


AT A GLANCE:
Customer

Liquid Handling Medical Device manufacturer.

Industry

- Life Sciences
- CPG

Business Challenge

- Grow sales and cut down processing costs.
- Manage diverse customer base across B2B Marketplaces.
- Buyer compliance.

Solutions

- Automate O2C process
- C-XML Integration
- Catalog-Punchout/CIF
- E-Invoicing & Payment

Results

- Reduced sales support costs by 30%.
- Increased channel sales by 25% over 2 yrs
- Order processing cost down from \$70 to \$6.
- Reduced DSO from 42 to 32 days.
- Increased ITO from 4.2 to 6.

Customer Solutions
PebbleJet

The rapid pace at which B2B business environment changing towards Collaborative commerce, strategies such as integrating with Marketplaces are critical for suppliers to stay ahead.

Supplier Enablement and end-to-end e-commerce solutions were part of customer's strategy to move beyond referrals, efficiently identify prospects, assess market demand and streamline customer integration.

Streamline the entire order-to-cash process has reduced the customer enquiries on orders and invoices – lowering cost and improved relations.

PebbleJet is an OnDemand, B2B E-Commerce company. Our Software-as-a-Service (SaaS) solutions empower the best-in-class B2B companies worldwide for all their E-Commerce needs. An industry validated partner with solutions in Life Sciences, High Tech, Retail, Distribution, Process







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