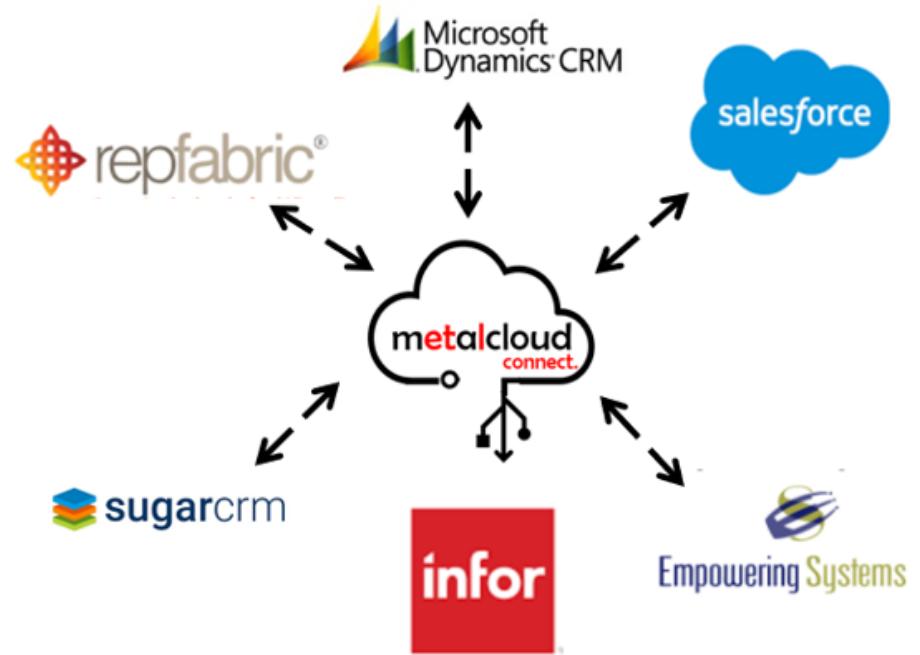


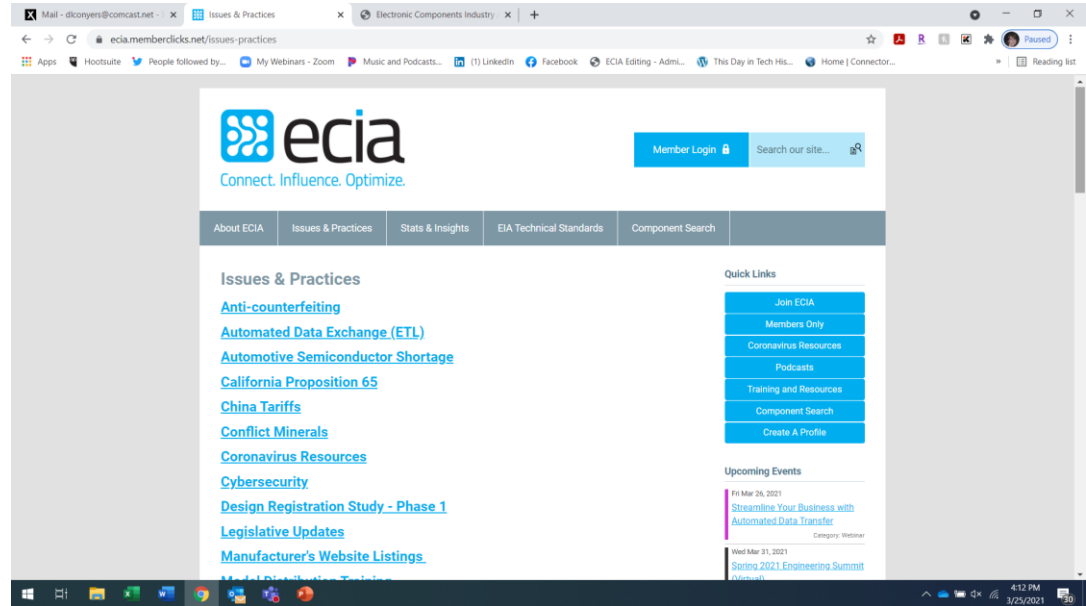
Automated Data Exchange Initiative

Independent Manufacturer Rep Council



Automated Data Exchange Information Page

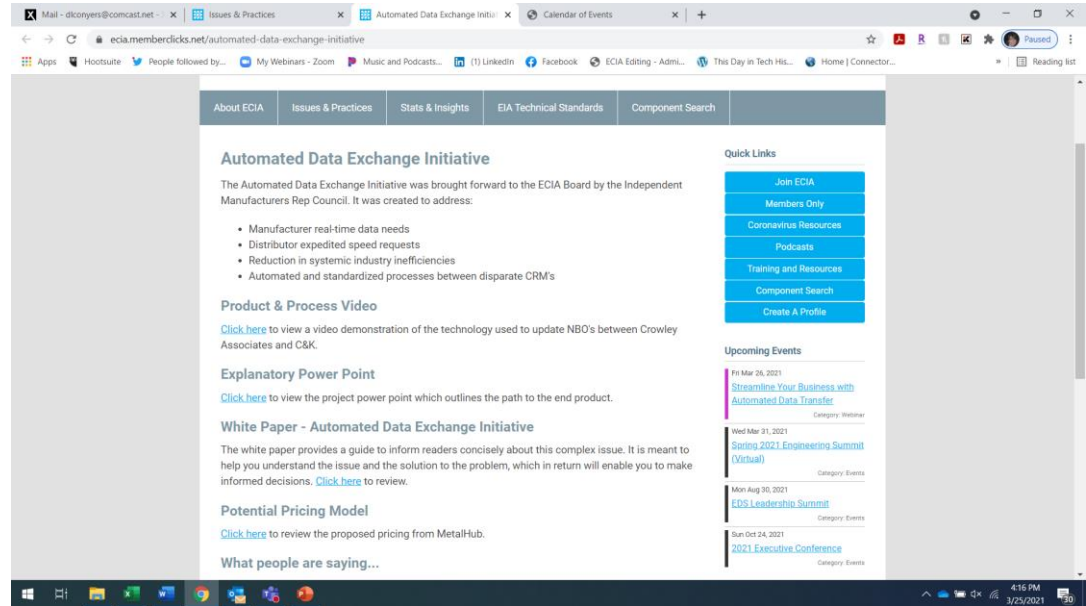
- Visit www.ecianow.org
