



Supply Chain Management Solution with Built-in B2B Marketplace



Agenda



- I. The Unified SCM with built-in B2B Marketplace
- II. Atalink B2B Marketplace
- III. Procurement Management Solution
- IV. B2B Order Management Solution



The Unified SCM with built-in B2B Marketplace

BUSINESS CONTEXT

Global economic recession: A challenge and a golden opportunity for SMEs to transform and breakthrough based on technology leverage





OUR MISSION

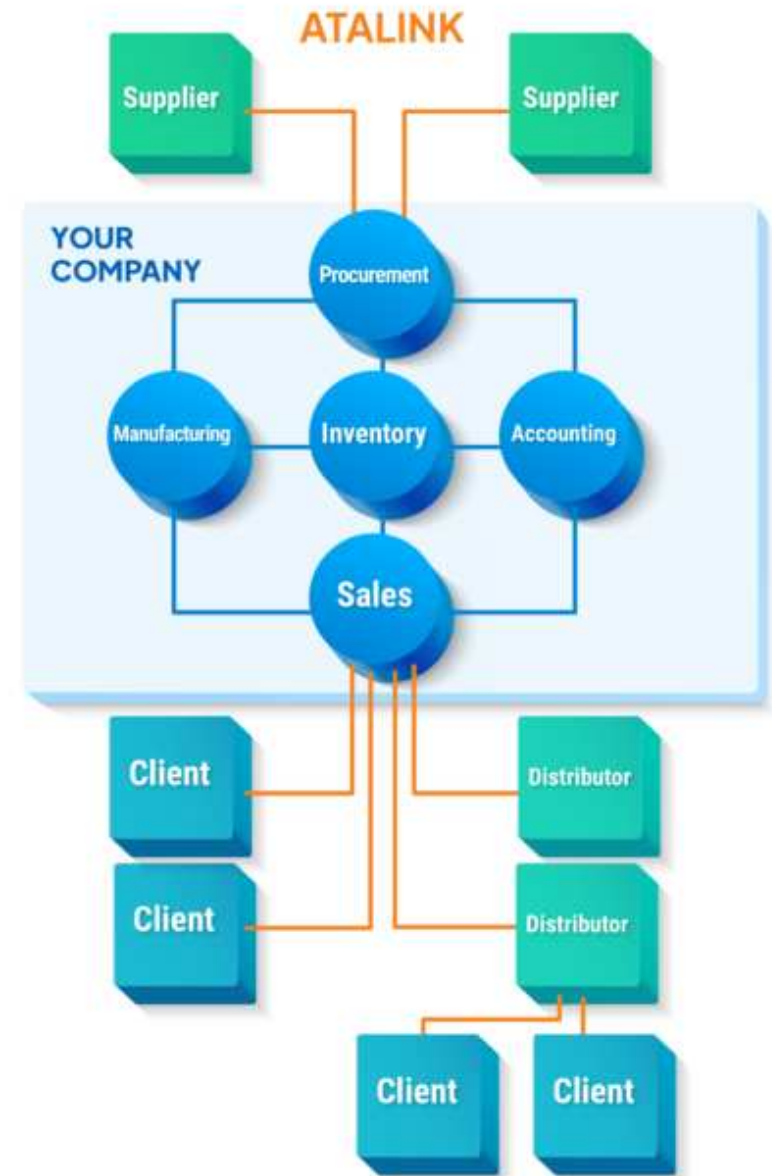
To foster interactivity across the supply chain — with standardized master data

Multi-National Enterprises as well as Small & Medium Businesses can all interact seamlessly with their Suppliers, Distributors and Clients - to optimize operation, reduce cost and drive more revenue

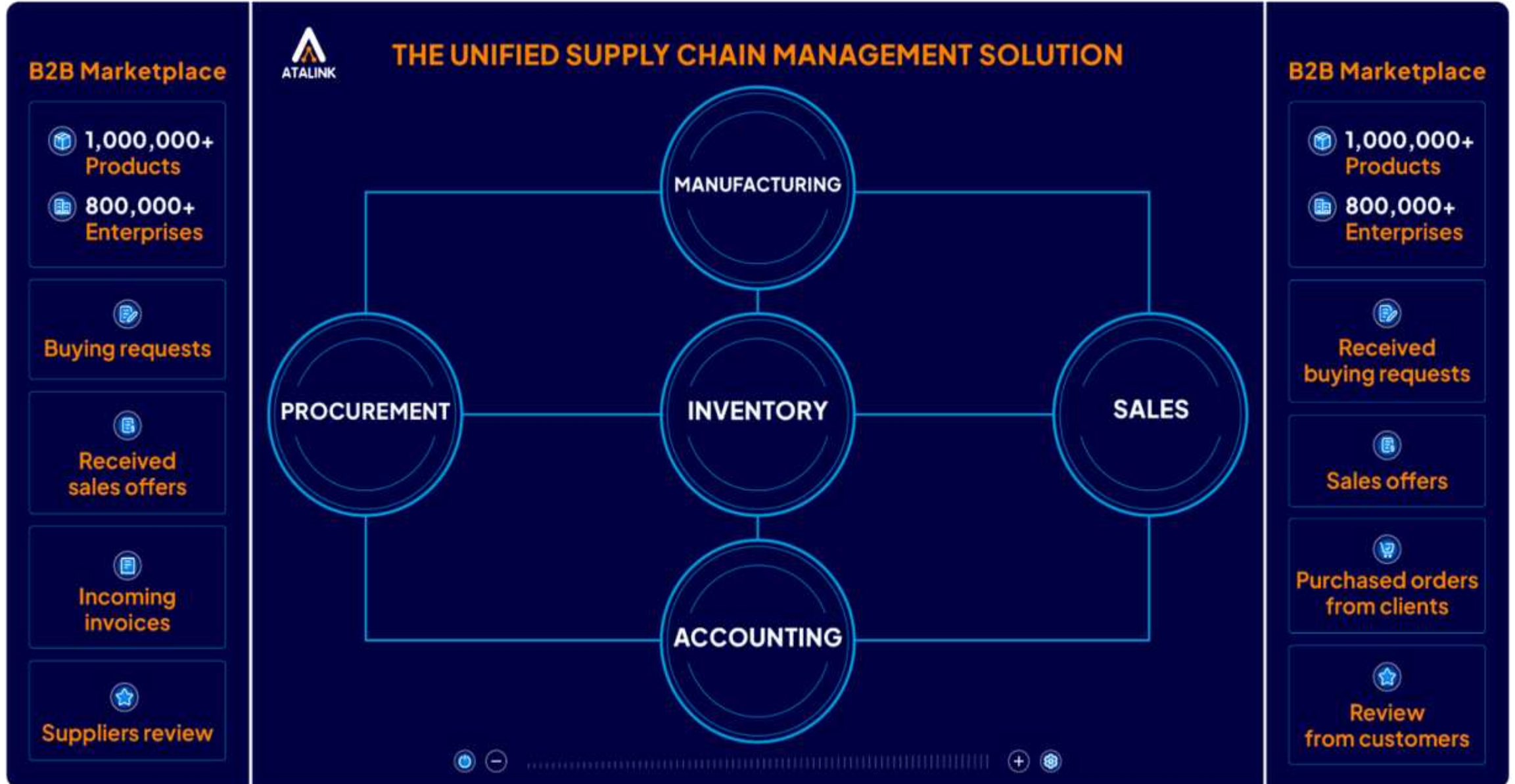
Atalink – The unified supply chain management solution

Interact within your company and with trading partners in 1 unique platform – empowered with standardized master data

- Connect your company with suppliers, distributors and clients
- Connect manufacturers with its supply chain of raw materials
- Connect products with markets
- Expand opportunities for buyers and suppliers with our built-in B2B marketplace



The Unified Supply Chain Management Solution with built-in B2B Marketplace



PRODUCTS

Atalink solutions are designed to work cohesively to help your business manage the supply chain efficiently



**Procurement
Management
Solution**



**B2B Order
Management
Solution**



**Inventory
Management
Solution
(VMI)**



**Finance &
Accounting**



**Manufacturing
Management**

B2B Marketplace

BENEFITS

16%

Increase visibility into your supply chain, reduce cost

32%

Increase responsiveness, drive more efficiency across your organization **and with trading partners**

128%

Get better work experience, engagement and satisfaction for your staff **and trading partners**



ATALINK UNIQUE SELLING POINTS

- ⦿ Atalink enables companies to interact both internally and externally in one platform
 - ➔ **Help optimize operational costs, thereby enhancing business efficiency**
- ⦿ Atalink comes with master data of products and over 800,000 businesses that are verified and standardized
 - ➔ **Save time and effort on data entry, avoid information errors, and synchronize transaction data**
- ⦿ Atalink provides a B2B Marketplace with more than 12,800 active businesses across various industries
 - ➔ **Help businesses increase opportunities for growth**

THE ECOSYSTEM

12,800+ companies onboarded

In various industries and domains



FMCG



Consumer Goods



Building Materials



Industrial Machinery



Electric, Electronic Devices



Office Supplies

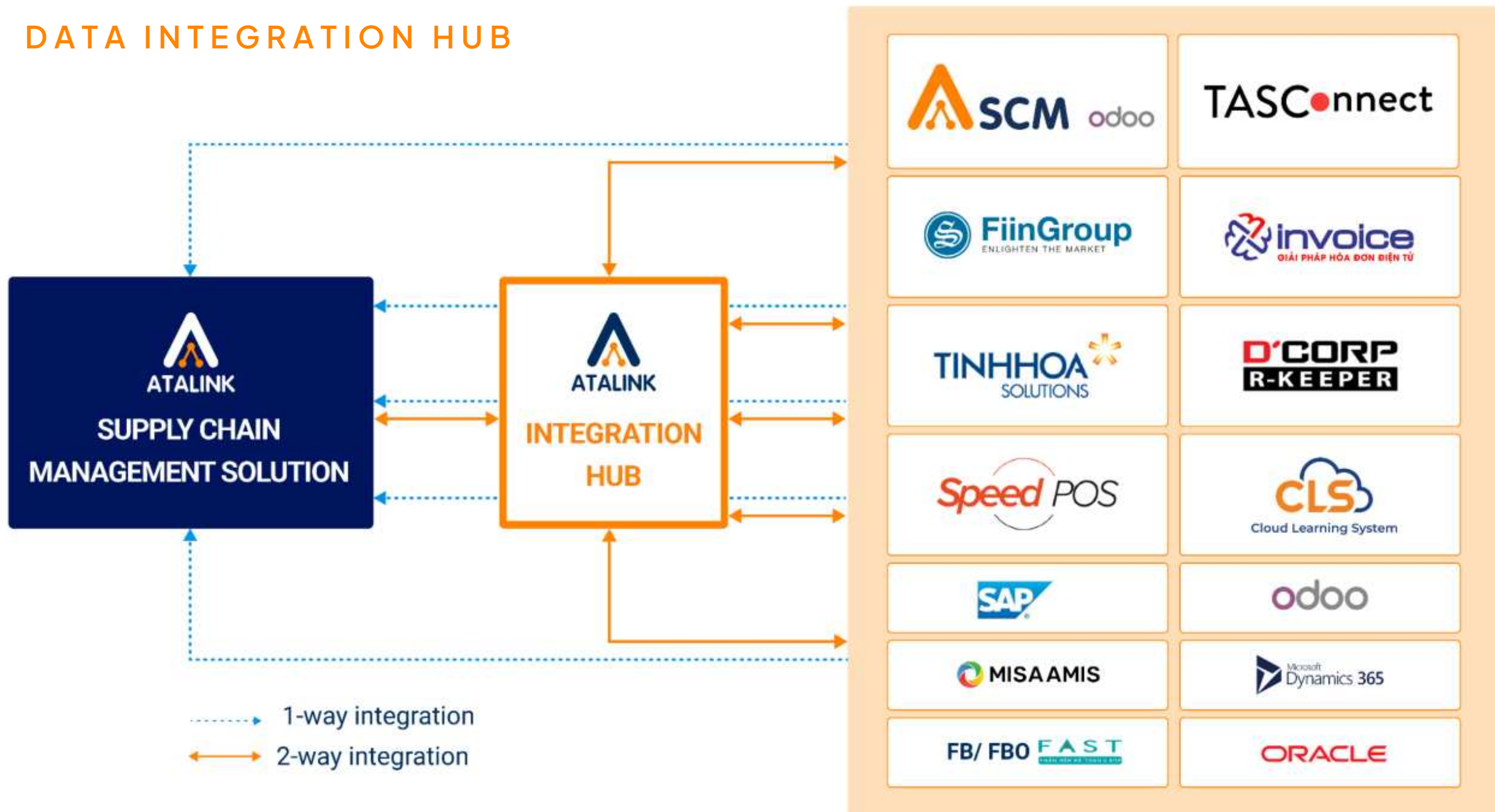


Tools and Instruments



Supplies and Accessories

DATA INTEGRATION HUB



THE SOLUTION



Cloud SaaS



Desktop / laptop web and mobile app [iOS, Android]



Security and information safety according to ISO 27001:2013



Modern technologies (ReactJS, NodeJS, React Native ...)



Intelligent solution

SERVICE QUALITY COMMITMENT

- Uptime is consistently maintained at a minimum of **99%**
- Downtime, excluding force majeure or pre-planned events
 - Do not exceed **12** consecutive hours
 - Do not exceed **24** cumulative hours in two weeks
 - Do not exceed **36** cumulative hours in any month
- 97%** of customer interactions on each screen/page receive feedback within **3 seconds**
- 90%** of critical issues are resolved within **8 working hours** from the time the request is received



SECURITY & INFORMATION SAFETY

Atalink builds and maintains trust with Customers and Partners every day by creating products and services with four pillars of information security:

- ⦿ **Security:** Atalink ensures the safety and security of data for businesses and users
- ⦿ **Privacy:** Users own and control their own data
- ⦿ **Transparency:** Users know how their data is collected, stored and accessed
- ⦿ **Compliance:** Atalink complies with global standards for information security

Consistency in our **Mission + Business Model**

The success of Customers and Partners is the key to Atalink's success





||

Atalink B2B Marketplace

ATALINK Marketplace

800K+
Companies

400+
IZ / EPZ / IC

800+
Associations

1M+
Products / Services

ATALINK Sales Offers | What are you looking for...

