Eclipse B2B Commerce

Release 8.6.2 (Eterm)

Legal Notices

Activant® Eclipse™ 8.0.9 Online Help System

Publication Date: December 3, 2007

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B2B Commerce Overview

B2B Commerce, an Eclipse companion product, establishes electronic trading relationships with other Eclipse users. You can use it to check your vendors' stock and pricing, and procure items over the Internet. Other Eclipse users can check your stock availability and pricing, and conveniently place orders with you. Building on the data-interchange flexibility of the XML (Extensible Markup Language) standard, B2B Commerce enables the electronic marketplace between Eclipse application users.

B2B Commerce extends the power of the Eclipse Internet Gateway and Eclipse Web Commerce companion products. Each partner in the electronic trading relationship needs an Eclipse system with the Eclipse Internet Gateway and the B2B Commerce companion products; or you can have Eclipse customize B2B Commerce for you, so you can trade with partners on other computer systems.

After setup, you and your salespeople can check all your procurement sources over the Internet in real time, simplifying price and service comparisons. Also, you can have the products shipped directly to your customer or your warehouse.

If you have XML trading relationships established with customers and vendors that do not run the Eclipse application, use Eclipse Business Connect XML to send and receive transactions in an XML format that is translated so Eclipse or any outside system can understand it.

See Also:

Procurement From B2B Commerce Vendors Overview

B2B Commerce for Customers Overview

Eclipse Business Connect XML Overview

Setup Requirements for B2B Commerce

Following are the control maintenance records and authorization keys used for Eclipse B2B Commerce, along with additional setup requirements.

Control Maintenance Records

Set the following control maintenance records:

- B2B Inventory Control Maintenance
- B2B Punchout Product Info Setup
- Default B2B Customer Templates

Authorization Keys

Assign the following authorization keys:

- WOE.MAINT

Setting Up Customers, Vendors, and Products

Set up your customer and vendor records for use with B2B Commerce. Synchronize products, so you and your vendors are identifying the same products in the same way.

Complete the following tasks to complete your B2B Commerce setup:

- Setting up customers.
- Setting up vendors.
- Synchronizing products.

See Also:

B2B Commerce Overview

Setting Up Vendors for B2B Commerce

Set up each vendor you want to access using B2B Commerce by specifying the web site, login information, and procurable items from each vendor.

To set up a vendor for B2B Commerce:

1. From the **Files** menu, select **Vendor** to display the Vendor Maintenance screen.
2. Open or create a vendor maintenance record.
3. Use the **WWW** hot key to display the Internet Information Maintenance screen.
4. Use the **B2B Commerce** hot key to open the vendor's Eclipse B2B Commerce Vendor Maintenance screen.
5. In the **WWW Address** field, enter the full Uniform Resource Locator (URL) path used to access the vendor's B2B web site. Include the "http://" in the URL.

   For example, http://www.thewidgetspro.com. Use the **Expand WWW Address** hot key to enter or view a web site address that is longer than the display area on the screen.
6. Enter the login information you use to access the vendor's web site:

Field	Description
Customer ID	Your company-assigned login identification.
Login	The login ID for the customer.
Password	Your company-assigned login password.

7. In the **Preferred Remote Site New Order Status** field, press **F10** and select the default status for orders placed remotely to this vendor.
8. In the **All, Description,/Price Line, !Group** field, specify the items you may want to procure from this vendor.

   You can enter individual products, price lines, product groups, or allow all items. Use a separate line for each entry. As shown in the column heading above the entry area, use the following syntax to enter your choices:

Syntax	Description
***ALL**	Specifies that all items from this vendor are procurable.
Eclipse Product ID	Specifies particular products that are procurable.
The price line name preceded by a forward slash (/)	Specifies a price line, for example, enter **/ABC**.
The group name preceded by an exclamation point (!)	Specifies a product group, for example, enter **!ABC**.

9. Use the **Test Connection** hot key to test your connection access to the vendor. The system attempts to connect to the vendor's web address, using your login information.

If the connection test is...	Then...
successful	the following message displays: Good Customer Number and Password. Connection was successful.
not successful	a message displays with troubleshooting information. For example, the message might indicate that the password you specified is invalid, or the web server would not allow a certain method. The message often displays detailed HTML information that you can use to determine the connection problem. Consult with the web experts at your company or Eclipse for assistance.

10. Press **Esc** until you return to the Vendor Maintenance screen.

See Also:

Procurement From B2B Commerce Vendors Overview

Vendor Maintenance Overview

Setting Up Customers for B2B Commerce

Set up your customers' login settings before they access your B2B Commerce web site or Eclipse system for the first time. Because you use Customer Maintenance settings, you already have control over each customer's pricing, ship via, credit terms, and so on. You can also control how much of your inventory displays to the customer. For more information, see Controlling Product Inventory.