- Click on the **Issues & Practices** Tab
- Click on **Automated Data Exchange**



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Automated Data Exchange Resources

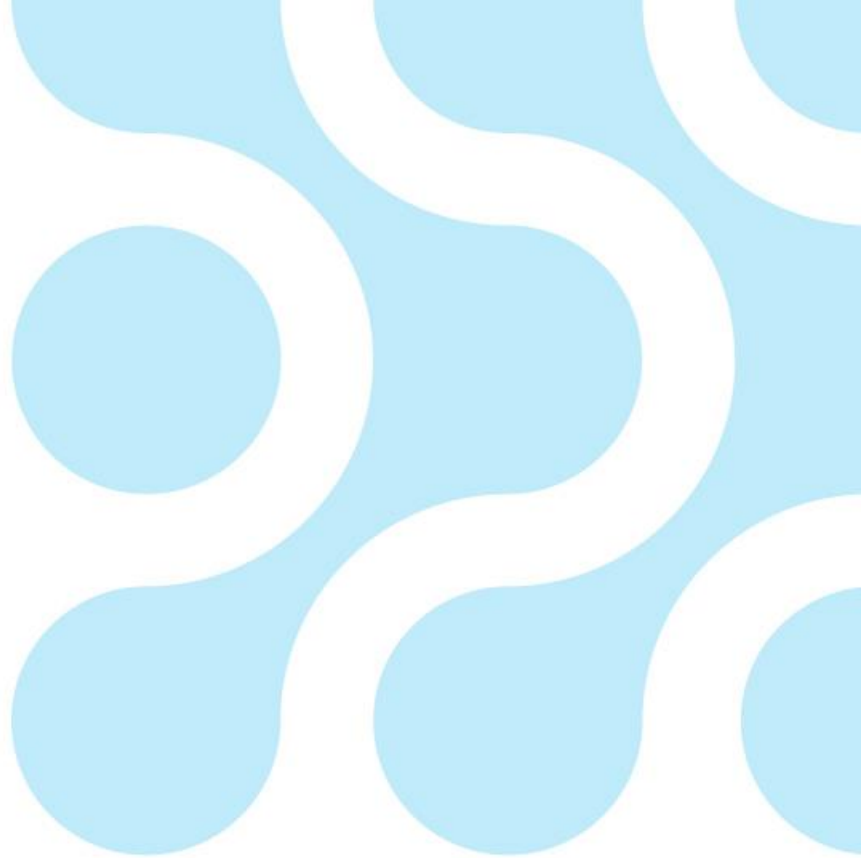
- Video
- Power Point
- White Paper
- Pricing Information



