

The B2B Solution of Choice

for Global 2000 Manufacturers, Distributors
and Supplier-Driven e-Marketplaces



OrderManager
BillingManager
CollaborationManager
ContentManager
IntegrationManager
MarketingManager
MarketplaceManager
ReportManager
SalesManager
ServiceManager



SPACEWORKS
Web BusinessManager Suite

SPACEWORKS®

DRIVING BILLIONS IN B2B REVENUE TODAY™



SPACEWORKS

Web BusinessManager Suite

A proven B2B e-Commerce solution with the right time frame for business: *now*.

Now is the time to seize the Web. And turn your business-to-business e-Commerce strategy into a working reality. To sell more products...reach more markets...realize more profits. With SpaceWorks Web BusinessManager Suite, you can build B2B Web-based sales channels and private marketplaces, and connect easily to public e-Marketplaces. Out of the box and onto the Web, it's the complete solution for automating *all* of your B2B e-Commerce activities, including marketing, sales, ordering, billing, support and more.

► All B2B, and only B2B

At SpaceWorks, we're focused on B2B—and only B2B—for large-scale enterprises. In fact, SpaceWorks Web BusinessManager Suite is backed by more than 300 B2B developer-years—more than any other company. That's why we're the solution of choice for Global 2000 manufacturers and distributors and B2B supplier-driven e-Marketplaces.

► On the Web and open for business in as few as 60 days

Speed counts. That's why SpaceWorks Web BusinessManager Suite is built for fast implementation and integration. In as few as 60 days, SpaceWorks moves you out of the box and onto the Web, forming a complete front-to-back channel that generates revenue, fast.

► In sync with e-Business leaders

At SpaceWorks, we've formed solid partnerships with leading global systems integrators, such as PricewaterhouseCoopers, B2B integration providers like WebMethods, and global trading exchange providers like Commerce One. By partnering with e-Business experts—and guiding them through an extensive training and mentoring program—we ensure our partners are ready and able to successfully implement your SpaceWorks solution.

► The *proven* selling solution for the here and now

SpaceWorks Web BusinessManager Suite is an industrial-strength solution that delivers industrial-strength results. Right now, SpaceWorks applications are *driving billions in B2B revenue* for our Global 2000 clients. In real-life deployments running at this moment, SpaceWorks Web BusinessManager Suite delivers the power to split orders across multiple divisions and fulfillment systems...the ability to generate multi-level routing for approvals...the flexibility to link to e-Marketplaces and procurement networks...complete integration with back-end ERP and legacy systems...and much more.

► The best roadmap for the near and long-term future

Move forward with confidence. SpaceWorks Web BusinessManager Suite is designed for full deployment today and adaptability for future growth. Start with our OrderManager® application—then add modules for Web-based billing...online support...complex configuration...channel collaboration and more, including links to e-Marketplaces or your customers' procurement networks. SpaceWorks simply offers the most carefully thought-out roadmap for Web B2B growth available today.

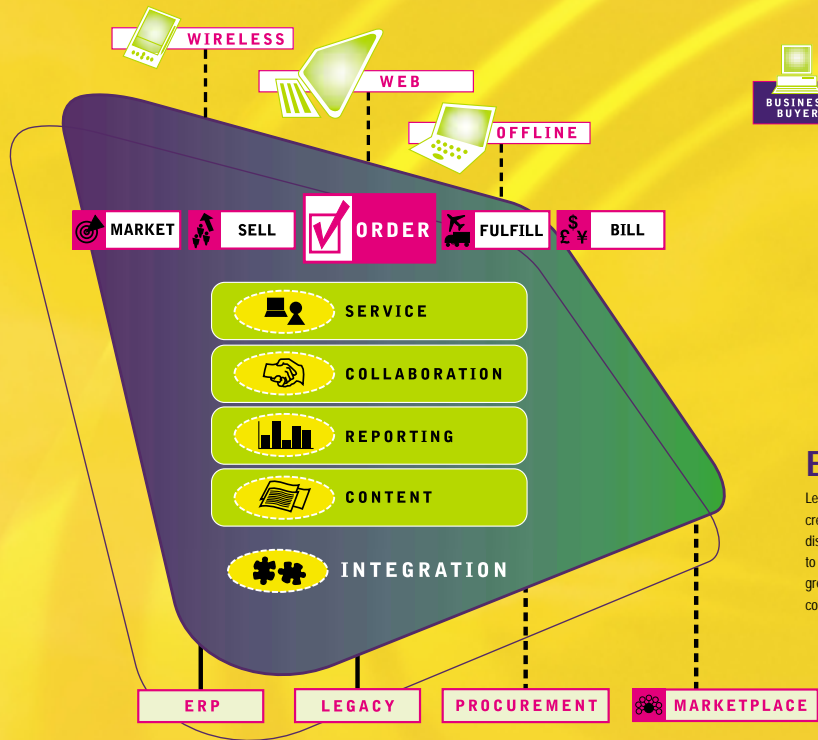
"SpaceWorks came through with a rapid implementation, delivering the fully-tested, fully-operational system in only 53 days. We couldn't have imagined it being more successful."

GE Aircraft Engines

Get out of the box, on the Web and into e-business, fast. To find out how, visit us on the Web at www.spaceworks.com. Or call 1.800.5.SPAC.5.

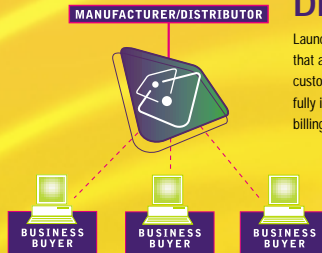
An Industrial-Strength B2B Selling Solution

SpaceWorks Web BusinessManager Suite is a complete out-of-the-box system for launching your entire direct Web sales channel for greater efficiency and profitability...managing access to public marketplaces...and creating supplier-driven marketplaces.



