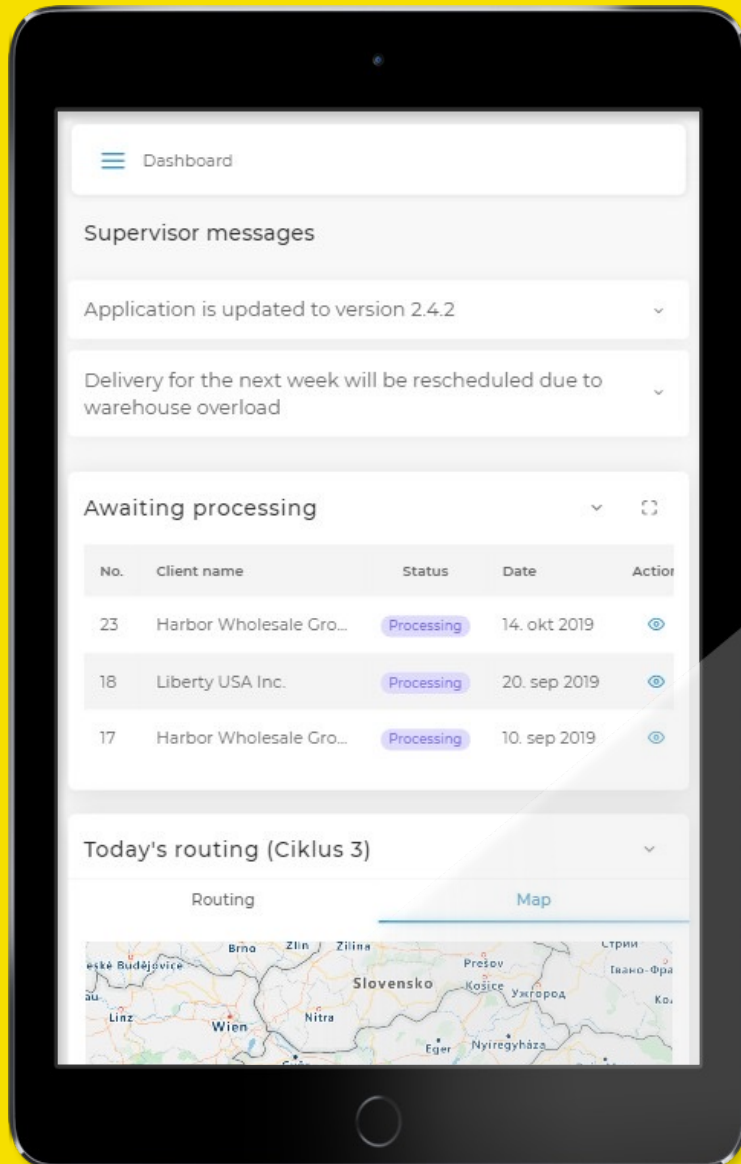
AUTOMATE SALES PROCESSES
and take complete control of the wholesale

Cloud solution
connected to your
ERP / business
software



B2B Seller

B2B Application for Sales representatives



Tour/Routing plans by cycles and shifts

Financial data review per customer

Real-time supervisor messages

Customizable scenarios

Creating purchase orders

Warehouses and stock review in real time

GPS position

Daily review

B2B Seller

Route planning

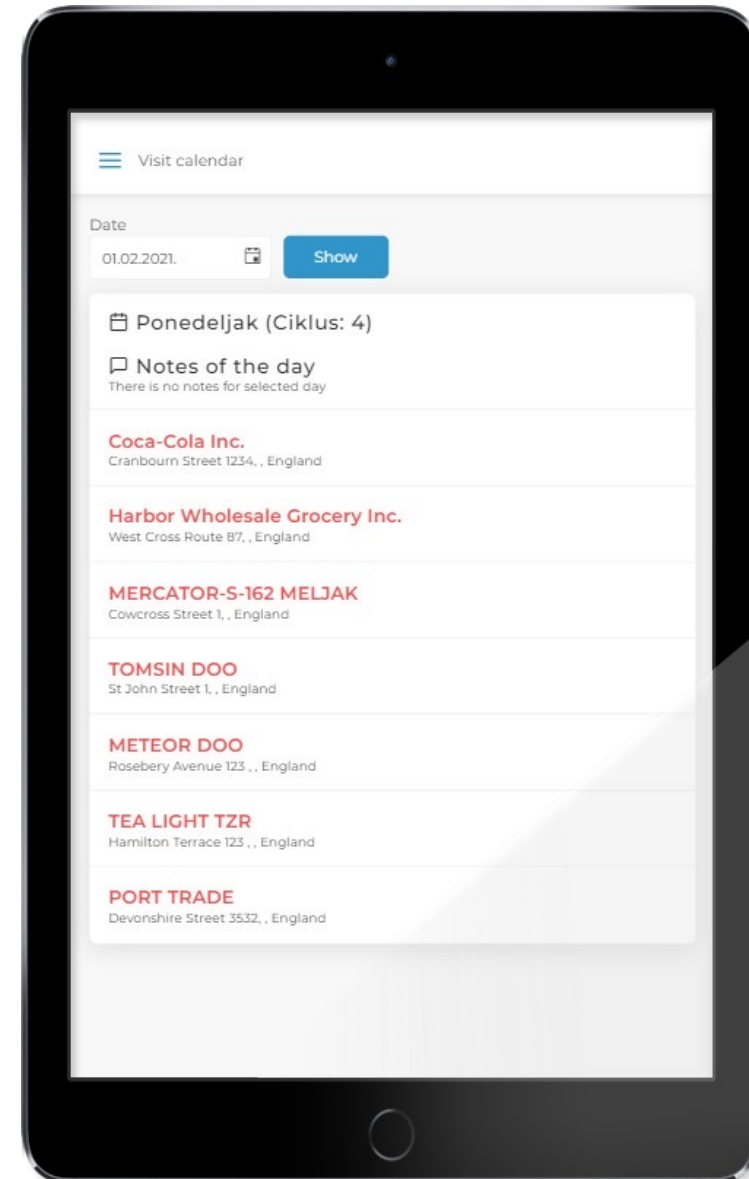
Calendar can be organized by days and weeks (or periods and shifts)

-

It is possible to upload a pre-prepared schedule through an excel file

-

In addition to the name of the object, a map with the position of the object is also available



B2B Seller

Dashboard

Real-time supervisor messages

-

View pending documents (eg ERP purchase order statuses)