Categories | Overview | For Buyers | For Sellers | Start selling now | Select a Province | English

FEATURED CATEGORIES

- Office Equipment
- Office Furniture
- Business Support Services
- Transportation
- Printing & Packaging
- Business Gifts
- Personal Protective Equipment
- Consumer Products

Expand your sales reach to 12,800+ Businesses

- 200+ Industries
- 800+ IZ / EPZ / IC Nationwide
- 4,000+ Businesses in HCMC, Ha Noi

[Register](#)

BUYING REQUESTS | 12,800+ companies send & receive quotes every day

- Finding A Periodic Health Check Package Provider... 27 products | 50M - 200M VND
- acid citric anhydrous 27 products | 10M - 50M VND
- 3-ltr plastic bucket, 20 liters 27 products | 10M - 50M VND
- Nam Long rubber gloves 27 products | 10M - 50M VND

HOT OFFERS

- Kita Grace Water Bottle 620ml \$10 - 20
- PC-800A INDEPENDENT INFRARED ALARM \$30
- UPS Online Sankok C2K - LCD \$300
- Brother T510W Multifunction WR Color Inkjet Printer \$320
- Cheap Server Dell T30 For Business \$2,000
- UPS Online Sankok CTK - LCD \$310

PIONEERING SUPPLIERS

- Ngoc Ha Trading And Service Joint Stock Company
- Tu Gia Investment And Technology Development Company Limited
- Chinh Nhan Technology Company Limited
- BCA Engineering Trading Company Limited
- Dang Quang International Trading Joint Stock Company
- Minh Nam Technology Investment Joint Stock Company
- Thanh Oai Services Trading Joint Stock Company
- Trien Phuc Office Equipment Company Limited

ATALINK Companies | What are you looking for...

Categories | Overview | For Buyers | For Sellers | Start selling now | Select a Province | English

SEARCH CRITERIA

Company Activation Status: All, Active, Inactive

Business sector: Office Equipment (122,864), Office Furniture (148), Business Support Services (224,282), Transportation (22,196), Printing & Packaging (10,046), Business Gifts (170), Personal Protective Equipment (32)

Area: Ha Noi (288,407), Ho Chi Minh City (502,708), Hai Phong (26,435), Da Nang (17,106)

Search results: 1,543,128 companies

- ATALINK Technology Joint Stock Company**
Tax code: 0210209024
Ho Chi Minh City
Software publishing
- Hoc Sen University**
Tax code: 0201310728
Ho Chi Minh City
Vocational education
- Ho Chi Minh City University of Technology (HUT)**
Tax code: 0203400002
Ho Chi Minh City
Higher education
- Furuya Brands (Viet Nam) Company Limited**
Tax code: 0209020011
Ho Chi Minh City
Wholesale of food
- University of Economics and Law**
Tax code: 0202833014
Ho Chi Minh City
General order management and combined education
- Fujima Vietnam Company Limited**
Tax code: 0215000026
Ho Chi Minh City
Manufacture of non-alcoholic beverages, and related

ATALINK Business Gift Set | What are you looking for...

Business Gift Set | 3 items | 3 packages available

Company: Sunnyside
Product: Business Gift Set
Quantity: 10000000
Status: In stock

Product Details:

Product name	Description	Stock quantity	Unit
Business Gift Set		10,000,000	Set

Shipping address: 14/15 Tonkin Street, Ho Chi Minh City, Vietnam

Terms: Shipping, Payment, Return

Atalink SCM with built-in B2B Marketplace Platform



ATALINK Marketplace



THE BENEFITS

FOR SUPPLIER



Participate in bidding & send quotation to the customers



Implement effective sales promotion programs



Promote sales & business to potential customers on Atalink



Manage the sales effective

FOR CUSTOMER



Search for the products quickly



Perform supplier sourcing simple and effective



Receive & compare quotations from the online suppliers



Manage the procurement effective

B2B Marketplace Features

Global Search

Search:

- Products
- Sales Offers
- Buying Requests
- Companies
- Associations
- IZ / EPZ / IC

Atalink Marketplace

View:

- Atalink Marketplace by Category
- Association Marketplace
- Company Profile
- Company Store

Product

- Post the product to the Marketplace
- Chat with Suppliers
- Request Quotations
- Compare prices

Sales Offer

- Post the Sales Offer to the Marketplace
- Send Sales Offer & invite Customers to negotiate
- Negotiate with Customers

Supplier Review

- Configure rating's criteria & weights
- Review & rate Suppliers

Buying Requests

- Post the Buying Requests to the Marketplace
- Send Buying Requests & invite Suppliers to quote
- Receive and Negotiate on Quotations sent by Suppliers

The overview of the B2B Marketplace

Efficiently locate the information you need about:

- Products
- Sales offers
- Buying requests
- Companies
- Associations
- IZ / EPZ / IC
- Users

The screenshot displays the ATALINK B2B Marketplace interface. At the top, there is a search bar with the text 'What are you looking for...' and a navigation menu with options like 'Sign In', 'Notifications', 'News Feed', 'My Tasks', 'Help', and 'English'. A dropdown menu is open under 'Products', listing 'Sales Offers', 'Buying Requests', 'Companies', 'Associations', 'IZ / EPZ / IC', and 'Users'. The main banner features the text 'Expand your sales reach to 12,800+ Businesses' and three statistics: '200+ Industries', '800+ IZ / EPZ / IC Nationwide', and '4,000+ Businesses in HCMC, Ha Noi'. Below the banner, there is a 'Register' button. The 'BUYING REQUESTS' section shows four items: 'Finding A Periodic Health Check Package Provider...', 'acid citric anhydrous', '2-tier plastic bucket, 20 liters', and 'Nam Long rubber gloves'. The 'HOT OFFERS' section displays four products with discount tags: '4% OFF', '50% OFF', '48% OFF', and '24% OFF'. The 'PIONEERING SUPPLIERS' section lists three companies: 'Chinh Nhan Technology Company Limited', 'Fuji Ha Noi Joint Stock Company', and 'An Khang Computer & Telecom Company Limited'.

Master data of products are standardized and readily accessible on the B2B marketplace

Users can quickly search for suitable products by:

- Product industry
- Categories
- Province / City
- Price from

The screenshot shows the ATALINK B2B marketplace interface. At the top, there is a navigation bar with the ATALINK logo, a search bar containing "Products" and "What are you looking for...", and user options for Sign In, Sign Up, Notifications, News Feed, My Tasks, Help, and English. Below the navigation bar, there are tabs for "Categories", "Overview", "For Buyers", and "For Sellers", along with a "Start selling now" button and a "Select a Province" dropdown. The main content area is titled "Home » Search for products" and displays search results for "Anchor" products. On the left, there is a "SEARCH CRITERIA" sidebar with filters for "Product industry" (All, Office Equipment, Office Furniture, Home Furniture, Transportation, Printing & Packaging, Business Gifts, Personal Protective Equipment, Consumer Products, Others) and "Province / City" (All, Hanoi, Ho Chi Minh City, Hai Phong, Da Nang, Can Tho). The search results are displayed in a grid of 8 product cards, each featuring an image of the product, its name, a "Negotiable price" label, and the number of companies offering the product. The products shown are: Anchor low-fat UHT Milk (12 x 1L), Anchor UHT Milk (12 x 1L), Anchor Chef's Classic Whipping Cream 1L, Mozzarella Anchor cheese cubes (2 x 10kg), Anchor colored Cheddar cheese slices 84 pieces (10...), Anchor Cream cheese (12 x 1kg), Anchor UHT Whipping Cream (12 x 1L), and Anchor high performance sterilization cooking cream (12...).

Search for products easily with multi-level categories

Drill down into multi-level categories to help Buyers easily search for products and hot offers based on their needs

The screenshot displays the ATALINK e-commerce platform interface. At the top, there is a search bar with the text "What are you looking for..." and a search icon. To the right of the search bar are navigation links for "Sign In", "Sign Up", "Notifications", "News Feed", "My Tasks", "Help", and "English". Below the search bar, there are tabs for "Categories", "Overview", "For Buyers", and "For Sellers". A "Start selling now" button and a "Select a Province" dropdown are also visible.

The main content area is divided into three levels of categories, highlighted by a dashed orange box:

- Level 1:** A list of featured categories on the left, including "Office Equipment", "Office Furniture", "Business Support Services", "Transportation", "Printing & Packaging", "Business Gifts", "Personal Protective Equipment", and "Consumer Products".
- Level 2:** A list of sub-categories in the middle, including "Laptop & PC", "Office Machinery", "Security Device & Projectors", "Server & Network Equipment", "Computer Accessories", "Computer Components", "IT Solutions", and "IT Services".
- Level 3:** A list of specific products on the right, including "Laptop", "PC", "All-In-One Computer & Mini Computer", and "Tablet".

Below the category structure, there is a "BUYING REQUESTS" section with a header "12,800+ companies send & receive quotes every day" and a "See more" link. This section contains four product listings:

- "Finding A Periodic Health Check Package Provider..." with a price range of "50M - 200M USD".
- "acid citric anhydrous" with a price range of "10M - 50M USD".
- "2-tier plastic bucket, 20 liters" with a price range of "10M - 50M USD".
- "Nam Long rubber gloves" with a price range of "10M - 50M USD".

Below the buying requests, there is a "HOT OFFERS" section with a "See more" link. This section contains four product listings with discount tags:

- "4% OFF" on a server rack.
- "50% OFF" on "Kita Grace Water Bottle 620ml".
- "40% OFF" on a server rack.
- "24% OFF" on a server rack.

On the right side of the interface, there are two buttons: "CREATE BUYING REQUEST" and "CREATE SALES OFFER". Below these buttons, there is a "Pioneering brands" section with logos for Apple, Dell, KBVISION, and Ricoh. At the bottom right, there is a "PIONEERING SUPPLIERS" section with a list of companies:

- Chinh Nhan Technology Company Limited, Ho Chi Minh City, Computer programming activities.
- Fuji Ha Noi Joint Stock Company, Ha Noi, Other specialized wholesale.
- An Khang Computer & Telecom Company Limited, Ha Noi.

Convenient features for Buyers to connect with and find the right Suppliers

- 1 Request quotations from Supplier for your company
- 2 Negotiate with Supplier
- 3 Review Supplier' credentials

The screenshot displays the ATALINK website interface. At the top, there is a search bar with the text "Products" and "What are you looking for...". The navigation menu includes "Sign In", "Sign Up", "Notifications", "News Feed", "My Tasks", "Help", and "English". The breadcrumb trail shows "Home page >> Consumer Products >> Food & Beverage >> Anchor cream cheese (12 x 1kg)".

The main product section features an image of an Anchor cream cheese box. Below the image, the product name "Anchor cream cheese (12 x 1kg)" is displayed. The unit "KG" is selected, and the price is listed as "\$22" for quantities ">= 1 KG". The supplier is identified as "Vinh Phuong Anh Company Limited" with a 4.5-star rating and location "Dong Nai". Three buttons are visible: "Request quotation" (highlighted with a red '1'), "Chat" (highlighted with a red '2'), and "View store" (highlighted with a red '3').

Below the main product, there is a section titled "Products in the same supplier" with four product cards:

- Anchor sterilized fresh milk (24 x 200ml) - Negotiable price - There are 24 companies that offer this product
- Anchor Barista UHT fresh milk (12 x 1L) - Negotiable price - There are 26 companies that offer this product
- Anchor Mozzarella cheese block (2 x 10kg) - Negotiable price - There are 26 companies that offer this product
- Pre-shredded Anchor Mozzarella cheese (6 x 2kg) - Negotiable price - There are 26 companies that offer this product

On the right side, a section titled "Other suppliers" lists several alternative suppliers, each with a star rating, location, and price:

- Pds Trading & Service Investment Company Limited (4.5 stars, Ho Chi Minh City, \$15)
- Horeca Foods Company Limited (5 stars, Lose Thien Hue, \$18)
- Thanh Nguyen Production Trading Service Company Limited (4.5 stars, Ho Chi Minh City, \$16)
- Auskhmer Import Export Co., Ltd. (5 stars, Phnom Penh Municipality, Negotiable price)
- Deli Yours Joint Stock Company (4.5 stars, Ho Chi Minh City)

A "Compare" button is located at the bottom of the "Other suppliers" section. A red text overlay at the bottom right states: "Other suppliers are also offering the same product".

Compare product prices from Suppliers visually and quickly

Efficiently compare and select appropriate Suppliers

The screenshot displays the ATALINK web application interface. At the top, there is a search bar with the text "Products" and "What are you looking for...". The main content area is a modal window titled "Compare other suppliers". The modal includes filters for "Location: All" and "Sort by: Lowest price". It lists five suppliers with their logos, names, ratings (stars), prices, and locations. An orange arrow points to a "Compare" button in the bottom right corner of the modal.

Supplier	Rating	Price	Location	Action
Vinh Phuong Anh Company Limited	4.5	\$15	Dong Nai	View
Pds Trading & Service Investment Company Limited	4.5	\$18	Ho Chi Minh City	View
Horeca Foods Company Limited	5.0	\$16	Lose Thien Hue	View
Thanh Nguyen Production Trading Service Company Limited	4.5	\$22	Ho Chi Minh City	View
Auskhmer Import Export Co., Ltd.	5.0	Negotiable price	Phnom Penh Municipality	View

Quickly access products and easily compare product information

Product information is standardized, allowing Buyers to easily access and compare product details

The screenshot displays a product page for 'Anchor cream cheese (12 x 1kg)'. The top navigation bar includes the ATALPK logo, a search bar, and user options like 'Sign In', 'Sign Up', 'Notifications', 'News Feed', 'My Tasks', 'Help', and 'English'. The breadcrumb trail shows: Home page > Consumer Products > Food & Beverage > Anchor cream cheese (12 x 1kg).

Product Information:

- SKU: 094-C1050031-0000005
- Brand: Anchor
- Source: New Zealand
- Made in: New Zealand
- Unit: KG
- Manufacturer ID: N/A

Product description:

Anchor Cream Cheese is a mild, creamy cheese with a smooth body and creamy flavour. It is manufactured by fermentation of pasteurised whole milk and fresh cream. It is then hot packed for extended shelf life and meets all Halal requirements.

Product Characteristics:

- Product consistency, homogenous.
- Smooth close texture.
- Pale to cream colour.
- Medium to firm body.

