



POWERVENDOR

Sell Like the Big Boys Do With PowerVendor From B2Bgalaxy.com

Your customers want an e-procurement solution, your competitors are ready to give one to them. What are you going to do? Now, there's a tool to keep you in the game. PowerVendor from B2Bgalaxy.com will help you grow the amount of business you do with existing customers, and build your business by reaching new customers.

Affordable, rich in capabilities yet easy to implement, it has been designed for sales and distributing operations exactly like yours. It's the right-sized solution.

The PowerVendor equation: more efficiently manage existing customers... use the time you've saved to build your business.

Take Orders More Efficiently

Accept orders online and let your sales force concentrate on the higher value work of consulting and building client relationships. PowerVendor automates the basics of pricing so your offers are always appealing and your prices are always current – at a far lower cost-of-sales than ever before.

Reach a Wider Audience

PowerVendor puts you in touch with a broader universe of potential customers. What's more, it expands your opportunity with existing customers, by letting you see their entire inventory and quote prices against accurate product specs.

Get a Sharper Competitive Edge

As a PowerVendor you can:

- ▶ Channel real-time product and service information directly to each of your clients
- ▶ Deliver dynamic pricing by customer; easily modify pricing via templates
- ▶ Target new prospects with significant buying power
- ▶ Accept purchase orders from individual accounts over the Web, reducing cost of sales
- ▶ More effectively monitor your sales force
- ▶ Provide online catalogs for your customers
- ▶ Provide manufacturers that you maintain relationships with ability to market brands online with targeted offers to your customers
- ▶ ... and do it all affordably, easily, quickly!

Safe, Secure and Simple

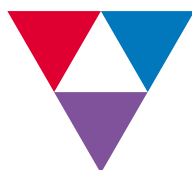
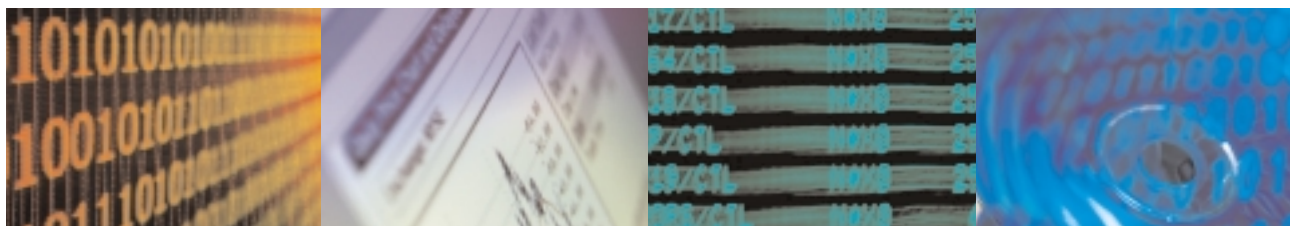
PowerVendor will shorten your selling cycle and make it easier for customers to do business with you. The extremely user-friendly application requires minimal training and customer service support. And of course, it's fully confidential — the prices you post via PowerVendor are private and proprietary between you and your customer.

The PowerVendor Advantage

- ▶ Market your services and products on the Internet – virtually effortlessly!
- ▶ Receive orders online from accounts in complete confidence
- ▶ Easily maintain up-to-date pricing information for each individual account
- ▶ Reduce time spent faxing, calling and telephone-tagging customers

Sell like the big boys, without the big overhead. Get PowerVendor!

B2Bgalaxy.com's Web-based software has been honored as best new product at two recent industry trade shows. In July 2000, Forbes.com recognized B2Bgalaxy.com as one of the top 200 B2B companies.



PowerPurchasing PowerVendor PowerProducts