-

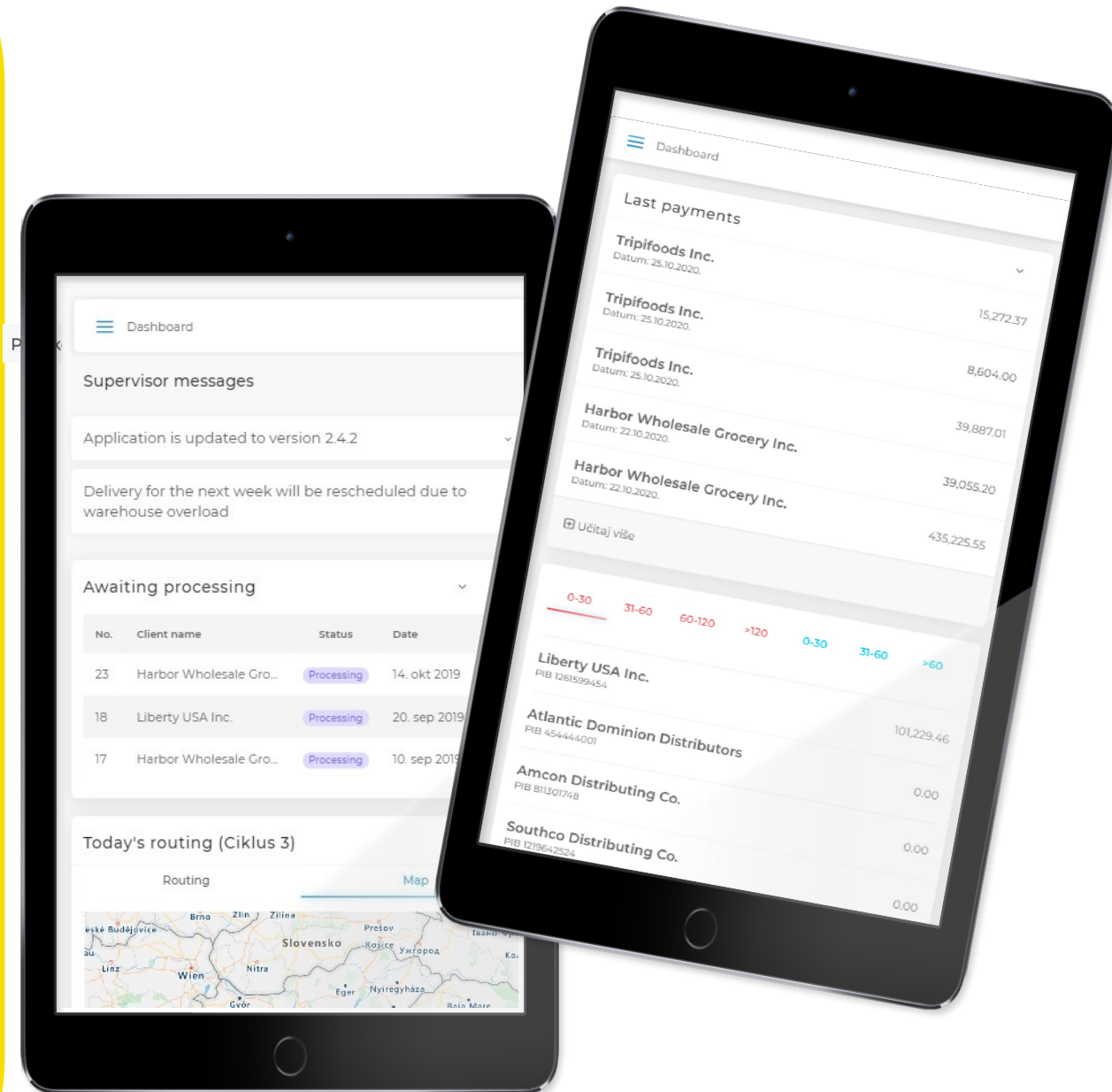
View current routing with object navigation

-

An overview of recent customer payments

-

Review of customer debts by periods



B2B Seller

Customer dashboard

By logging in to the selected customer, Sales representatives can see all the relevant and up to date client information:

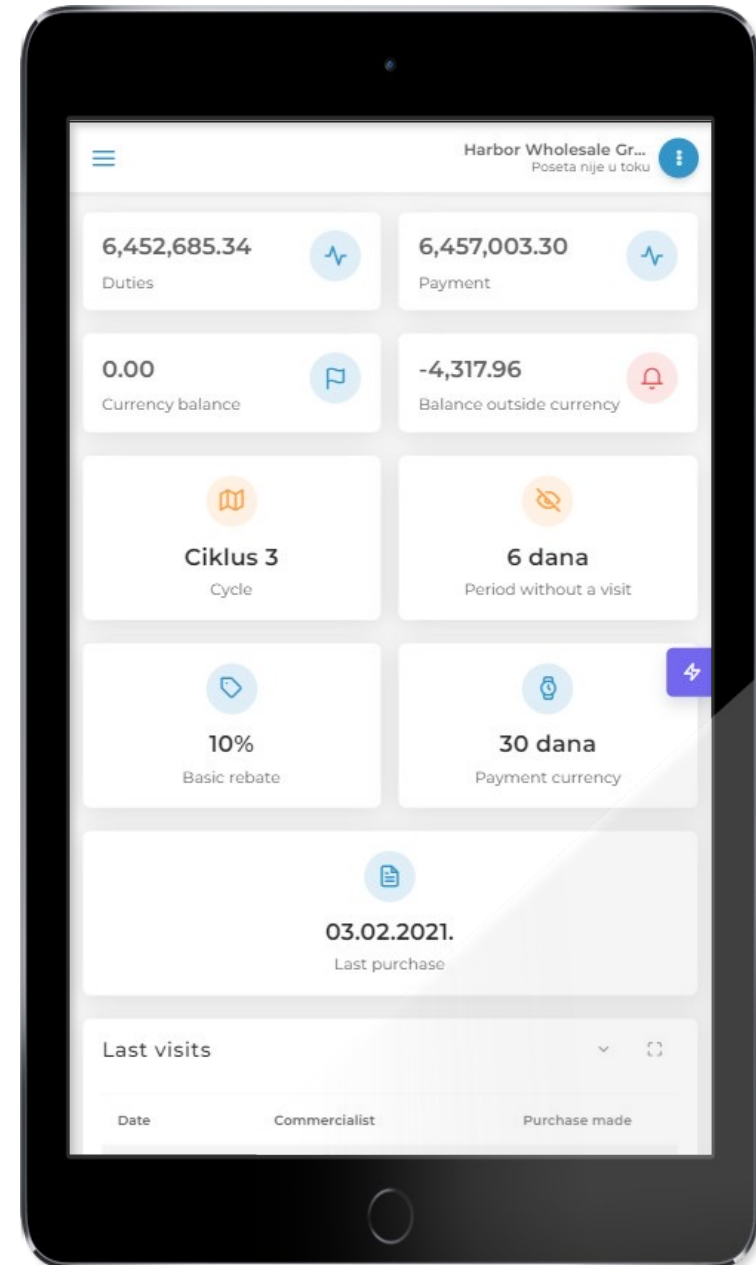
Balance of payments and debts

- Latest orders

- Latest visits

- Order statuses

- Customer report



B2B Seller

Visit

Configurable routing plans

-

Capability of mapping locations

-

It is possible to pause the visit and place an order for a customer who called over the phone

