

# imagine 2013

 Magento® Conference

THE ART OF  
**COMMERCE**

# The Consumerization of Corporate Commerce

**imagine 2013**  
Magento Conference

# THE ART OF COMMERCE

## Panelists:

- Brad Martell, ZEON Solutions
- Nick Cron, BuyerQuest, Inc.
- Luis Colon, CDS-Global
- Misak Melikyan, M-Go

Moderator: Vincent Tran, Magento, Inc.



# Consumer Friendly B2B Commerce

**Brad Martell**  
General Manager and Vice President

**zeon**  
solutions

**imagine 2013**  
Magento Conference

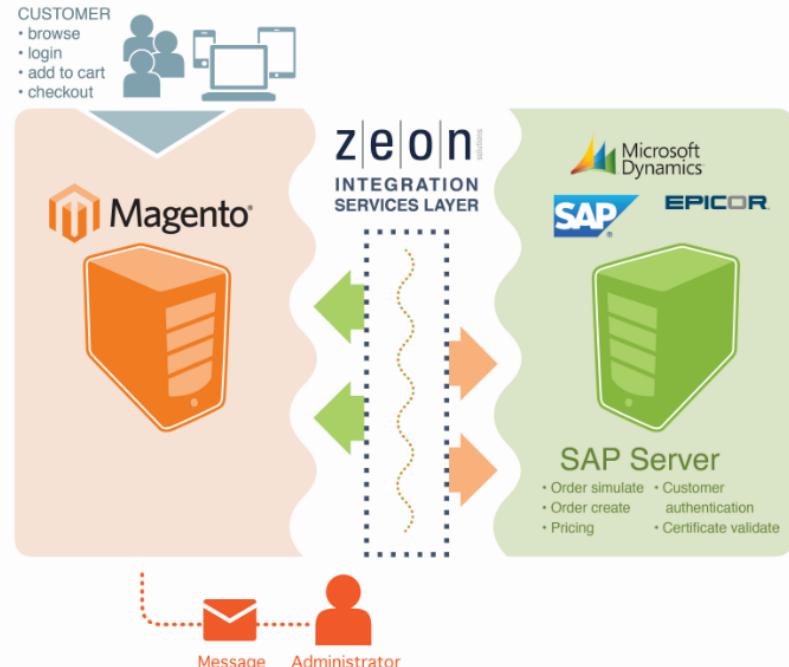


**Magento Gold Partner –**  
***More than 250 deployments with combined annual commerce over \$1 billion***

- 
- **Founded 2003**
  - **300+ employees**
  - **50 Magento developers; 15 certified**
  - **Commerce, content, product information management (PIM), SEO/SEM, design/UX**
  - **Expertise in B2B and B2B2C**
- 

# Why Magento For B2B Commerce?

- Exceptional out-of-the-box features
- Wide array of B2B focused extensions
- Total cost of ownership (TCO)
  - 3M
  - Brady
  - Actuant
  - United Technologies
- Highly extensible = easy integration
  - SAP
  - Epicor
  - Infor A+
  - Dynamics



# What Makes B2B Commerce Unique?

zeon  
solutions





Always On. Always Connected.

"Search Product Name, SKU or product Attributes"



0 Items  
View Cart

\$0.00

Welcome, Guest! | [Log In](#) | [Register](#)

**PRODUCTS** **SHOP BY BRAND** **SHOP BY TRADE** **SHOP DOMESTIC** **SERVICES** **PROMOTIONS** **COMPANY**

**Register Now To Access All Website Features And Benefits**

<b>Account Management</b> + Order History + Order Status	<b>Purchasing Lists</b> + Customized Reorder Pad	<b>User Management</b> + Streamlines Purchasing + Manage your Requisition	<b>Reports</b> + Business Analytics + Downloadable to Excel
<b>Enhanced Communication</b> + Shipping Notifications + Backordered Notifications	<b>Discount Pricing</b> + Customer Specific Pricing + Exclusive Specials	<b>Find, Select, and Go</b> + 3 Step Buying Process + Advanced Search	<b>Learn More</b>

II 2 / 7 [Website Features](#)

Strut & Accessories Tools Pipe Hangers Fasteners Structural Hardware Contractor Supply Threaded Rod Anchors Safety Cable Tray Firestop



**FLYER SPECIALS** **NEW PRODUCTS** **FEATURED MANUFACTURER** **SPECIALS OF THE WEEKS**



**NEFCO : The Complete Construction Supply Solution**

#### NEFCO Rentals

All NEFCO Rentals, it is our mission to provide our customers with the very best equipment and customer service. Our customers should expect little to no down time due to the quality of our rental equipment, timely deliveries and the wide range of services offered by NEFCO.

