B2B Sites

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Business to Business Sites

- Corporate sites are initially informational
- With time, more of the actual order processing and tracking moves online
- Industry sites are initially informational
- They attempt to achieve branding by offering news and resources
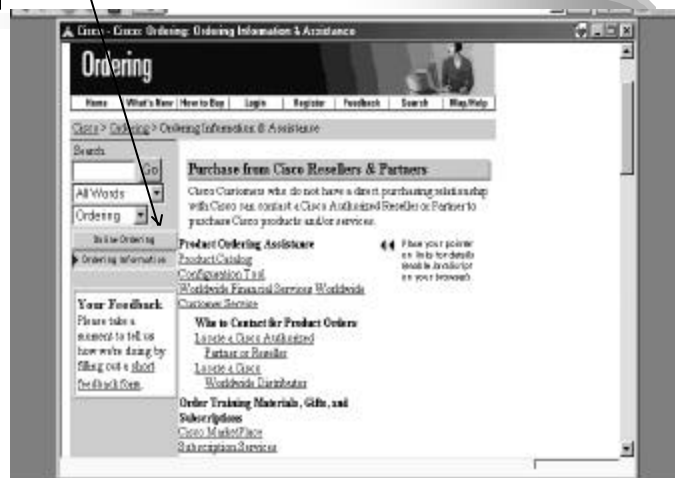- They may attempt to recoup costs by endorsing products or taking a percentage of the transaction

Slide 3

www.cisco.com

- Cisco systems presents online catalogs of its services.
- It also provides a capability to order online

Slide 4

Cisco provides ordering instructions

A 34 chapter on-line
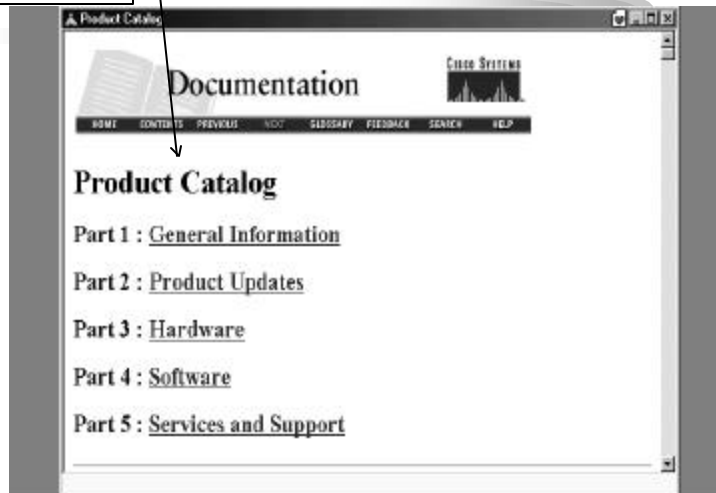catalog provides detailed
product specs

Documentation

Cisco Systems

HOME   CONTENTS   PREVIOUS   NEXT   GLOSSARY   FEEDBACK   SEARCH   HELP

Product Catalog

Part 1 : General Information

Part 2 : Product Updates

Part 3 : Hardware

Part 4 : Software

Part 5 : Services and Support

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Example of product details on
the Cisco site

Figure 5-5: AS2511-RJ Rear Panel

Table 5-1: Cisco 2500 Series Access Server Product Numbers

Product	LAN	WAN	Async Ports	Position
AS2509-RJ	AUI or 10BaseT Ethernet	Single 5-in-1 synchronous serial port	Eight RJ-45 Ports	Low cost dial-in access server
AS2511-RJ	AUI or 10BaseT Ethernet	Single 5-in-1 synchronous serial port	16 RJ-45 Ports	Low cost dial-in access server

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Once registered
it is simple to
order

www.sciquest.com

- SciQuest uses Catalog Model as market-making mechanism to mediate transactions between participants in the hub.

