

e-marketplaces by SANDEL B2B

SANDEL B2B-marketplaces bring buyers and sellers together on a secure and scalable e-commerce platform, to increase local and global trade.



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SANDEL B2B e-marketplaces

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SANDEL B2B is working with organisations around the world to launch and run a growing number of public e-marketplaces. SANDEL B2B's secure e-commerce platform, which is certified to PCI DSS Level 1, the highest security standard used by the payments industry, provides the perfect basis for the secure transactions and payments needed to support global e-commerce in the cloud.

SANDEL B2B has partnered with a wide variety of organisations to deliver e-marketplaces which address the e-commerce needs of different communities, including:

- Citizen and business to government
- Consumer to business
- Business to business

e-marketplaces built on the cloudBuy platform include:

- **Sector-specific e-marketplaces** – these connect the players in an industry sector or focus on a specific need. For example, citizens needing Social Care products and services; Higher and Further Education institutions looking to manage contracts and purchase from preferred suppliers with approved prices and terms.
- **National e-marketplaces** to increase e-commerce between organisations within a country – these bring organisations of all sizes and industries together to create new opportunities and reduce the costs of doing business. Such marketplaces are often driven by national trade associations.
- **International e-marketplaces** to drive investment and international online trade – these provide an e-commerce gateway to global supply chains. They often grow out of national e-marketplaces or are established by organisations whose purpose is to promote international trade and investment. As more e-marketplaces are launched on the cloudBuy platform, it will be possible to link them together and for suppliers to update their offerings on multiple marketplaces in a single step.





The SANDEL B2B e-marketplace solution has been created to ensure marketplaces can be set-up rapidly to support new business initiatives and opportunities – and can be branded by the marketplace owner such as a national trade association or major organisation wishing to launch a marketplace as a service to its customers.

The SANDEL B2B e-marketplace solution is made up of the next components:

- **The SANDEL B2B platform** which facilitates paperless e-commerce transactions and payments, which can support the different currencies, taxes and payment methods used around the world.
- **The SANDEL B2B 'marketplace in a box'** a fully functional marketplace which can be rapidly branded and deployed with minimal effort, or used as a basis for marketplace-specific customisation and development. Features include:
 - A range of capabilities for sellers to offer their products and services to their target buyers; with options from simple listings on a single marketplace, through to e-commerce websites which can interact with multiple marketplaces.
 - Secure, e-commerce capabilities for buyers and sellers such as an online shopping basket; payments; stock availability; special pricing and offers; e-invoicing including taxes and delivery charges; sales reporting.
- **The SANDEL B2B 'marketplace design in a box'** – best design that attracts buyers and makes it easy for them to purchase, with features based on our experience of what makes a trade-friendly e-commerce environment.



SANDEL B2B provides a range of e-commerce options for sellers on the marketplaces

SANDEL B2B offers a range of e-commerce options for sellers of all sizes – from a simple listing on a marketplace through to functionally-rich, bespoke e-commerce website packages. These are all built on the secure cloudBuy platform which makes the PCI DSS Level 1 standard for payment security available to even the smallest of businesses.

A listing on a SANDEL B2B e-marketplace enables sellers to:

- Sell products and services online
- Process inquiries, orders, invoices and payments
- Offer a secure shopping basket and checkout process
- Provide a range of payment options to customers
- Upload existing product catalogue data
- Display multiple images per product and service
- Update catalogues, prices and stock online, which is instantly reflected to buyers
- Offer online promotions
- Create online forms to gather additional order information
- Provide full line item detail on orders and invoices
- Respond to online inquiries about products and services
- View reports of online sales
- Boost search engine rankings



In addition to a simple e-marketplace listing sellers have the option to also create or enhance their own independent online presence with an e-commerce website that also meets the world's toughest payment security standards.





SANDEL B2B offers four website packages to suit different sellers' needs, size... and ambitions:

- **Trade Today** – For small & medium enterprises who want to show they take e-commerce seriously. A range of templates and themes means sellers can quickly set up a fully functional e-commerce site, which is ready to trade in hours.
- **Professional** – For businesses wanting more control of design and e-commerce capabilities to differentiate themselves from the competition.
- **Enterprise** – For organisations needing e-commerce, plus more support for sophisticated customer and community needs.
- **Corporate+** – For organisations demanding world-beating e-commerce capabilities and bespoke design options.



SANDEL B2B Solution Overview

SANDEL B2B provides cloud solutions for buyers and sellers – and brings them together to trade securely and ethically via an increasing number of public e-marketplaces and private purchasing portals around the world, which are built on the SANDEL B2B cloud platform.

In addition to the cloudBuy e-marketplace solution, related modules from SANDEL B2B by will bring extra capabilities:

- **SANDEL B2B Contract Management** – used with a ‘private’ e-marketplace which connects a community of buyers and a known supplier-base, Contract Management provides online access to all procurement contracts in the cloud, to improve the management of contracts and ensure purchasing is made from approved suppliers to the agreed pricing and terms.
- **SANDEL B2B Website Packages** – sellers can enhance their online presence and e-commerce capabilities with one of four website packages from cloudBuy designed to meet the needs of organisations of all sizes



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