Suggested Uses:

- Making of savoury dips, cheese spreads, quiches.
- Bakery products to enhance taste.
- Cheesecakes, other cakes and pastry fillings.
- Confectionery products.
- Suitable for lacto vegetarian.

Storage & Handlings:

- Store and transport between 2 - 4°C.
- Do not freeze as this will affect the structure of the product and will no longer be usable.
- Improper storage and handling will result in Cream Cheese separation.

Product attributes:

- Package: 1kg / box, 12 boxes / carton
- Shelf life: 12 months
- Storage temperature: 4°C

Other suppliers:

- Pds Trading & Service Investment Company Limited (5 stars, Ho Chi Minh City, \$10, View)
- Horeca Foods Company Limited (5 stars, Loai Thien Hue, \$18, View)
- Thanh Nguyen Production Trading Service Company Limited (5 stars, Ho Chi Minh City, \$16, View)
- Auskmer Import Export Co., Ltd. (5 stars, Phnom Penh Municipality, Negotiable price, View)
- Deli Yours Joint Stock Company (5 stars, Ho Chi Minh City, Compare)

Quickly capture ongoing products and promotions with Sales Offers

- Instantly capture promotional programs and “hot deals” from Suppliers on the platform
- Facilitate the categorization of Sales offers by industry, region, and other criteria

The screenshot displays the ATALINK Sales Offers website interface. At the top, there is a navigation bar with the ATALINK logo, a search bar containing "Sales Offers" and "What are you looking for...", and user options for Sign In, Sign Up, Notifications, News Feed, My Tasks, Help, and English. Below the navigation bar, there are tabs for Categories, Overview, For Buyers, and For Sellers, along with a "Start selling now" button and a "Select a Province" dropdown.

The main content area shows search results for "Sales Offers". On the left, there is a "SEARCH CRITERIA" sidebar with filters for Industry (Agricultural Materials (1), Building Materials (1), Business Support Services (2), Construction Machinery (2), Consumer Products (19), Industrial Machinery (8)) and Province / City (All, Ha Noi, Ho Chi Minh City, Hai Phong, Da Nang, Can Tho, An Giang, Ba Ria - Vung Tau, Bac Giang, Bac Kan, Bac Lieu, Bac Ninh). The main grid displays 12 product listings, each with a discount tag and a price comparison:

- Kita Grace Water Bottle 620ml**: 50% OFF, \$2,5 (original \$3), Tan Phu Vietnam Joint Stock Company.
- DELL POWEREDGE R640 SERVER/SERVER FOR...**: 4% OFF, \$7,210 (original \$8,000), HKC Investment Company Limited.
- SANTAK C2K ONLINE UPS – LCD**: 40% OFF, \$502 (original \$800), HKC Investment Company Limited.
- INDEPENDENT INFRARED ALARMS PC- 800A**: 24% OFF, \$20 (original \$30), Construction Information Production Trading &...
- BUSINESS GIFTS**: 10% OFF, \$0,8, NHU Y CAT TUONG PRODUCTION TRADING...
- BATH TOWELS, GIFT TOWELS**: \$4,2, NHU Y CAT TUONG PRODUCTION TRADING...
- BIDRICO SASSAFRAS FLAVORED CARBONATED SOF...**: \$7, Tan Quang Minh Production & Trading Company Limited...
- BIDRICO COLA FLAVORED CARBONATED SOFT DRINK...**: \$7, Tan Quang Minh Production & Trading Company Limited...

Quickly capture ongoing products and promotions with Sales Offers

Detailed information of a Sale offer:

- Real-time communication and negotiation with Suppliers
- View Supplier's credentials
- Review other products offered by the Supplier

The screenshot displays the ATALINK platform interface. At the top, there is a search bar with the text "Sales Offers" and "What are you looking for...". The navigation menu includes "Sign In", "Sign Up", "Notifications", "News Feed", "My Tasks", "Help", and "English". The breadcrumb trail reads: "Home page » Consumer Products » Food & Beverage » Bidrico cream soda flavored carbonated soft drink 330ml can".

The main product listing is for "BIDRICO CREAM SODA FLAVORED CARBONATED SOFT DRINK 330ML CAN". It features an image of the product (a green can and a box) and a price of \$75 for a quantity of >= 1 Carton. The product details include: Category: Food & Beverage; Duration: 29 days left; Brand: Bidrico; Made in: Vietnam; Type: Selling; Product status: New; Main market: Ho Chi Minh City; Status: Open. The supplier is identified as "Tan Quang Minh Production & Trading Company Limited (Bidrico)" with a 4.5-star rating and a description: "Manufacture of non-alcoholic beverages, and mineral waters". There are "Chat" and "See Store" buttons highlighted with a dashed orange box.

Below the product details is a section titled "PRODUCTS WITH SAME SUPPLIER" with a "See more" link. This section displays four other products from the same supplier:

- A*nuta peach tea bottle 500ml: \$218,000, 29 days left, 0 likes.
- A*nuta tamarind juice can 330ml: \$173,000, 29 days left, 0 likes.
- A*nuta mango juice can 330ml: \$173,000, 29 days left, 0 likes.
- A*nuta pineapple juice can 330ml: \$173,000, 29 days left, 0 likes.

On the right side of the page, there is a "SUPPLIER" section listing three suppliers:

- Riggo Clean LLC: Ho Chi Minh City, Wholesale of food.
- Tan Phu Vietnam Joint Stock Company: Ho Chi Minh City, Manufacture of plastics products.
- Phuong Dong Echo Company Limited: Ho Chi Minh City, Wholesale of other household products.
- Golden Peak Informatics Trading Service Company Limited: Ho Chi Minh City, Wholesale of computers, computer peripheral equipment and software.

A "SEE MORE" link is located at the bottom of the supplier list.

Easily create Sales Offers to expand sales opportunities

Suppliers can quickly create and send Sales offers to potential customers on the B2B Marketplace

The screenshot displays the ATALINK B2B Marketplace interface. At the top, there is a navigation bar with the ATALINK logo, a search bar, and user options like 'Sign In', 'Sign Up', 'Notifications', 'News Feed', 'My Tasks', 'Help', and 'English'. Below the navigation bar, there are tabs for 'Categories', 'Overview', 'For Buyers', and 'For Sellers'. The main content area is divided into several sections:

- FEATURED CATEGORIES:** A list of categories including Office Equipment (HOT), Office Furniture, Business Support Services, Transportation, Printing & Packaging, Business Gifts, Personal Protective Equipment, and Consumer Products.
- Expand your sales reach to 12,800+ Businesses:** A central banner with statistics: 200+ Industries, 800+ IZ / EPZ / IC Nationwide, and 4,000+ Businesses in HCMC, Ha Noi. It includes a 'Register' button and an image of office equipment.
- Total value of sales opportunities:** A section showing '\$ 236 Billion' and '1,395 Buying Requests posted publicly' with a 'View detail' button.
- In the last 30 days:** A section showing '\$ 1 Billion' and '6 Buying Requests posted publicly'.
- BUYING REQUESTS | 12,800+ companies send & receive quotes every day:** A row of four buying request cards: 'Finding A Periodic Health Check Package Provider...', 'acid citric anhydrous', '2-tier plastic bucket, 20 liters', and 'Nam Long rubber gloves'.
- HOT OFFERS:** A section with a 'HOT DEAL' icon and four product cards with discount tags: 24% OFF, 4% OFF, 50% OFF, and 40% OFF.
- PIONEERING SUPPLIERS:** A list of suppliers including Chinh Nhan Technology Company Limited, Fuji Ha Noi Joint Stock Company, and An Khang Computer & Telecom Company Limited.

On the right side of the interface, there are two call-to-action buttons: 'CREATE BUYING REQUEST' and 'CREATE SALES OFFER'. The 'CREATE SALES OFFER' button is highlighted with a red dashed border.

Quickly access available Buying requests to expand sales opportunities efficiently

Unlimited access to Buying requests on the platform, increasing sales opportunities

The screenshot displays the ATALINK platform interface. At the top, there is a navigation bar with the ATALINK logo, a search bar containing 'Buying Requests' and 'What are you looking for...', and user options for 'Sign In', 'Sign Up', 'Notifications', 'News Feed', 'My Tasks', 'Help', and 'English'. Below the navigation bar, there are tabs for 'Categories', 'Overview', 'For Buyers', and 'For Sellers', along with a 'Start selling now' button and a 'Select a Province' dropdown.

The main content area is titled 'Home >> Search buy request'. It features a 'SEARCH CRITERIA' sidebar on the left with filters for 'Created date' (Jul 16, 2024 to Aug 15, 2024), 'Category' (Office Equipment (6), Office Furniture (3), Business Support Services (2), Transportation, Printing & Packaging (1), Business Gifts (2), Personal Protective Equipment, Consumer Products, Real Estate), and 'Estimated order value' (All (18), Under 10M USD (7), 10M - 50M USD (6), 50M - 200M USD (5), 200M - 500M USD (0), 500M - 1B USD (0), 1B - 2B USD (0), 2B - 5B USD (0)).

The search results show 18 buying requests, sorted by 'Best match'. The first result is from 'letus' for 'LOOKING FOR A COMPANY TOUR ORGANIZATION PROVIDER FOR 2024', categorized under 'Tourism'. It includes a photo of a scenic landscape, a description of the request, and a 'Quote' button highlighted with a red dashed box. The second result is from 'LARION' for 'NEED TO PURCHASING MOONCAKES', categorized under 'Business Gifts', with a photo of mooncakes and a 'Quote' button. The third result is from 'letus' for 'NEED TO POST AN ADVERTISEMENT FOR THE EVENT', categorized under 'Other Support Services'.

On the right side, there is a 'PIONEERING SUPPLIERS' section listing several companies: 'Ngoc Ha Trading And Service Joint Stock Company', 'Long Binh Information Technology Services Trading Company Limited', 'Viet Office Machineries Manufacturing & Trading Joint Stock Company', and 'C.P Information Technology Company Limited'.

Quickly access available Buying requests to expand sales opportunities efficiently

Provide detailed information on the requested products and the company's order requirements

The screenshot shows the ATALINK platform interface. At the top, there's a navigation bar with 'Buying Requests' and a search bar. The main content area displays a buying request for 'NEED TO BUY MOONCAKES'. It includes a large image of mooncakes, a smaller thumbnail, and detailed information: 0 views, 0 suppliers contacted, category 'Business Gifts', 7 days left, receiving date '26/08/2024', status 'Open', and an estimated order value of 'From 10 million USD - 50 million USD'. The request is posted by 'LARION Software TV & Development Joint Stock Company', which has a 3.9-star rating and is in the 'Software publishing' industry. Two buttons, 'Quote' and 'See store', are visible. On the right, a 'PIONEERING SUPPLIERS' list includes 'CDC Materials And Office Equipment Joint Stock Company', 'C.P Information Technology Company Limited', 'Hoang Long Trading And Import Export Joint Stock Company', and 'An Khang Computer & Telecom Company Limited'. Below the main content, a 'Purchased Products' table is shown, containing one row for 'MOON CAKE' with a quantity of 15 and UOM of 'Box'. A 'Description' section follows, containing a message to the supplier: 'Dear Supplier, We need to buy moon cakes as gifts for customers, requiring: Luxurious Design, 4 cakes / box Budget: 700,000 - 900,000 USD / box We kindly request a timely quotation. We need the goods before September 2nd. Thanks.'

ATALINK

Buying Requests | What are you looking for...

Sign In | Sign Up | Notifications | News Feed | My Tasks | Help | English

Home > Business Gifts > NEED TO BUY MOONCAKES

NEED TO BUY MOONCAKES 1/1 Action

0 view | 0 supplier contacted

Category: Business Gifts

Duration: 7 days left

Receiving date: 26/08/2024

Status: Open

Estimated Order Value: From 10 million USD - 50 million USD

Posted by company

LARION Software TV & Development Joint Stock Company

LARION 3.9 ★★★★★
Software publishing

Quote See store

Detail information Company profile

Purchased Products

	Product name	Description	Desired quantity	UOM
	MOON CAKE		15	Box

Description

Dear Supplier,

We need to buy moon cakes as gifts for customers, requiring:

Luxurious Design, 4 cakes / box

Budget: 700,000 - 900,000 USD / box

We kindly request a timely quotation.

We need the goods before September 2nd.

Thanks.

PIONEERING SUPPLIERS

- CDC Materials And Office Equipment Joint Stock Company
Hanoi
Wholesale of other machinery and...
- C.P Information Technology Company Limited
Ho Chi Minh City
Retail sale of other goods in specialized...
- Hoang Long Trading And Import Export Joint Stock Company
Hanoi
Retail sale of computers, peripheral unit...
- An Khang Computer & Telecom Company Limited
Hanoi
Retail sale of computers, peripheral unit...

Quickly create and send Buying requests to current and potential suppliers on the platform

Buyers can quickly create and send Buying requests to current and potential Suppliers on the B2B Marketplace

The screenshot displays the ATALINK B2B Marketplace website. At the top, there is a navigation bar with the ATALINK logo, a search bar, and user options like 'Sign In', 'Sign Up', 'Notifications', 'News Feed', 'My Tasks', 'Help', and 'English'. Below the navigation bar, there are tabs for 'Categories', 'Overview', 'For Buyers', and 'For Sellers'. A prominent banner in the center reads 'Expand your sales reach to 12,800+ Businesses' and includes statistics: '200+ Industries', '800+ IZ / EPZ / IC Nationwide', and '4,000+ Businesses in HCMC, Ha Noi'. A 'Register' button is visible on the banner. To the right of the banner, there are two statistics boxes: 'Total value of sales opportunities \$ 236 Billion' with '1,395 Buying Requests posted publicly' and 'View detail' button; and 'In the last 30 days \$ 1 Billion' with '6 Buying Requests posted publicly'. Below the banner, there is a section for 'BUYING REQUESTS | 12,800+ companies send & receive quotes every day' with a 'See more' link. This section contains four cards for buying requests: 'Finding A Periodic Health Check Package Provider...' (01 product, \$ 50M - 200M USD), 'acid citric anhydrous' (01 product, \$ 10M - 50M USD), '2-tier plastic bucket, 20 liters' (01 product, \$ 10M - 50M USD), and 'Nam Long rubber gloves' (01 product, \$ 10M - 50M USD). Below the buying requests, there is a 'HOT OFFERS' section with a 'See more' link, featuring four product cards with discount tags: '24% OFF', '4% OFF', '50% OFF', and '40% OFF'. The products include a water filter, a server, a 'nochi Kita Grace Water Bottle 620ml', and a server tower. To the right of the hot offers, there is a 'PIONEERING SUPPLIERS' section with a 'See more' link, listing four suppliers: 'Chinh Nhan Technology Company Limited', 'Fuji Ha Noi Joint Stock Company', 'An Khang Computer & Telecom Company Limited', and another unnamed supplier.

