

e-Con's Online Capabilities

Online has many dimensions, and so does e-Con: B2B/B2C
Portals and e-Commerce



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e-Con Solutions gives companies an unbeatable solution for configuring virtually anything, anytime, anywhere--sales, products, projects, services, documents, and more. By default, e-Con's always online, with offline options that include automatic synchronization. Whether it's being used on PCs, laptops, or mobile devices, on premise or remotely, it's working in real time with Dynamics data and an always-on rules engine so that users can create, modify, and generate always-accurate configurations. But online means more, and e-Con covers that as well. Many companies have found tremendous benefit in using the e-Con Portal via web browser to give dealers, partners, branch offices, and customers tailored access for configuring quotes and orders themselves. e-Con has also kept pace with rapid growth in end-to-end e-commerce sites for both B2B and B2C customers. Working with your partner or web designer, your company can also use e-Con as part of a web shop. Our customers are discovering that e-Con can deliver an outstanding e-commerce experience for consumers that incorporates direct payment.

[An easy, flexible path to expanding business growth and success](#)

Whether you're focused on B2B portal access, B2C e-Commerce, or both, e-Con can cover all needs with one solution that marries fully with Dynamics AX, NAV, and CRM. e-Con's portal and e-commerce capabilities can help your business:

- Increase sales and satisfaction with 24/7 self-service
- Grow or establish a B2C base with direct ordering
- Add new or enhanced offerings to your portfolio
- Reach new markets and geographies
- Reduce time to market for products and services
- Reduce time, errors, and cost for quotes and orders

e-Con is a flexible solution, so you can use our Portal or e-Commerce capabilities alongside our internal configurator or on their own. Here's a brief overview, followed by examples of how customers are using the e-Con portal and increasingly, as part of an e-commerce web shop. To learn more about the e-Con Sales and Product Configurator, visit www.e-consolutions.com!

[Extend self-service quotes and orders worldwide with the e-Con Portal](#)

Ideal for B2B businesses looking to improve efficiency, sales, and reach, the e-Con Portal enables partners, dealers, and customers with credentials to log into a true self-service environment via any web browser, from any location. Based on their credentials, they can view and then configure appropriate quotes and orders using e-Con's guided, intuitive process. The Portal connects directly to shared, real-time data in Dynamics, and the e-Con rules engine ensures that users view relevant options and never choose impossible combinations. All calculations are automated and synch continuously with user selections.



When the user is satisfied with the product or services he's configured, they can simply click or tap 'Order' and the e-Con Portal shoots the order directly to your Microsoft Dynamics system. Users can view their orders and status at any time. Our customer showcase details the many ways companies use the e-Con Portal, so be sure to check them out!

[Build a B2C sales channel with e-Con and the Sana e-Commerce platform](#)

The e-Con Portal is designed to keep invoicing and payment as part of your back-office operations as part of a B2B sales process. If you're looking for to reach a wider B2C audience (which can include business customers) and include direct payment before an order is submitted, we have another ideal offering: e-Con at work within a web shop like Sana Software or Magenta. Customers get a friendly, flawless experience that includes:

- Direct selling for standard items, with ability to tailor and personalize selections
- Promotions—store-wide, select, seasonal, etc.
- Cross-sells and up-sells prompted by user interests and selections
- Credit card, PayPal, and iDeal payment

e-Con for e-Commerce is backed by enterprise-level capabilities that let you create a consumer-friendly experience that's as simple or detailed as you want. Whether you're offering a quick selection of standard products or letting customers configure a custom product, you have everything you need. Payment and orders are processed through the Sana shopping cart and sent directly to Dynamics. Efficient, accurate, part of your total solution—and packed with capabilities that let you change and grow without limits.

[Explore how customers are taking online to the limit with e-Con's Portal and e-Commerce offerings](#)

Here's a select array of customers using the e-Con Portal in many ways, along with examples of customers who are discovering that using e-Con within a Sana webshop delivers an unbeatable e-Commerce experience.



Fortress Interlocks | UK
Microsoft Dynamics NAV
www.fortressinterlocks.com

Fortress Interlocks is a manufacturer of safety interlocks systems for a wide range of industries. They're an ideal example of the value e-Con online can offer a business with complex offerings and global reach. Based in the UK, Fortress has offices in the USA, the Netherlands, Australia and China —and a worldwide network of distributors and channel partners! e-Con capabilities are backed by centralized information and a powerful rules engine. All users view and work with current, relevant options, currencies, and requirements when they're configuring product quotes and orders for customers. Regardless location, orders go to the HQ Dynamics system for quick processing that meets all region- and customer-specific needs.



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GHYCZY | The Netherlands
Microsoft Dynamics NAV
www.ghyczy.nl

This Dutch manufacturer for high-end furniture has a huge portfolio with many options. Using e-Con as an online quoting tool enables resellers to quickly navigate through all offerings and ensures they select feasible options with ease and flexibility. They can create quotes in minutes, with automatic, real-time pricing and the assurance that they can present customers with complete, current information that's ready for approval.



