

# ZUGSEIL SCALE

ZUGSEIL's **SCALE** is the foundation product to support suppliers with a simple way for digital collaboration with other partners in the [B-Op Network](#). It enables the supplier with all browser based applications to live the entire Procure-To-Pay process with their customers in a fully digitalized way!

## Contained products

- Receive RFP & make offer
- Purchase Order validation and acceptance
- Billing & Crediting
- Basic customer relationship management - for managing customers and their orders
- [Bookkeeping Tools \(BKT\)](#) - for handling the billing and payment processes
- [ZUGSEIL customer relationship management \(CRM\)](#)
- [Warehouse Management System \(WMS\)](#) - obviously items in stock need to be tracked

## Target group

Native support for complex process chains coming along with these product types. This makes the **SCALE** ideal for suppliers of:

- Regular trading or production companies with little IT integrability
- Mass-Customization providers/manufacturers, which offer products which customers can design themselves
- Providers/manufacturers for highly customizable products (mass customization), like
  - Corporate Fashion (CF) providers/manufacturers
  - Personal Protective Equipment (PPE) providers/manufacturers
  - Made-To-Measure providers/manufacturers (Suites, Shirts, Furniture, ...)
  - Service product providers (Laundry, Refurbishing, Maintenance, ...)
- Servicing companies for these products (laundries, refurbishing sites, ...)

In total, this results in two major benefits for our customers:

- **Reduction of digitalization spending** regarding digitalization with other peers (customers, suppliers) to **close to zero**.
- **Reduction of product customization effort**, as the software typically only requires minimal changes to cater the process requirements of our customers.