erpCommerce Needs Analysis

Thank you for your interest in Sniperdyne Nomad ERP Commerce. This assessment will help us determine whether or not you are a good fit for Nomad ERP Commerce and the integration. It will also be used for installation planning. You will need to have intermediate knowledge of your current IT network, ERP Configuration, and eCommerce needs.

Thank you,
Sniperdyne

COMPANY - CONTACT INFORMATION

Company Name	Sonetics Corporation
Channel Partner	Exact
Your Name	Bob Zaback
Your Job Title	Controller\IT Manager
What is your role for this decision?	Decision Maker
e Mail Address	bob.zaback@soneticscorp.com
Address	7340 SW Durham Rd
City	Portland
State	OR
Postal Code	97224

PRIMARY PROJECT LEAD & IT CONTACT INFORMATION

Primary Project Lead Full Name	Bob Zaback
Phone Number	503-608-3416
e Mail Address	bob.zaback@soneticscorp.com
Is your IT Resource an internal employee or do you have an outsourced IT Service Group	(●) Internal ( ) Third Party
Network / IT Resource Contact Name	Bob Zaback
Network / IT Resource Email Address	bob.zaback@soneticscorp.com

SEARCH ENGINE OPTIMZATION

Does your budget currently include Online Marketing?
- (●) Yes
- ( ) No

If Yes, what percentage is dedicated to Online Marketing?: NA

Network / IT/ ERP INFORMATION

ERP Solution: Macola ES

When was your last update?: Within the last 12 months

Have you made any modifications to Order Entry, Customer Entry or you Product Pricing from the Standard ERP Logic?
- ( ) YES
- (●) NO

If Yes, please include a full description of any modifications and/or custom code.:

What Database Management System (DBMS) do you use?: Microsoft SQL Server

What Version of DBMS: 2012

Do you have an existing Marketing site?
- (●) Yes
- ( ) No

If Yes, what is the URL to it?: soneticscorp.com

Do you have an existing eCommerce site?
- (●) YES
- ( ) NO

If Yes, what is the URL to it?: flightcom.net

Who is your current eCommerce provider?: Ecwid

Do you see your eCommerce site as a replacement to your Marketing site or an addition to it?
- ( ) Replacement
- (●) Addition

ORDER ENTRY INFORMATION

Approximately how many orders do you anticipate within the first year of launching your web storefront?
- (●) 1-3900 per year
- ( ) 3901-7800 per year
- ( ) 7801-13000 per year
- ( ) More than 13000 per year

How do you currently accept ERP Orders? (Check all that apply)
- [x] By Phone
- [x] By Fax
- [x] Existing eCommerce site
- [x] In field Sales Rep
- [ ] Walk in Customers
- [ ] We do not currently accept Customer orders

If using an existing eCommerce site, how do you get orders into the ERP?
- [x] Manual ERP order entry
- [ ] Direct SQL import (done manually)
- [ ] Our existing site is integrated with ERP

Do you place ERP orders as Quotes or Orders?
- (●) Order
- ( ) Quotes

How do you determine the sales tax for orders?

Avatax from Avalara

Please describe of how your warehouse is currently shipping orders. Please include shipping rules, carriers, and services used.

UPS World ship with daily export to Macola arshtfil_sql

PRODUCT AND DATA INFORMATION

Are all of the items you plan on selling, currently entered in ERP with unique item numbers with the correct pricing?

- (•) Yes
- ( ) No

How many items do you plan to sell on your site?

- (•) 1- 2,500
- ( ) 2,501 - 5,000
- ( ) 5,001 - 10,000
- ( ) More than 10,000

Do you sell items with selectable options or variants, which your customers will need to choose to order the correct option?

- ( ) Yes
- (•) No

How you price your product. Please check all that apply.

- [ ] I offer quantity price breaks
- [x] I offer pricing by customer groups or price levels
- [ ] I offer special pricing by customer

CUSTOMER DATA INFORMATION

Do you consider your customers to be Retail customers or Dealer customers?

- ◯ Retail
- ◯ Dealer
- ◉ Both

Do all of your existing customers currently have a unique ERP Customer account number?

- ◉ Yes
- ◯ No
- ◯ Needs to be Reviewed

Are you planning to market your site to new retail customers?

Yes

PAYMENT PROCESSING

Which Payment or Terms will you provide at checkout? (Please check all that apply)

- ☒ I offer Credit Card Payments
- ☐ I offer Pay Pal Express Payments
- ☒ I offer customer Net Terms

Do you have a preference on a payment gateway

Authorize.net CIM

DESIGN

Do you anticipate continuing HTML Design changes after the site is live and complete?

- ◉ Yes
- ◯ No

Do you have product images that can be identified by belonging to a product in your ERP?

- ◯ Yes
- ◉ No

Will you need an additional mobile optimized Storefront for Smart Phones and/or Ipads/Tablets?

- ◉ Yes
- ◯ No
- ◯ I don't know

What is the largest resolution of your product images

NA

What is the Nature of your business

Selling communications equipment in high noise environments

Briefly Describe your product and services

Headsets and Intercoms for communication

Who is your target market for the site

End users primarily with dealer access

Please list at least 3 URL's (Web Addresses) of high quality sites that you like the look of (These do not have to be sites who's business is similar to yours. It aids us in determining what your design style is.) Consider layout, colors, navigation, graphics, font/print

Final skin dependent on main website redesign. http://www.skyhighnetworks.com/; http://kristinfritz.com/; http://www.lundboats.com/

What colors or color schemes would you like?

See above.

What type of look are you trying to achieve? (e.g. high-tech, conservative, warm, flashy, etc.)

high-tech, bright/warm colors; professional; UX-focused; ease of navigation;

Please provide the addresses of competitors' sites, if possible

Are there any other comments/specific ideas we should keep in mind while designing your site

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OTHER NOTES

Thank you for your interest in our Nomad eCommerce and Sniperdyne. We will review your submission and our Sales Representative will contact you within 1-2 business days.