



8thManage O2O

Combine Online & Offline Advantages

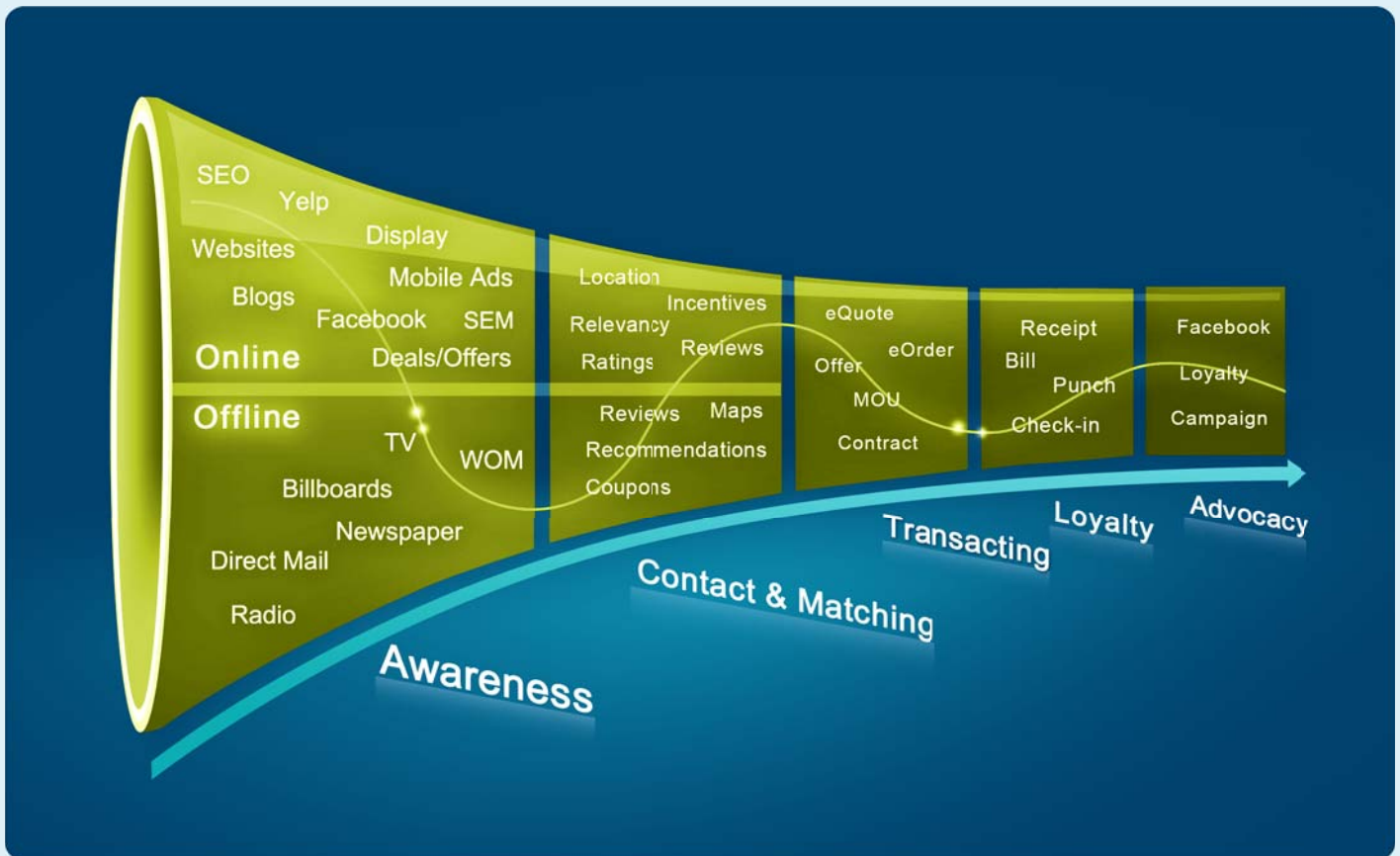
Speed & Flexibility
Standardization

eShop & Brick-and-mortar Shops

Online marketing & transactions and offline client experience & BI
O2O shop, client, product, order, inventory, delivery and service management

eOrder & eProcurement

Online exchange
Online & offline supplier, procurement, tender, acceptance, return, inventory and service management