-

Multiple orders can be placed during the visit

-

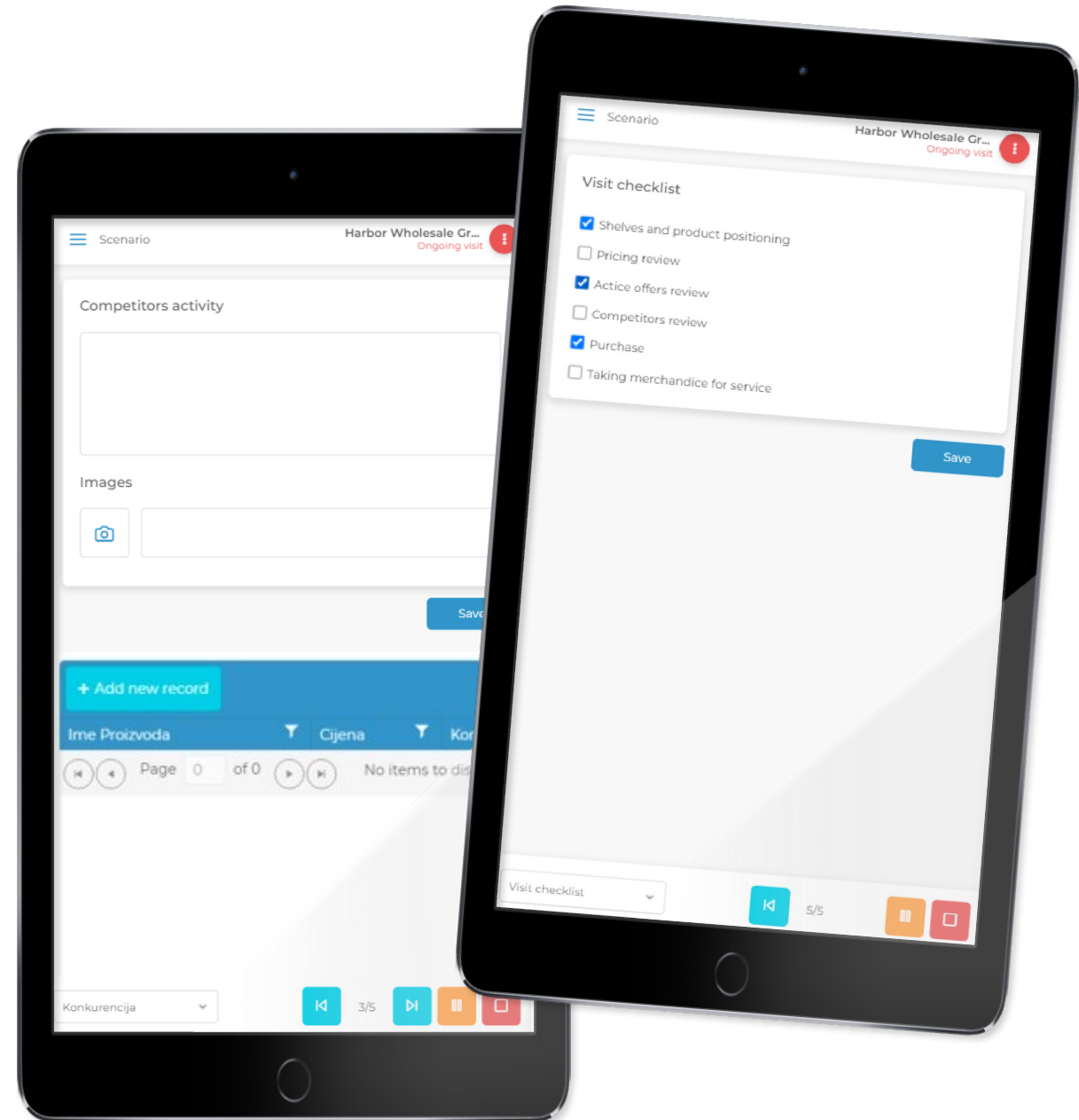
Entering comments about the client

-

Taking photos

-

Survey / questionnaire



B2B Seller

Purchase orders

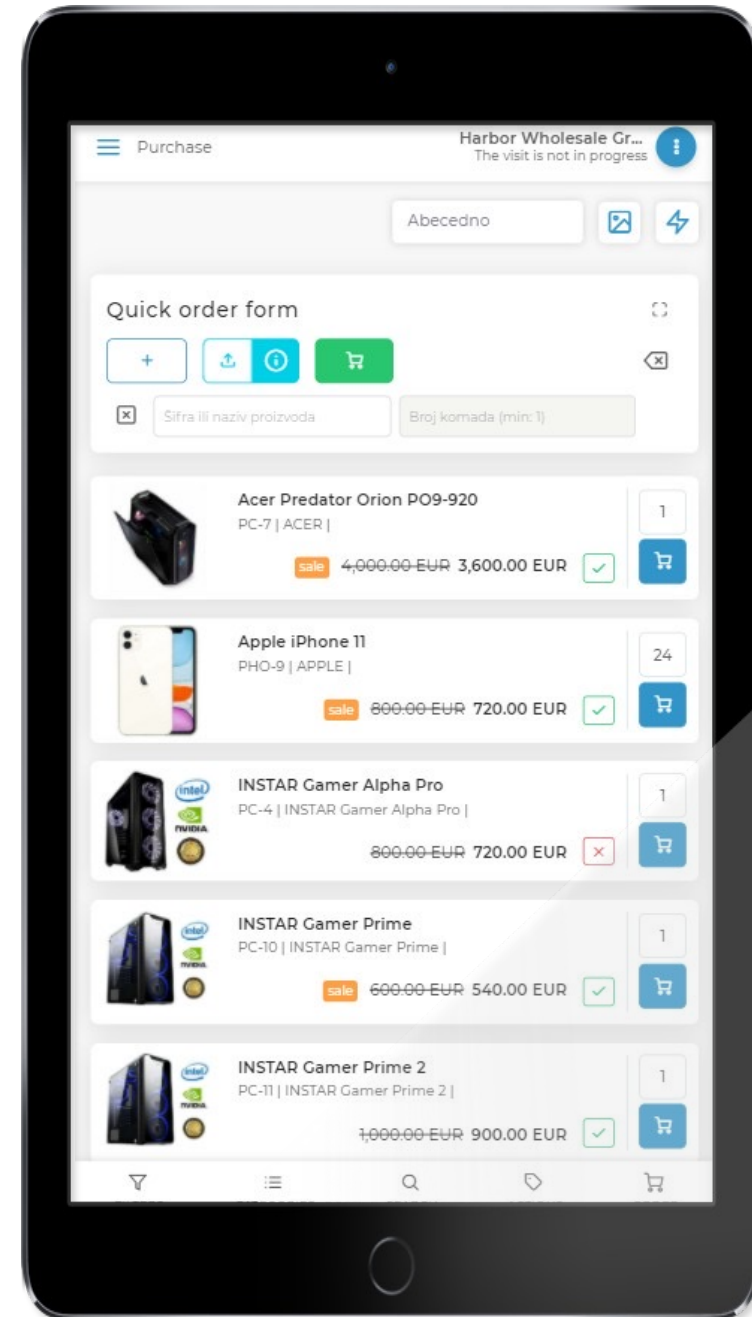
The system records if the order was made during the visit

