

New service “BtoB Platform TRADE” scheduled for official launch in July 2021

An ordering service for all industries that enables seamless completion of commercial transactions from quoting to ordering, inspection, and invoicing on a single “BtoB platform”

Infomart Corporation (hereafter, the “Company”) plans to launch “BtoB Platform TRADE”, a service that enables management of various operations involved in commercial transactions—quoting, ordering (both placing and receiving orders), delivery, acceptance, and inspection—for all industries on a single platform. Further, by linking the new service with “BtoB Platform Invoicing”, all operations through to invoicing can be performed seamlessly on a single platform.

< Outline of “BtoB Platform TRADE” >

“BtoB Platform TRADE” is a cloud service that digitizes operations in commercial transactions that have previously been done using analog technologies such as telephones and fax machines. The new service will enable smart management of quoting, ordering (placing orders), and inspection—operations necessary for commercial transactions between companies—on the cloud, and by linking the service with “BtoB Platform Invoicing”, all operations through to invoicing can be performed on a single platform.*

Note: Users can choose which business forms and documents they wish to digitize first using the service.

Because companies receiving orders can also use the same platform for ordering (receiving orders), delivery, and invoicing, the new service can help reduce operating costs by promoting the shift to paperless operations at both parties and promote telework. It also supports digital transformation (DX) of companies by centralizing transaction data.

Further, because “BtoB Platform TRADE” does not store basic product information such as product codes, model numbers, and Japanese/International Article Numbers on its system, it is possible to digitize ordering operations for indirect materials as well as for direct materials. The Company plans to release an API that enables users to easily link the platform to their purchase management and other core systems.

< Difference between “BtoB Platform Ordering” and “BtoB Platform Ordering for Manufacturers” >

Launched in 2003, “BtoB Platform Ordering” is an ordering service specialized for distribution practices unique to the food industry in that it requires basic product information to be registered prior to placing and receiving orders. On the other hand, “BtoB Platform Ordering for Manufacturers”, launched in 2020, is a service optimized for the distribution flow of the manufacturing industry.

The new service “BtoB Platform TRADE” scheduled for launch in July does not require basic product information to be registered and can be used across industries for all types of products. Hence, the service is expected to facilitate digitization of ordering operations for all industries.

Drawing from its track record in system construction and operation accumulated through providing “BtoB Platform Ordering” and “BtoB Platform Ordering for Manufacturers” over many years, the Company will endeavor to provide services that support operating cost reduction, telework, and DX initiatives of companies in all industries and benefit society as a whole.

< Future development >

■ Service rollout

“BtoB Platform TRADE” is slated for launch in July 2021. Then from winter 2021, the Company plans to implement functional upgrades in phases to further enhance convenience.

■ Provision of optional services for the construction industry

The Company plans to provide an Optional Service for Progress Payment Management to digitize progress payment (payment for the amount of work that has been completed up to the point of invoicing) invoicing. With the launch of this service, the Company intends to support DX of the construction industry.

< Company Profile >

[Infomart]

1	Company name	Infomart Corporation (TSE1: 2492)
2	Representative	Osamu Nagao, President and CEO
3	Headquarters	13F Shiodome Shibarikyu Building, 1-2-3 Kaigan, Minato-ku, Tokyo, 105-0022, Japan
4	Established	February 13, 1998
5	Capital	3.2 billion 12.51 million yen
6	Business description	Business to Business EC Trade Platform
7	Number of employees	595 (as at March 2021)
8	Website	https://www.infomart.co.jp/

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