8thManage O2O

- Combine Online & Offline Advantages
- Speed & Flexibility
- Standardization

8thManage gives you the **speed & flexibility** to conduct your businesses and operations on-line and off-line. It allows you to combine and manage on-line and off-line marketing campaigns to maximize effectiveness. It also allows you to record and manage visitors, members, clients and partners for on-line and off-line during contacting, matching, transacting and servicing and design and manage loyalty

programs to be used by them on-line and off-line. 8thManage can help you continuously increase client awareness, contact & matching, transacting, loyalty and advocacy for your O2O business and help you to achieve much higher retention and value delivery.

8thManage O2O

8thManage can manage high transaction volume online and punctual deliveries and settlements offline

The more physical stores that you have, the more assets that you will have to win over your competitors in the O2O markets. We want to be your technology provider or partner and assist you on the technology and experience that you might not have in the O2O markets.



8thManage is an O2O platform product that is based on mobile internet technology and supports the following:

- Mobile Ads & Letters
- SEO/PPC
- Social Media Apps
- eStorefront
- eSelf-services & eSurvey

More importantly 8thManage also includes eERP2 to help turn your offline assets to be online and utilized effectively. 8thManage eERP2 was designed to deal with both offline and online entities, people, products, services and channels. It can connect your clients, suppliers, agencies, distributors, employees, products and services together through eCatalog & eOrder, eCRM, & eMembership, eSupplier & eProcurement, eSettlement, Distributed Store Mgmt, ERP (MRP2, HR, G/L), eWarehouse & Inventory, eService and eFinancial Mgmt.



8thManage O2O

- Online Marketing & Offline Client Experience
- Online & Offline Shop, Client, Product, Order, Inventory, Delivery & Service Management
- Big Data Analysis

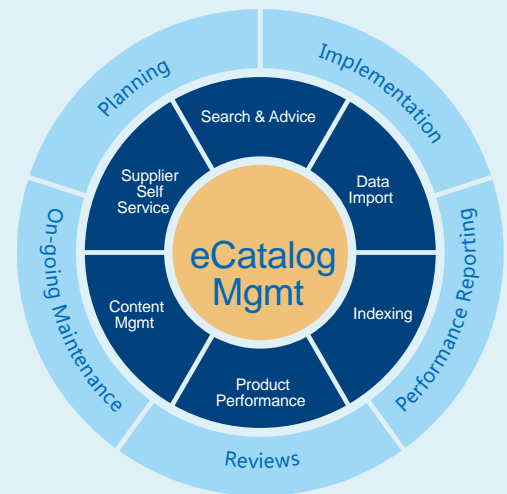
8thManage provides client, product, inventory, campaign, transaction, delivery, service and settlement management for both online and offline shops and the real-time connectivity between them. Even for the enterprises that have brick and mortar shops that have never had any computerized automation done before still can use 8thManage to go automated and go online. Besides the functionality mentioned above, 8thManage also supports eCatalog, content management, product library, retail management, wholesale management and BI.

eCatalog

8thManage provides the following features in its electronic catalog:

- Search & advice
- Data entry & import
- Indexing
- Product performance analysis
- Content management
- Supplier self-service

It also provides full life-cycle support including planning, implementation, performance reporting, reviews and on-going maintenance. The 8thManage eCatalog is well integrated with 8thManage Product Library and can intelligently display all product information according to search criteria and display rules. The eCatalog was carefully designed with advanced caching mechanism to achieve high performance in mobile internet environment.



