Plug-And-Play Onboarding

ZUGSEIL is built based on the b-op peer-to-peer network. This delivers:

- **plug-and-play** connectivity with suppliers and customers without IT integration projects between the business partners.
- real process digitalization through **deep cross company integration**

Benefits

This consequences of this deep tech approach are for our customers:

- dramatic IT cost reductions for supplier or customer onboarding.
- availability of deep process integration at no additional cost for both partners
- enables multi-supplier strategies on purchasing side

Deep cross company process integration

Current cross company integrations with our competition is on a very shallow process level and requires IT projects burning enormous budgets. Return on Invest calculations are typically tricked and polished to make management invest into "digitalization". With b-op & ZUGSEIL this does not require IT-integration projects between players, as b-op is a cross company digital integration technology.

Examples in cross company integration:

- **Source-to-Pay** - b-op covers all processes of the source-to-pay processes
- **Reverse Complaint-To-Credit** - The reverse supply chain processes in case of returns and complains can be fully digitalized based on b-op and our tools
- **Catalog collaboration with suppliers** - If a product is not documented by a supplier properly, just ask through ZUGSEIL for improvement
- **Multi-Level Supply-Chain Integration** - If enough trust is shared between the parties along the supply chain, customers can see the process of the supply-chain in Real-Time
- **Store-Collaboration** - Allow your staff to go to supplier shops and act if the shops were your employee support stations.
- ...