- Per-client product list configuration

- Warehouse stock check

- Possibility of sending offers and special price lists to the customer directly from the device to it's e-mail

- Document print directly from the device



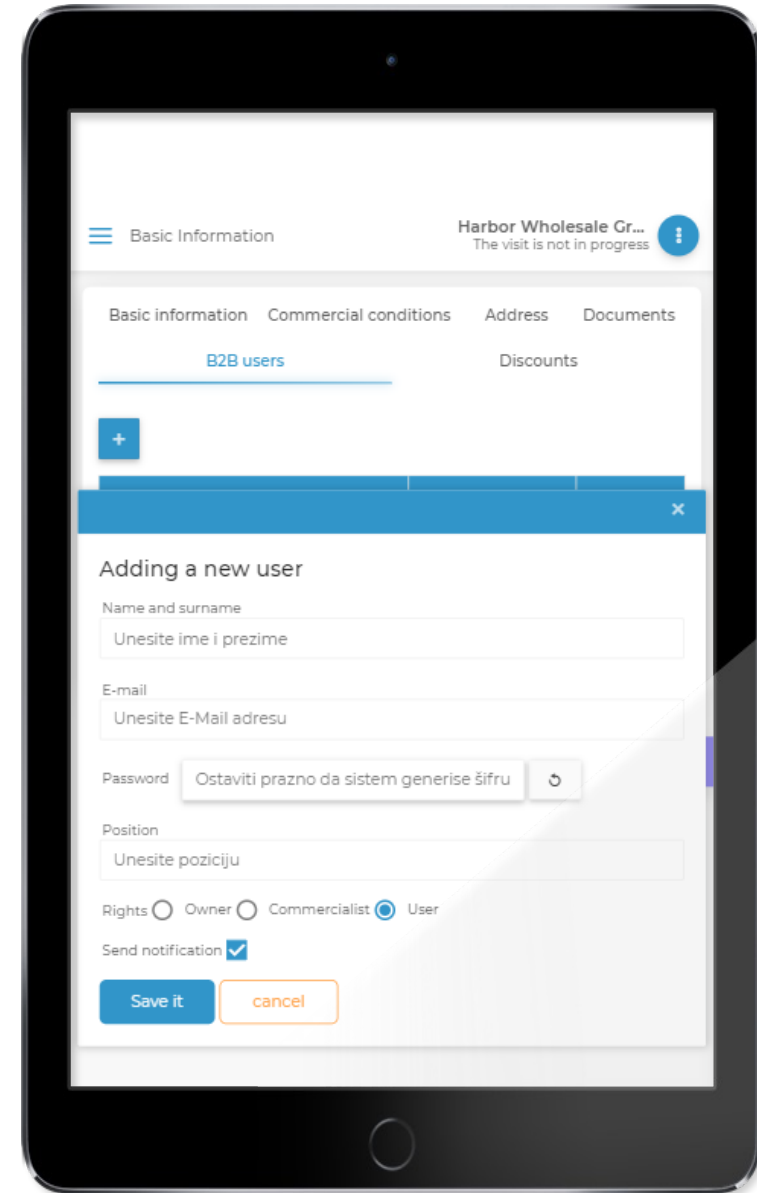
B2B Seller

B2B Manager

The salesperson can allow the customer to order the products directly from the device by creating an account for him to use B2B Manager - an application for self-ordering of products by the customer

-

The salesperson can approve or cancel orders from B2B Manager by clicking on the "Approve Order" or change the status of the order beforehand