NCQ Doors | Canada
Microsoft Dynamics NAV
www.ncqdoors.com

Based in Canada, New Concept Quality Doors works online with both Canadian and US dealers via e-Con and Sana. e-Con's online capabilities make it a great sales tool regardless location. Dealers can create a quote based on customer specifications, then upload a photo of the customer's house that shows their existing door. e-Con creates a visual of the door that's being quoted and replaces the current door with the new one. Both customers and dealers can ensure the perfect fit. Approved quotes convert instantly to orders that go directly to NCQ Doors' Dynamics NAV system.



Labelmaster | US
Microsoft Dynamics NAV
www.labelmaster.com

LabelMaster produces and sells standard and custom print labels for both B2C and B2B markets. They've created an outstanding e-Commerce site, leveraging the Sana platform, that serves both customer sectors. e-Con lets users easily add simple texts or complete designs print on the custom labels. e-Con also visualizes the design so that the user has a clear view of what they've configured before they submit payment and their order.



NRF | The Netherlands
Microsoft Dynamics AX
www.nrf.eu

NRF, a Dutch supplier of radiators, has incorporated e-Con into their webshop, saving time and overhead. Dealers have everything they need for complete self-service. They can configure custom, complex systems following e-Con's intuitive guided process, and also directly order standard and special parts directly from the webshop.



Xindao | The Netherlands
Microsoft Dynamics AX
www.xindao.com

This Dutch and Chinese manufacturer of promotional gifts is taking full advantage of e-Con's ability to expand webshop capabilities while "keeping it simple." Customers follow an intuitive process that starts with selecting a product from the webshop. e-Con then guides them through the full sales process: adding custom printing, selecting options such as engraving and colors, and even upload for logos. The experience may be standardized, but it offers a personalized experience that includes validation of the artwork approval process.



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Fichet | France
Microsoft Dynamics AX
www.fichet-pointfort.com

Based in France, Fichet produces locks and exterior doors and works with a dispersed network of B2B dealers. The e-Con portal gives all dealers a full configuration experience, built on real-time, single-source information, that eliminates errors and confusion. After dealers log in, e-Con Guided Selling makes it easy for them to select correct door models and all options, with assurance that complex requirements are instantly accounted for. Alerts prevent unfeasible combinations and suggest optimal choices. Dealers know exactly what they'll be getting with dynamic 2D visualization that they can modify as needed. With a single click, they can send an order straight to Fichet's Dynamics AX system. e-Con automatically configures all information needed for production, so work can get started quickly.



CECO Environmental | US
Microsoft Dynamics AX
www.cecoenviro.com

CECO Environmental is a Global Market Leader in Environmental, Energy and Fluid Handling/Filtration Technologies. Their Strobic Air subsidiary specializes in technologically advanced exhaust systems for laboratory fume hoods in university, public health, government, chemical, pharmaceutical, industrial and other process industries. Strobic Air uses e-Con as an interface between www.choosetrystack.com, their online fan selection and configuration program, and Microsoft Dynamics AX. e-Con takes configurations built in [choosetrystack.com](http://www.choosetrystack.com) and converts them directly into Technical Quotations in AX, eliminating the need for a time-consuming order entry process.



CoverPools | US
Microsoft Dynamics NAV
www.coverpools.com

Cover-Pools Inc., are the actual inventors of automated swimming pool covers. With e-Con as part of their B2B portal, dealers can configure complete automatic swimming pool covers and order replacement parts. The portal also auto-communicates with dealers for order and shipment updates.



AGMI | The Netherlands
Microsoft Dynamics AX
www.agmi.nl

Agmi is based in the southern part of Holland and manufactures a variety of traffic signs for the Dutch market. AS part of their Sana webshop. e-Con gives local municipalities the ability to order and purchase street signs online, with clear visualization that ensures they've configured a sign that meets their requirements and specifications.



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Proven. Expert. Future-Proof.

Since 1999, the team behind e-Con Solutions has been developing configurators that streamline quote through after-sales service for a broad range of manufacturing, retail, and distribution industries. Today, the e-Con Sales and Product Configurator is the solution of choice for more than 200 customers in 25 countries. We are well-recognized for our deep knowledge of Microsoft Dynamics AX, NAV, and CRM, as well as for innovation that makes e-Con an excellent stand-alone configurator. e-Con Solutions is head quartered in Veenendaal, the Netherlands, and is a Microsoft Silver Certified Partner. We sell our solutions primarily through our partner channel of certified Microsoft Dynamics and independent partners, and as a direct reseller.

**More information
about e-Con Solutions**

info@e-consolutions.com
www.e-consolutions.com
demo.e-consolutions.com

Newtonstraat 2
3902 HP Veenendaal
The Netherlands
Tel +31 (0)85 489 56 26

2017 17th Street Suite 300
Atlanta, GE 30363
United States of America
+1 678 538 6479



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