

E-Commerce 101

Business-to-Business (B2B) Electronic Commerce is the **computerized exchange of electronic documents or transactions** between trading partners.

Electronic commerce automates repetitive back-office functions in order to **streamline business processes, save money and reduce errors**.

For over 25 years, large corporations have used a form of E-Commerce called Electronic Data Interchange (EDI). EDI requires knowledge of **complex international standards and expensive private networks**, making it efficient only on a very large scale.

Introducing the FCB2B

The FCB2B Standard is a **simplified, industry-specific form of EDI that uses the Internet** to make E-Commerce affordable and efficient for businesses of all sizes.

The standard was created and is maintained by a not-for-profit association representing all major suppliers and software companies in the flooring business, including OVF.

The FCB2B allows Flooring Retailers to use their own software systems to **exchange the following transactions directly with OVF and other participating suppliers—**

- **Item & Price Catalog**
- **Purchase Orders & PO Acknowledgments**
- **Advanced Shipping Notices**
- **Invoices**

Enhancements to the standard, including additional transactions are in continuous development to meet the changing needs of the flooring industry.

Retail Software Partners

OVF is exchanging B2B documents with users of the following retail software programs—

- **CDMS**
- **Comp-U-Floor**
- **First Flooring**
- **FOCUS**
- **MarginMate**
- **Netfloor**
- **Pacific Solutions Floor Manager**
- **M-Vision Price List Pro**
- **QFloors**
- **RFMS**
- **Rollmaster**
- **Vencom B2B**

Please Note: FCB2B implementation varies between software companies. Not all programs support every transaction. While B2B is a free service from OVF, some software companies may require additional fees for B2B software and/or support.

Questions & Setup

Retailers who have questions or wish to begin using B2B with OVF may contact:

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More Information

Additional resources, including the FCB2B Standard documents and contacts for all these software companies, is available at:

www.fcb2b.com
www.flooringb2bstandard.com

Visit Ohio Valley Flooring Online at
www.ovf.com