



FIS/eSales®

The following document gives you a short overview of the new FIS/eSales® Release 2016.

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1 Introduction

FIS/eSales® – initially developed in 2002 - is a powerful shop solution for Internet sales that is deeply integrated within SAP ERP. It is equally appropriate for business transactions in the business to business sector (*FIS/eSales*® B2B) and the business to consumer sector (*FIS/eSales*® B2C). In 2010, *FIS/eSales*® Mobile was introduced - a solution for using *FIS/eSales*® on mobile devices.

Summary of main benefits:

- Deeply integrated with SAP ERP.
- Detailed display of warehouse capacity depending on your organisational structure
- Good mass data performance
- Optional: administration of a large number of articles
- Price synchronisation in the shop and the ERP system

FIS/eSales® is based on the latest technologies (SAP NetWeaver® AS). The communication with the SAP OLTP system is supported by pre-set communication functions for quotation and order processing.

Creation and update functions including filters for restricting data volumes are available for the exchange of master data from the OLTP system to *FIS/eSales*®. The SAP NetWeaver® Application Server is the platform for *FIS/eSales*®. Based on this server, the Web pages are created using the BSP (Business Server Pages) technology. This stable application server technology makes scalability, language independence, Web service connections, HTTPS, JSON, XML etc. as standard.

***FIS/eSales*® offers your organisation excellent system stability as well as high functionality:**

- *FIS/eSales*® B2B
- *FIS/eSales*® B2C
- *FIS/eSales*® Admin-Console
- *FIS/eSales*® Mobile



2 FIS/eSales® B2B

Processes

- The message center provides information to the shop-user concerning delivery tracking, for instance. Messages can directly be addressed to the shop-user, to all shop-users relative to a customer number or to all shop-users. This makes information retrieval easier for the shop-user and information provision easier for the shop-provider.
- The Smart PIM (Product Information Management) for FIS/eSales® is used to easily manage the product information used. It is therefore possible to influence the display of articles in the shop. The shop-user can benefit, for instance, from more informative texts and further documents or images. The SAP article data will remain unaffected. Smart PIM enables the shop provider to optimise the display of article information in order to increase sales.
- The shop-user can accelerate the purchase process with the one-click order. Direct access can be made from any shop page to the summary page where the user can trigger the purchase order. In this way, usability will be improved.
- The shop administrator can use the Smart Configurator to store articles/products with object dependencies or import such information via a file. Unlike static bills of material, articles/products can be linked flexibly with each other. Consequently, the shop-user is offered compound articles relative to a product in the shopping cart. In this way, the user can benefit from cross-selling.
- The new ordering matrix can be used to format articles/products in a matrix so that the shop-user will be able to fill the shopping cart more quickly. It is possible, for instance, to map installation materials of different sizes via the ordering matrix. The shop-user benefits from a clear article overview and is able to select the requested material and to add it to the shopping cart. This accelerates the purchase process for the shop-user since they do not need to find every individual article and add them to the shopping cart. The maintenance of the ordering matrix by the shop administrator has been improved with regard to usability.
- The articles last viewed by the shop-user will be displayed using the "Last viewed products" icon. This facilitates the search for recently viewed articles.
- The standard welcome page has been replaced by a dashboard, which can be configured flexibly with icons. The usability of further navigation elements, such as "My account", label printing or product comparison has been optimized.
- The usability and performance of the ordering process in the shop have been optimised so that the user can switch more quickly between delivery and item data.
- The usability and user interface design of the management of users relative to a customer number have been improved.





Integration

- In the shop, the energy label of articles that must provide proof of energy efficiency is displayed in all lists, such as favorites, search, documents, shopping cart etc. and can be printed if required. The data for proving the energy efficiency classes comes from FIS/wws®.
- In the SAP ERP order creation (transaction code VA01), the office-based sales employee can search articles via the shop and transfer them to the order. This enables the user to find articles more quickly.

Technology

- The shop administrator is enabled to manage the changes of defined user interface shop texts. Consequently, these texts can be easily and flexibly adjusted to the individual requirements of the shop-users.

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