IDStone b2b

The major boost for your sales

IDSTONE B2B IS AN ONLINE SALES ENVIRONMENT FOR MARBLE, GRANITE AND NATURAL STONE COMPANIES.

Being a natural material, each marble slab has its own unique characteristics that differentiate it from others by its tone, grain, blemishes, cracks, etc. Traditionally, to select the materials, the customers are visiting the manufacturer's warehouses in person, or the same manufacturer is sending or posting some poor quality pictures on the web. Because of these procedures, customers can only inspect the appearance of the first slab of the bundle they are going to buy, and they are not being able to verify all the pieces, slab by slab.
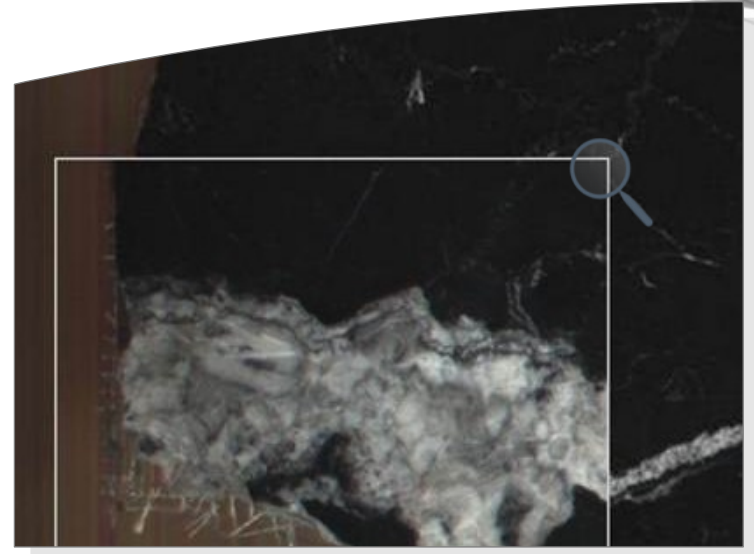
IDStone B2B

It´s time to offer more value to your customers. IDStone B2B projects a smarter, more professional image for your company and differentiates you from competitors. With IDStone B2B your customers will become more loyal and your company will gain a better market position.

THE PROBLEMS OF CONVENTIONAL PHOTOGRAPHY.

Applied to the natural stone industry, many factors are affecting the sharpness, quality and realism of the pictures taken with conventional cameras: light reflections, human operator´s inexperience handling the camera, lighting variations due to different storage spaces, time of day when the picture is taken, etc. So, several photographs of the same slab, taken under different conditions, produce very different images with very different sharpness, quality and realism. It is therefore easy to understand the high number of complaints received in the companies because of non-compliance of the materials.

IDSTONE® B2B: THE SOLUTION

IDStone SGA is a comprehensive system designed specifically for the industry of marble, granite and natural stone, which manages all logistical and production processes taking place in this industry. The different modules of IDStone SGA fully meet the specific needs of each company depending on the degree of complexity and automation desired.

IDStone B2B is the e-market tool of IDStone SGA. Supported by the new and advanced computer vision technology provided by IDStone Capture, IDStone B2B represents a real breakthrough to the processes of exhibition, marketing and sales of products in the natural stone industry.

COMPUTER VISION FOCUSED ON SALES.

IDStone B2B is an online sales portal connected to IDStone Server module, IDStone SGA´s data repository. IDStone B2B publishes on the Internet the stock, the real picture of each slab and the defining physical characteristics of the product (material, dimensions, quality, finishing, etc.). The high quality of the captured images allows the customers to inspect the slabs one by one and with the best detail worldwide, 24 hours a day. IDStone B2B facilitates the material selection and it also eliminates the high costs of travelling to the stores to inspect the materials in person, as traditionally were done. IDStone B2B integrates the full sales cycle, product selection and reservation processes, request for quotations, orders, etc.

INTEGRATION WITH YOUR ERP.

IDStone B2B includes some integration tools to manage data hand by hand with your actual working ERP System: Microsoft Dynamics NAV®, Dynamics AX®, SAP®, Aqua eBS®, etc. Integration with other management or ERP systems not listed here is always possible. Please, contact us for that.

CUSTOMIZE THE B2B FOR YOUR COMPANY NEEDS.

Decide by yourself what requirements must be met by the slabs you want to show and how do you want to publish the data, (grouped by bundle or by block…) IDStone B2B can be accessed from your own corporate website if required.

VERY SHORT TIME ROI.

Please, calculate the costs that your company would support if you had a sales team of several people working 24 hours a day 365 days a year. You'll immediately know why IDStone B2B makes your sales resources much more profitable than before. Focus your efforts to show to your actual and potential customers the many advantages of

IDStone B2B . Sign up for online sales of marble, granite and natural stone products, sign up for IDStone B2B.

LOYAL CUSTOMERS WORLD-WIDE.

IDStone B2B is putting your products closer to the customer and this is a high value, a great extra-reputation for your company. If there are resellers or distributors among your customers, IDStone B2B allows the sales cycle to begin before the material reaches the destination warehouses. Your resellers can download high quality slabs pictures, real-time stock and information about the products from your company and integrate them all on their own sales system. Please, ask for more information about the new module IDStone VirtualB2B that dynamically generates and manages virtual sales environments for each of your distributors or resellers. Give them this powerful sales tool and they can show all your stock, real-time, to their local customers. And without mentioning the origin of materials: your company. Everything your company needs to do is to wait for new and more frequent orders from your resellers.

MULTIPLE LANGUAJES

If your company operates in international markets, then you need the information to be displayed in different languages. IDStone B2B is multilingual capable (actually in English and Spanish). Please, ask for the location to the language you need

MULTI-WAREHOUSE

If you have geographically distributed warehouses, you can give your customers real time stock information from the warehouse closest to them. IDStone B2B allows your company to filter the stock by warehouse, being also possible to set a default warehouse per customer.

RELATED MODULES

IDStone Capture: Its exclusive imaging technology allows, at the end of the manufacturing processes, to take a high quality picture,

slab by slab, and to integrate it, associated with its single inventory record, in the system.

IDStone Server: It is the engine, the "core" of IDStone SGA. It's the environment for storing, orderly, large amounts of information and manages the communications with the other system modules.

IDStone Office: It is the *easy to use* user interface to access and to manage the information that the system stores. Its advanced data presentation technology allows the users to group, filter by any column or customize your views.

Más información:
www.idstone.es

IDStone ^{SGA}