NEFCO Rentals focuses on the renting of equipment for the construction industry, primarily for mechanical and electrical contractors. Please view our full line of rental equipment.

[Read More ▾](#)

#### NEFCO Tool Repair

The NEFCO Corporation offers a full tool repair shop with over 40 years of tool repair experience, our mechanics operate as an Authorized Service Center for nearly all products that NEFCO sells, including: Milwaukee Tool, Greenlee, Ridgid.

NEFCO tool repair works intimately with both the distribution and retail arms of NEFCO which has enabled NEFCO to offer a fully integrated service model for the contractor.

[Read More ▾](#)

#### NEFCO Engineering

Technical Engineering Services is a division within NEFCO focused primarily on the design and engineering of fabricated pipe hanger and support systems. With our engineering capabilities, NEFCO can assist our customers with specific product lines that have technical applications and specialized requirements. NEFCO offers numerous engineering capabilities ranging from full service design and detailing services for pipe hangers and supports...

[Read More ▾](#)

Items	Information
Client	NEFCO
Website	<a href="http://www.gonefcocom/">http://www.gonefcocom/</a>
Industry/Vertical	Industrial B2B
Magento	Enterprise 1.12.0.2
Hosting	Rackspace
Current Engagement	Maintenance & Hosting
Product Configurator	N/A
ERP	EPICOR - Eclipse
ERP Integration Mode	Real Time
Site Search	Standard Magento
Blog	N/A
Site Features	Account Center – custom extension that allows NEFCO customers to track purchases to specific jobs. Advanced Quick Order Pad

zeon  
solutions



Always On. Always Connected.

Welcome, Guest! | Log In | Register

"Search Product Name, SKU or product Attributes"

Search

1 Items  
View Cart

\$1,005.00

[PRODUCTS](#)   [SHOP BY BRAND](#)   [SHOP BY TRADE](#)   [SHOP DOMESTIC](#)   [SERVICES](#)   [PROMOTIONS](#)   [COMPANY](#)

PRODUCT CATEGORIES	
<a href="#">Strut &amp; Accessories</a>	▶
<a href="#">Pipe Hangers</a>	▶
<a href="#">Threaded Rod</a>	▶
<a href="#">Fasteners</a>	▶
<a href="#">Tools</a>	▶
<a href="#">Anchors</a>	▶
<a href="#">Structural Hardware</a>	▶
<a href="#">Contractor Supply</a>	▶
<a href="#">Safety</a>	▶
<a href="#">Abrasives</a>	▶
<a href="#">Cable Tray</a>	
<a href="#">Firestop</a>	▶
<a href="#">WINTER SPECIALS</a>	▶
<a href="#">RAINSTORM ESSENTIALS</a>	▶

## QUICK ORDER PAD



Enter Product Nefco Id / SKU  
**DEWDW4309 5 8 Hole 80 Grit H&L, Random Orbit Sandpaper (25 Pk)**

Quantity

13

Stearate coating reduces gum-up. Premium aluminum oxide grain removes material more efficiently. Resin adhesive resists heat build-up. Chemically treated backing resists tearing.  
Grit = 80. Abrasive Body Quantity = 25.

Item#: DW4309

\$20.10 / EA [remove](#)[Add More Products to the List](#)[Add to Order](#) [Add to Purchasing list](#)
[Request a Quote - Nefco](#)  
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1-800-571-2596 | 7:30 AM - 7:00 PM EST [LIVE CHAT](#) [EMAIL SIGN-UP](#) [REQUEST A QUOTE](#)

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**SETON** **SETON CONSTRUCTION**

**FREE SHIPPING**  
\$279.00 minimum order

0 item(s) \$0.00

# SSETON

The SOURCE for Safety, Labeling & Signage

Stay safe and compliant with safety signs, asset tags, and labels

**Search** Enter Product Name or Style No. **GO**

Custom Products Signs Asset Tags Labels & Decals Pipe Markers & Valve Tags Traffic & Parking Controls Tags Tapes Warehouse, Shipping & Maintenance Safety & Security

**Countdown is on to comply - 12/1/2013**

Globally Harmonized System of Classification & Labeling of Chemicals

[Learn More](#) [Browse Products](#)

**Custom Products** [DESIGN YOUR OWN ONLINE](#) [Shop Now >](#)

**Signs** [Shop Now >](#)

**Asset Tags** [Shop Now >](#)

**FIND-A-SIGN**  
Finding the Right Sign is EASY!  
Need a sign with specific wording or message?  
Enter Your Wording Here. [Find My Sign](#)