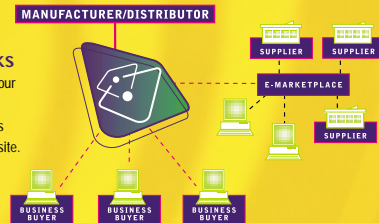
Direct Sales Channel

Launch a Web-based, B2B sales channel for your buyers that automates all the front- and back-end processes. Your customers get 24x7 sales and support, while you gain a fully integrated system for real-time ordering, fulfillment, billing and more.



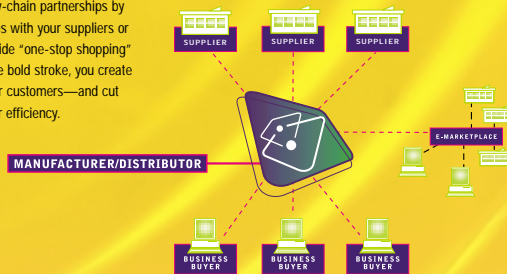
Connect To e-Marketplaces or Procurement Networks

Broaden your sales opportunities by seamlessly connecting your B2B site to multiple industry marketplaces. You retain all the security of a private system while reaping additional revenues from new sales channels without having to recreate another site.



Enable Supplier-Driven Marketplaces

Leverage your supply-chain partnerships by creating marketplaces with your suppliers or distributors that provide "one-stop shopping" to your buyers. In one bold stroke, you create greater value for your customers—and cut costs through greater efficiency.



"SpaceWorks has all the right stuff for many mainstream customers right now—those companies that are looking for an industrial-strength solution and that are attracted to a turnkey application."

Patricia Seybold Group

"In our business, speed and efficiency are top priorities, and SpaceWorks has given us the ability to achieve these goals while simultaneously opening up new revenue opportunities."

BFGoodrich Performance Materials

SpaceWorks WebBusiness Manager Suite is a proven e-Commerce solution that includes:



OrderManager

- Real-time ordering, order tracking and inventory availability
- Customer-specific pricing and searchable catalogs
- Line-item independence (billing, fulfillment, shipping and tracking)
- Automated order approval routing and order confirmation
- Post-sales service/maintenance and return processing
- RFQ and quote management
- Multiple shipping/delivery options
- Up-to-date account information
- Optional wireless and offline access



MarketingManager

- Customer profiling with analytics and reporting
- Rules-based personalized marketing
- Online and mobile promotional alerts
- Online customer surveys



SalesManager

- Complex product configuration and interactive guided selling
- Online auctions
- Automated credit and finance decision-making support



ServiceManager

- 24x7 online customer service (self-help database, e-mail, live chat/voice)



BillingManager

- Account and sales history
- Electronic bill presentment and payment
- Invoice consolidation
- Invoice-to-order/shipment reconciliation



ReportManager

- Detailed analysis and reporting



MarketplaceManager

- External supplier maintenance
- Buyer-supplier requirements matching
- Marketplace analytics
- Transaction fee management



CollaborationManager

- Multi-tier transaction management
- Marketing program management
- Collaborative planning and replenishment adapters
- Design collaboration adapters
- Contract and project management adapters



ContentManager

- Content management adapters



IntegrationManager

- Integration to back-end, procurement and trading partner systems, as well as e-Marketplaces

"SpaceWorks was B2B before anyone even knew what the term stood for. With the Web BusinessManager Suite, SpaceWorks offers one of the most flexible, comprehensive and fail-safe B2B Web commerce products on the market."

Yankee Group

Benefits to your business customers:

- Substantial time savings through real-time order placement
- Simplified ordering through interactive guided selling and product configuration
- Greater ordering accuracy and efficiency
- More personal, satisfying buying experience
- Immediate service via 24x7 customer support
- Up-to-the-minute account, order and status information
- Efficient electronic bill presentment and payment
- Expanded purchasing opportunities via online auctions
- Instant access to special offers, including mobile alerts
- Convenient wireless and offline access

Benefits to you:

- Fully-automated, real-time B2B Web-based selling—right out of the box
- Ability to drive revenue through a robust B2B Web sales channel
- Rapid deployment of a proven, industrial-strength solution—in as few as 60 days!
- Insulation against sales model volatility
- Best B2B software roadmap to meet your near and long-term needs
- Lowest total cost of ownership for a B2B selling solution
- Increased revenue through cross-selling, up-selling, online auctions and more
- Reduced costs from automating a wide range of B2B processes
- Ability to enable private sell-side marketplaces and connect to public marketplaces
- Expanded market opportunities through the global Internet
- Improved, more profitable customer relationships from personalized 24x7 Web access, service and collaboration

What if you could—

- ▶ Launch your own Web-based, B2B selling solution with complex ordering capabilities in as few as 60 days?
- ▶ Increase revenue through targeted marketing, offer guided selling options, deliver Web-based support and online billing, and more—any time, anywhere?
- ▶ Seamlessly integrate to a private supplier-driven marketplace or your customers' procurement networks?

You *can* do it all, right now—with
SpaceWorks Web BusinessManager Suite.

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DRIVING BILLIONS IN B2B REVENUE TODAY™

Select Client List

- ▶ Avaya
- ▶ BFGoodrich
- ▶ CertainTeed
- ▶ Diebold
- ▶ GE Aircraft Engines
- ▶ GE Industrial Systems
- ▶ Maytag
- ▶ New Balance
- ▶ Pratt & Whitney
- ▶ ViewSonic

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