



E-COMMERCE WEBSITE FOR B2B SERVICES

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Abstract: E-commerce is becoming a more powerful component of huge asset for B2b businesses. It allows them to not only lower purchase costs and provide a wider variety of additional resources, but also to improve communication performance between their clients and suppliers. As a result, the aim of this article is to analyze how businesses use Business - to - business E-Commerce, how it funds their businesses, and what the key advantages are. In light of the growing relevance of services in B2B markets and the rapid advancement in information technology, the paper assumes significant realistic and theoretical significance for the business world. It may be used as a foundation for more study on various strategies in B2B markets and examination of the position of E-Commerce since it represents an overview and summarizes a broad theoretical context on the subject. The paper will also help businesses make decisions on their E-Commerce investment policy.

Our website helps Distributors and retailers to make their jobs easier. Instead of receiving orders manually, it increases the quality and profitability of the company's distribution activities, lowering overhead costs.

Keywords: B2B E-Commerce, B2B E-Commerce policy, B2B E-Commerce services, B2B E-Commerce forms, B2B E-Commerce foreign insights, IT Technology and E-services.

I. INTRODUCTION

E-commerce has grown in importance as a means of strategic advantages over the past few decades. Managers are compelled to reinvent corporate practices and also reconsider current business structures and partnerships with business partners as a result of the opportunities provided by E-Commerce. Several observational studies have shown that E-Commerce allows businesses to not only reduce transaction costs but also to improve customer service. Many distinct scientific studies have shown that E-Commerce allows businesses to not only reduce transaction costs and provide new resources, but also to improve supply chain productivity and communication with their business partners. E-Commerce, especially business-to-business (B2B) E-Commerce, can help companies in B2B markets offer a wider range of services.

B2B can be characterized as a company's relationship with other companies, including distributors, vendors, agencies, and customers.

Our Contribution

- We created an e-commerce platform that allows both merchants and distributors to participate.
- Our website makes it easy for distributors and sellers to do their work.
- It improves the efficiency and profitability of the company's delivery operations while lowering operating costs by receiving orders electronically rather than manually.

- Our website also has a database that contains information on all distributors and retailers, as well as order information.

II. RELATED WORK

In B2B E-Commerce there are different classifications of B2B E-Commerce. Nevertheless, the foremost often used criteria for classification could also be variety of agents (buyers and sellers involved into transactions), the characteristics of markets where company operates (vertical or horizontal) and therefore the nature of buyer and seller relationships (either long-term orientated or transaction-based). Different authors name the sorts of B2B E-Commerce during a rather different way, though the foremost idea is typically the same (based on the standards mentioned above). During this paper, the classification, proposed by Laudon and Traver in their textbook on E-Commerce, is getting to be reviewed and analyzed. Following this classification B2B E-Commerce are often generally classified into two types: net marketplaces and private industrial networks. The both types and subtypes of B2B E-Commerce are going to be discussed subsequently.

Consecutively, there are four subtypes of E-Commerce are described and demonstrated with some samples. E-distributors are the most popular and straightforward kind of online marketplace. They merely act as a conduit between suppliers and customers, acting as a conventional intermediary.

Independent markets bring together a large number of buyers and sellers who are looking for or selling direct goods on a spot basis in a real-time world. Within a single sector, they represent a vertical market. Because of the fierce competition in individual exchanges, consumers benefit more from cheaper rates. Distributors have access to a large number of aspiring customers.

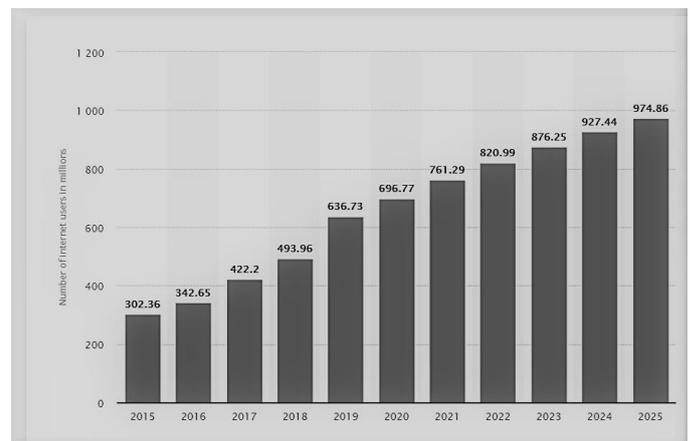
The following are the main characteristics of marketing relations based on markets: focus on individual customer relationships, large number of consumers, low level of interdependence as resources, product or service may be easily replaced or substituted, sellers are more active than buyers, focus on a number of interactions rather than long-term relationships, emphasis on managerial, economic, and strategic considerations.

In contrast, relationship marketing based on networks is characterized by: focus on bilateral relations between sellers and buyers and exchange within the network, number of players is not that high, products cannot be easily substituted, every partner can be active, not just sellers, companies

concentrate on long-term relationships and emphasis on resources, social and functional exchange.