**Pipe Markers & Valve Tags**

**Traffic & Parking Controls** RESERVED PARKING

**Labels & Decals**

Items	Information
Client	NEFCO
Website	<a href="http://www.seton.com/">http://www.seton.com/</a>
Industry/Vertical	Cataloger Industrial B2B
Magento	Enterprise 1.11
Hosting	Rackspace
Current Engagement	Maintenance & Hosting
Product Configurator	20+
ERP	SAP R3
ERP Integration Mode	Real Time, Batch
Site Search	Standard Magento
Blog	N/A
Site Features	Endeca Search True Web-To-Workbench

www.seton.com/custom-products/custom-safety-security-signs/custom-construction-signs/custom-disposable-plastic-corrugated-signs-l4216.html

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# SETON

The SOURCE for Safety, Labeling & Signage

Stay safe and compliant with safety signs, asset tags, and labels

Search Enter Product Name or Style No. GO

Custom Products Signs Asset Tags Labels & Decals Pipe Markers & Valve Tags Traffic & Parking Controls Tags Tapes Warehouse, Shipping & Maintenance Safety & Security

Home > Custom Products > Custom Safety & Security Signs > Custom Construction Signs > Custom Disposable Plastic Corrugated Signs

## Custom Disposable Plastic Corrugated Signs

Customize Product Description Related Products Accessories

**Step 1: Style Selection**

**Step 2: Personalization**

Choose Your Style

**CAUTION YOUR CUSTOM WORDING**  
Custom Corrugated Safety Sign Caution

**DANGER YOUR CUSTOM WORDING**  
Custom Corrugated Safety Sign Danger

**NOTICE YOUR CUSTOM WORDING**  
Custom Corrugated Safety Sign Notice

**WARNING YOUR CUSTOM WORDING**

Size: 24"W x 18"H

Material: Corrugated Plastic

Color:  White

Mounting: Four Corner Holes

View Larger Preview & Print

Quantity: 1 6 12  
Price: \$40.32 \$35.84 \$32.62

Ready to Order?

Enter Quantity:  + ADD TO CART

NEXT STEP >

www.seton.com/custom-products.html



# Redefining B2B Procurement with Magento Enterprise

Nick Cron

CTO  
BuyerQuest.com



**imagine 2013**  
Magento Conference

**ORACLE**

**SAP**

**coupa**

**ARIBA**



2012 – Future  
**Amazon Approach**

2000 - 2012  
**PunchOut Catalogs**

1995-2000  
**Static Catalogs**

# Static Catalogs 1995+

## History

- Large organizations consolidate suppliers and use buying power to sign national agreements
  - Cost savings & efficiencies
- Existing ERP systems add eProcurement functionality
  - eProcurement allows end user to buy goods at national pricing
  - Suppliers provide catalog data in standard templates (excel, csv)
- ERP Systems not intended to be used by “end users”

Alerts Tasks (93 / 100) Notifications

Show: All

Subject	From	Sent
<a href="#">Check PCO No. 1104031 for PO No. 7603712821</a>	RFCUSERBBP,	Aug 13, 2008
<a href="#">Approve vendor or bidder</a>	Workflow System	Aug 13, 2008
<a href="#">Check PCO No. 1104011 for PO No. 7603712764</a>	RFCUSERBBP,	Aug 13, 2008
<a href="#">Revise Shopping Cart 10036455 with Value 327,04 EUR</a>	Workflow System	Aug 12, 2008
<a href="#">Could not find code page for receiving system</a>	Workflow System	Aug 12, 2008
<a href="#">Could not find code page for receiving system</a>	Workflow System	Aug 12, 2008
<a href="#">Check PCO No. 1103960 for PO No. 7793703513</a>		
<a href="#">Revise Shopping Cart 10036458 with Value 390,00 EUR</a>		
<a href="#">Revise Shopping Cart 10036505 with Value 586,02 EUR</a>		
<a href="#">Accept Decision / Adjust RFx Number 1213884</a>		

Row 5 of 121

**Check PCO No. 1104031 for PO No. 760371282**

[Details](#) [Resubmit](#) [Forward](#) [Assign To Me](#)

<input type="radio"/>		IT Telecom Products.Comm Devices.Personal Devices.Analog telephones	43191509 Analog telephones
<input type="radio"/>		IT Telecom Products.Comm Devices.Personal Devices.Digital telephones	43191508 Digital telephones
<input type="radio"/>		IT Telecom Products.Comm Devices.Personal Devices.IP phones	43191511 IP phones
<input type="radio"/>		IT Telecom Products.Comm Devices.Personal Devices.Mobile phones	43191501 Mobile phones
<input type="radio"/>		IT Telecom Products.Comm Devices.Personal Devices.Speaker phone	43191515 Speaker phone
<input type="radio"/>		IT Telecom Products.Comm Devices.Personal Devices.Video phone	43191513 Video phone
<input type="radio"/>		IT Telecom Products.Comp Equip Accessories.Comp accessories.Comp accessories	43211600 Comp accessories
<input type="radio"/>		IT Telecom Products.Comp Equip Accessories.Computers.Desktop	43211507 Desktop
<input type="radio"/>		IT Telecom Products.Comp Equip Accessories.Computers.High-end Servers	43211502 High-end Servers