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Panelists:

- Alan Ahern, Crowley Associates
- John Zazverskey, C&K Americas
- Peter Heigis, mETaL Corp



Initiative Considerations

- ECIA approved groundbreaking automated data exchange.
- Created to address the need for:
 - Manufacturer real-time data needs
 - Distributor expedited speed requests
 - Reduction in systemic industry inefficiencies
 - Automated and standardized processes between disparate CRM's
- We believe that identifying this POC on the ECIA's web site would be a benefit and value to existing and additional members.

ECIA Initiative Deliverables

- White Paper: (<https://www.themetalcloud.com/legal/white-paper>)
- Creative Content Creation: (<https://www.themetalcloud.com/aboutmetal>)
- Multi CRM POC: (<https://www.themetalcloud.com/live-demo>)
- Centralized Community Portal: (<https://support.themetalhub.org>)

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ECIA Initiative Requirements



SENSITIVE DATA
NEVER IS STORED
IN THE CLOUD



NO STRUCTURAL
CHANGES
REQUIRED TO CRM



LIMIT VENDOR
“LOCK IN”



SECURE
TRANSMISSION OF
DATA



CAN BE USED WITH
ANY CRM (ON
PREMISE OR
CLOUD)



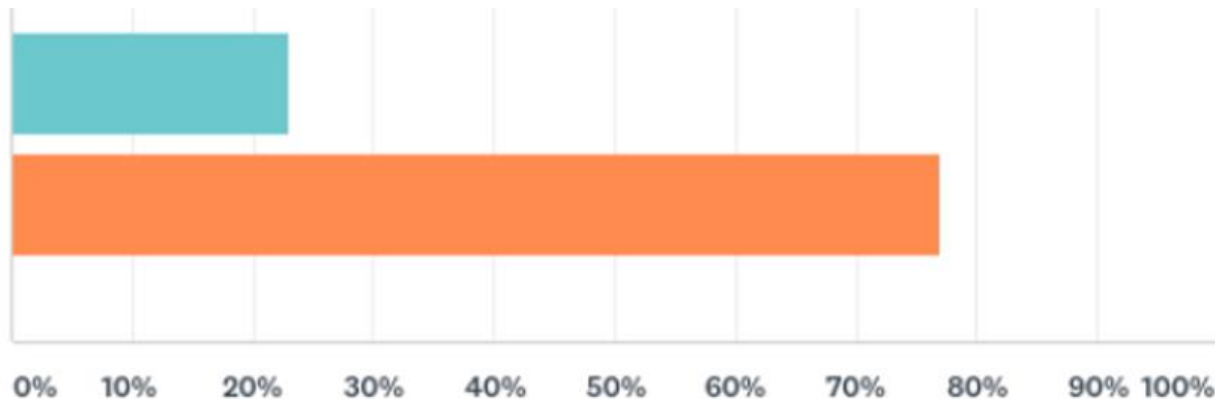
SCALABLE

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Initiative Interest

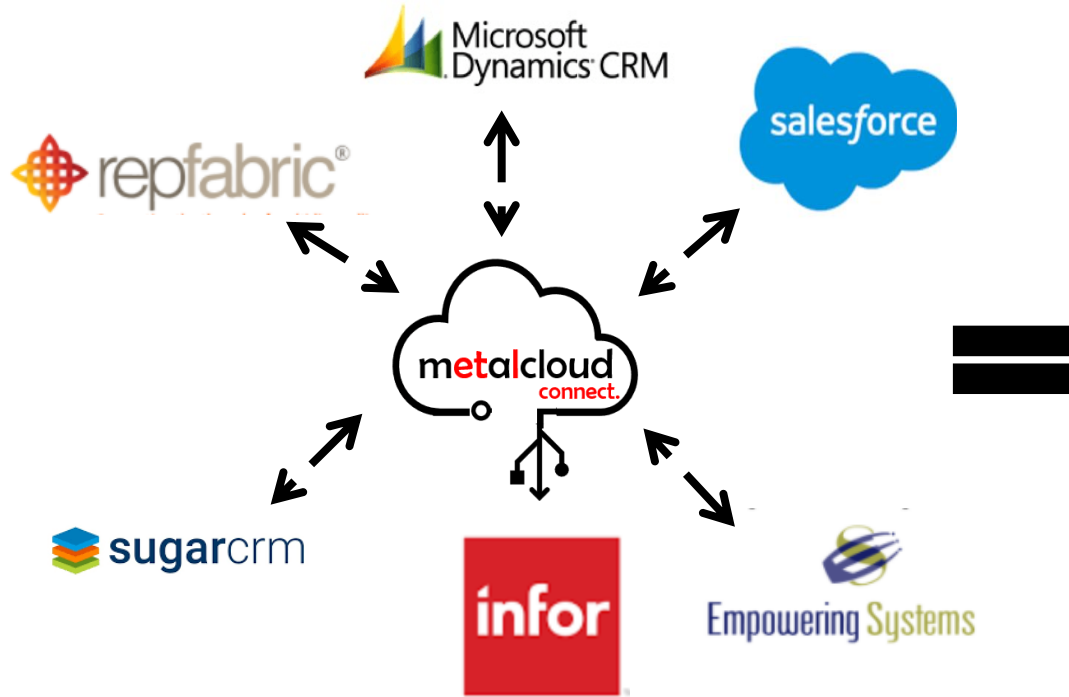
Question
1.

My company would consider a solution that automates the transfer of data between Rep & Supplier CRM, such as NBO data, to be:



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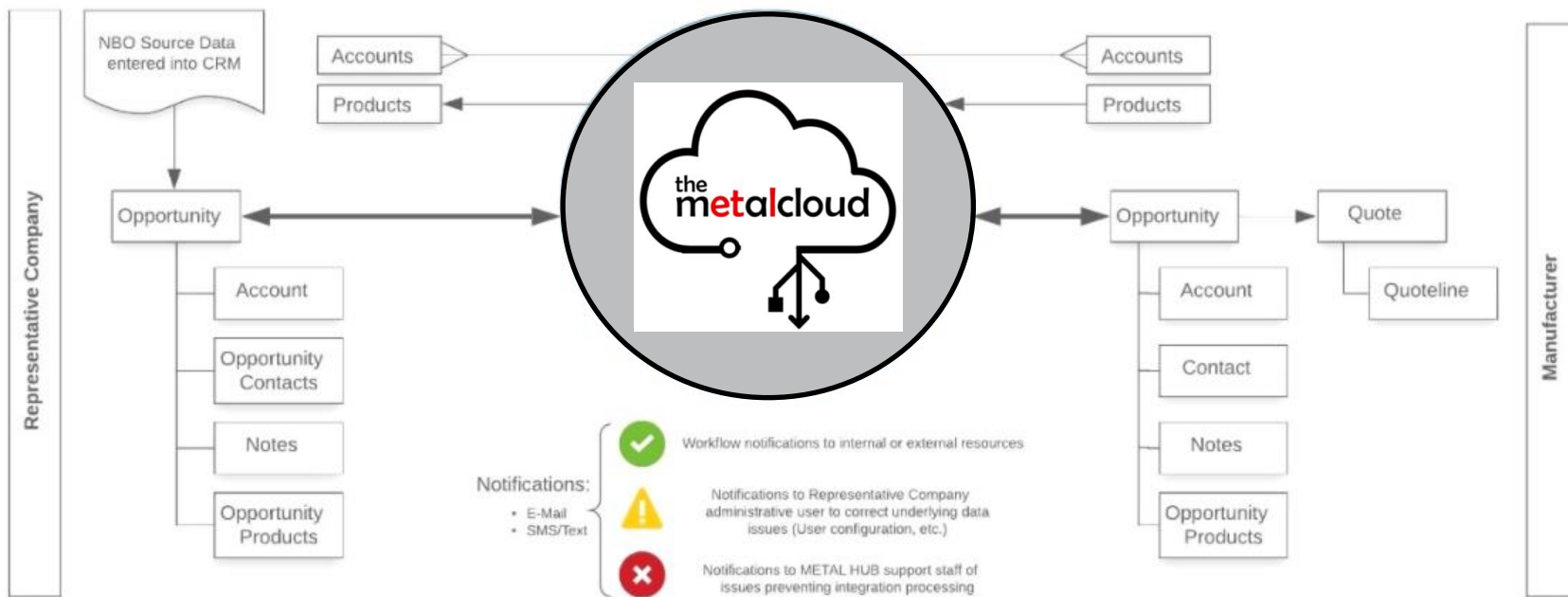
ECIA Proof of Concept (POC)



- BiDirectional
- Account Mapping
- Flexible Sync Scheduler
- Per NBO Selective Sync
- Scalable Cloud Architecture
- Up to Date Product & Price Book

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Protocol Blue-Print



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Flexible Trigger Sync Options

Opportunity - Indoor Unit

Q Lookup Results Abracon Open Opps Dialight Open Opps Inside Open Opps Detail Inside Open Opps High

Opportunity Detail

Application or End Product: Indoor Unit

Principal: C&K Components... Q Status: Open

Customer: Perimeter Techno... x Q Est. Close: 3/7/2021

Program: x Q Actual Close:

Distributor: x Q Top Opp ID: JB1-98

Contract Manufacturer: x Q Principal #:

Account Manager: DaMour, Tom Q NBD: ☐

Line Manager: Benoit, Jessica Q Manufacturer Account: perimeter technol... Q Sync with Manufacturer: ☒

Comments: newest opportunity for perimeter tech/invisible fencing

Examples

1. ☒ Sync / No Sync

2. Commit (90-95 Percent)

Pipeline (5-50 Percent)

Upside (50-70 Percent)

✓ Commit (90-95 Percent)