CREATE BUYING REQUEST

CREATE SALES OFFER

Master data of
800,000+ verified
and standardized
businesses

With **12,800+** activated
companies onboarded across
various industries and domains

The image displays two screenshots of the Atalink website's search results page. The top screenshot shows search results for 1,543,128 companies. The search criteria include 'Company Activation Status' set to 'All' and 'Business sector' set to 'Office Equipment (122,960)'. A blue arrow points to 'Hoa Sen University' with the text 'Business verified by Atalink'. The bottom screenshot shows search results for 14,413 companies. The search criteria include 'Company Activation Status' set to 'Activated' and 'Business sector' set to 'Office Equipment (122,960)'. The 'Activated' filter is highlighted with an orange box.

Top Screenshot:

- Search results: 1,543,128 companies
- Company Activation Status: All
- Business sector: Office Equipment (122,960)
- Search results list:
 - Hoa Sen University** ← Business verified by Atalink
Tax code: 0301310125
Ho Chi Minh City
Vocational education
 - Ho Chi Minh City University of Technology**
Tax code: 0303600888
Ho Chi Minh City
Higher education
 - Fonterra Brands Limited Liability Company (Viet Nam)**
Tax code: 0309538611
Ho Chi Minh City
Wholesale of food

Bottom Screenshot:

- Search results: 14,413 companies
- Company Activation Status: **Activated**
- Business sector: Office Equipment (122,960)
- Search results list:
 - Fujiwa Vietnam Limited Liability Company**
Tax code: 0315058035
Ho Chi Minh City
Manufacture of non-alcoholic beverages, and mineral waters
 - U.R Urai Paint Limited Liability Company (Viet Nam)**
Tax code: 0500233676
Ha Noi
Manufacture of paints, varnishes and similar coatings, printing ink and mastics

View the company's credentials and profile information

Showcase the company's brand and capabilities to potential customers on the platform

ATALINK Companies Company name, tax code... Sign In Sign Up Notifications News Feed My Tasks Help English

Home » FUJIWA Vietnam Limited Liability Company

FUJIWA VIET NAM LIMITED LIABILITY COMPANY ✓
Manufacture of non-alcoholic beverages, and mineral waters
Ho Chi Minh City

Customers 200+ Transactions 220+ Revenue Over 8B^{USD}
Quotation 400 Latest quotation 14 Quotation response rate 96%
Buying requests 408 Lastest buying request Mar 20, 2024 Total estimated order value 1,2B^{USD}

Home Store Products Sales Offers About Contact

Sort by: Best match Search in store

Product grid showing various Fujiwa bottles and packaging.

Data on 800+ Associations on the platform

Build communities of entrepreneurs and business associations

The screenshot displays the ATALINK website interface. At the top, there is a navigation bar with the ATALINK logo, a search bar for associations, and user options like Sign In, Sign Up, Notifications, News Feed, My Tasks, Help, and English. Below the navigation bar, there are tabs for Categories, Overview, For Buyers, and For Sellers, along with a 'Start selling now' button and a 'Select a Province' dropdown.

The main content area shows search results for 'Associations/Associations'. On the left, there are filters for 'SEARCH CRITERIA', 'Society/Association Status' (All, There is interaction on ATALINK, Haven't interacted on ATALINK yet), and 'Province / City' (Hanoi(236), Ho Chi Minh City(257), Hai Phong(34), Da Nang(23), Can Tho(21), An Giang(29), Ba Ria - Vung Tau(30), Bac Giang(48)).

The search results list 1,907 associations. The first few are:

- Agricultural Trade Promotion Center (AGRITRADE)**: 102 members / 99 verified members, Hanoi.
- BNI Vietnam - HCM - Win Win Chapter**: 88 members / 82 verified members, Ho Chi Minh City.
- City Young Business Association (YBAHCM)**: 60 members, Ho Chi Minh City.
- Binh Tan District Business Association**: 38 members, Ho Chi Minh City.
- Gia Lai Provincial Business Association**: 35 members, Gia Lai.
- Young Business Association Dong Nai**: 33 members, Dong Nai.
- City Clean Association**: 30 members, Ho Chi Minh City.

An inset window shows the profile of the **BNI Vietnam - HCM - Win Win Chapter**. It features a large group photo of members at an event. The profile includes a navigation menu with options like Home page, Article from the association, Guild/Association Profile, Organizational structure, Executive Committee, Association office, Current member, Former member, and Contact. There is also a section for 'ARTICLE FROM THE ASSOCIATION' with a post from March 31 titled 'TWO NEW TERMS RE-EXPORTING AT BNI WIN WIN BUSINESS OPEN DAY ALONG WITH THE TRANSITION OF MANAGEMENT BOARD...'. The article text includes: 'An event when you do not participate will: -Losing the opportunity to interact and connect with hundreds of business owners -Loss of opportunities to trade and connect through display booths; Share about your Business. -Losing the opportunity to mingle and enjoy the emotional explosion of Win Win members through cultural exchange programs...'. A 'PIONEERING SUPPLIERS' section is also visible on the right side of the profile view.

Establish a dedicated marketplace for your association

Professionally build a marketplace for your business community to enhance trade connections

Marketplace - BNI Việt Nam

bnivietnam.atalink.com

Products What are you looking for...

Sign In Sign Up Notifications News Feed My Tasks Help English

Categories Overview For Buyers For Sellers Start selling now

Marketplace | Profile

BNI BNI Vietnam
Local Business - Global Network®

- > 110+ Chapters
- > 4,600+ Members
- > 192,000+ Business Opportunities
- > 6,500+ Billion in Business Value

Opportunity to expand your business network across Vietnam and globally

Join the BNI organization

FEATURED CATEGORIES

- Office Equipment
- Office Furniture
- Business Support Services
- Transportation
- Printing & Packaging
- Business Gifts
- Personal Protective Equipment
- Consumer Products

HOT DEAL HOT OFFERS See more

8% OFF

9% OFF

3% OFF

42% OFF

Data on 400+ IZs / EPZs / ICs

Connect businesses within IZs, EPZs, and ICs for trade and collaboration

The screenshot displays the ATALINK website interface. At the top, there is a navigation bar with the ATALINK logo, a search bar for 'IZ / EPZ / IC' and 'IZ / EPZ / IC name', and user options like 'Sign In', 'Sign Up', 'Notifications', 'News Feed', 'My Tasks', 'Help', and 'English'. Below the navigation bar, there are tabs for 'Categories', 'Overview', 'For Buyers', and 'For Sellers', along with a 'Start selling now' button and a 'Select a Province' dropdown.

The main content area shows search results for '888 IZ / EPZ / IC'. A sidebar on the left lists 'SEARCH CRITERIA' with a 'Province / City' dropdown menu containing options like Hanoi(93), Ho Chi Minh City(22), Hai Phong(20), Da Nang(7), Can Tho(10), An Giang(19), Ba Ria - Vung Tau(19), and Bac Giang(39). The search results list includes:

- Duyen Thai Lacquer Industrial Cluster (Hanoi)
- Tan Binh Industrial Park (Ho Chi Minh City)
- Tan My Industrial Park (Bac Giang)
- Dong Van 1 Industrial Park (Ha Nam)
- Tan Kim Industrial Park (Long An)
- Tien Hai Industrial Park (Thai Binh)
- Hung Thinh Industrial Park (Hai Duong)
- Tan Tao Industrial Park (Ho Chi Minh City)
- Northwest Cu Chi Industrial Park

An inset window shows a detailed view of the 'Tan Binh Industrial Park' profile. It features an aerial image of the park with the text 'Tan Binh Industrial Park' overlaid. Below the image is the ATALINK logo and the text 'TAN BINH INDUSTRIAL PARK Ho Chi Minh City'. The profile includes a 'Home page' tab, a list of articles from the industrial park/export processing zone, and a section for 'TYPICAL ENTERPRISES' listing companies like Thoi Dai Moi Joint Stock Company, Thanh Dat Trading and Service Joint Stock Company, Tin Bao Lan Company Limited, and Bich Tram Trading Joint Stock Company.

Data on 46,000+ users on the platform

Verify users based on their experience on the platform to help reduce risks for businesses

The screenshot displays the ATALINK platform interface. At the top, there is a navigation bar with the ATALINK logo, a search bar for users, and links for Sign In, Sign Up, Notifications, News Feed, My Tasks, Help, and English. Below the navigation bar, there are tabs for Categories, Overview, For Buyers, and For Sellers, along with a 'Start selling now' button and a 'Select a Province' dropdown.

The main content area shows a search for users. On the left, there is a 'SEARCH CRITERIA' section with a 'Province / City' filter. The filter is set to 'All', and there are checkboxes for Hanoi, Ho Chi Minh City, Hai Phong, Da Nang, and Can Tho. A link 'View all provinces/cities >' is also present.

The search results show 47,577 users. The first user listed is Tran Binh Duong, marked as a 'Verified user' with a blue arrow. His profile shows he is the Founder at ANM Vietnam Communications Company Limited. Other users listed include Nguyen Phan Minh Quan (Head of Sales at FUJIWA Vietnam Limited Liability Company, Ho Chi Minh City), Nguyen Thi Minh (Bachelor of Law), Pham Mai Nhat (Management - L), Nguyen Huynh (Deputy Director), Nguyen Thi Tha (Payment Account), Nguyen Hong H (Head of Human Resources, Vina Joint Stock, Hanoi), and Le Thi Dung.

An inset window shows a detailed profile for Nguyen Phan Minh Quan. The profile includes a cover photo of Fujawa water bottles and a profile picture. The user's name is Nguyen Phan Minh Quan, and his title is Head of Sales at FUJIWA Vietnam Limited Liability Company. The profile is marked as 'Verified'. The 'Experience' section lists two roles: Head of Sales at FUJIWA Vietnam Limited Liability Company (August 2020 - Present, Verified, Ho Chi Minh City, Vietnam) and Senior Sales at Tan Thuy Hoang Geotechnical Services & Development Company Limited (June 2018 - 2020, Verified, Ho Chi Minh City, Vietnam).

On the right side of the main search results, there is a 'PIONEERING SUPPLIERS' section. It lists several suppliers, including Tu Gia Technology Investment & Development Company Limited (Ha Noi, Other specialized wholesale), An Khang Computer & Telecommunications Company Limited (Ha Noi, Retail sale of computers, peripheral units, etc.), Tin Bao Lan Company Limited (Ho Chi Minh City, Wholesale of computers, computer parts, etc.), and Sieu Viet Technology Trading Development Company Limited (Ha Noi, Repair of computers and peripheral devices).

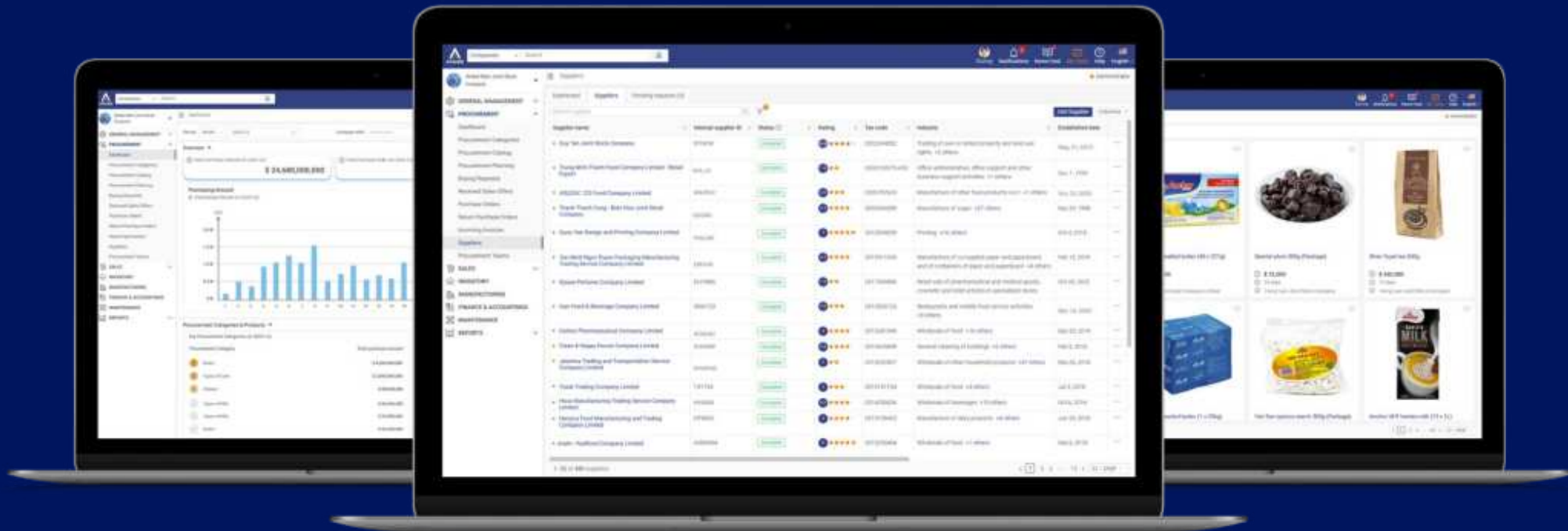


Procurement Management Solution



Procurement Management Solution

Increase visibility into your supply chain & reduce cost



CHALLENGES

Cost management and profit enhancement equation always goes hand in hand with the efficiency of procurement management

- ⦿ **The procurement costs** are exceeding the budget, and hidden costs occur continuously, making manual tracking and control difficult
- ⦿ **The cash flow** related to procurement, payments and outstanding debts is not effectively monitored, which is closely tied to the business objectives
- ⦿ Inefficient management and interaction with Suppliers, ineffective warehouse management, lack of synchronization among departments and with Suppliers
- ⦿ The increasing transportation costs are reducing profitability