[Previous](#) 1-10 [Next 10](#)

# PunchOut Catalogs – 2000+

## History

- Poor user experience leads to low adoption
  - Less spend under contract, savings not as expected
- Buyers and suppliers look for a better solution
  - cXML and OCI roundtrip standard used to create “Punchout” connection
  - User clicks link “Office Max” and leaves the eProc interface to buy office goods

## Pro

- Better user interface for end users

## Cons

- End users have many different UIs
- Suppliers gain control
- Search doesn't work

**GlobalSourcingConnection**

SEARCH

MECHANICS GLOVES  
LINED WITH DUPONT™ KEVLAR®

You have reached the correct ordering page for purchase orders. [PLEASE CONTINUE](#)

For CREDIT CARD ORDERS, Please [CLICK HERE](#)

**TAKING ORDERS NOW!**

**PROMOTIONAL PRODUCTS**

- Headwear
- Bonnets & Bucket Hats
- Caps
- Shirt Hats
- Vests
- Aprons
- Apron and Pollinating Aprons
- Athletic Wear
- Blouses
- Duffel/Gear
- Fleeces
- Hoodies
- Hewear
- Outerwear
- Performance Apparel
- Shirts
- Rainwear
- Sweatshirts
- T-Shirts
- Underwear
- Workwear
- Women's Shirts
- Youth.

**CATEGORIES**

- Digital Multimeters
- Oscilloscopes
- DC Power Supplies
- DC Electronic Loads
- Signal Generators
- Spectrum/Signal Analyzers
- Network Analyzers
- Logic Analyzers
- Data Acquisition
- PCI Products & Solutions
- Frequency Counters
- Function Generators
- GPIB, USB & Inst. Control
- LCR & Resistance Meters
- RF & Microwave Test Acc.
- Noise Sources
- Power Meters
- Pulse & Pattern Gen
- Impedance Analyzers
- VXI Modular MF Inst & Ctrs
- Bit Error Ratio Tester
- Enclosures
- Instrument Racks
- Spool Belts
- Stainless Steel Caps
- Stainless Steel Rings
- Backpacks
- Business Cards
- Drawing Pads
- Grocery Bag
- Non-woven Plastic Bag
- Sport & Duffel Bags
- Tote Bags
- Totes
- Travel Tumblers
- Water Bottles

[Get a 2013 Agilent Calendar](#)

\* MY CART

You have no items in your shopping cart.

\* COMPARE PRODUCTS

You have no items to compare.

**WHO WE ARE**

We are a Certified Woman-Owned Business based in Deerfield, IL family and partners in our business. GLOOS's extensive list of client bidders, advertising agencies and wholesalers in the United States.

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85 Spring Street, Mosheim, TN 37818

# Your VETERAN Source for TEVET Test & Measurement Equipment

A Service Disabled Veteran Owned & HUB Zone Small Business

Home Specials About Us Literature Quote Review Contact Us

TV

View as: Sort By: Position

Items 1-8 of 120 Page: 1 2 3 4 5 Show: 9 12 24 per page

Compare Products You have no items to compare.

Shop By

Category: DC TV (5) DLP TV (1) LCD TV (16) LED TV (1) Plasma TV (2) Portable TV (1) Recreational TV (7) Sony TV (46) TV/DVD Combo (2)

Price: \$0 - \$99.99 (5) \$100 - \$199.99 (13) \$200 - \$299.99 (20) \$300 - \$399.99 (12) \$400 - \$499.99 (7) \$500 - \$599.99 (11) \$600 - \$699.99 (3) \$700 - \$799.99 (6) \$800 and above (33)

Manufacturers: Curtis International (4) Element (2) Hisense (1) Hitachi (1) Honeywell (1) J.D. Edwards (7) Mitsubishi Digital Television (1) Panasonic (4) Philips (1) Samsung (28) Seiki Digital (2) Sharp (12) Sony (12) TCL (3) Toshiba (18) Upstar USA (2) ViewSonic (3) Vizio (1) Westinghouse (2) XpanD (1)

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Home / TV & VIDEO / TV

View as: Sort By: Position

Items 1-8 of 120 Page: 1 2 3 4 5 Show: 9 12 24 per page

Compare Products You have no items to compare.

