



## Grow Your Business with Commerce One

### What Can Commerce One Do for You as a Supplier?

Commerce One® provides suppliers an easy, cost-effective way to participate in electronic commerce: Commerce One MarketSite™. MarketSite is the premiere business-to-business marketplace portal for goods and services. As a member of MarketSite, you have access to the most comprehensive e-commerce solution available and the largest community of buyers. You also have the potential to expand your customer base worldwide.

*To participate in MarketSite, register at [www.marketsite.net/supplier](http://www.marketsite.net/supplier).*

### Why Participate in Commerce One MarketSite?

As a supplier to Commerce One MarketSite, you have the potential to increase business, reduce operating costs, and watch your profits soar. And you can achieve this in a large and comprehensive online trading community, representing thousands of buyers and suppliers and enormous buying opportunity.

#### Grow your business

- Direct connectivity increases business with current customers because it ensures more on-contract buying—reducing leakage—and enhances customer relationships.
- The Global Trading Web exposes suppliers like you to a large and growing number of Commerce One global trading partners—including Global 2000 companies in Australia, North America, Asia, and Europe—enabling you to expand your sales channels worldwide. The Global Trading Web represents hundreds of billions of dollars in annual buying power.
- A Web-based marketplace portal, MarketSite enables simultaneous support of multiple buyers for optimum customer service. Suppliers only need to connect once to get instant access to all buyers in the network, decreasing the need to contact each individual buyer with pricing and availability updates.
- Commerce One will actively market you to all buying members of the global trading community, as well as potential customers.

#### Take advantage of an end-to-end solution

- MarketSite is built on an open marketplace platform, which enables trading partners to seamlessly exchange business information. Plus, it provides open, XML-based trading partner networking capability, allowing marketplaces to interoperate with one another.
- MarketSite supports multiple buying and selling applications to accelerate participation in the marketplace and is accessible several ways for buyers and suppliers. To access MarketSite, suppliers can use a Web browser, Intershop's merchant applications, or Microsoft Commerce Server with BizTalk.

- Beginning in the year 2000, MarketSite also will provide access to comprehensive, value-added business services that ensure smooth and effective commerce. They include a corporate procurement card (American Express, Mastercard, and GE Capital Financial, Inc.), shipping services (Tandata and UPS), and payment (Signio) and tax services.
- And MarketSite also will have auction and reverse auction capabilities, which allow you to generate new revenue channels, while capturing the true market value of everything from scarce goods and services to excess inventory.

### Reduce operating costs

- Real-time connectivity with customers enables you to reduce process cycle times. You can provide faster customer service and ensure customer satisfaction.
- Automated electronic order processing allows you to save on labor costs, since you can support more orders with the same staff level.
- Automated buying procedures help increase order processing accuracy. Your company can avoid transcription errors and reduce returns from incorrectly entered orders.
- The dynamic catalog that Commerce One helps you create and publish is designed to integrate easily with legacy Fortune 1000 ERP systems and the data they contain.



### Create a dynamic electronic catalog

- Commerce One operates a managed content model that provides services and tools to help you build a robust electronic catalog for use in all your electronic commerce initiatives.
- Your electronic catalog allows you to maintain close contact with customers and effectively communicate pricing and availability information.
- Through participation in MarketSite, you need only publish catalog content once to gain access to an increased network of buyers.
- MarketSite enables you to publish electronic catalogs that seamlessly integrate with buyers' purchasing applications, as well as automate content updating for multiple buyers.

### Scalable Solutions

Commerce One provides flexible options for interacting with MarketSite—hosted or full integration. Commerce One SupplyOrder™, a Web-based order management system, allows suppliers to view orders and manage pricing and availability status. Commerce One also provides the option for full integration into your ERP or back-end systems.

### Supplier Satisfaction

Commerce One Supplier Services Team will help you provide the best quality service to your current buying customers and gain exposure to other buyers within the MarketSite community and the Global Trading Web. As your primary contact at Commerce One, the Supplier Services Team helps you build a robust electronic catalog for your customers and works to maintain your satisfaction with MarketSite and the Commerce One Chain Solution. Supplier Services will also work with you to help identify the ROI for your project.

### More Information on Commerce One MarketSite

Experience the growth! Join MarketSite today... Your e-commerce portal to the B-to-B frontier. Visit <http://marketsite.net/>.



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