



NATIONAL SERVICE-BASED FRANCHISES

A Holding Company of eleven (11) serviced-based franchise organizations contacted NEXTStep to provide an e-business platform capable of managing their preferred supplier programs. Our client needed a online solution that could list and provide detailed information about the special promotions, rebates, and discounts available to their 2700 franchisee members via their preferred supplier programs. The solution also needed to provide website connectivity to participating supplier marketing and online shopping websites, when available.



NEXTStep's PRONET Marketplace, an earlier rendition of today's NXT-Cloud® GPO Marketplace was deployed from 2005 thru 2009, providing a state-of-the-art e-marketing/e-commerce technology platform for their organization at that time. The solution was successful rolled out for their first five (5) franchise organizations supporting residential: Appliance Service, Cleaning & Restoration Services, HVAC Repair & Installation, Plumbing & Drain Cleaning, and Windshield Glass Replacement. Over 75 supplier programs were listed, categorized, and marketed through the website. Franchisee online shopping was also supported through direct links to external supplier webstores or via NEXTStep-developed internal webstores, which were integrated directly onto the website. EDI document exchange was also supported.

Though we no longer actively support this client, their vendor relations department continues to be successful in offering their franchisee members the benefits of Preferred Supplier GPO Programs; building upon the guidance and technology solutions supplied by NEXTStep.

“Over 2700 franchisee members were provided access to GPO supplier program information and online shopping functionality”

GPO Modules:

- + GPO B2B Exchange
- + GPO Document Mgr.
- + GPO Marketplace

Key Functionality:

- + Multi-Catalog Search
- + Vendor Specials & Promos
- + Hosted Vendor Webstores
- + Ext. Webstore Punch-out
- + EDI Document Exchange
- + NXT-Express Webforms
- + Sales Reporting



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NXT-Cloud GPO Marketplace supplied an online e-marketing and e-procurement solution for five (5) national service-based franchises.