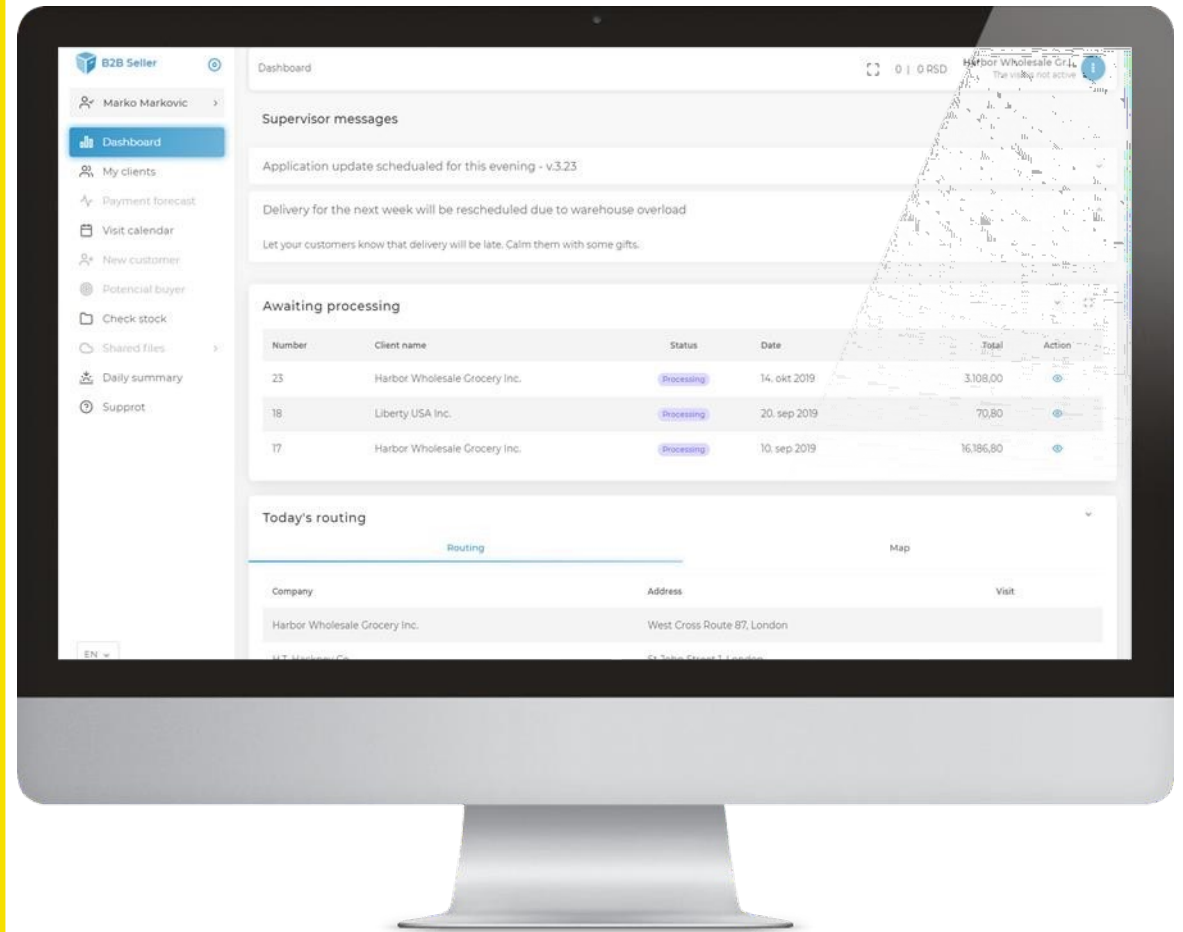


B2B Seller

B2B Seller - Office

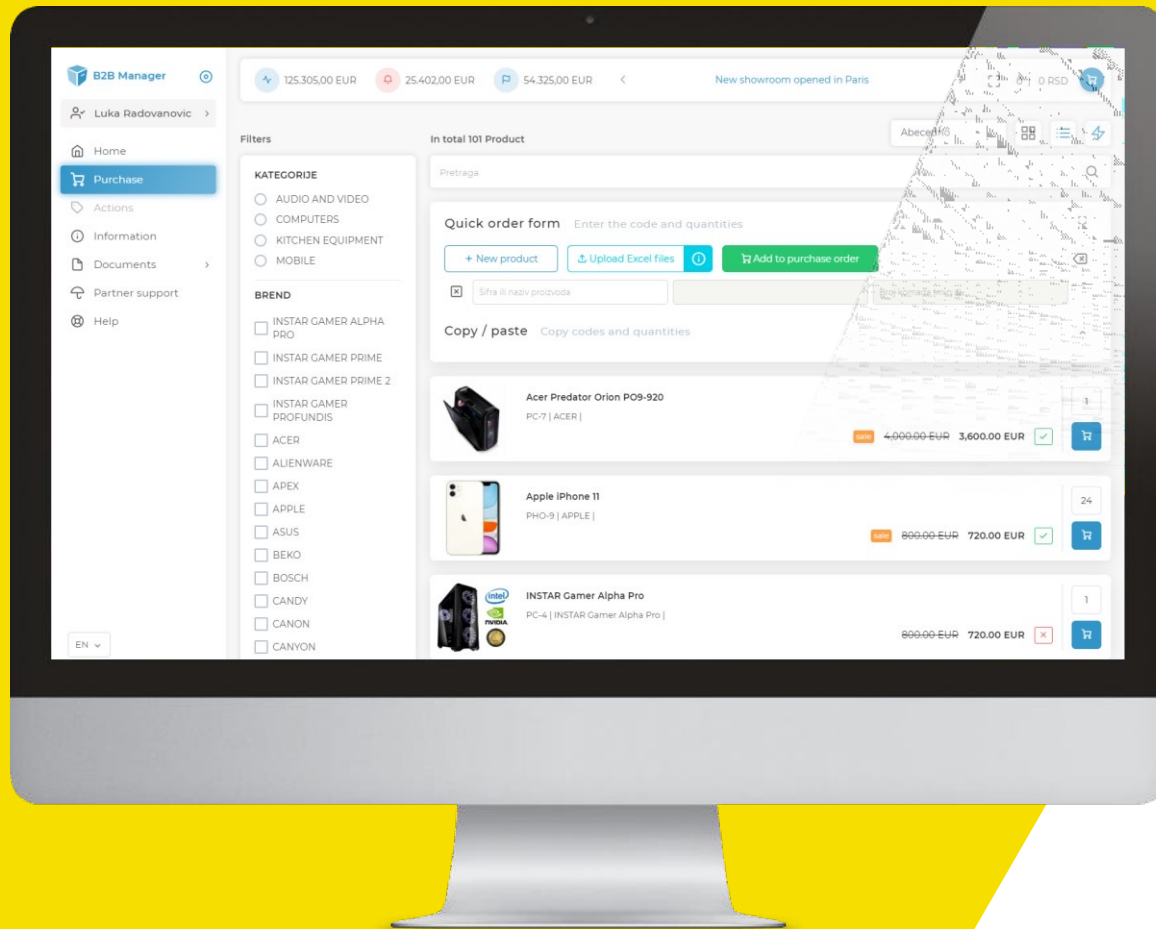
B2B Application intended for the office part of the sales team.

Integration with the Cloud VoIP system is possible, which turns this application into a call-center.



B2B Manager

B2B Application designed for customers for self-ordering (Webshop)