Shop By

Category: SAMSUNG (1) PHOTO COMING SOON

Price: \$179.99 - \$299.99

Regular Price: \$329.99

Special Price: \$229.99

[ADD TO CART](#)

Add to Compare

SAMSUNG 51" Class Plasma...

Regular Price: \$399.99

Special Price: \$299.99

[ADD TO CART](#)

Add to Compare

BUTV LAMP FOR MITSUBISHI (1)

Regular Price: \$199.99

Special Price: \$159.99

[ADD TO CART](#)

Add to Compare

BONY TDG-BR250UB 30 A...

Regular Price: \$499.99

Special Price: \$449.99

[ADD TO CART](#)

Add to Compare

SONY TDG-BR250UB 30 A...

Regular Price: \$499.99

Special Price: \$449.99

[ADD TO CART](#)

Add to Compare

TOSHIBA 19" 720p 60Hz LE...

Regular Price: \$179.99

Special Price: \$119.99

[ADD TO CART](#)

Add to Compare

TOSHIBA 19" 720p 60Hz LE...

Regular Price: \$179.99

Special Price: \$119.99

[ADD TO CART](#)

Add to Compare

PANASONIC 3D Active Sh...

Regular Price: \$299.99

Special Price: \$249.99

[ADD TO CART](#)

Add to Compare

SAMSUNG 51" Class Plus...

Regular Price: \$1,299.99

Special Price: \$849.99

[ADD TO CART](#)

Add to Compare

TOSHIBA 19" 720p 60Hz LE...

Regular Price: \$179.99

Special Price: \$119.99

[ADD TO CART](#)

Add to Compare

TOSHIBA 19" 720p 60Hz LE...

Regular Price: \$179.99

Special Price: \$119.99

[ADD TO CART](#)

Add to Compare

Vizio VS0102 Rechargeable...

Regular Price: \$219.99

Special Price: \$22.00

[ADD TO CART](#)

Add to Compare

TOSHIBA 19L420U 19.2...

Regular Price: \$229.99

Special Price: \$159.99

[ADD TO CART](#)

Add to Compare

Sony Titanium 3D Active...

Regular Price: \$99.99

[ADD TO CART](#)

Add to Compare

View as: Sort By: Position

Items 1-8 of 120 Page: 1 2 3 4 5 Show: 9 12 24 per page

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WELCOME TO THE OHIO UNIVERSITY HOME DEPOT PORTAL!

Logout Home Selected Store: Purchasing Bids My Account | My Shopping Cart | Help

SHOP BY DEPARTMENT | QUICK ORDER | SEARCH ALL | GO

UPDATING CLASSROOMS? We have a variety of flooring resources available.

SHOP FLOORING >

CLICK HERE TO SHOUT IT FROM THE CHATEAU TOPS. Need to let people know what you do? Get a FREE "Wearin' Craft"!

CHATEAU CRAFT

QTY: 10000 2 0

14756429 14402 0

CLICK HERE TO SHOUT IT FROM THE CHATEAU TOPS. Need to let people know what you do? Get a FREE "Wearin' Craft"!

CHATEAU CRAFT

QTY: 10000 2 0

14756429 14402 0

**SUGGESTED FOR YOU**

Mattice Low Voltage LED Black SW Equivalent Floor Lamp \$29.97

[ADD TO CART](#)

Mattice Low Voltage LED Black SW Equivalent Floor Lamp \$29.97

[ADD TO CART](#)

Mattice Low Voltage LED Black SW Equivalent Floor Lamp \$29.97

[ADD TO CART](#)

Mattice Low Voltage LED Black SW Equivalent Floor Lamp \$29.97

[ADD TO CART](#)

**POPULAR CATEGORIES**

Appliances Bath & Fixtures Building Materials Decor

Doors & Windows Electrical Flooring Kitchen

Lighting & Ceiling Fans Lumber & Composites Outdoors Paint

Plumbing Storage & Organization Tools & Hardware

Powered by PunchOutCatalogs.com

# BuyerQuest – 2011+

## Solution

- Multi-Supplier marketplace
- Amazon approach with all data in single platform
- Provide a menu of options to suppliers to provide data
  - Online interface
  - File import with ETL layer
  - Web services
- Allow complex product types

## Pros

- Better adoption, more spend under contract
- Single user interface
- Buyer regains control
- Training reduced or eliminated

Shop Manage Cart Hello, Sam English

**BuyerQuest**

IT Corporate Tools & Machinery Safety & Cleaning Services

Search entire store here...

**Put your hands on Savings**  
BuyerQuest offers a revolutionary Procure to Pay solution making internal buying simple and easy. Don't give up usability for features. Get it all with BuyerQuest P2P.