To set up a customer for B2B Commerce:

1. From the **Files** menu, select **Customer** to display the Customer Maintenance screen.
2. Open or create a customer maintenance record.
3. Use the **Remote** hot key to display the Remote Order Entry Parameters screen.
4. Use the **WOE Info** hot key to display the B2B/WOE Remote Order Entry Parameters screen for the customer.
5. In the **B2B/Web Order Entry Password** field, enter the password you want your customer to use.

   Note: If you run the Web Commerce companion product, the password you enter in this field is also used for your customer's access to your Web Commerce site.

6. In the **B2B Post URL** field, enter the Uniform Resource Locator (URL) for posting billing files. This URL is the web address where you send the customer's billing information, such as invoices.
7. Press **Esc** until you return to the Customer Maintenance screen.
8. Make note of the customer number, which displays in the top right corner of the Customer Maintenance screen.
9. Provide the password and customer number to your customer, so they can use those login settings when they set up their own software.

See Also:

Controlling Product Inventory for B2B Customers

B2B Commerce for Customers Overview

How the System Synchronizes Products in B2B Commerce

In Eclipse B2B Commerce, you and your vendors must identify all the procurable products the same way. The best way to do this is to use matching Universal Product Codes (UPCs).

When the system is *not* able to find and match a UPC between you and your vendor, it looks at the following field entries in the order shown. A match on any of these other field entries allows B2B Commerce product synchronization between your company and the vendor:

Field	Screen Displaying Field
Cust/Vendor Part Number	Customer/Vendor Part Number Detail Path: **Orders > Inquiries > Customer Part Numbers** For more information, see Customer/Vendor Specific Part Numbers Overview.
Catalog #	Price Updating ID Maint Path: On the UPC Codes Maintenance screen, use the **UD Maint** hot key.
User Defined #1	Price Updating ID Maint Path: On the UPC Codes Maintenance screen, use the **UD Maint** hot key.
Additional Key Words	Product Maintenance Path: **Files > Product**
Product ID	Product Maintenance Path: **Files > Product**

Note: Eclipse Product Data Warehouse (PDW) offers a convenient way to manage UPC codes.

See Also:

Synchronizing Products Using UPCs

Synchronizing Products Using Product Data Warehouse

Product Data Warehouse Overview

Synchronizing Products Using UPCs

Before using B2B Commerce, ensure that you and your vendor are identifying products you can procure the same way. The easiest way to do this is by using matching Universal Product Codes (UPCs). Because a UPC is a practical way to specify products, the system uses this method first to match products between your company and the vendor. If a UPC is not available, the system uses the methods listed in How the System Synchronizes Products.

To verify or edit a UPC code:

1. From the **Files** menu, select **Product** to display the Product Maintenance screen and display a product.
2. Use the **UPCs** hot key to open the UPC Codes Maintenance screen.
3. Compare the UPC number with those of your B2B vendor's UPC for the product and edit as necessary.
4. Press **Esc** to save your changes.
5. Repeat steps 2 through 5 for each product you can procure from a B2B vendor.

See Also:

How the System Synchronizes Products

Synchronizing Products Using Product Data Warehouse

Synchronizing Products Using Product Data Warehouse

Use Product Data Warehouse (PDW) to store millions of product records in the system. You can integrate product and pricing data from the PDW.CATALOG with the system product file for all stock items and for any nonstock or new items that you enter on a transaction.

Use PDW to download data from many sources, for example, Internet and CD-ROM, and merge that information. Use built in mapping agents to update any changes, including UPC information.

UPC information is available from vendors, manufacturers, and other third-party services.

Contact your Eclipse salesperson for information about ordering PDW.

See Also:

Product Data Warehouse Overview

Synchronizing Products Using UPCs

How the System Synchronizes Products

Procurement from B2B Commerce Vendors Overview

Use B2B Commerce to perform real-time inquiries over the Internet into your procurement sources. After you set up the contact and product information for your vendors, you can check their current stock and prices.

> **Note:** For information about setting up B2B vendors for item procurement, see Setting Up Vendors for B2B Commerce.

To procure products from your vendors using B2B Commerce, identify which vendors you use in a business-to-business setting. Synchronize your products with your vendors so that you are procuring the correct products. For example, both you and your vendors need to assign a product the same UPC or the same ID so when you order the product, you can identify the correct one with its unique ID.

To procure a product, complete the following tasks:

- Start a B2B Commerce inquiry.
- Perform a B2B Commerce inquiry.
- Send the order to the B2B vendor.

See Also:

B2B Commerce Overview

Setting Up Vendors for B2B Commerce

Starting B2B Commerce Inquiries

Use the Eclipse B2B Commerce screen to perform an inquiry into your vendors' product inventories.