Separate login for each customer

Product list configured per customer

Customer's financial card review

Review of documentation

Real-time warehouse and stock overview

Creating purchase orders

Bulk orders, quick orders

Delivery statuses

B2B Manager

Dashboard

Information on current debits, payments, balances

-

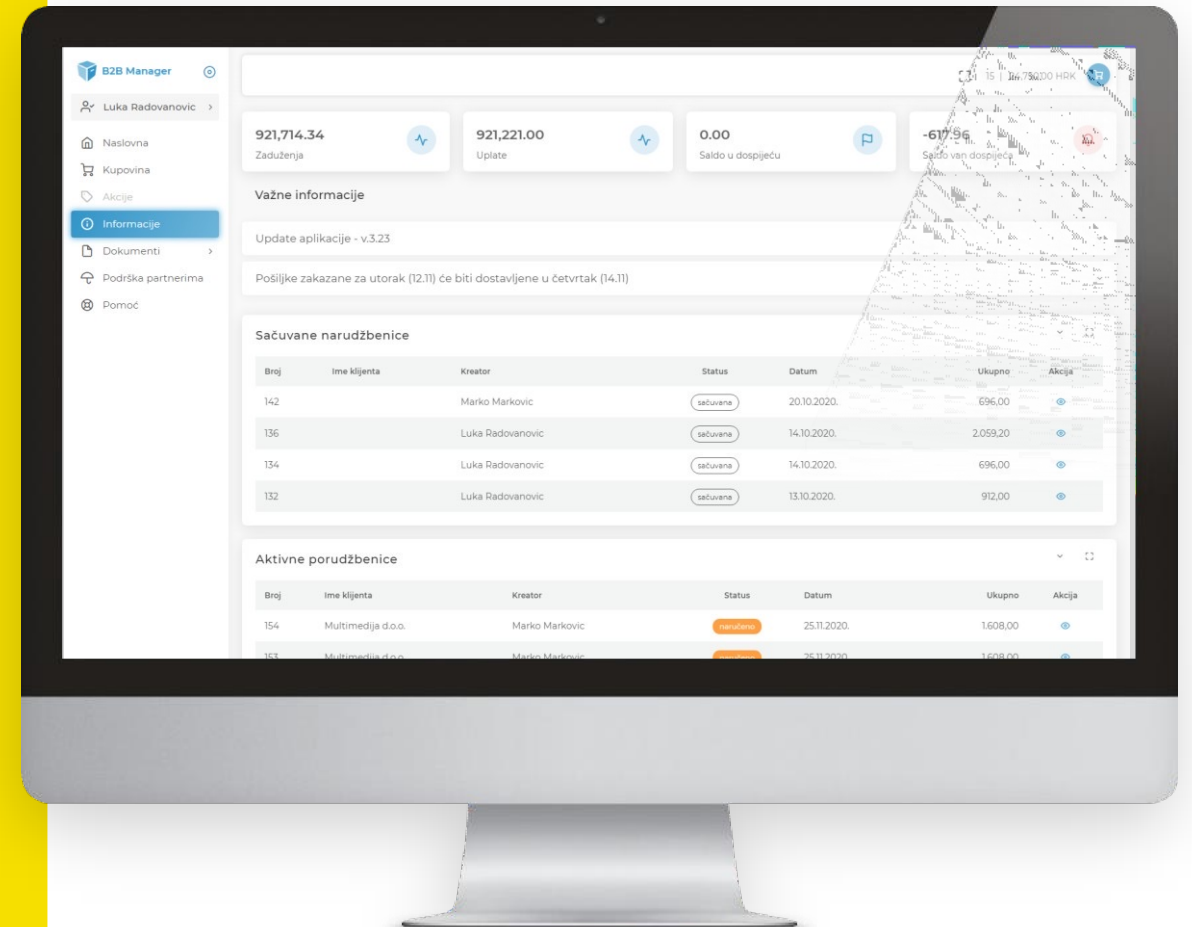
„Push" messages from the seller in real-time