Content Management

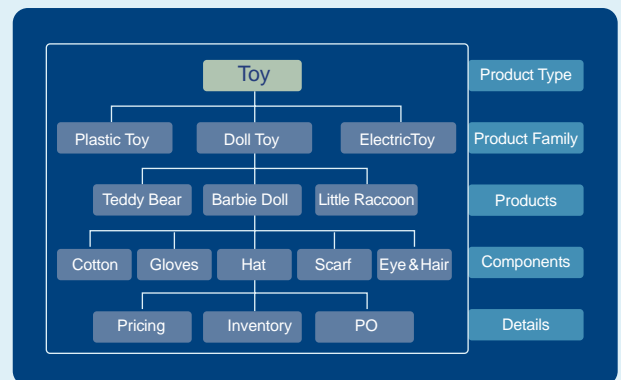


8thManage provides Electronic Document Management System (EDMS) for role and access management, version control, check-in and check-out management and Electronic Workflow System (EWS) for submission, edit and rendition, graphical enhancement and approval management of various types of contents for multiple usages and channels. 8thManage also provides easy-to-use editor and viewer for content creation for eDM, full text search and knowledge-based search for content search and the tool for associating different contents for different target groups (e.g., male, female) for personalization purpose in marketing.

Product Library

8thManage provides Electronic Document Management System (EDMS) for role and access management, version control, check-in and check-out management and Electronic Workflow System (EWS) for submission, edit and rendition, graphical enhancement and approval management of various types of contents for multiple usages and channels. 8thManage also provides easy-to-use editor and viewer for content creation for eDM, full text search and knowledge-based search for content search and the tool for associating different contents for different target groups (e.g., male, female) for personalization purpose in marketing.

The product library is the information repository for both product selling, product acquisition or manufacturing and product warehousing. For product selling, the product information is directly linked to sales orders. For product procurement, it serves as the purchase item master and keep track of suppliers, historical prices and lead times. For product manufacturing, the product information is directly linked to MPS and MRP II. For product warehousing, the product information helps identify the suitable space and location for storing the products.



Product Management

8thManage provides the following features to help manage products:

- Product demand forecastin
- Product target margin setting based on different marketsor lines of business
- Product pricing based on competitor price or cost
- Different prices for different markets or lines of business
- Product price control to ensure that products that are soldwithin reasonable price ranges
- Product bundling and unbundling
- Product material & inventory management
- Product promotion & selling
- Product competition management
- Product pick-pack-ship management
- Product return management
- BI & product performance management



8thManage Product Management is part of CRM and well integrated with Product Library.

Inventory & Warehouse Management

8thManage helps manage finished products, work-in -process materials and raw materials which need to be ordered, stored, processed and transferred to and in multiple sites and warehouses. 8thManage is a multi-currency system and provides the

following features:

- Demand forecasting
- Purchase plan and purchase orde
- Logistics cost calculation
- Receipt of goods
- Return of goods to supplier
- Serial number tracking
- Warranty & expiration tracking
- Material request, approval and delivery
- Stock transfer and tracking
- Inventory counting & update
- Inventory financial accounting



8thManage also allows user to define different partitions with different size and usages for each warehouse. Users can perform searches in real-time and generate up-to-the-minute warehouse and inventory reports.

eMarketing

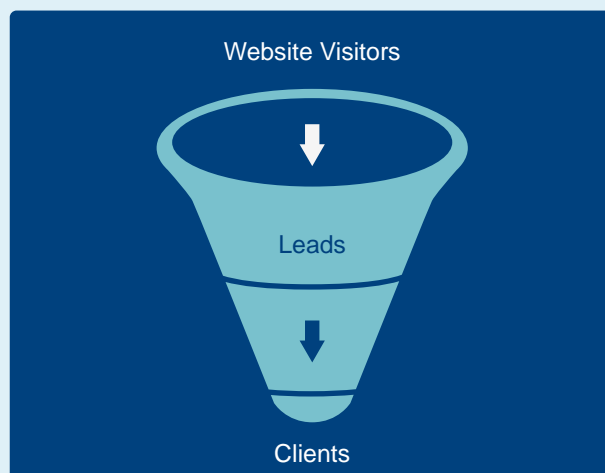
8thManage provides modern features for eMarketing campaign management and allows you to maximize reach and effectiveness with minimum cost. 8thManage eMarketing campaign management allows you to set campaign objectives and formulate campaign strategy and equip you with advanced features to design, schedule, execute and track the performance of the planned campaigns in terms of actual return on investment (ROI).

In implementing email campaigns, unlike outsourcing to an email marketing service, you do not expose your confidential customer list to outside parties; you can stage multiple emails in a multi-touch sequence at practically no incremental cost. With 8thManage embedded BI technology driving the email campaign engine, you can selectively seek out specific group of clients or prospects having common requirements and interest, and to deliver a well prepared personalized message that will appeal strongly to the target audiences.