**READ MORE**

**Quick Order**

SKU	QTY

**Suggested**

			
Marketing Planner	Sharpie® Permanent Fine-Point Markers, Black, Pack Of 12	AutoCAD LT 2012	Pressure Washer 3200 PSI @ 2.8 GPM, Direct Drive
Supplier: Jones Co	Supplier: Acme Manufacturer: Sharpie	Supplier: General Supplies Manufacturer: Autodesk	Supplier: Jones Co
\$25.00	Regular Price: \$8.59 Contract Price: \$7.73	Regular Price: \$913.99 Contract Price: \$822.59	\$179.99

**CLEAR ADD TO CART**

# Extensions to EE 1.12

- eProcurement checkout flow
- Approval engine and workflow
- Purchase orders
- Invoice approvals & settlement
- Receiving
- Services procurement
- Multi supplier catalog
- Guided buying
- Master data integration
- Customer permissions
- B2B reporting
- ...

# Why Magento Enterprise?

## General

- Built in B2C consumer features
- Community of users and extensions
- Flexible product types
- Built in integration (Solr, PayPal, eBay, CDN)
- Multi-lingual and multi-currency
- Capable of handling large catalogs and high traffic

## Extendable Open Source

- Established best practice for extending core features
- Ability to separate custom modules from core
- Certified development resources



# Subscription Models with eHub & Magento Enterprise

Luis E. Colón



Director of R&D,  
eHub System  
[ehubsystem.com](http://ehubsystem.com)

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Magento Conference

THE ART OF  
**COMMERCE**

# Subscription Models with eHub & Magento Enterprise



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## Shopify is free for 30 days.

After your trial ends, pick a plan that best fits your needs:

Basic	Professional	Business	Unlimited
<b>\$ 29</b>	<b>\$ 59</b>	<b>\$ 99</b>	<b>\$ 179</b>
<a href="#">Start your free trial!</a>	<a href="#">Start your free trial!</a>	<a href="#">Start your free trial!</a>	<a href="#">Start your free trial!</a>
<b>Free setup</b>	<b>Free setup</b>	<b>Free setup</b>	<b>Free setup</b>
<b>Unlimited bandwidth</b>	<b>Unlimited bandwidth</b>	<b>Unlimited bandwidth</b>	<b>Unlimited bandwidth</b>
<b>2.0% transaction fee</b>	<b>1.0% transaction fee</b>	<b>1.0% transaction fee</b>	<b>0% transaction fee</b>
<b>100 SKUs</b>	<b>2,500 SKUs</b>	<b>10,000 SKUs</b>	<b>Unlimited SKUs</b>
<b>1 GB Storage</b>	<b>5 GB Storage</b>	<b>10 GB Storage</b>	<b>Unlimited Storage</b>
<b>Additional features:</b>	<b>Additional features:</b>	<b>Additional features:</b>	<b>Additional features:</b>
Discount code coupon engine ...and all the standard features	Discount code coupon engine Real-time order tracking ...and all the standard features	Discount code coupon engine Real-time order tracking ...and all the standard features	Discount code coupon engine Real-time order tracking ...and all the standard features

## github

Join today and collaborate with the smartest developers in the world.

Micro	Small	Medium
<b>\$ 0/mo</b>	<b>\$ 7/mo</b>	<b>\$ 22/mo</b>
<b>Free for open source</b>	<b>10 Private Repositories</b>	<b>20 Private Repositories</b>
Unlimited public repositories and unlimited public collaborators	Unlimited collaborators Unlimited public repositories	Unlimited collaborators Unlimited public repositories
<a href="#">Create an account</a>	<a href="#">Create an account</a>	<a href="#">Create an account</a>

**Business Plans**

Bronze	Silver	Gold	Platinum
<b>\$ 25/mo</b>	<b>\$ 50/mo</b>	<b>\$ 100/mo</b>	<b>\$ 200/mo</b>
<b>10 Private Repositories</b>	<b>20 Private Repositories</b>	<b>50 Private Repositories</b>	<b>125 Private Repositories</b>
Unlimited teams Unlimited public repositories			
<a href="#">Create an organization</a>			

**GitHub Enterprise**

Learn more about running a GitHub instance inside your private network.