Example of a
Vertical Hub
providing deep
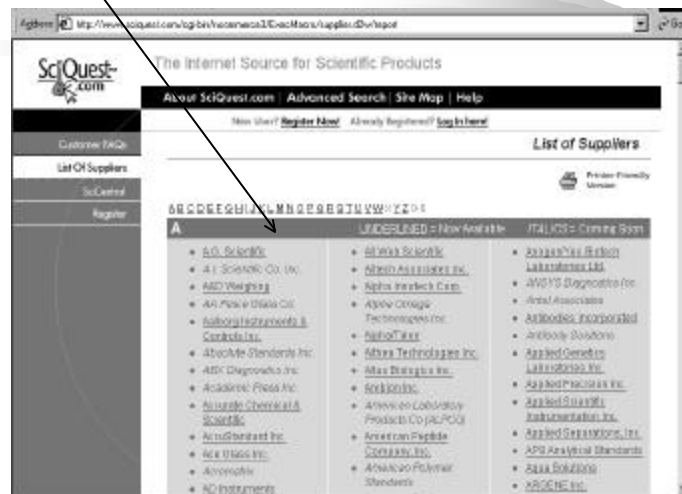domain specific
content and
domain specific
relationships.

SciQuest.com

The Internet Source for Scientific Products

About SciQuest.com | Advanced Search | Site Map | Help

Search:

New User?
Register
Now

Already Registered?
Log In
Here

User Name

Password

SelectSite™
Your suppliers,
your pricing,
your own private site

Buyer
Information
FAQ's, supplier
list & resources

Supplier
Opportunities
Feature your
products today

Take
a Tour

SciCentral - Your gateway to the best resources online

Auctions - Buy or sell used and refurbished equipment

LabDeals - Special promotions of name brand products

SciQuest.com Goes Global
Announcing purchasing agreements with Dow
and Max Planck Institute, and opening of London,
Paris and Walldorf, Germany offices.

Supplier List

Go to:

Customer Care: 909-232-1121

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This model
creates value
by
aggregating
suppliers
and buyers.

SciQuest.com

The Internet Source for Scientific Products

About SciQuest.com | Advanced Search | Site Map | Help

New User? Register Now!   Already Registered? Log In here!

List of Suppliers

Customer FAQs

List Of Suppliers

SciCentral

Register

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z 0-9

A   UNDERLINED = Now Available   ITALICS = Coming Soon

- A.O. Scientific
- A.I. Scientific Co. Inc.
- A&D Weighing
- AA Peirce Glass Co.
- Aalborg Instruments &
  Controls Inc.
- AbsoluteStandards Inc
- AB Diagnostics Inc
- Academic Press Inc
- Accurate Chemical &
  Scientific
- AccuStandard Inc
- Ace Glass Inc
- Acmorphix
- AD Instruments

- All West Scientific
- Alltech Associates Inc
- Alpha Innotech Corp
- Alpha Omega
  Technologies Inc
- AlphaTrax
- Altana Technologies Inc
- Atlas Biologica Inc
- Amkijon Inc
- American Laboratory
  Products Co (ALPCO)
- American Peptide
  Company Inc
- American Polymer
  Standards

- Amgen Wax Barton
  Laboratories Ltd
- ANSYS Diagnostics Inc
- Antel Associates
- Antibodies Incorporated
- Antibody Solutions
- Applied Genetics
  Laboratories Inc
- Applied Precision Inc
- Applied Scientific
  Instrumentation Inc
- Applied Separations, Inc
- APS Analytical Standards
- Aqua Solutions
- ARGENE Inc

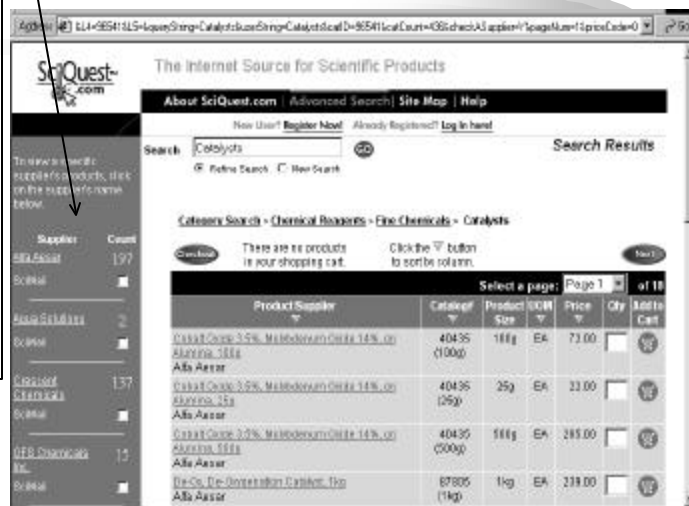September 28, 2001   B2B Sites   10

Catalog-centric hub: works well when most purchasing takes place with prequalified suppliers and with prequalified business rules.