Visitors to Clients

8thManage allows you to convert website and store visitors to leads and leads to clients. It allows you to record all enquires, interactions and physical visits and trials and track all follow-up actions and results online and offline. As sales team members, you can count on 8thManage to help you look-up client and contact profile and performance information, manage and track leads and opportunities, manage client appointments, activities and tasks, prepare quotations, prepare client interaction reports, sales performance reports and forecasts. As sales managers and executives, your business objectives are to guide the delivery of the planned revenue, profit and cash-flow on target and on-time; and to grow the sales teams in skills, expertise and performance. 8thManage provides a holistic view of your business as a whole with links that you can drill down to any level of detail for sales opportunity reports, and sales performance reports by territory and by sales persons.



Client Repository



When you uncover a new opportunity, you want to know whether they are qualified in terms of legal, financial/credit standing, and if they have purchased similar products or services before. If you have won similar deals from this account, why have you won and can you repeat that success; if you had lost, what do you have to do to win this time?

The information shall cover the client's organization structure and the roles of their key individuals; the company's buying behavior and transaction records. With access to such information, you will understand the benefits, liabilities, obligations and risks involved and be in a better position to devise strategies and a game plan to pursue it.

Membership Management

Using 8thManage Membership Management, you can design your own membership and loyalty programs to retain customers and promote additional businesses. 8thManage CRM Membership Management can help you get closer to your high value customers and more effectively influence their choices and behaviors.

8thManage CRM Membership Management allows you to design different types of memberships and privileges and it can automatically perform different levels of customer cares, record membership points and notify members on special events, gifts and discounts. 8thManage CRM Membership Management allows you to set promotion rules for different types of memberships in different geographical locations and manage membership-related gifts, coupons and discounts. 8thManage CRM Membership Management also provide web-based member self-service to allows members to view their transaction and accumulated point summary and use their points to exchange the rewards that they want.



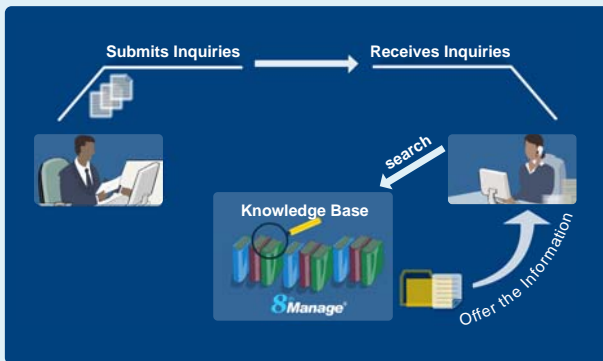
Order Management

8thManage allows you to generate eQuotations to send to the client and the client can confirm the eQuotation by signing electronically. The eQuotation will be converted to an eOrder and fulfillment process will be started. 8thManage provides online eOrder management and offline pick-pack-and-ship management. Any change on the online eOrder will automatically change the offline operations guided by 8thManage. 8thManage can also automatically generate invoices according to the payment terms specified in the eOrder and track payments.

8thManage also support client satisfaction management and return management.



Service Management



In 8thManage's Standard Service Support, your customer is set-up as an 8thManage external log-on user. The customer may view a list of service requests that he or she submitted previously. By clicking on links, he or she can view responses for individual requests.

A new "service ticket" will be tracked automatically. In the event a response is not received by the customer within a preset period, an escalation email will be sent to the service rep's manager. Additionally, if the customer is not satisfied with the service response, he or she has the option from inside the service ticket page to manually initiate an escalation email to the service representative's manager with a cc to the service representative.

Chain Store Management

8thManage provides advanced features of managing hundreds and thousands of chain stores. For each store, 8thManage provides client management, membership management, order management, inventory management, procurement and contract management and HR management and information can be aggregated up according to brands and regions in real-time.