Start an inquiry in one of the following ways:

- Start a product inquiry with the product information populated on the screen. This is the most common method.
- Start a blank inquiry so you can enter the product information allowing you to check on products before adding them to the order.

Starting a Product Inquiry

If you start the inquiry from the product's Scheduling screen, the Eclipse B2B Commerce screen opens with the product description and other information populated.

To start a product inquiry:

1. From the **Orders** menu, select **Sales Order Entry** to display the Sales Order Entry screen.
2. Open or create a sales order.
3. With the cursor on the procurable product, use the **Sched** hot key to open the product's Scheduling screen.
4. Navigate to a future ship date when there is an available shipping quantity.
5. Use the **B2B** hot key to open the Eclipse B2B Commerce screen.
6. Perform the inquiry.

Starting a Blank Inquiry

Alternatively, you can open a blank Eclipse B2B Commerce screen. You can then enter any desired product description for an inquiry. This is useful if you want to check on products before adding them to the order.

To start a blank inquiry:

1. From the **Orders** menu, select **Sales Order Entry** to display the Sales Order Entry screen.
2. Open or create a sales order.
3. With the cursor on a blank line, use the **Inq** hot key to open the Sales Order Inquiries screen.
4. Use the **B2B Commerce** hot key and perform the inquiry.

See Also:

Procurement From B2B Commerce Vendors Overview

Performing B2B Commerce Inquiries

Sending Orders to B2B Vendors

Performing B2B Commerce Inquiries

Perform a B2B Commerce inquiry to check vendors' current inventory and prices for a product, in real time. You can perform an inquiry for one vendor, or perform an inquiry for all vendors.

To perform a B2B Commerce inquiry:

1. From the **Orders** menu, select **Sales Order Entry** to display the Sales Order Entry screen.
2. Start the inquiry.
3. Verify that the desired product description displays on the Eclipse B2B Commerce screen.

Field	Description
Desc	The product description. This field is editable if you started with a blank Eclipse B2B Commerce screen.
Status	The product status, for example, Stock or Nonstock, which is used for inventory control and cataloging.
Weight	The product weight, if specified. The weight can indicate whether the demand for a product in a particular buy line contributes to meeting a vendor target for weight.
Load	The load factor of the product, if specified. The load factor represents the cubic dimensions of a product or the point value of a product (from a vendor specification sheet) towards meeting a vendor target for load factor.
Pkg Qty	The package quantity for the product, if specified. For example, the product might be packaged in quantities of a dozen.
Buy Line	The product buy line, if specified. The buy line indicates all the products that are normally purchased together from a vendor.
Price Line	The price line to which this product belongs. Price lines can group products according to vendor or product type, and so on. Price lines are often used for reporting and ranking.
B2B Vendor	The names of the vendors from whom you can purchase this product using B2B Commerce. For more information, see Setting Up Vendors for B2B Commerce.
Status	The status of the information connection. Temporarily displays *Send* while an inquiry is in progress at the selected vendor.
Avail Qty	The real-time product quantity available from a vendor.
Your Price	The price you pay to procure the product from the vendor.
Vendor's Description	The product description the vendor uses, so you can verify that it is the correct product. Displays ** PRODUCT NOT FOUND ** if an inquiry does not find the product.

4. Use one of the following hot keys to perform an inquiry:
   - **One Inq –** Performs an inquiry with the vendor selected by your cursor position.

- **All Inq –** Performs inquiries with all vendors shown.

  The **Status** field temporarily displays *Send* while an inquiry is in progress at the corresponding vendor. The screen updates to display the results of your inquiry.

5. After the inquiry information displays, use the **Show Details** hot key to view detailed branch and available quantity information for a vendor that carries the product.
6. If the product availability and price are satisfactory, use the **Send Order** hot key to send the order to the selected vendor.

See Also:

Starting B2B Commerce Inquiries

Sending Orders to B2B Vendors

Procuring Items from B2B Commerce Vendors

Sending Orders to B2B Vendors

You can immediately send an order to a vendor, directly from the Eclipse B2B Commerce screen. Send an order after you perform an inquiry, and are satisfied with the vendor's product availability and price. The system sends the order to the vendor using the document type appropriate for the B2B application you are running, Eclipse B2B Commerce, IDMS XML, or Business Connect XML.

Specify whether to ship the order direct to your customer or to your warehouse.

To send an order to a B2B vendor:

1. From the **Orders** menu, select **Sales Order Entry** to display the Sales Order Entry screen.
2. Start the inquiry.
3. Verify that the desired product information displays on the Eclipse B2B Commerce screen.
4. Perform an inquiry.
5. Use the **Send Order** hot key to order the product procurement from the selected vendor.