TYPICAL PROCUREMENT PROCESS





ATALINK PROCUREMENT MANAGEMENT SOLUTION

Increase visibility into your supply chain & reduce cost

Atalink facilitates effective procurement management for businesses, covering tasks from **searching, comparing and selecting products and suppliers** to **order processing, inventory control, payment progress and liabilities, incoming invoices management**; combined with a robust reporting analysis and decision support system

- Information is consistently updated across functional departments **and with Suppliers**
- Enhance procurement efficiency
- Facilitate the establishment and nurturing of close relationships with suppliers



BENEFITS OF IMPLEMENTING THE ATALINK PROCUREMENT MANAGEMENT SOLUTION



32%

The performance of the enterprise's supply team and with Suppliers



10%

Operating costs

80%

Reporting time

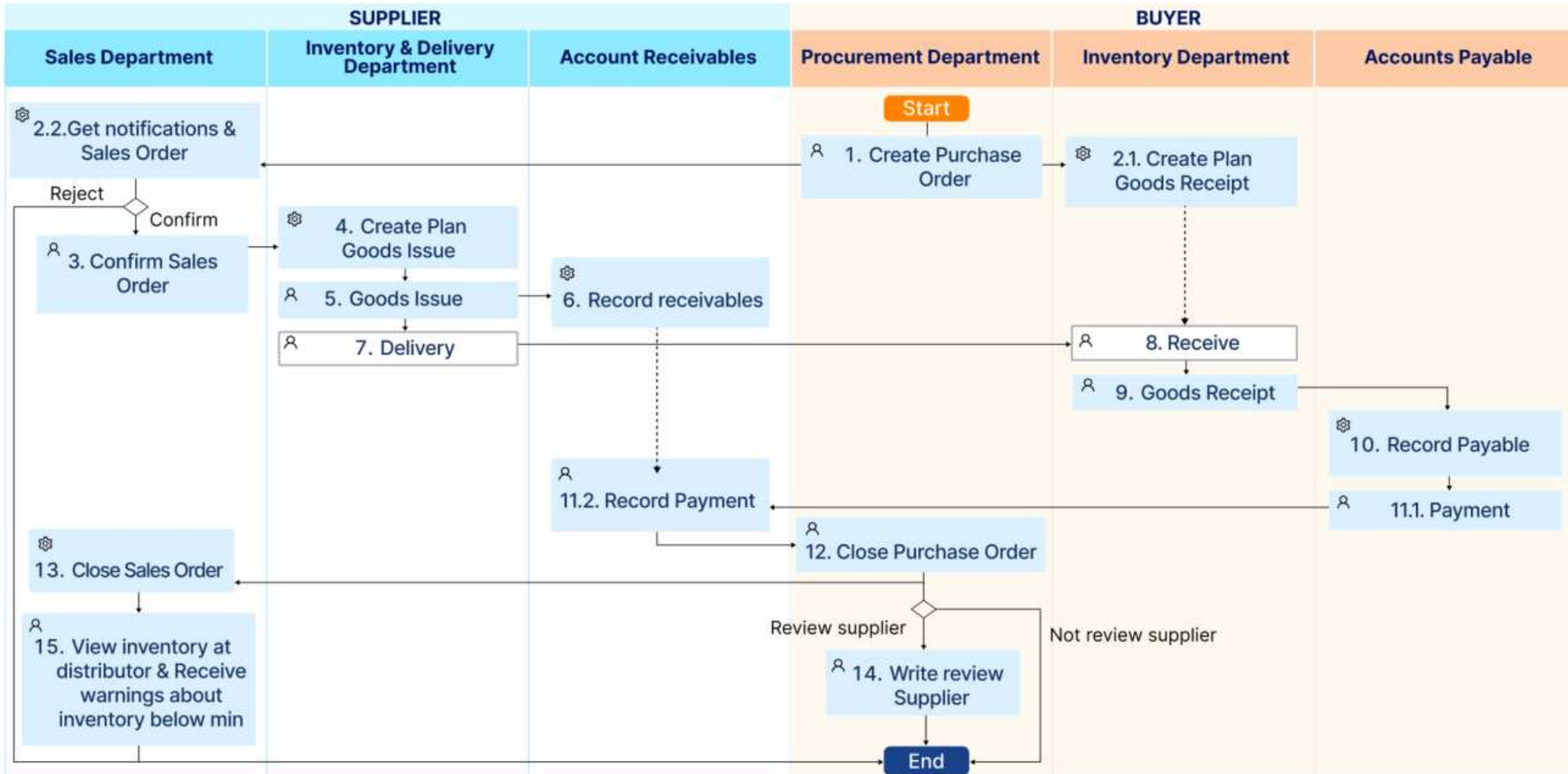
- ◉ Real-time purchase order updates across departments and with Suppliers
- ◉ Effective debt management and purchase history

- ◉ Optimize inventory turnover, expiry control and stock levels
- ◉ Enjoy unlimited benefits and support features from Atalink

ATALINK PROCUREMENT MANAGEMENT SOLUTION FEATURE LIST

-  Procurement categories management
-  Supplier management
-  Procurement planning
-  Buying requests
-  Purchase order management
-  Inventory management
-  Accounts payable / Payments to Suppliers
-  Incoming invoice management
-  Suppliers review
-  Procurement analysis reporting system
-  Report, forecasting of goods in stock
-  Accounts payable report

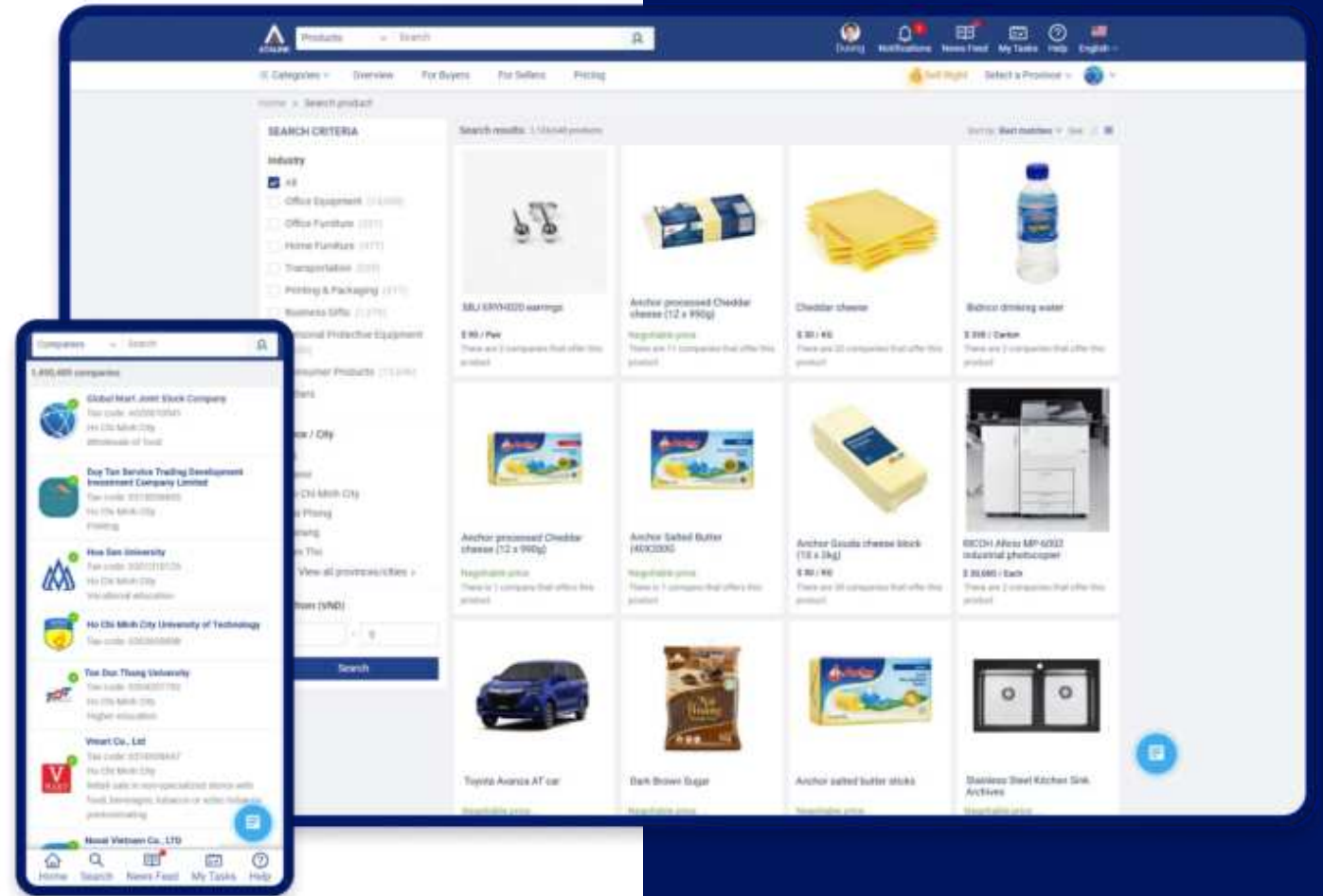
INTERACT WITHIN YOUR COMPANY AND WITH TRADING PARTNERS IN 1 UNIQUE PLATFORM



Note: Operations on the system Manual ⤴ User actions ⚙️ Automatically by the system

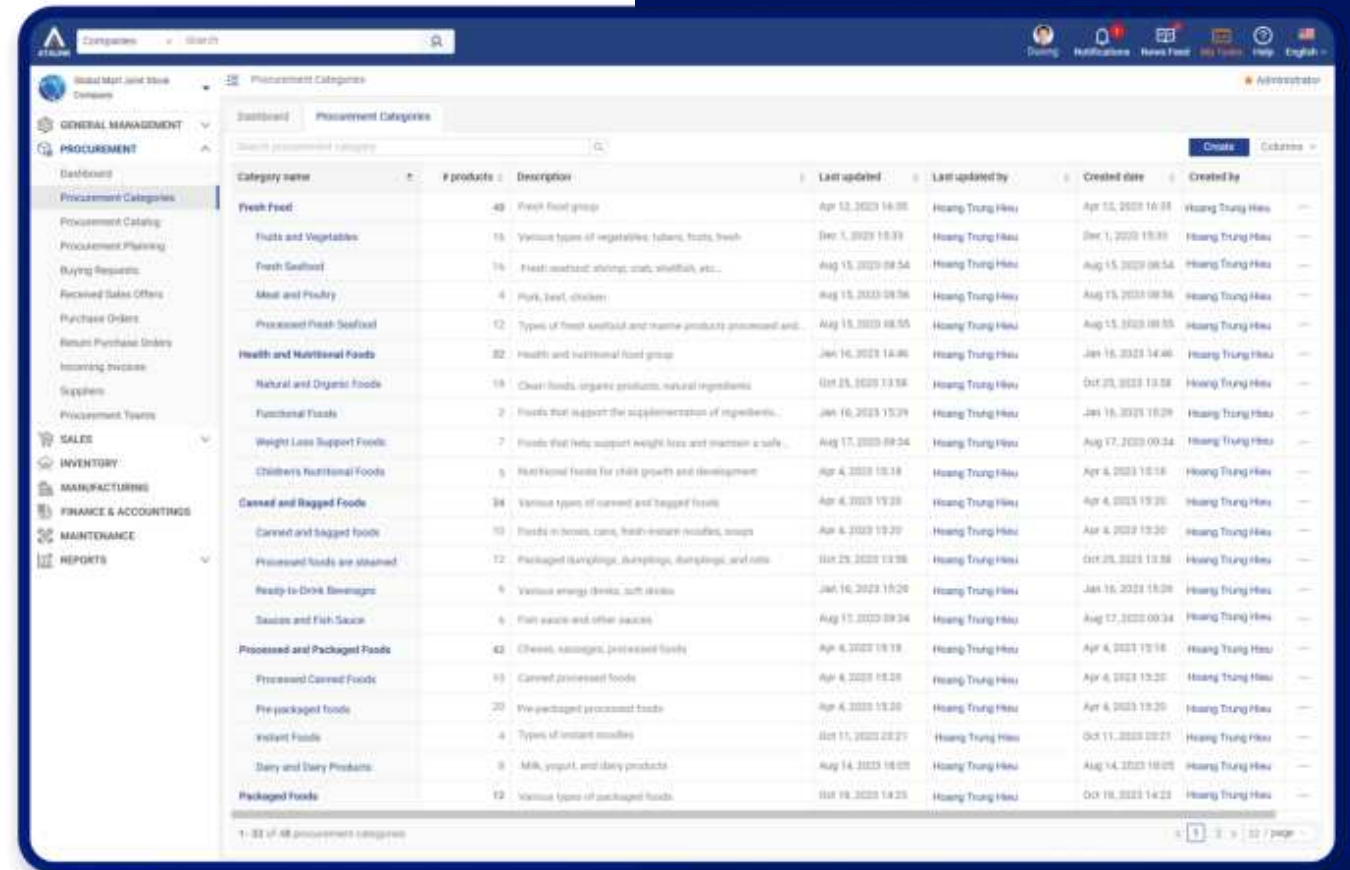
1,000,000+ PRODUCTS & 800,000+ ENTERPRISES

- The optimal choice for your businesses with standardized master data of **over 1 million products & 800,000 suppliers**
- Purchase product quickly at the competitive price
- Synchronize transaction data
- Mitigate procurement risks



PROCUREMENT CATEGORIES MANAGEMENT

- Atalink procurement categories management is standardized according to international standards
- Manage procurement categories at multiple levels simply and conveniently
- Optimize procurement costs
- Contribute to increasing the company's sales



The screenshot displays the 'Procurement Categories' management interface. The left sidebar contains navigation menus for 'GENERAL MANAGEMENT', 'PROCUREMENT', 'SALES', 'INVENTORY', 'MANUFACTURING', 'FINANCE & ACCOUNTING', 'MAINTENANCE', and 'REPORTS'. The main content area shows a table of procurement categories with the following data:

Category name	# products	Description	Last updated	Last updated by	Created date	Created by
Fresh Food	49	Fresh food group	Apr 12, 2023 16:00	Hoang Trung Hieu	Apr 12, 2023 16:00	Hoang Trung Hieu
Fruits and Vegetables	15	Various types of vegetable, tubers, fruits, fresh	Dec 1, 2023 10:33	Hoang Trung Hieu	Dec 1, 2023 10:33	Hoang Trung Hieu
Fresh Seafood	76	Fresh seafood: shrimp, crab, shellfish, etc...	Aug 15, 2023 08:54	Hoang Trung Hieu	Aug 15, 2023 08:54	Hoang Trung Hieu
Meat and Poultry	4	Pork, beef, chicken	Aug 15, 2023 08:56	Hoang Trung Hieu	Aug 15, 2023 08:56	Hoang Trung Hieu
Processed Fresh Seafood	12	Types of fresh seafood and marine products processed and...	Aug 15, 2023 08:55	Hoang Trung Hieu	Aug 15, 2023 08:55	Hoang Trung Hieu
Health and Nutritional Foods	32	Health and nutritional food group	Jan 16, 2023 14:46	Hoang Trung Hieu	Jan 16, 2023 14:46	Hoang Trung Hieu
Natural and Organic Foods	18	Clean foods, organic products, natural ingredients	Oct 25, 2023 13:58	Hoang Trung Hieu	Oct 25, 2023 13:58	Hoang Trung Hieu
Functional Foods	2	Foods that support the supplementation of ingredients...	Jan 16, 2023 15:29	Hoang Trung Hieu	Jan 16, 2023 15:29	Hoang Trung Hieu
Weight Loss Support Foods	7	Foods that help support weight loss and maintain a safe...	Aug 17, 2023 09:24	Hoang Trung Hieu	Aug 17, 2023 09:24	Hoang Trung Hieu
Children's Nutritional Foods	5	Nutritional foods for child growth and development	Apr 4, 2023 15:18	Hoang Trung Hieu	Apr 4, 2023 15:18	Hoang Trung Hieu
Canned and Bagged Foods	24	Various types of canned and bagged foods	Apr 4, 2023 15:20	Hoang Trung Hieu	Apr 4, 2023 15:20	Hoang Trung Hieu
Canned and Bagged Foods	10	Foods in boxes, cans, fresh-steam noodles, soups	Apr 4, 2023 15:20	Hoang Trung Hieu	Apr 4, 2023 15:20	Hoang Trung Hieu
Processed foods are steamed	12	Packaged dumplings, bunsplings, dumplings, and rolls	Oct 25, 2023 13:58	Hoang Trung Hieu	Oct 25, 2023 13:58	Hoang Trung Hieu
Ready-to-Drink Beverages	6	Various energy drinks, soft drinks	Jan 16, 2023 15:20	Hoang Trung Hieu	Jan 16, 2023 15:20	Hoang Trung Hieu
Sauces and Fish Sauce	6	Fish sauce and other sauces	Aug 17, 2023 09:24	Hoang Trung Hieu	Aug 17, 2023 09:24	Hoang Trung Hieu
Processed and Packaged Foods	42	Cheese, sausage, processed foods	Apr 4, 2023 15:19	Hoang Trung Hieu	Apr 4, 2023 15:18	Hoang Trung Hieu
Processed Canned Foods	15	Canned processed foods	Apr 4, 2023 15:20	Hoang Trung Hieu	Apr 4, 2023 15:20	Hoang Trung Hieu
Pre-packaged foods	20	Pre-packaged processed foods	Apr 4, 2023 15:20	Hoang Trung Hieu	Apr 4, 2023 15:20	Hoang Trung Hieu
Instant Foods	4	Types of instant noodles	Oct 11, 2023 08:27	Hoang Trung Hieu	Oct 11, 2023 08:27	Hoang Trung Hieu
Dairy and Dairy Products	8	Milk, yogurt, and dairy products	Aug 14, 2023 16:05	Hoang Trung Hieu	Aug 14, 2023 16:05	Hoang Trung Hieu
Packaged Foods	12	Various types of packaged foods	Oct 19, 2023 14:23	Hoang Trung Hieu	Oct 19, 2023 14:23	Hoang Trung Hieu

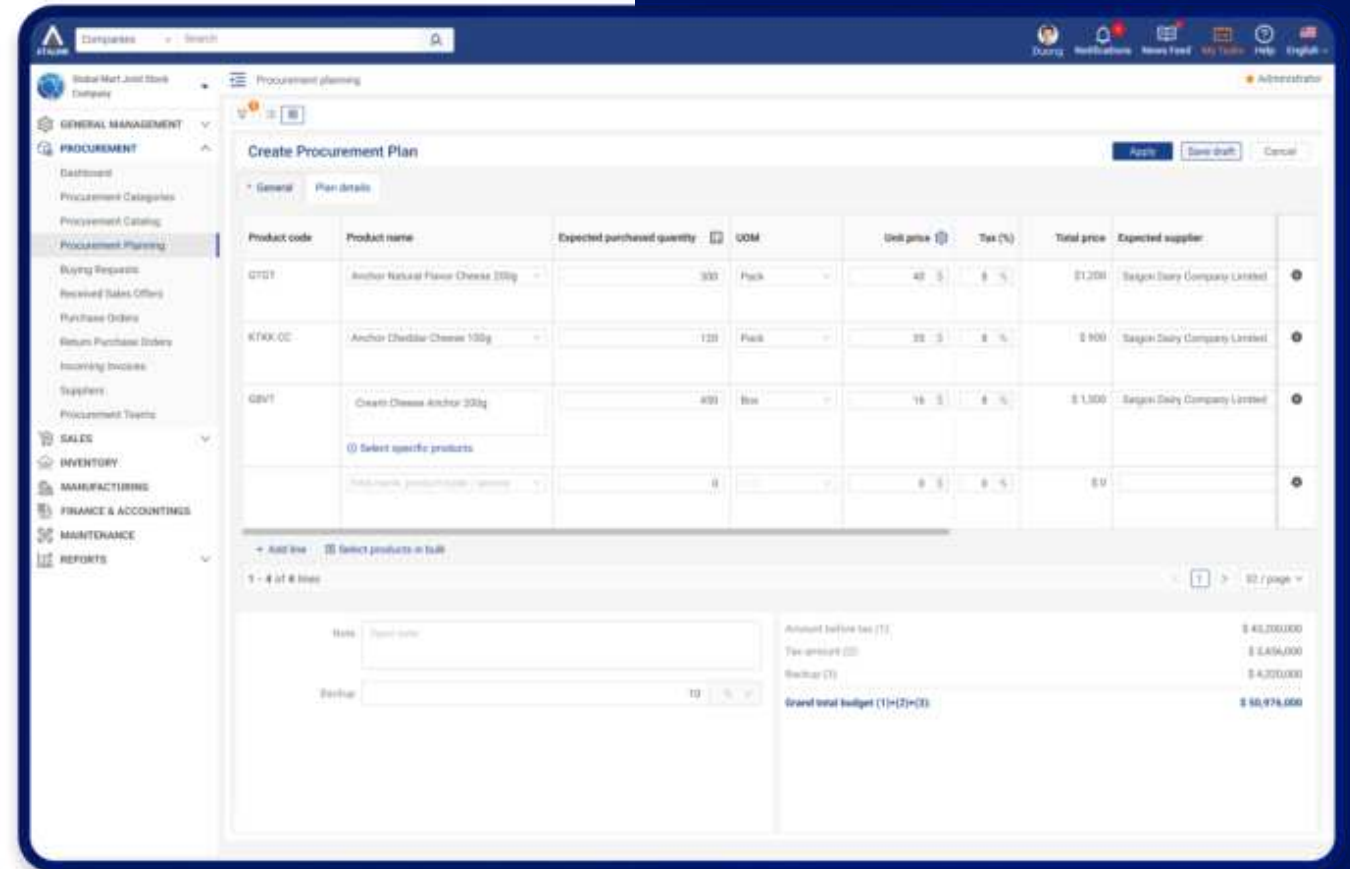
SUPPLIERS MANAGEMENT

- Establish & maintain sustainable relationships with suppliers in an efficient manner
- Manage the list & trading status with suppliers based on multiple criteria
- Interact with suppliers online in real-time
- Manage negotiations & transactions history with suppliers centrally and safely

Supplier name	Internal supplier ID	Status	Tax code	Industry	Established date	Total weight
Dog Tan Joint Stock Company	0THCM	Accepted	0902344502	Trading of own or rented property and land use rights +2 others	Mar 02, 2014	Fewer than People
Trung Minh Thanh Food Company Limited - Retail Export	KICL20	Accepted	009190379402	Office administrative, office support and other business support activities +1 others	May 14, 2023	100 - 200 Pe
ABUZAC 123 Food Company Limited	ABUZAC	Accepted	0090707620	Manufacture of other food products n.e.c. +1 others	Jun 26, 2020	100 - 200 Pe
Thanh Thanh Cong - Binh Hoa Joint Stock Company	QDQUC	Accepted	998244089	Manufacture of sugar +27 others	Sep 29, 1998	500 - 1,000
Quoc Viet Design and Printing Company Limited	1HLS80	Accepted	021500859	Printing +16 others	Oct 6, 2018	Fewer than People
Tan Minh Ngan Paper Packaging Manufacturing Trading Service Company Limited	01H456	Accepted	0215811209	Manufacture of corrugated paper and paperboard and of containers of paper and paperboard +9 others	Feb 13, 2019	Fewer than People
Slysee Perfume Company Limited	027086	Accepted	0217540300	Retail sale of pharmaceutical and medical goods, cosmetic and toilet articles or specialized stores	Oct 28, 2022	100 - 200 Pe
Loan Food & Beverage Company Limited	096723	Accepted	0215307123	Restaurants and mobile food service activities +3 others	Feb 2, 2019	Fewer than People
Dellon Pharmaceutical Company Limited	ADAM41	Accepted	0215201906	Wholesale of food +19 others	Sep 01, 2018	100 - 200 Pe
Clean & Picky House Company Limited	CHN549	Accepted	0215649849	General cleaning of buildings +2 others	Feb 2, 2016	100 - 200 Pe
Jeansiro Trading and Transportation Service Company Limited	01A2740	Accepted	0215203807	Wholesale of other household products +47 others	Sep 26, 2018	Fewer than People
Trade Trading Company Limited	E41794	Accepted	0215141794	Wholesale of food +9 others	Jul 3, 2018	100 - 200 Pe
Huvi Manufacturing Trading Service Company Limited	HV0836	Accepted	0214050836	Wholesale of beverages +19 others	Oct 6, 2016	100 - 200 Pe
Hinoco Food Manufacturing and Trading Company Limited	HF9442	Accepted	0218139442	Manufacture of dairy products +4 others	Jun 29, 2018	Fewer than People
Asahi - NutFood Company Limited	ASNH92	Accepted	0215204926	Wholesale of food +1 others	Sep 9, 2018	Fewer than People

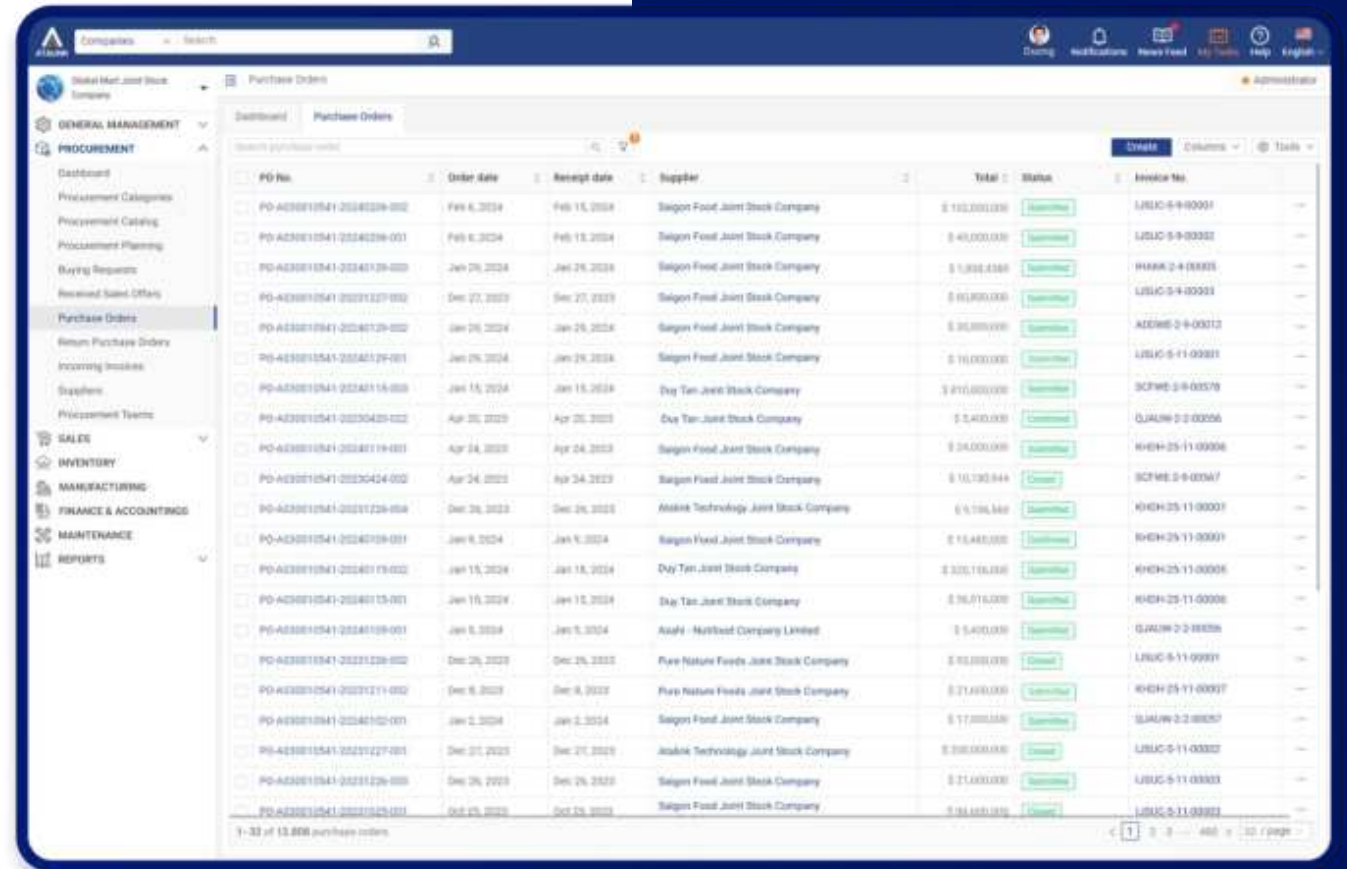
PROCUREMENT PLANNING

- Business departments generate purchasing requisitions concurrently
- An overall Procurement Plan is synthesized by the system and perpetually revised in response to actual purchasing requirements
- Easily manage and oversee the Procurement Plan
- Ensure effective business operations, improve purchasing efficiency, effectively manages costs and mitigate risks



PURCHASE ORDER MANAGEMENT

- Place purchase orders directly on the Atalink system around all of the time
- Easily track and manage purchase orders status
- Continuous real-time interaction with suppliers on each order
- Data authorization for purchasing officers



The screenshot displays the 'Purchase Orders' management interface in the Atalink system. The interface includes a sidebar menu with categories like GENERAL MANAGEMENT, PROCUREMENT, SALES, INVENTORY, MANUFACTURING, FINANCE & ACCOUNTING, MAINTENANCE, and REPORTS. The main area shows a table of purchase orders with the following columns: PO No., Order Date, Receipt Date, Supplier, Total, Status, and Invoice No. The table contains 20 rows of data, each representing a purchase order with its respective details.