3. Text Value = "NBO Ready"

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The Results



Community Knowledge Base



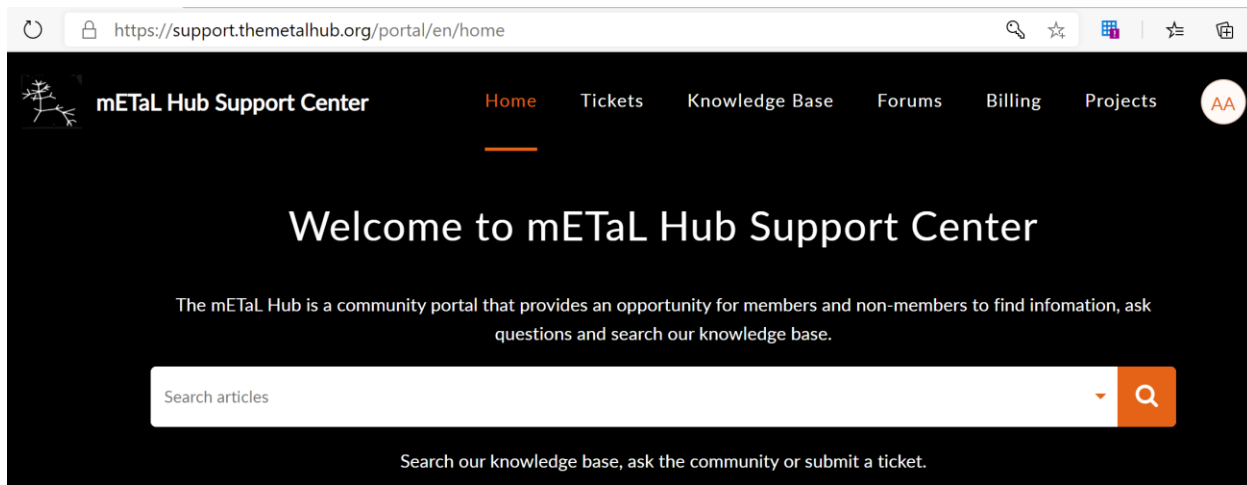
Subscription Management



Support Ticketing System



Social Forum



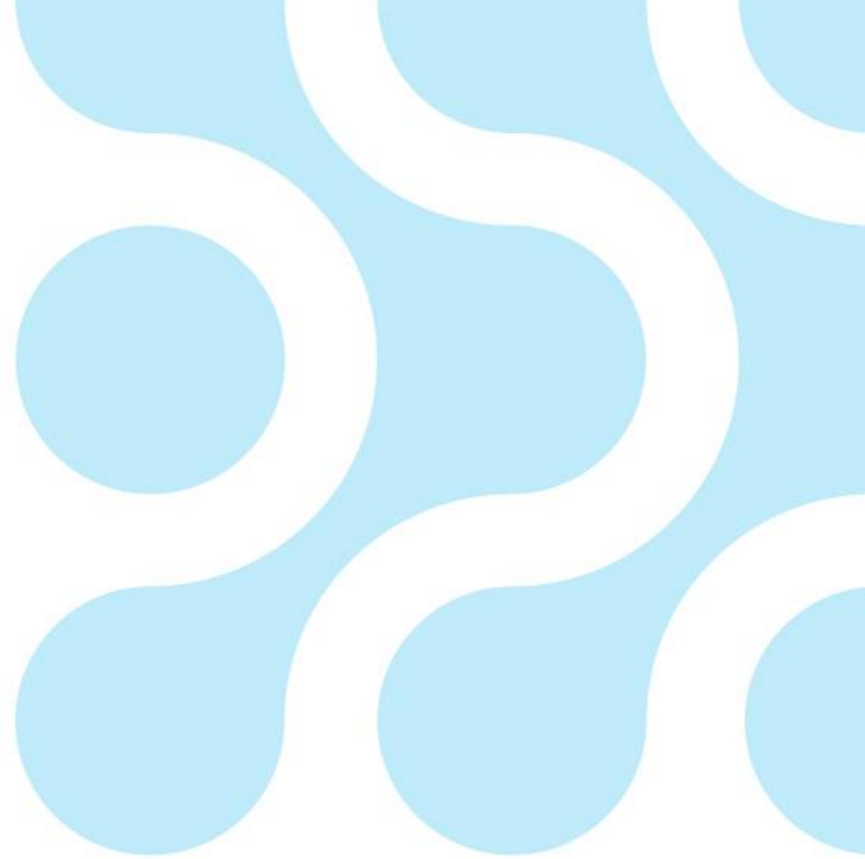
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A Protocol

Next Steps - Other Opportunities to Automate

- Special Price requests
- Design registrations
- Distributor to Manufacturer CRM systems for NBO tracking



<https://www.themetalcloud.com/learnaboutmetal>

Electronic Components Industry x Board of Directors & Councils x Webinar Information - Zoom x LearnAboutMetal - The mEtAl Cl x

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info@themetalcloud.com (833) 747-0207

metalcloud

the platform v support v resources v start: metal'n

tired of entering data in multiple locations?
synchronize your systems today!

Company Name *

Full name *

First Last

Website

Email *

Thank You!



Electronic Components Industry Association