As an amusing case, Smarterwork.com can be mentioned. This kind of net marketplace, which primarily sells utilities, is exemplified by smarter jobs. Smarter Practice focuses in bringing together businesses and skilled service suppliers. They have personnel for a specific project as well as their own resources, such as computers, software, and office space. The connection between the employee and the corporation will be concluded after the job is finished. It ensures that the organization would be able to save a significant amount of money on payroll expenses.

There are already some debates about the concept of E-Commerce in the business world and among academics. E-Commerce will be described in this article as the use of the Internet to conduct business, as well as digitally powered commercial transactions between and among businesses and individuals. Digitally allowed transactions, in this context, extend to any transactions involving digital technologies, including commercial transactions. For this analysis, B2B E-Commerce will be interpreted as B2B Commerce, which is authorized by the Internet. "B2B E-Commerce refers to the use of computers and the Internet to substitute labor forces in the production of commercial transactions," according to Wikipedia. In this way, the Internet has a positive and negative effect on industry. To begin with, a new business model known as "click-only businesses" was launched. Second, conventional "brick-and-mortar" businesses can go online to conduct business and interact with customers.



III. SYSTEM REQUIREMENTS

TABLE I

Software Requirements	Hardware Requirements
Operating System: Windows 7 ABOVE. ° Coding Language: Java 1.8	System: Pentium IV 2.4 GHz Mobile: Android
Tool Kit: Android 4.4 ABOVE. IDE: Android Studio.	Hard Disk: 40 GB.
Front End: Android, Java and XML. ° Back End: My-SQL, PHP	Monitor: 15 VGA Colour RAM: 512 Mb.

The retailer would use the login portal to access the website. The retailer chooses the products he wants to buy. He must fill in the specifics such as Shipping Address, Preferred Date and Time of Delivery, and confirm the order after choosing the goods and quantity. As soon as the order is put on the retailer's end, the distributor's dashboard will be updated with the order information. When the distributor receives the order information, he must approve it, and as soon as he does, the retailer will be alerted by text message. The retailer's order will be sent by the distributor. The retailers receive their orders on time.

IV. OBJECTIVES

- To create a marketplace that allows distributors and retailers to purchase and sell products online.
 - Boosting the efficiency of services.
 - Making responsive **ecommerce** website.
- Increasing Sales.

V. EXPECTED NEW APPLICATIONS

1. It reduces the number of steps in the sale process.
2. It also lowers the net selling and promotion costs.
3. Since there are so many entrants in an online marketplace, a buyer of industrial commodities can be able to find a decent price.

VI. EXPECTED IMPLEMENTATION METHOD

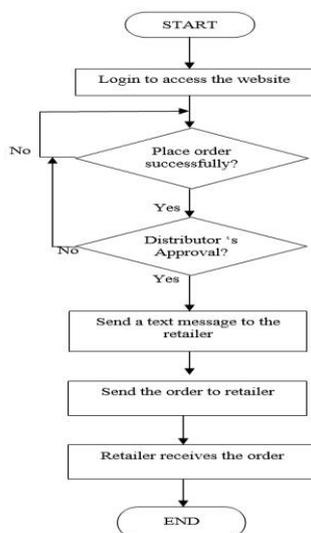


Fig.1 Website Architecture

A. DESIGN

- The User Interface Design: Our website's user interface was designed to draw users through using simple navigation menus in a way that enhances user engagement, improves accessibility, and establishes a close bond between customers and our website.
- Database Design: Customer's telephone numbers and passwords are stored in the system's database for authentication. There are a total of six tables. The Orders table, Orders Receiving table, Products Availability table, Distributor Details Table, Retailers Details Table, and Address Table are all tables in the database.

B. TOOLS

- HTML, CSS, Java Script, Node JS .

VII. EXISTING SYSTEM

1-India Mart:

Dinesh and Brijesh Agrawal established IndiaMart in 1996 with a seed capital of 40,000. Today, IndiaMart is one of the well known Indian B2B E-Commerce plazas, with a 60 percent market share of the country's online B2B classified space. In view of the fact, from then, it has provided B2B, B2C, and C2C services through web platform. By the year 1999, the listing had surpassed 1000 items, and it now contains 60.73 million products and services.

2-SOLV starts Operations in Hyderabad:

SOLV is one of the most reliable B2B E-Commerce website for all scale business in India. It recently announced the beginning of operations in Hyderabad, a major industrial hub in India's southern area.

VIII. CONCLUSION

Over the last few decades, e-commerce has become increasingly important as a way of gaining competitive advantages. As a result of the opportunities created by E-Commerce, managers are forced to redesign organisational processes as well as rethink existing organisational structures and relationships with industry partners. Several observational findings have found that E-Commerce encourages companies to increase customer experience while simultaneously lowering purchase costs.

The aim of our website generally was to essentially look at how industrial industries use B2B E-Commerce and to for the most part assess how important it for all intents and purposes is to their businesses, which definitely is quite significant. Distributors and retailers may use this website to particularly make their jobs easier, and to particularly look at how industrial industries use B2B E-Commerce and to definitely assess how important it essentially is to their businesses, or so they for the most part thought. Instead of receiving orders manually, it increases the quality and profitability of the company's distribution activities, lowering for all intents and purposes overhead costs.

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