   The P/O Type list displays.
6. Indicate how you want the product shipped by selecting one of the following shipping methods:

Shipping Method	Description
Direct Shipment	Ships the procurement directly from the vendor to your customer. Enter the ship via at the prompt.
Procure	Sends the purchase order to the Procurement Confirmation Queue, where your buyers review and approve the order.
Tagged P/O	Ships the procurement to your company. The order is on a tagged purchase order, so your receivers know to place the inventory in a tagged-item area and not in stock. Enter the ship via at the prompt.

See Also:

Procurement From B2B Commerce Vendors Overview

B2B Commerce for Customers Overview

You can use B2B Commerce to set up your customers to procure items from *your* inventory. With B2B Commerce, your customers can perform real-time inquiries into your inventory, yet you can control how much of your inventory and what products in your inventory they see.

After you complete the following tasks, you are able to receive orders from your customers through B2B Commerce.

- Setting Up Customers for B2B Commerce
- Controlling Product Inventory

See Also:

B2B Commerce Overview

Procurement From B2B Commerce Vendors Overview

Controlling Product Inventory for B2B Customers

A system administrator can precisely control how much of your inventory displays when your trading partners or B2B customers perform an inquiry into your system. Controlling your product inventory protects your inventory details.

Using the Product Ranking screen and the B2B Inventory Control Maintenance screen, assign the following parameters:

- **Rank -** Indicates the products' demand.
- **Basis -** Further breaks down the product ranks. Use the basis along with the multiplier to calculate the amount of inventory that displays to your B2B business partner.
- **Multiplier** - The number by which to multiply the basis to determine the amount of inventory that displays.

For common settings, see Common Inventory Control Settings.

Product Inventory Control Example

Products in Rank #1 equal 50 percent of your most demanded products. The A-ranked products in Rank #1 are based on the number of times the product was sold (hits). You only want 20 percent of your A-ranked products' order point (the minimum amount of inventory you want to have on your shelves) to display to your B2B customers. Enter the following settings:

- Rank = **1**
- Basis = **Order Point**
- Multiplier = **.20**

Anyone inquiring about an A-ranked product would only see 20 percent of your order point inventory as the available quantity. So, while you might have 100 of the product in inventory, the inquiry only shows 20.

Controlling Product Inventory

You can control inventory on a global level using the B2B Inventory Control Maintenance control maintenance record or at the individual customer level through that customer's maintenance settings.

To control product inventory globally:

1. From the **System > System Files** menu, select **Control Maintenance** to display the Control Maintenance screen.
2. In the **Keyword field**, type **B2B Inventory Control** to open the B2B Inventory Control Maintenance screen.
3. In the **Br/Tr/All** field, enter the branch or territory for which you want to control inventory.

4. In the **Rank #** field, enter the rank number for the products you want to control.
5. In the **Basis** field adjacent to the Rank letter, press **F10** and select the basis amount to use for calculating how much of your inventory to display:

Basis Option	Description
Available	Calculates based on all inventory currently available.
Order Point	Calculates based on inventory at order point. The order point is the minimum amount of an item you want to have on the shelf.
Line Point	Calculates based on inventory at line point. The line point is the maximum amount of an item you want to have on the shelf.

6. In the **Multiplier** field, enter the percentage by which to multiply the basis.

   For example, entering **.20** shows 20 percent of the basis inventory.
7. Press **Esc** to apply your settings and close the screen.

To control product inventory for a customer:

1. From the **Files** menu, select **Customer** to display the Customer Maintenance screen.
2. Open or create a customer maintenance record.
3. Use the **Remote** hot key to display the Remote Order Entry Parameters screen.
4. Use the **B2B Inventory Control** hot key to display the customer's B2B Inventory Control Maintenance screen.
5. In the **Br/Tr/All** field, enter the branch or territory for which you want to control inventory.
6. In the **Rank #** field, enter the rank number for the products you want to control.
7. In the **Basis** field adjacent to the Rank letter, press **F10** and select the basis amount to use for calculating how much of your inventory to display:

Basis Option	Description
Available	Calculates based on all inventory currently available.
Order Point	Calculates based on inventory at order point. The order point is the minimum amount of an item you want to have on the shelf.
Line Point	Calculates based on inventory at line point. The line point is the maximum amount of an item you want to have on the shelf.

8. In the **Multiplier** field, enter the percentage by which to multiply the basis.

   For example, entering **.20** shows 20 percent of the basis inventory.
9. Press **Esc** to apply your settings and close the screen.

See Also:

Common B2B Inventory Control Settings

Product Ranking Overview

Setting Up Customers for B2B Commerce

Common B2B Inventory Control Settings

The following table provides common settings, using Order Point as the **Basis** field setting. Use these as a starting point, but adjust these settings for your business conditions and individual trading relationships.

Rank	Multiplier	Percentage of Inventory Showing
A	1.20	120%
B	1.00	100%
C	.40 to .80	40 to 80%
D	0.00	0%

See Also:

Controlling Product Inventory for B2B Customers

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