-

Documentation overview

-

Real-time delivery information



B2B Manager

Product ordering

Advanced / configurable product search

- Quick order forms

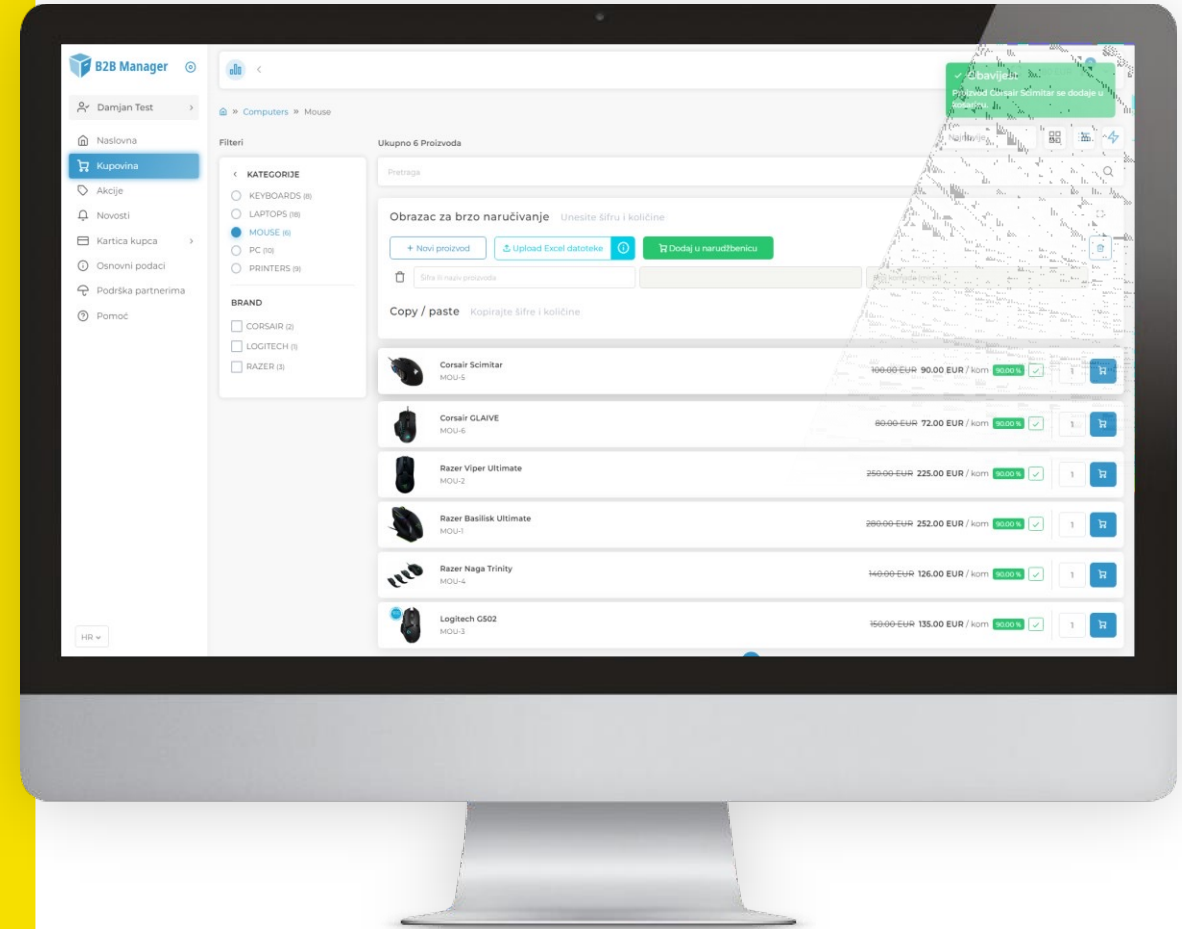
- System notifications

- Built-in "bulk" options

- Advanced filters for selecting product catalog views

- Supported product variations

- Insight into product details



B2B Manager

Purchase orders and other documents

Various types of documents are available to the customer

-

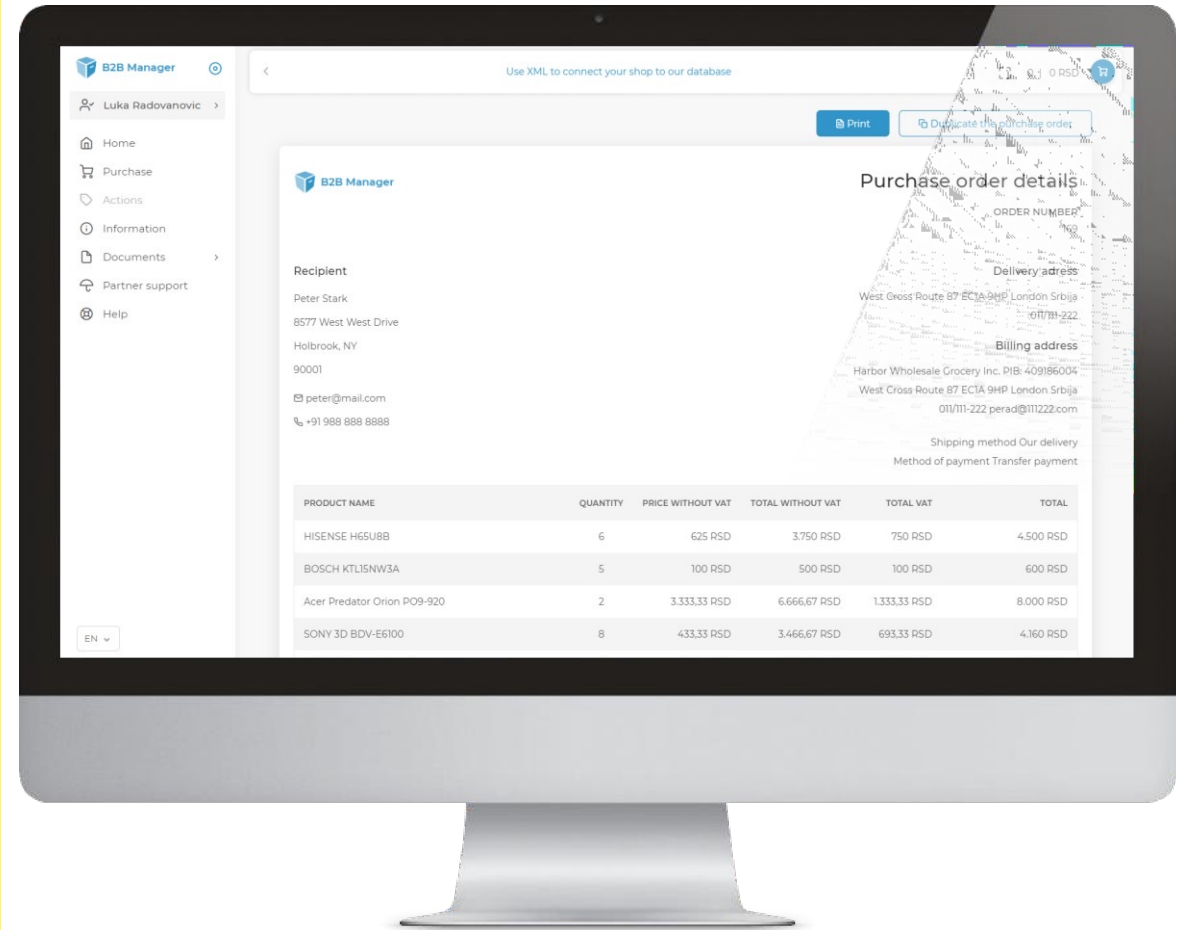
The ability to duplicate existing purchase orders

-

Draft purchase orders without synchronization with ERP

-

Documents are ready to print in a custom format



B2B Manager

Landing page

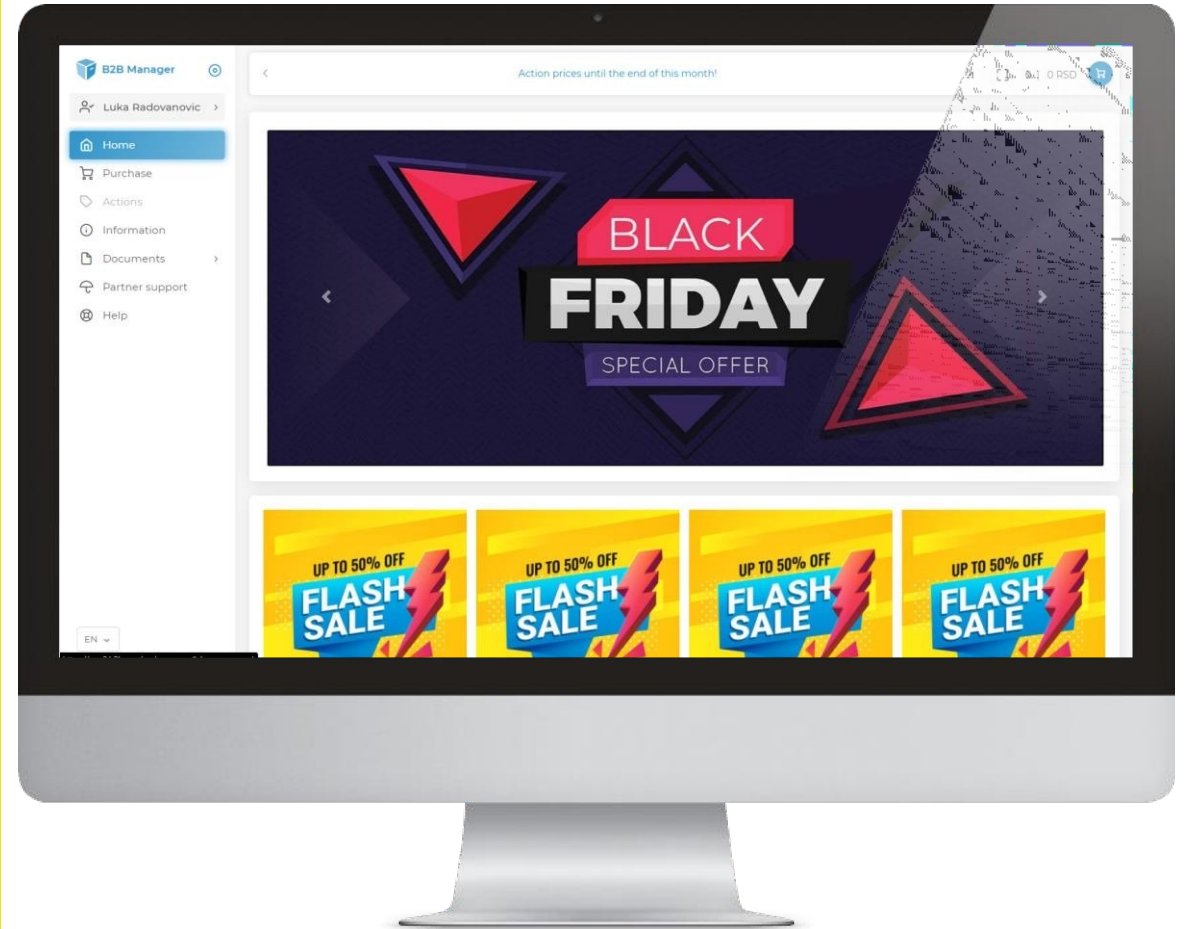
Promotional page for displaying advertising banners, current promotions, new products...

