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**7 EC Outlook differentiators that can make a difference in your business.**

Today there are literally hundreds of companies promising to help businesses "e-conquer" the world. Why then, should you choose to "go to war" with the people, products and services of EC Outlook?

**In a word, value.**

EC Outlook's solutions are saving some of the world's largest companies millions of dollars a year. Thousands of faxes that used to be sent are no longer being sent. Thousands of phone calls that used to be made are no longer being made. Thousands of forms that used to be printed and mailed are no longer being printed and mailed. Thousands and thousands of errors that used to be made and had to be corrected are no longer being made. Thousands and thousands of personnel hours are now being used more productively and profitably. Thousands of... well, you get the idea.

It's all a part of the really big idea that drives everything we do at EC Outlook: Create products and services that deliver tangible, real-world, hard-dollar value to the customer and build lasting value for their company and ours.

**Case in point:** In four years time, one EC Outlook customer, a global 1000 company, was able to convert 25 vendors to a traditional EDI arrangement, whereby they exchanged only two documents: purchase orders and invoices.

Using the EC Outlook core connectivity platform and specialized software applications, that same company was able to e-enable 1,800 vendors in 12 months, effectively eliminate all transmission errors, and exchange seven documents.

Some people say we've accomplished a lot in such a short period of time. But from our point of view, we're just getting warmed up. You ain't seen nothin' yet.

**In a word, user-base.**

No matter how you look at it, the numbers are undeniable. Thousands of people, at thousands of organizations large and small, thousands of times every month, use the EC Outlook's solutions to drive down operating costs, increase operational efficiencies and improve bottom line results. This large base of satisfied users, more than anything else, is proof positive of the benefits that EC Outlook's e-business platform and software applications deliver to the marketplace.

**7 reasons why EC Outlook is different:**

- 1. Value**
- 2. User-base**
- 3. Reach**
- 4. Flexibility**
- 5. Choices**
- 6. Speed**
- 7. Experience**

**In a word, reach.**

EC Outlook has shattered the old e-business paradigm. Namely, that connecting with 10 - 15% of your trading partner community constitutes success. Now, using our solutions, it's economically and technologically feasible for virtually any company to conduct a full range of automated, collaborative, fully electronic business transactions with virtually any other company.

In other words, it's time to say good-bye to the bad old days of costly, time consuming connectivity projects and say hello to EC Outlook - the new, single source solution for e-enabling your entire value chain (customers, suppliers, freight carriers, digital marketplaces, and other third parties).

**In a word, flexibility.**

What are your e-business goals and objectives? Chances are, they are many and varied. And that's why EC Outlook is a valuable business partner. Our network platform and software applications have been dynamically engineered for maximum flexibility. As a result, they enable a wide range of e-business initiatives that help companies efficiently and effectively execute their business strategies.

Simply put, EC Outlook has the people, products and services to help you with everything from -

- E-procurement to electronic customer relationship management
- Automated e-marketplace participation to electronic shipment tracking and tracing
- E-fulfillment to electronic invoice presentment and payment
- VAN replacement to vendor-managed inventory (VMI)
- And much more...

Our goal, simply stated, is to be an enabler of your e-business success and in so doing become your valued business partner.

**In a word, choices.**

Unlike some companies, we don't take a "one e-business solution fits all" approach. Because we understand that goals and objectives, as well as budgets, vary from company to company, we've built our platform and engineered our applications in such a way that we can offer you a range of choices.

Choices on data integration. Choices on functionality. Choices on implementation. Choices on automation. Choices on pricing. Choices, we might add, that the vast majority of e-business software and services vendors just don't offer.

**In a word, speed.**

At EC Outlook we've yet to encounter a customer who says, "Take as long as you like, we've got all the time in the world." Quite to the contrary, to remain competitive in today's fierce marketplace, businesses must act and react with ever-increasing speed. That's why, from day one, we've made speed of deployment of our solutions a top priority. To that end, we've built our platform and engineered our applications in such a way that they can be quickly and easily implemented, with minimum investment and installation of new hardware or software and minimum training time for users. Because we understand that the ability to quickly get an e-business solution up and running may well mean the difference between holding onto (or capturing) a competitive advantage or having it wrested away from you.

**In a word, experience.**

EC Outlook offers you a wealth of e-business and supply chain management experience. Collectively the management, project leaders and developers and programmers of EC Outlook have been responsible IT projects that, over the years, have delivered countless millions of dollars in cost-savings and added profitability for clients. From the top down, our personnel ranks are filled with professionals from leading IT and IT consulting organizations such as: Andersen Consulting, CompuServe, Oracle, Sterling Commerce and many others.