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www.e-steel.com

- Vertical industry portal
- Provides access to steel industry news and information
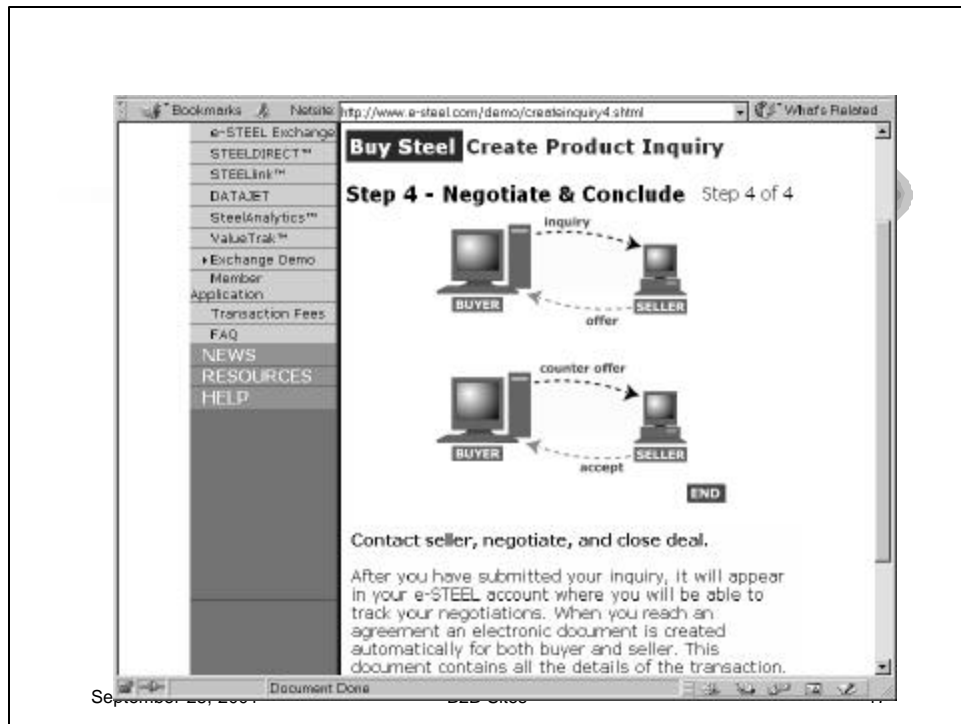- Provides access to buying and selling
- Provides access to resources

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www.onemediaplace.com

- Example of a functional Hub
- Focuses on providing the same function or automating the same business process across different industries.
- OneMediaPlace focuses on media buying.

Provides information for first time visitors.

Slide 1:

Employs Auction Model to create value by spatial matching of buyers and sellers.

Address: http://www.onemediaplace.com/tool/buytools.asp?sessionID=

Home | Register | Inventory | What's New | Site Tools | Help

Planning Tools | Buying Tools | Post-purchase Tools | Request for Proposal

Find a Seller

Seller Information | Seller By Category | Advanced Search | My Leading Bids

Buying Tools

BUYING TOOLS

▶ **Seller Information**
An extensive list of all the sellers we work with.

▶ **Seller by Category**
Browse our Seller portfolio according to your business needs. Sort our List of Sellers by media and category.

▶ **Advanced Search**
Click here to sort through our inventory according to your needs AND to sign up for Email Reminders. Be the first to know when inventory becomes available.

▶ **My Leading Bids**
Keep track of your account activity with just one glance.

Home | Register | Inventory | What's New | Site Tools | Help
About OneMediaPlace | Contact

Slide 2:

www.paperexchange.com

- Employs Exchange Model to create value by temporal matching of supply and demand.

- This model works best for near-commodity items that can have several attributes, but are easy to specify.

Provides corporate and background information to induce trust.

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www.acdelco.com

- GM is moving toward a policy where all suppliers must support online transactions.
- This is an example of B2B transactions.

Pulldown
navigation Menu

Parts
identified by
GM or
ACdelco
product
codes.

Find information about
order, parts, or user.