



## Netfira Overview

Netfira is a breakthrough business-to-business supply chain solution that streamlines the buying and selling process. Netfira facilitates REAL-TIME, electronic transactions between trading partners, eliminates manual data entry and integrates with sellers' back-office systems to provide buyers with powerful, REAL-TIME information about inventory levels and pricing within their supply chain.

Netfira connects enterprise **buyers** to their small and medium sized suppliers while utilising existing automation systems e.g. SAP, Ariba, EDI. Complementing these systems, Netfira is a 'last mile' solution enabling electronic access to all suppliers.



### No 1 Issue facing e-procurement success: - Supplier onboarding\*

- Ratio of enabled suppliers to total suppliers is only six percent.
- Processing and implementing a change in an e-procurement catalogue takes more than 14 days.
- Only 27 percent of the catalogue-able spend of an enterprise is available to the requisitioning community in existing online catalogues
- On average, an enterprise takes approximately 24 days to onboard a new supplier into their e-procurement system
- Nearly 34 percent of the requisitions generated in the e-procurement system are not based on a catalogue (i.e. the requestor simply describes the item to be purchased rather than including a part number, price, or unit of measure).

\*Aberdeen Group "Supplier Enablement Report" 2007

### Netfira Enterprise Buyer Solution

Netfira can be easily integrated to a buyer's procurement solution e.g. SAP, or simply bolt onto an existing EDI implementation. Suppliers then simply download and install Netfira seller.

An in premise application, Netfira can act as either a client or server to:

- Connect directly to SME back end systems like MYOB, Quickbooks, Sage Accpac, Ostendo, Attache etc
- Communicate with any Internet based resource to retrieve trading information such as Purchase Orders or business rules.

Key benefits include:

*For SME Sellers/Suppliers:*

- by connecting Netfira to their accounting/ERP system, SME suppliers benefit greatly by not having to manually maintain their web site catalogue or supplier master file, as Netfira does this automatically
- Netfira also automatically inserts purchase orders into suppliers' accounting systems, thereby eliminating data entry costs and keying errors
- Netfira will also automatically generate a receipt of Purchase Order back to the buyer or an invoice
- Enables them to work electronically with all their customers

*For Procurement/Buyers:*

- real time view of stock pricing and availability of suppliers' inventory
- real time access to inventory to create 'live' catalogues, and auto maintenance of supplier master files
- real time PO acceptance acknowledgement and real time electronic invoicing and matching
- simple supplier onboarding

One of the key issues that Netfira solves, is the ability for a Netfira enabled supplier to receive a PO directly and have it displayed before it is entered into their backend system - say QuickBooks or MYOB. At the time it is displayed, Netfira can connect with the buyer's back end and check/action any business rules that are applicable to that particular supplier/seller. A seller may simply wish to reject the PO, whereby Netfira would send a notification to the buyer.

Let's look at a couple of real world examples.

#### ***Leveraging an EDI solution***

Say that there is an SMB called "ABC Pty Ltd", using Quickbooks and Netfira, which sells widgets to the Enterprise Buyer Tinto and other companies:

1. the Enterprise Buyer uses its own Supplier Master File or Netfira's buyer interface to view supplier catalogue to select required items.
2. the Enterprise Buyer sends the Purchase Order to their EDI VAN for delivery to ABC.
3. Netfira, connected to the VAN, notes that a new PO has arrived in the mailbox, picks it up, transports it to ABC where it is converted into the Quickbooks "Sales Order" format and automatically entered as such.
4. Once the Order has been processed, ABC simply brings up the appropriate Invoice in Netfira (which being connected to Quickbooks, presents the user with a list of invoices for the Enterprise Buyer) and clicks on "Send" to push it to the VAN mailbox for delivery to the Enterprise Buyer.

***Utilising the ability to push data***

Say the Enterprise Buyer maintains an internal “Supplier Master” file for ABC containing 2,000 different widgets that they procure from ABC:

1. Netfira, at ABC, notes that a price change has occurred in Quickbooks, for one of the Widgets it sells to the Enterprise Buyer.
2. Netfira automatically pushes the new information to an appropriate Web service at the Enterprise Buyer, to update the appropriate Supplier Master file.

This neatly addresses the problem where invoices received at the Enterprise Buyer, do not match Purchase Orders sent and of course the SME no longer has to manually create and submit price variations to the Enterprise Buyer.

***Selling to other companies***

Netfira instantly creates a web “Shop” for each seller. So a complete ecommerce site for ABC will be created called [www.abc.nf-shop.com](http://www.abc.nf-shop.com). For ABC, Netfira:

1. Automatically synchronises products for sales between their Quickbooks and the new Web Shop.
2. All sales placed on the site are automatically entered into ABC’s Quickbooks application
3. The Web Shop supports iPhone and Tablet access

For companies that have existing ecommerce sites based on Magento, osCommerce or Zen Cart Netfira can provide the same automation connectivity with the SME’s back end system.

The crucial issue here is that a single 20 minute install has given this SME seller the ability to deal with EDI providers, the Enterprise Buyer direct and any other customer they sell to. Overall, SME sellers/suppliers adopt Netfira due to the benefits it provides to THEM: - namely automation, integration and simplicity.

A summary video which outlines the Netfira product is at this link,

<http://www.youtube.com/watch?v=AcIViXiskx4>

Netfira “Seller” is a unique system that has been designed specifically to onboard suppliers and work with existing procurement systems.

For more information on “Seller” and other products in the Netfira suite: [www.netfira.com.au](http://www.netfira.com.au)