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Founded 25 years ago as a textile [mass customization](#) IT vendor, **ZUGSEIL** has evolved into a company developing and selling [b-op](#) based products for supply-chain and procurement processing. The [combination with b-op](#) delivers unique features and competitive advantages to our customers.

Individual digital trade ecosystems & data sovereignty

Currently, we are focusing on enabling customers to build their [private business ecosystems](#), enabling even small and medium businesses to get a digital dividend without huge investment.

Once a customer has created its own digital ecosystem, he can use ZUGSEIL tools to easily establish business processes integration accross company borders, without any dependency on central services operated by us. [b-op](#) is a peer to peer network technology, which does no longer require central service nodes or interfaces to be built between the peers. This means for our customers less cost and less dependency on software companies or data brokers. Transaction costs reduce to zero!

Since we operate on a distributed system, it made no sense for ZUGSEIL to operate a central marketplace as many of our ERP competitors do. Instead, we allow our customers with our products to easily build their own ecosystems including their own marketplaces with very little effort wherever they want on the internet. In this way, they can keep data sovereignty and invite only partners on the customer or suppliers side to participate in their individual [digital trade ecosystem](#).

Seamless digital integration along the supply chain

With ZUGSEIL products, our customers are empowered to seamlessly integrate digitally with their partners along the entire value chain, boosting their productivity on all levels!

Our tools are providing a completely new approach to digititalization for B2B and B2C relations. This provides unique advantages to our customers: Interface projects are only required, if the b-op system needs to integrate or are used to augment legacy systems. ZUGSEIL standard software packages support most sophisticated product types due to the [polymorphic product model of the b-op](#). This delivers [mass customization](#) capabilities by design. The combination of [lifecycle management](#) and [collaborative supply chain management](#) capabilites creates a toolset for our customers to augment their increased activity in addressing environmental challenges with elements of the circular economy.

Especially in the textile supply chain, we have proven that digital integration "From sheep to shop - and back" is possible.

Advanced procurement & lifecycle management tools

Based on B-Op each of our customers have own marketplace, to which they can integrate their all their internal and external partners with **b-op plug & play**. This brings guided buying to unprecendeted levels by allowing our customers to operate their own marketplaces fully independent and free of marketplace fees. In addition, we have invested into:

- a [sophisticated set of guided buying tools](#), which optimize internal procurement processes. They allow our customers to increase the efficiency of internal procurement processes

dramatically by reducing maverick buying and reducing time invest per order.

- coverage of category specific process ecosystems, which integrate with business processes before and after the core [P2P processes](#). This allows our procurement solution to create more value than existing P2P tools and has given us market leadership in niches like personal equipment, medical digital procurement,

How to read this wiki

This wiki has the intention to deliver an integrated knowledge base to all stakeholders in the b-op tradesphere on the customer as well as our side. Ranging from the users on the client side, sales consultants and implementing project managers from a project partner company to the developers on our own team. We believe that this holistic approach can help for better communication between all these parties. You can read up in this article on the [basic structure of this wiki](#).

b-op



Over the last 25 years ZUGSEIL has been looking into various product groups and tried to understand the specifics of these, because we have learned early that the full digital dividend will only happen to our customers, when all processes are entirely covered and the interacting parties communicate digitally. Most vendors believe that proper handling of the Procure-To-Pay or Source-To-Pay Processes do the trick, but the real value for our customers requires the entire fulfillment and lifecycle processes of all products to be implemented. With old fashioned systems this takes tons of interfaces, which is very expensive. Most standard-interface-systems like EDI are not even close to being capable of achieving this. So we are very proud to say that we deliver exactly this value with our products being based on the [B-Op technology](#), enabling our customers to fully integrate their processes with all partners in your companies unique ecosystem without huge IT investments to be made.

ZUGSEIL builds products which serve customers active in the [b-op Trade Sphere](#) and [b-op Employment Sphere](#). Please click on the provided links to read up further details on how ZUGSEIL supports the business cases in these spheres.