

What is fcB2B and why is it important?

# Panelist

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# What is fcB2B?

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

Product/Price Catalog	Price check
Purchase Order / Acknowledgement	Stock check
Advance Ship Notice (ASN)	Order status
Invoice	Reservation

# 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 companies 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](http://www.fcb2b.org)
- Find out if your company supports fcB2B.
  - <http://www.fcb2b.org/partners.php?view=partners>
- See software that supports fcB2B.
  - <http://www.fcb2b.org/partners.php?view=software>



What is fcB2B and why is it important?

Questions  
&  
Answers