PO No.	Order Date	Receipt Date	Supplier	Total	Status	Invoice No.
PO-A23011541-20240209-002	Feb 9, 2024	Feb 15, 2024	Saigon Food Joint Stock Company	\$ 122,000,000	Completed	USUC-5-9-00001
PO-A23011541-20240209-001	Feb 9, 2024	Feb 15, 2024	Saigon Food Joint Stock Company	\$ 40,000,000	Completed	USUC-5-9-00002
PO-A23011541-20240129-000	Jan 29, 2024	Jan 29, 2024	Saigon Food Joint Stock Company	\$ 1,800,000	Completed	HAWK-2-4-00005
PO-A23011541-20231227-002	Dec 27, 2023	Dec 27, 2023	Saigon Food Joint Stock Company	\$ 90,000,000	Completed	USUC-5-4-00001
PO-A23011541-20240129-002	Jan 29, 2024	Jan 29, 2024	Saigon Food Joint Stock Company	\$ 30,000,000	Completed	ACDING-2-9-00012
PO-A23011541-20240129-001	Jan 29, 2024	Jan 29, 2024	Saigon Food Joint Stock Company	\$ 10,000,000	Completed	USUC-5-11-00001
PO-A23011541-20240118-000	Jan 18, 2024	Jan 18, 2024	Duy Tin Joint Stock Company	\$ 210,000,000	Completed	SCFWE-2-9-00078
PO-A23011541-20230420-002	Apr 20, 2023	Apr 20, 2023	Duy Tin Joint Stock Company	\$ 2,400,000	Completed	QJAUW-2-2-00056
PO-A23011541-20240119-001	Apr 24, 2023	Apr 24, 2023	Saigon Food Joint Stock Company	\$ 24,000,000	Completed	KHCH-25-11-00006
PO-A23011541-20230424-002	Apr 24, 2023	Apr 24, 2023	Saigon Food Joint Stock Company	\$ 10,120,944	Completed	SCFWE-2-9-00067
PO-A23011541-20231226-004	Dec 26, 2023	Dec 26, 2023	Atalink Technology Joint Stock Company	\$ 5,196,360	Completed	KHCH-25-11-00007
PO-A23011541-20240109-001	Jan 9, 2024	Jan 9, 2024	Saigon Food Joint Stock Company	\$ 15,480,000	Completed	KHCH-25-11-00001
PO-A23011541-20240119-002	Jan 19, 2024	Jan 19, 2024	Duy Tin Joint Stock Company	\$ 20,100,000	Completed	KHCH-25-11-00005
PO-A23011541-20240115-001	Jan 15, 2024	Jan 15, 2024	Duy Tin Joint Stock Company	\$ 16,010,000	Completed	KHCH-25-11-00006
PO-A23011541-20240109-001	Jan 9, 2024	Jan 9, 2024	Atalk - Nutifood Company Limited	\$ 5,400,000	Completed	QJAUW-2-2-00056
PO-A23011541-20231226-002	Dec 26, 2023	Dec 26, 2023	Fuy Nature Foods Joint Stock Company	\$ 10,000,000	Completed	USUC-5-11-00001
PO-A23011541-20231211-002	Dec 9, 2023	Dec 9, 2023	Fuy Nature Foods Joint Stock Company	\$ 21,400,000	Completed	KHCH-25-11-00007
PO-A23011541-20240120-001	Jan 2, 2024	Jan 2, 2024	Saigon Food Joint Stock Company	\$ 17,000,000	Completed	QJAUW-2-2-00057
PO-A23011541-20231227-001	Dec 27, 2023	Dec 27, 2023	Atalink Technology Joint Stock Company	\$ 200,000,000	Completed	USUC-5-11-00002
PO-A23011541-20231226-000	Dec 26, 2023	Dec 26, 2023	Saigon Food Joint Stock Company	\$ 21,000,000	Completed	USUC-5-11-00003
PO-A23011541-20231226-001	Dec 26, 2023	Dec 26, 2023	Saigon Food Joint Stock Company	\$ 94,000,000	Completed	USUC-5-11-00002

INVENTORY MANAGEMENT

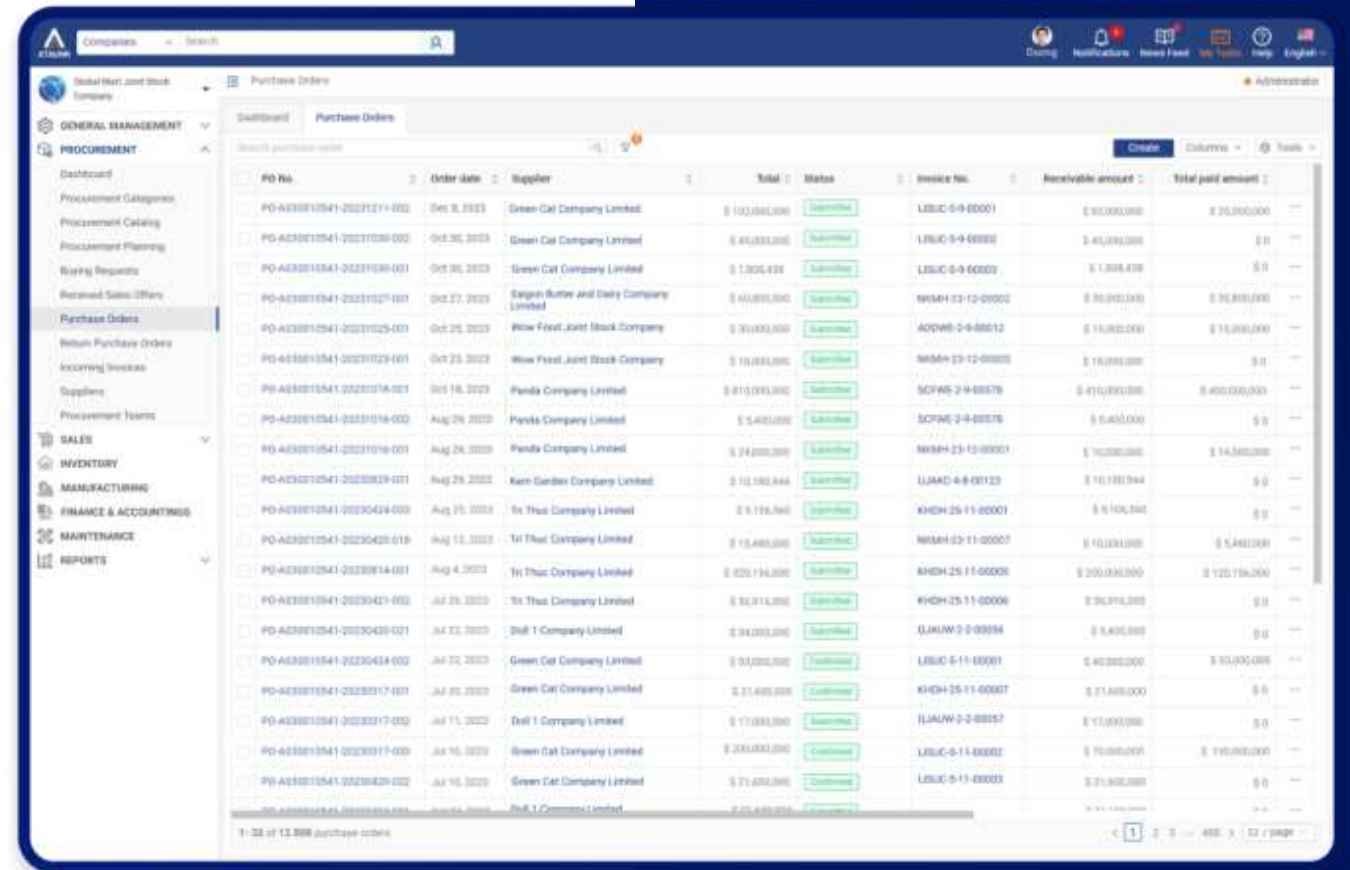
- ⦿ Inventory management across multiple devices, available 24/7
- ⦿ Real-time stock balance sheet updates, with forecasted inventory effectively
- ⦿ Optimize inventory turnover
- ⦿ Be proactive in supply planning in the distribution system by sharing inventory information

The screenshot displays a 'Stock Balance Sheet Report' for the year 2024. The interface includes a navigation bar with 'Inventory' and various menu items. The report is organized into several sections:

- Stock Balance Sheet / Advance Filters:** Type Period: Year, Year: 2024, Include exhausted products:
- Warehouses & Locations:** Warehouses: (None Selected), (All Selected), (None Selected); Locations: WHM Stock, WHR Stock, WHJ Stock
- Opening Stock:** Opening Quantity: 58,260.00
- Stock In:** Total In Quantity: 251,933.00; Purchase Quantity: 205,917.00; Sale Return Quantity: 320.00; Warehouse Transfer In Quantity: 45,600.00; Inventory Adjustment In Quantity: 4.00; Other In Quantity: 12.00
- Closing Stock:** Closing Quantity: 73,062.00
- Stock Out:** Total Out Quantity: 237,131.00; Sale Quantity: 198,260.00; Purchase Return Quantity: 504.00; Warehouse Transfer Out Quantity: 38,157.00; Inventory Adjustment Out Quantity: 142.00; Scrap Quantity: 23.00; Other Out Quantity: 46.00

PAYMENT / LIABILITIES

- ⦿ Timely payment management
- ⦿ Manage supplier payables closely
- ⦿ Track payment progress on every order
- ⦿ Support business to make timely and data-driven decisions



The screenshot displays a software interface for managing purchase orders. The main content area shows a table of purchase orders with the following columns: PO No., Order date, Supplier, Total, Status, Invoice No., Receivable amount, and Total paid amount. The table contains 20 rows of data, each representing a purchase order with its respective details.

PO No.	Order date	Supplier	Total	Status	Invoice No.	Receivable amount	Total paid amount
PO-AE38E12541-20221219-002	Dec 9, 2023	Green Cat Company Limited	\$ 100,000.00	Submitted	LEBUC-5-9-00001	\$ 0.00	\$ 0.00
PO-AE38E12541-20221030-002	Oct 30, 2023	Green Cat Company Limited	\$ 45,000.00	Submitted	LEBUC-5-9-00002	\$ 45,000.00	\$ 0.00
PO-AE38E12541-20221030-001	Oct 30, 2023	Green Cat Company Limited	\$ 1,200,438	Submitted	LEBUC-5-9-00003	\$ 1,200,438	\$ 0.00
PO-AE38E12541-20221027-001	Oct 27, 2023	Engon Butter and Dairy Company Limited	\$ 40,000.00	Submitted	MMH-23-12-00002	\$ 30,000.00	\$ 30,000.00
PO-AE38E12541-20221025-001	Oct 25, 2023	New Food Joint Stock Company	\$ 30,000.00	Submitted	ADPW-2-9-00012	\$ 14,000.00	\$ 14,000.00
PO-AE38E12541-20221023-001	Oct 23, 2023	New Food Joint Stock Company	\$ 10,000.00	Submitted	MMH-23-12-00003	\$ 10,000.00	\$ 0.00
PO-AE38E12541-20221016-001	Oct 16, 2023	Panda Company Limited	\$ 410,000.00	Submitted	SCFAS-2-9-00076	\$ 410,000.00	\$ 400,000.00
PO-AE38E12541-20221016-002	Aug 29, 2023	Panda Company Limited	\$ 5,400.00	Submitted	SCFAS-2-9-00078	\$ 5,400.00	\$ 0.00
PO-AE38E12541-20221016-001	Aug 29, 2023	Panda Company Limited	\$ 24,000.00	Submitted	MMH-23-12-00001	\$ 10,000.00	\$ 14,000.00
PO-AE38E12541-20220829-001	Aug 29, 2022	Kem Garden Company Limited	\$ 10,100,000	Submitted	UJAD-4-8-00123	\$ 10,100,000	\$ 0.00
PO-AE38E12541-20230424-000	Aug 25, 2023	Tx Thuc Company Limited	\$ 9,194,500	Submitted	KHDM-25-11-00001	\$ 9,100,500	\$ 0.00
PO-AE38E12541-20230420-018	Aug 18, 2023	Tx Thuc Company Limited	\$ 10,400.00	Submitted	MMH-23-11-00007	\$ 10,000.00	\$ 1,400.00
PO-AE38E12541-20230814-001	Aug 4, 2023	Tx Thuc Company Limited	\$ 202,194,000	Submitted	KHDM-25-11-00006	\$ 200,000,000	\$ 120,194,000
PO-AE38E12541-20230421-002	Jul 28, 2023	Tx Thuc Company Limited	\$ 30,311,000	Submitted	KHDM-25-11-00008	\$ 30,311,000	\$ 0.00
PO-AE38E12541-20230420-021	Jul 12, 2023	Dell T Company Limited	\$ 34,000.00	Submitted	UJAD-2-9-00094	\$ 34,000.00	\$ 0.00
PO-AE38E12541-20230424-002	Jul 02, 2023	Green Cat Company Limited	\$ 93,000.00	Submitted	LEBUC-5-11-00001	\$ 40,000.00	\$ 53,000.00
PO-AE38E12541-20220717-001	Jul 02, 2023	Green Cat Company Limited	\$ 2,140,000	Submitted	KHDM-25-11-00007	\$ 2,140,000	\$ 0.00
PO-AE38E12541-20230717-002	Jul 15, 2023	Dell T Company Limited	\$ 12,000.00	Submitted	UJAD-2-9-00097	\$ 12,000.00	\$ 0.00
PO-AE38E12541-20230717-000	Jul 10, 2023	Green Cat Company Limited	\$ 200,000.00	Submitted	LEBUC-5-11-00002	\$ 10,000.00	\$ 190,000.00
PO-AE38E12541-20230420-022	Jul 10, 2023	Green Cat Company Limited	\$ 21,000.00	Submitted	LEBUC-5-11-00003	\$ 21,000.00	\$ 0.00

INCOMING INVOICES

- Synchronize all incoming invoices for your business immediately when using Atalink
- Verify automatically the validity of incoming invoices & tax information of suppliers
- Create suppliers list automatically & generate purchase orders quickly based on information from your incoming invoices
- Support exporting incoming invoices information to other accounting software

The screenshot shows the Atalink software interface for incoming invoice verification. The main content area displays a scanned invoice with a QR code and a table of items. The right sidebar shows 'Invoice Verification Results' with green checkmarks indicating successful verification for Invoice Date, Invoice file status, Digital Signature Information, and Tax Authority Code Status.