Business Intelligence



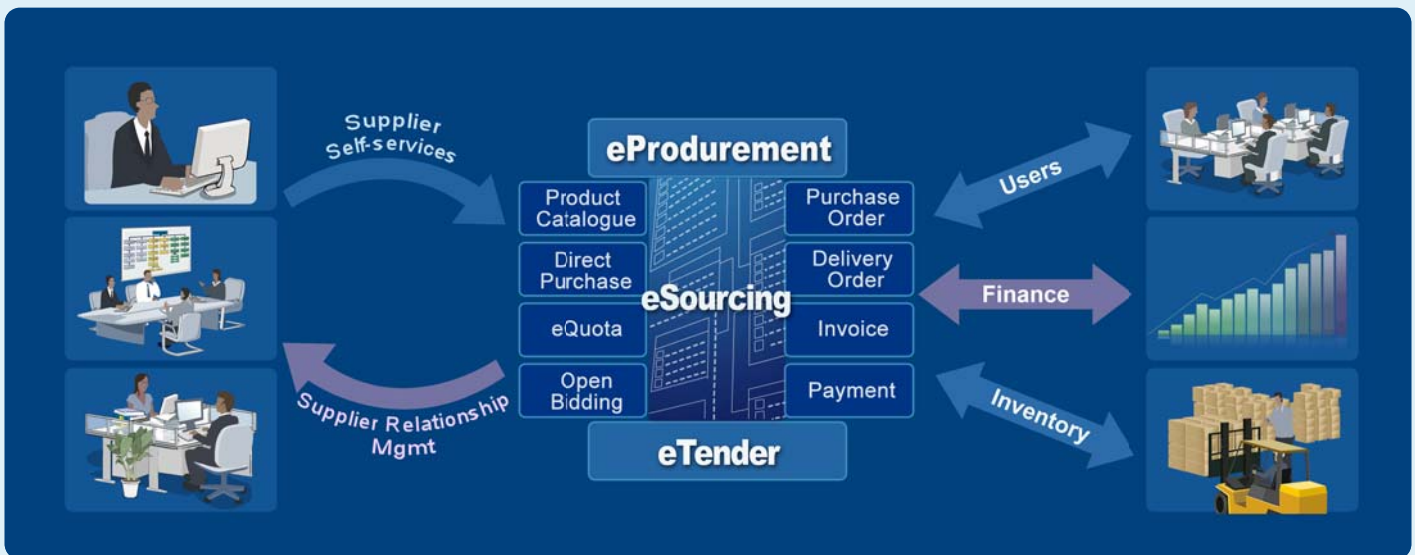
Using the standard 8thManage eSurvey capability, a user can readily set up a website containing an easy-to use, multi-check-box web-form that feeds collected data to an Embedded BI behavioral database. Using 8thManage email campaign capability, the user sends email to a target survey audience, inviting them to participate with the survey online. This way a client behavioral database will be built quickly without any software development

Once the behavioral database is built, it can be used to generate client analysis reports, or when coupled with 8thManage CRM email campaign engine, the behavioral database may be used for personalized email campaign execution.

8thManage O2O

- Online & Offline Transactions
- Online & Offline Procurement & Settlement
- Online & Offline supplier, procurement, tender, acceptance, return, inventory and service management

8thManage automates the strategic sourcing process to create greater procurement intelligence and negotiation power and avoid unnecessary human interventions which might create confidentiality issues. It automates transaction



Besides eSourcing, eProcurement and eTender, 8thManage also supports Supplier Relationship Management and Portfolio and Project Management for the sourcing and acquisition of complex products and the management of the long-term services such as strategic outsourcing.

Supplier Info Mgmt

One of the crucial steps in supplier management is the ability to locate the best supplier quickly and have complete transaction history to support decision making. 8thManage Supplier & Procurement Management provides comprehensive supplier information in the following ways:

- Profile information including general information, organization information, contact information, legal information, financial information and credential information
- Products and services offerings
- Interaction records and action items, and opportunities
- Transaction information including revenue records, contract and order information.



