What is fcB2B and why is it important?
Panelist

- Lewis Davis
  - Director of Technology and Research
  - WFCA / fCB2B
- Stacy Chambers
  - Application Manager – EDI
  - Mohawk Industries
- Clay Rigsby
  - eCommerce Manager
  - Engineered Floors
- Mike Overlander
  - Application Development Manager
  - The Dixie Group
What is fcB2B?

• Floor Covering Business to Business, also commonly referred to as eCommerce
• Process of exchanging business critical documents.
• Standard includes:

<table>
<thead>
<tr>
<th>Product/Price Catalog</th>
<th>Price check</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase Order / Acknowledgement</td>
<td>Stock check</td>
</tr>
<tr>
<td>Advance Ship Notice (ASN)</td>
<td>Order status</td>
</tr>
<tr>
<td>Invoice</td>
<td>Reservation</td>
</tr>
</tbody>
</table>
Why it’s important?

• Reduced PO processing time
• Staff more efficient and productive
• Document tracking
• Reduce the order-to-ship cycle time
• Retailer prefers suppliers that use fcB2B
Benefits for the retailer

• Reduced effort to maintain prices
• Reduced effort to receive shipments
• Reduced effort to match invoices to receipts and PO’s
• Mobile access to products and prices
• Single entry for orders (reduced errors)
• Easier to sell your products
Supplier

- B2B does not eliminate your current website functionality.
- B2B compliments your website
- Provides audit trail for orders
- Eliminates lost orders
- Reduces phone calls
- Reduces entry errors by 50%
Suppliers

Your part in the process

- Keep pricing updated in your system
- Add new products in a timely manner
- Know who to contact if your customer is missing prices
- Understand your company's process for sending price updates
- Understand the timing of sending prices (daily, weekly or on-demand)
More about fcB2B

• Want to learn more about fcB2B?
  – www.fcb2b.org

• Find out if your company supports fcB2B.

• See software that supports fcB2B.
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Questions & Answers