[Learn more about GitHub Enterprise](#)



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It just works

Starting at 2 GB  
Up to 18 GB (500 MB per referral)

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**Pro**

Bring all your stuff anywhere

Plans at 100, 200, or 500 GB  
Starting at \$9.99/month

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**Teams**

Dropbox built for your business

Plans start at 1 TB for 5 users  
Centralized billing and admin tools

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## slickplan

30 Day Free Trial, No Credit Card Required

BASIC	PREMIUM	UNLIMITED
<b>\$3.99/mo</b>	<b>\$9.99/mo</b>	<b>\$24.99/mo</b>
<a href="#">30 Day Free Trial</a>	<a href="#">30 Day Free Trial</a>	<a href="#">30 Day Free Trial</a>
No Credit Card Required	No Credit Card Required	No Credit Card Required

ADM INITION	CAPC DEM	BONI FICK	AD HOC
<b>\$199.95 per Month</b>	<b>\$69.95 per Month</b>	<b>\$29.95 per Month</b>	<b>\$14.95 per Month</b>
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60 Users Unlimited Forms Unlimited Reports Max Fields * 100,000 Entries / Month 10 GB Storage SSL Encryption Payment Integration	20 Users Unlimited Forms Unlimited Reports Max Fields * 15,000 Entries / Month 5 GB Storage SSL Encryption Payment Integration	5 Users Unlimited Forms Unlimited Reports Max Fields * 3,000 Entries / Month 5 GB Storage SSL Encryption Payment Integration	1 User 10 Forms 10 Reports Max Fields * 500 Entries / Month 250 MB Storage
<a href="#">Home</a> · <a href="#">About</a> · <a href="#">Blog</a> · <a href="#">FAQ</a> · <a href="#">Features</a> · <a href="#">Examples</a> · <a href="#">Partners</a>	<a href="#">Save with an Annual Plan</a>	<a href="#">And get 3 months for FREE!</a>	

# Monetization of Products/Services

Source: North American Technographics® Telecom and Devices Online Recontact Survey, Q3 2011 (US)

FORRESTER®

"For each of the following types of applications, please indicate which you pay for via a recurring subscription or a one-time purchase fee."

	Only access for free	Pay once	Pay for a recurring subscription
Security (e.g., antivirus)	42%	13%	15%
TV/movies	59%	6%	5%
Magazines/newspapers	59%	4%	4%
Games	44%	15%	3%
Music	51%	13%	3%
Cloud storage/sync (e.g., Dropbox, SugarSync)	78%	3%	2%
Finance (e.g., expense management/budget tracking)	66%	9%	2%
Productivity (e.g., word processing)	49%	22%	2%
Education	73%	4%	2%
eBooks	72%	9%	1%

Base: 5,147 US adults

# eHub Overview



- Enterprise-grade digital subscription and recurring revenue solution
- Built atop the Magento Enterprise software stack
- Offers flexible, dynamic entitlement & digital billing options to manage subscription businesses
- Leverages over four decades of subscription management expertise

# eHub Subscription Features



- Flexible time-based subscription models
  - With or without trials
  - Trials can be free or lower cost
  - Allow for automatic conversion from trial/free to paid
  - Allow for subscription levels/packages
- Support upgrades and downgrades
- Suspend, re-instate service
- Handle cancellations and stop-charges
- Earned and deferred revenue recognition
- Automated billing and retention tools





Enterprise	Professional	Standard	Basic
<b>\$25</b>	<b>\$15</b>	<b>\$9</b>	<b>\$3.50</b>
<b>BUY NOW</b>	<b>BUY NOW</b>	<b>BUY NOW</b>	<b>BUY NOW</b>
HTML/CSS Designer	HTML/CSS Designer	HTML/CSS Designer	HTML/CSS Designer
JavaScript Designer	JavaScript Designer	JavaScript Designer	JavaScript Designer
PHP/Python/DB Designer	PHP/Python/DB Designer	PHP/Python Designer	\$5/month \$50/year
Scrum Team Management	\$20/month \$200/year	\$12/month \$120/year	Most Affordable
\$30/month \$300/year	Add Database Features	Create Any Site	Great For New Designers

# eHub Leverages Magento's Catalog and Platform Features



- Creation, management and support for custom product types, and attribute sets
  - eHub extends the catalog to include parent/child relationships that inherit default attribute values
- Customization of product entry screens
  - eHub implements natural language configuration for subscription offer terms
- Properly extending Magento's data object structure
  - eHub builds atop flat and EAV tables to manage subscription status, earnings, etc.





e-Hub Admin

Global Record Search | Logged in as magento | Thursday, March 28, 2013 | Log Out

Dashboard Sales Services Catalog Mobile Customers Promotions Newsletter CMS Reports System Get help for this page

**Offer Information**

General  
Prices  
Categories

**(Time Based Subscription)**

**Prices**

Tax Class **Do Not Tax**

Recurring Payment Profile

**Trial Period**

For the trial, the billing cycle will be a recurring price of \$ 0.00 USD charged every Trial Billing Frequency—Trial Billing Period Unit.  
The trial period will expire after Maximum Trial Billing Cycles billing cycles.  
If trial subscription has already been accepted, substitute with the following offer Substitute Offers.