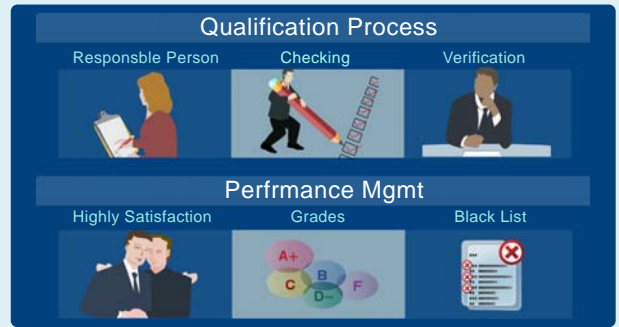
8thManage provides 360°supplier information in real-time and will increase your ability to find and work with suppliers.

Supplier Performance Mgmt

8thManage provides qualification management for new suppliers and performance management for existing suppliers. The following information for each supplier is updated and displayed when each transaction occurs:

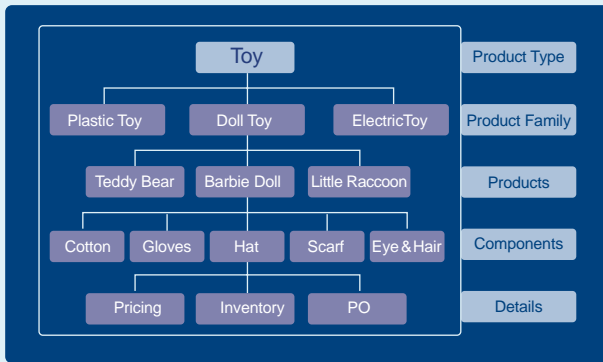
- Derivation from standard price
- Late frequency
- Rejection rate
- Discrepancy in service level

An easy-to-use eSurvey feature is also provided to allow quick solicitation of the opinions of different people in different departments about the performance of a particular supplier and the results will



Product Info Mgmt

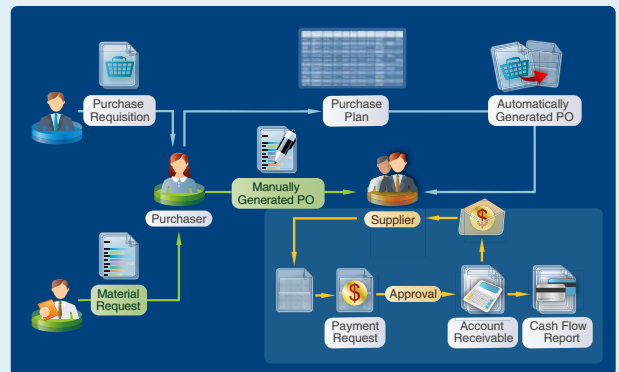
8thManage provides the following basic and advanced product management features to manage supplier products:



- Product price control to ensure that products and services that are being purchased are within reasonable price ranges
- Comparison of prices, services and other terms and conditions of the same product offered by different suppliers to ensure the most appropriate selection
- Product and supplier approval mechanisms to ensure qualified products and services provided by qualified suppliers
- Supplier self-services facility to reduce the overhead of supplier product information and to allow it to be updated in a timely manner
- Real-time inventory update mechanisms based on transactions to reflect up-to-date product inventory
- Facility for setting and detecting minimum inventory levels and an automatic alert for replenishment

eProcurement Process

8thManage supports procurement plan, material plan and ad-hoc based eProcurements. 8thManage allows the business or procurement department to construct purchase plans and purchase orders can be generated automatically from the purchase plan or manually on the fly. 8thManage also manages pick-pack-and-ship, delivery and return as well as keeps track of invoices and payments. The whole process has strong finance connectivity and purchase orders are link to the budget, invoices are linked to account payable and payments are linked to the actual expenditure of the department.



Purchase Plan Mgmt

Using 8thManage, different departments can formulate different plans for their different spending categories for purchases. The 8thManage Purchase Plan provides the following features:

- Identification of all items that need to be purchased and the ability to link items to a schedule for managing the timing of the purchases
- Intergration with the product inventory function to effectively avoid overabundance
- Directly linkage with Purchase Orders to reduce manual input and errors
- Management of fulfillments according to the plan and tracking deviations
- Automatic alerts during the entire purchase planning and execution process