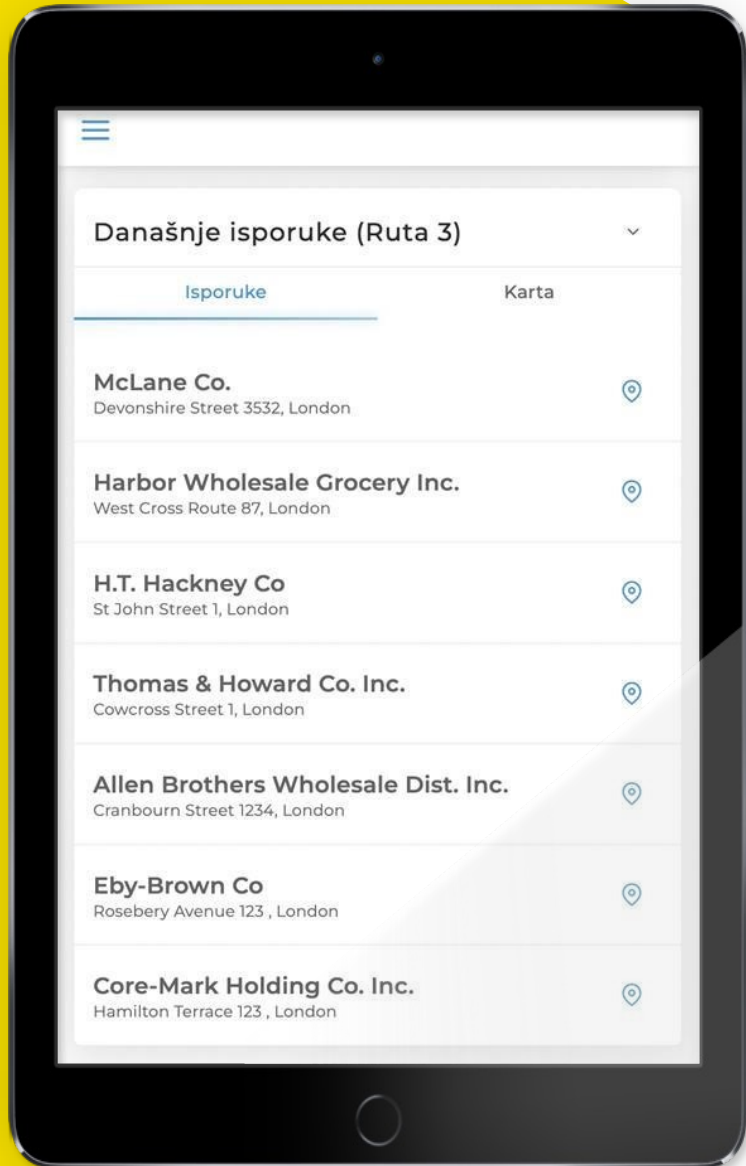
-

Display of news and information

-

Configurable content per customer or customer group





B2B Courier

Application intended for
delivery of goods

Delivery plans with a map

Supervisor's messages

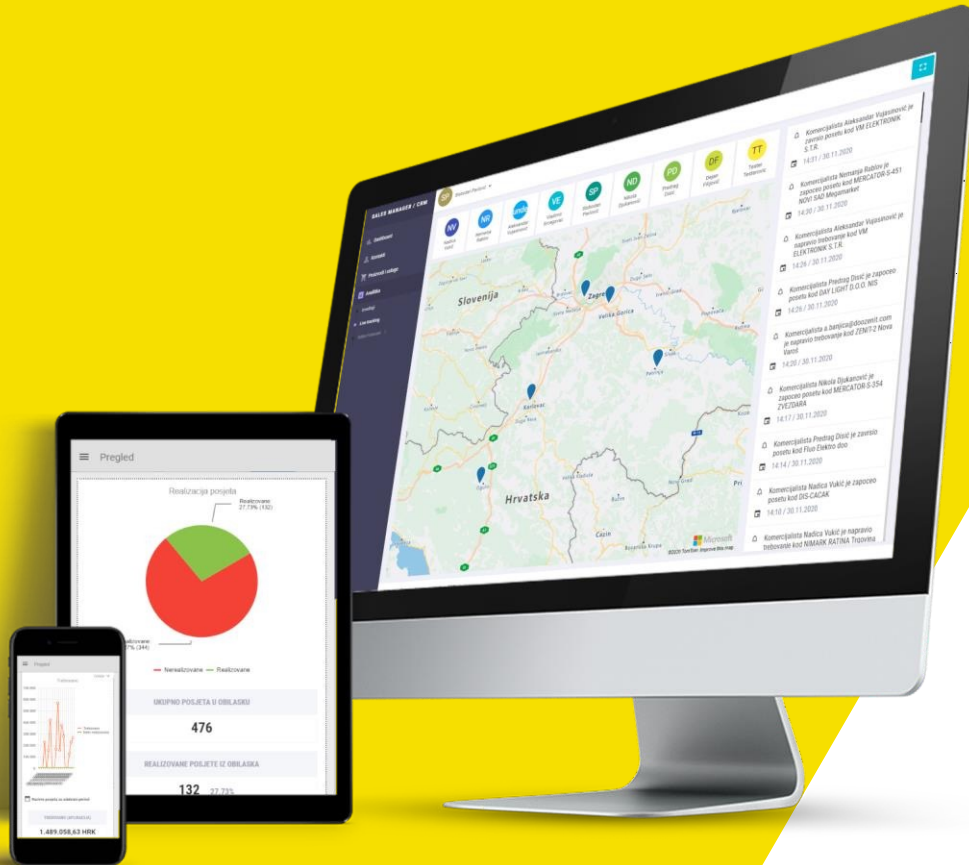
Overview of shipments

GPS position

Daily Report

CRM / Analytics

Track the work and performance of your sales team



Sales reports

Field work reports

Sales reps reports

Reports by routing plans

Live tracking

Products and documentation overview

Export i preparing data for Power BI



B2Bee Hive

Connect your vendors to your sales channels

Automatic warehouse check

Automatic price check

Automatically check for new products

Automatically export your assortment to e-commerce channels

About us

b2bee

E B U S I N E S S E X P E R I E N C E

Microsoft Azure Infrastructure and Standards

Core Team with more than 35 years of experience

Self-developed Software Platform

Latest Microsoft Technologies

Fastest onboarding of new clients

Offices in Zagreb and Belgrade

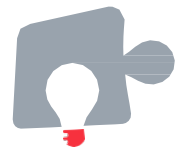
Microsoft co-Selling program



FIL ROUGE CAPITAL



REPUBLIC OF SERBIA
INNOVATION
FUND





Thank you for your attention

Looking forward to future cooperation!

Croatian Innovation Center - Zicer
Avenija Dubrovnik 15, Zagreb
Tel. +385 91 7513 703

Science Technology Park
Veljka Dugoševića 54, Beograd
Tel. +381 69 2838 228

sales@b2bee.net

www.b2bee.net

b2bee
EBUSINESS EXPERIENCE