**Recurring Billing**

**Recurring Billing**

After the trial expires, the billing cycle will be a recurring price of \$ 2.99 USD charged every 1 Month(s).  
This recurring charge will expire after 12 billing cycles.  
After the recurring offer expires, recur to offer code DSIGNR1MODEF  
Monthly to yearly offer DSIGNR1YRUPG

Cancellation Rule Refund remaining money to the Customer.



e-Hub Admin

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Dashboard | Sales | **Services** | Catalog | Mobile | Customers | Promotions | Newsletter | CMS | Reports | System | [Get help for this page](#)

Package Amendments | Mar 12, 2013 7:06:10 PM | [Back](#)

**Change to Payment Terms**

**Current Subscriptions:**

**DsignR Apps Standard (Current Package)**

DsignR Apps Standard-month (Offer)  
- HTMLCSS  
- JSCRIPT  
- PHPPYTHON  
Price  \$5.00/month  
No trial period. \$12.00 recurring every month thereafter.

**Available Packages:**

**DsignR Apps Basic (Package)**

DsignR Apps Basic-month (Offer)  
Price  \$5.00/month  
No trial period. \$5.00 recurring every month thereafter.

DsignR Apps Basic-year (Offer)  
Price  \$50.00/year  
No trial period. \$50.00 recurring every year thereafter.

**DsignR Apps Standard (Package)**

DsignR Apps Standard-year (Offer)  
Price  \$120.00/year  
No trial period. \$120.00 recurring every year thereafter.

**DsignR Apps Professional (Package)**

DsignR Apps Professional-month (Offer)  
Price  \$20.00/month  
No trial period. \$20.00 recurring every month thereafter.

DsignR Apps Professional-year (Offer)  
Price  \$200.00/year  
No trial period. \$200.00 recurring every year thereafter.



# M-GO

## Misak Melikyan

Lead Engineer  
[mgo.com](http://mgo.com)

**imagine 2013**  
Magento Conference

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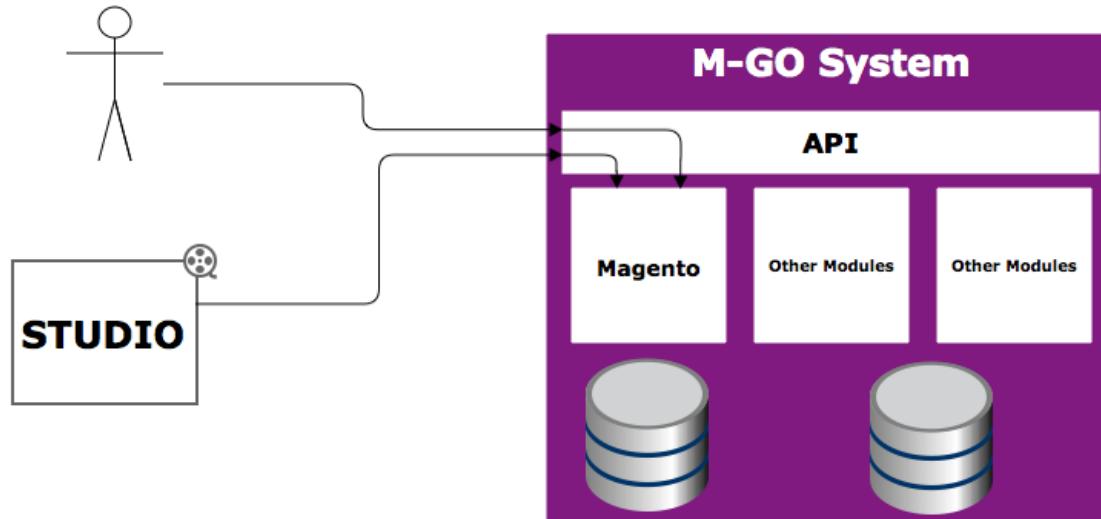
imagine 2013  
 Magento Conference

# Why Magento Enterprise?

- Catalog and Content Management System
- Customer Segmentation and Targeting
- Promotions and Offers

# Where Do We Use Magento?

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 Shopping Cart Price Rules

Catalog Price Rules

Shopping Cart Price Rules

[+ Add New Rule](#)Page [1](#) of 1 pages | View [20](#) per page | TotalAutomated Email Reminder  
Rules[Reset Filter](#) [Search](#)

ID	Rule Name	Coupon Code	Date Start	Date Expire	Status	Priority
	test		From: <input type="text"/>	From: <input type="text"/>	<input type="button" value=""/>	<input type="button" value=""/>
9	40off - test	40off	Sep 19, 2011	–	Active	0
131	test no coupon code discount		Dec 7, 2012	–	Active	0

# Closer Look

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