Name	Requesting Group	Requestor	Quantity	Total Cost	Planned Acquisition FC	Actual Delivery / Acquisition Date	Actual Delivery / Acquisition Date	Suppliers	Purchase Order	Supplier Contract
Printer	Marketing & Sales	Ace Lee	500	150,000.0	2011-8-24	2011-9-24	2011-9-29	Alip International Trade Co., Ltd		Printer Purchasing
20" Desktop Computer	Marketing & Sales	Ace Lee	30	240,000.0	2011-9-24	2011-9-30	2011-9-25	Acushan Trading Co.		20" Desktop Computer Purchasing
Ball Lens Camera	Marketing & Sales	Ace Lee	50	130,000.0	2011-10-26	2011-11-15		Hilary Computer & Trading Co.		
Memory	Marketing & Sales	Ace Lee	350	66,050.0	2011-11-17	2011-11-27		ECI Operation & Technology		
Monitor	Sourcing Dept	Henry Koo	42	460,000.0	2011-8-9	2011-8-28	2011-8-28	ECI Operation & Technology		Monitor Purchasing
Hard Disc	Sourcing Dept	Donny Lee	550	80,000.0	2011-8-29	2011-8-30	2011-8-29	Acushan Trading Co.		Hard Disc Purchasing
Microprocessor	Sourcing Dept	Donny Lee	60	330,000.0	2011-11-10	2011-12-10		ECI Operation & Technology		
Company Website	Business Development Dept	Henry Koo	80	470,000.0	2011-8-31	2011-9-25	2011-8-29	Hilary Computer & Trading Co.		Company Website Purchasing
Mainboard	Business Development Dept	Henry Koo	120	130,000.0	2011-8-30	2011-10-5		ECI Operation & Technology		
Accessories / Peripherals	Business Development Dept	Henry Koo	85	370,000.0	2011-8-20	2011-10-1		Hilary Computer & Trading Co.		
SL Desktop Computer	Business Development Dept	Henry Koo	35		2011-10-5	2011-10-24		Acushan Trading Co.		
Communicator / CPU	Business Development Dept	Henry Koo	500	10,800.0	2011-11-27	2011-12-10		ECI Operation & Technology		

Mgmt

Benchmark Price



8thManage allows the establishment of the benchmark prices of products based on their historical prices and CPI adjustments. The benchmark prices are used to control the significant derivation from the price norms. In 8thManage, each supplier is being measured in real-time its cumulative price derivation from the corresponding benchmark prices. Each purchase order is being measured in real-time its total derivation from the corresponding benchmark prices. And each purchase item is being measured in real-time its derivation from the corresponding benchmark price. The procurement department can be easily see which requestor or procurement person has the highest derivation for single purchase or the highest cumulative derivation year-to-date.

Pre-selection Process

The most important element of pre-selection management is not what decision is made but the process employed to make it. The pre-selection process can help to validate the sourcing strategy, increase the understanding of the suppliers, and uncover pitfalls to avoid future problems. The pre-selection process involves extensive communication and documentation and the control of conflicts of interest. 8thManage provides a framework for effective supplier pre-selection based on industrial best practices to help organizations to conduct pre-selection in an diligent manner.



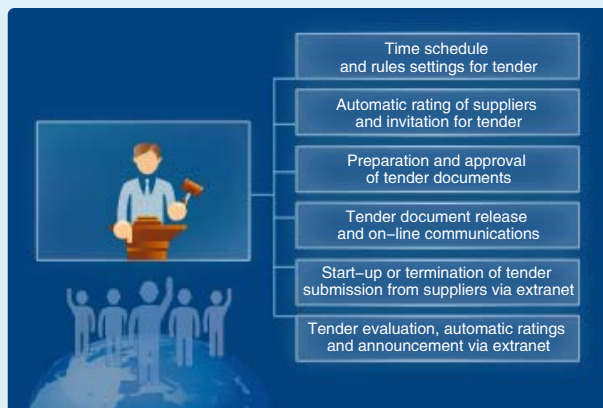
eTender Process

8thManage provides an effective framework for creating plans and strategies for different types of tenders. It supports the end-to-end process of eTendering and tracks the following:

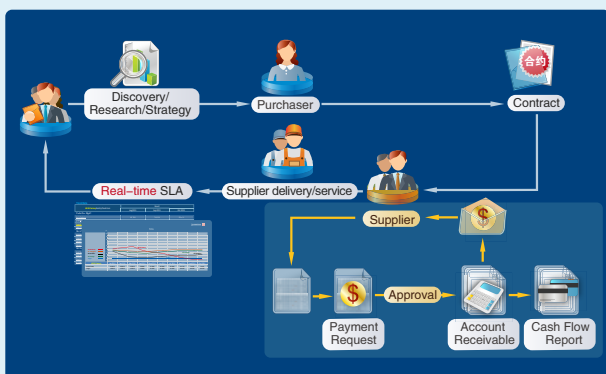
- Short listing
- Document preparation
- Issuing
- Responses form Supplier
- Evaluation
- Final Selection
- Announcement

8thManage provides web access for tender solicitation, communication and submission for all parties.

- Each bidder can log into the system and access the identical info.
- Tender information is electronically available to all bidders at the same time.
- Electronic discussion forums to ensure every bidder will receive the same Q&A info at the same time.
- Each bidder can submit its tender response to the system; the system will automatically cut off submissions at the deadline.



Procurement Contract Mgmt



8thManage supports the entire procurement process from purchase requisition to payment. Purchase orders, invoices and payment requests can be managed by each department separately and by corporate as a whole. 8thManage also provides a framework for sophisticated contract management for complex acquisitions.

- Define contract scope and deliverables
- Define measurements
- Cost budgeting and approval
- Managing execution
- Tracking change requests and resolutions
- Tracking results

8thManage contract management can be used to manage service level agreements (SLAs), penalties and performance based pricing for contract renewal.

Supplier Relationship Mgmt

Supplier relationships can be convoluted and multi-dimensional (business, financial, legal, technical, product-related, service oriented). The common practice today is to assign a person to manage the relationships. Even if the person is experienced, without the transparency of information that allows both sides to clearly see and promptly resolve problems, distrust and frustration can build up. 8thManage is a powerful supplier management platform for creating and providing transparency for supplier-related information, helping people to establish and incrementally build up trust and stronger relationships over time.



Outsourcing Mgmt



8thManage manages outsourcing in 4 stages, namely Goal Management, Discovery & Strategy Management, Transition Management and Monitoring, Tracking & Acceptance. The goal-setting phase has the greatest influence on the success or failure of an outsourcing initiative. The establishment of unrealistic or vague goals will result in shortfall in management expectations during execution. Discovery is the process of documenting the environment to be outsourced. In 8thManage, multiple discoveries allow goals to link to activities to ensure they are executed according to plan. Transition is the process of moving from the insourced environment to the outsourced environment. Beyond Transition Management, 8thManage offers best practice to monitor progress, track deliverables and document acceptance records.



8Manage O2O

www.wisagetech.com

Wisage Technology is an international software product company with clients in many countries and regions, including the U.S., Canada, China mainland, Hong Kong, Macau, Taiwan, Malaysia and Singapore. All its products are mobile internet ready and can be accessed with IE, Firefox, Safari and Chrome browsers and we also provide different apps on Android and iOS. It offers perpetual licenses for all regions and SaaS in certain regions only for the following products:

8Manage ® CRM : Mobile Internet CRM	8Manage ® eExpense : Web & Smartphone Expense Report System
8Manage ® SPM : Supplier & Procurement Management	8Manage ® eLeave : eLeave & Leave Management
8Manage ® Simple PM : Simple to Start & Extend PM	8Manage ® eTimesheet : Web & Smartphone Timesheet System
8Manage ® PM : Advanced Tool for Project Planning & Execution	8Manage ® eLearning : Advanced eLearning System
8Manage ® PMO : High Performance PMO	8Manage ® eSurvey : Easy-to-use eSurvey System
8Manage ® Finance : Strong Connectivity with Businesses & Operations	8Manage ® eDMS & KM : eDocument & Knowledge Management
8Manage ® HR : Human Capital Management	
8Manage ® OA : New Generation Office Automation	
8Manage ® BI : Point-and-click BI	
8Manage ® O2O : B2C, B2B, eExchange, eSettlement & eERP	
8Manage ® FAS : Knowledge Enterprise Full Automation Suite	
8Manage ® eERP2 : Manufacturer eERP2	