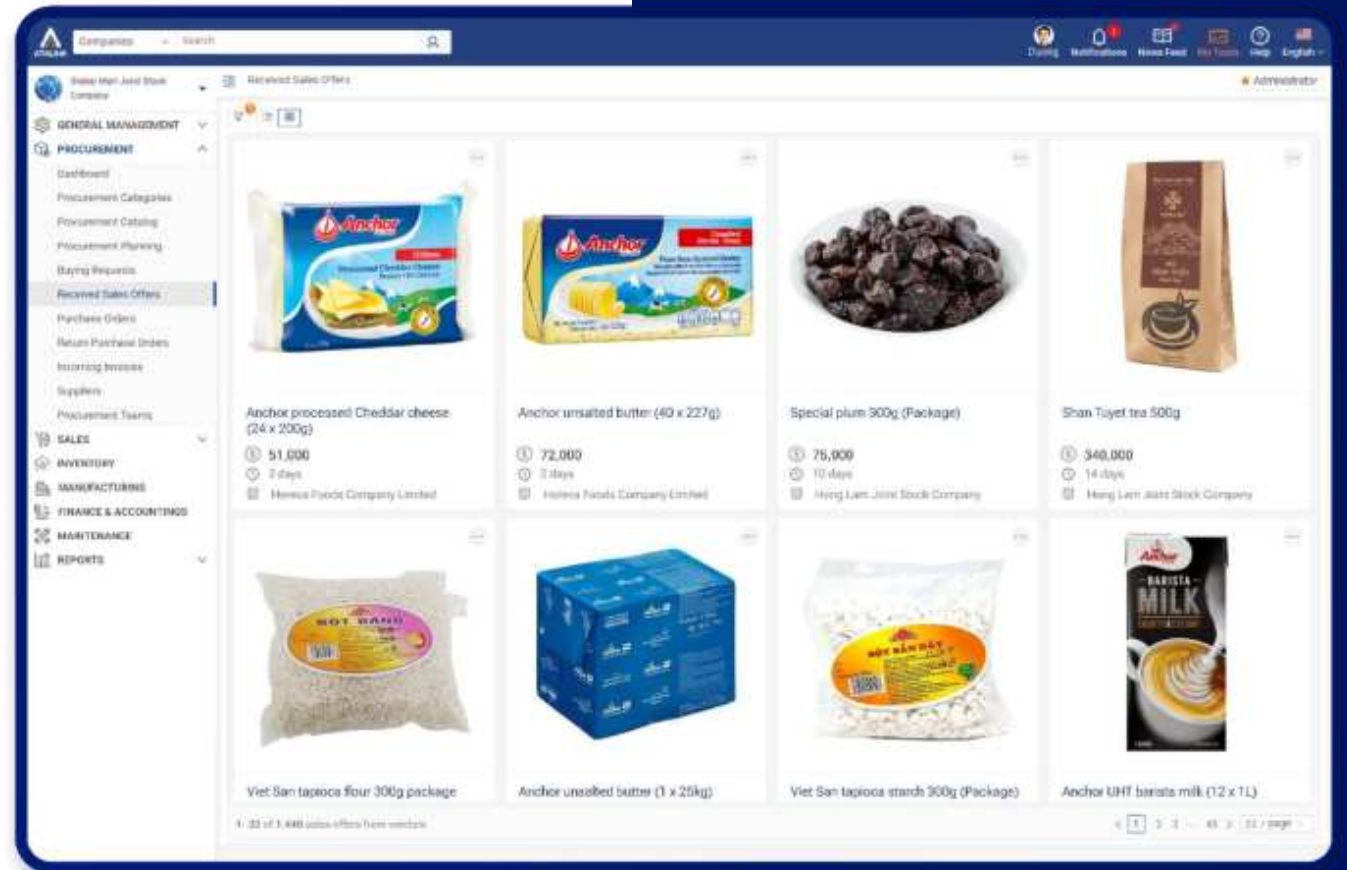
STT	Tên hàng hóa, dịch vụ	Đơn vị tính	Số lượng	Đơn giá	Chi phí thuế	Thành tiền	Thành tiền không thuế GTGT
1
2
3
4
5

Invoice Verification Results

- ✓ **Invoice Date**
 - Valid Invoice Date (At the time of signing, the digital signature is still valid)
 - Invoice Signing Date Matches Invoice Issue Date
- ✓ **Invoice file status**
 - XML file structure intact (Not modified after digital signing)
- ✓ **Digital Signature Information**
 - Signed by: [Name]
 - Validity: [Date]
 - Supplier: [Name]
 - Serial number: [Number]
- ✓ **Tax Authority Code Status**
 - Tax Authority Issue Code Date: 10/05/2023
 - Invoice Code Issue Date coincides with Signing Date (10/05/2023)
 - Seller: [Name] (registered to use electronic invoices regarding Resolution 123/2020/NĐ-CP)
 - Invoice has been assigned a code by the General Department of Taxation (CQT code): 008D114077CD8A4AE9B0F15580EEA2DA8F

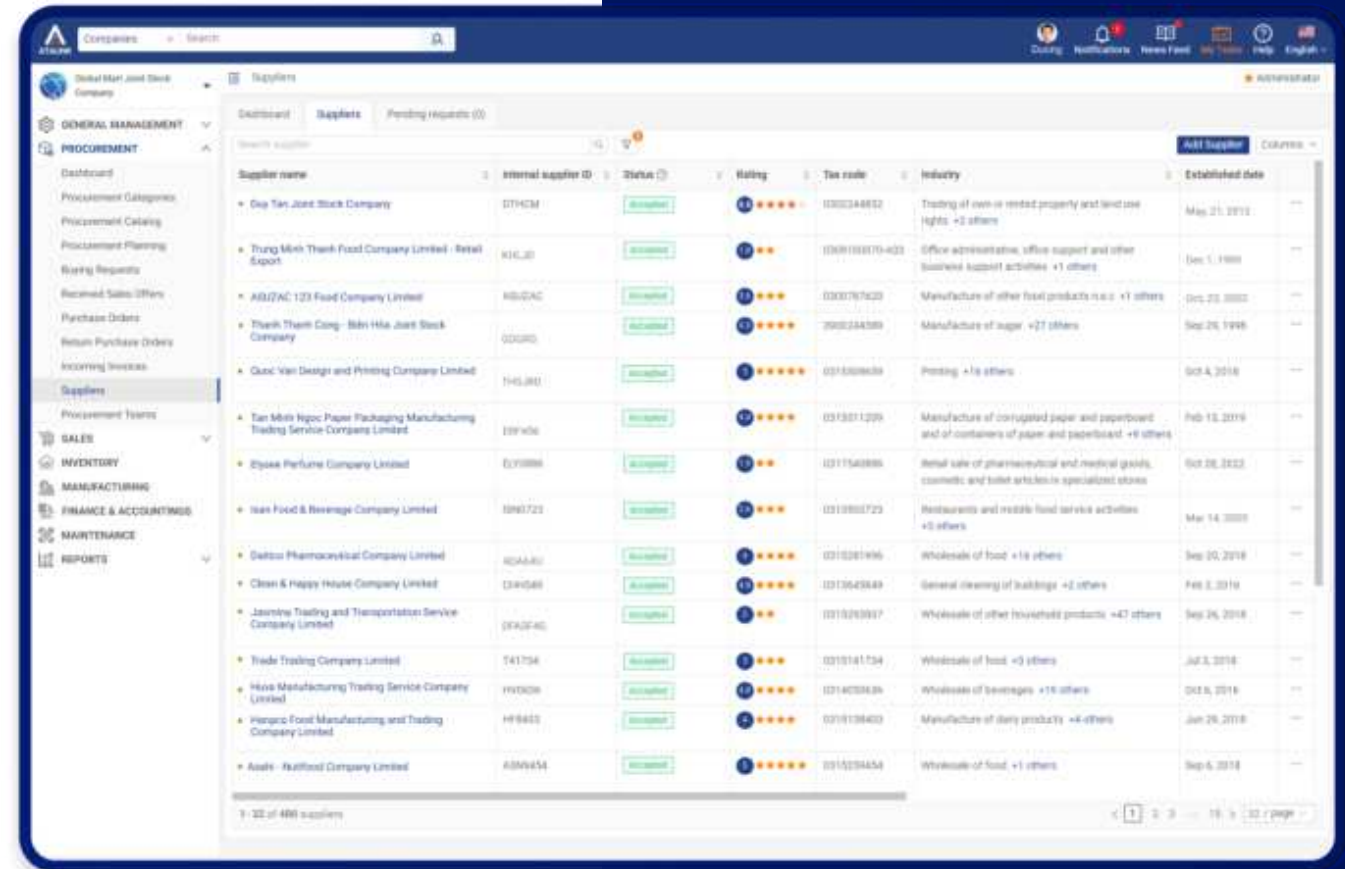
RECEIVED SALES OFFERS

- ⦿ Seize timely "hot deals" from suppliers
- ⦿ Update the supplier's information on promotional programs & price policy immediately
- ⦿ Update information on new products on the market immediately
- ⦿ Expand your purchase options from many potential suppliers



SUPPLIERS REVIEW

- Set up evaluation criteria for suppliers flexibly
- Optimize supplier selection based on enterprise credit risk scores and evaluation information from customers on the Atalink system
- Mitigate risks when selecting suppliers
- Increase engagement between your company and trading partners

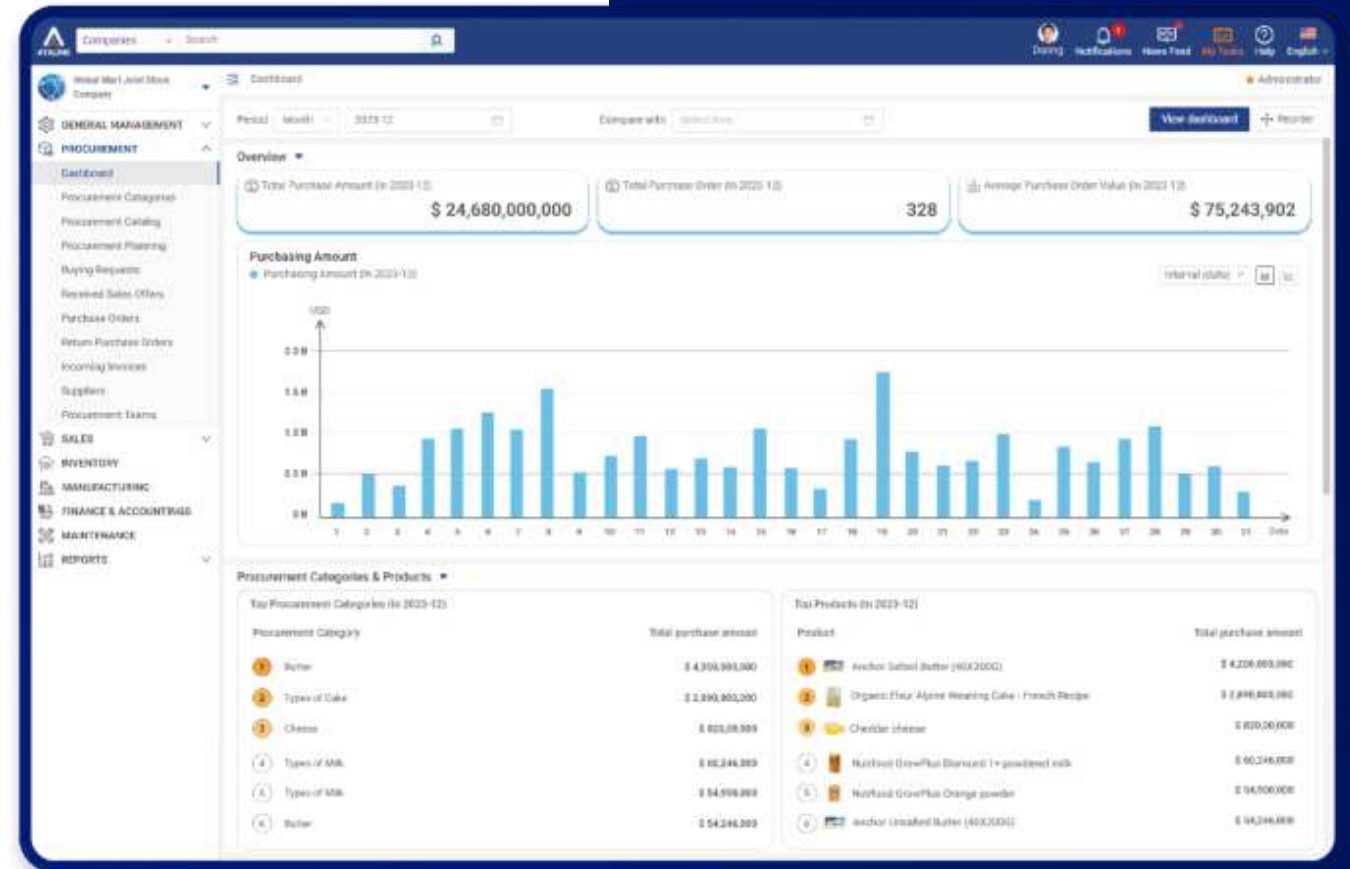


The screenshot displays the 'Suppliers' management interface in the Atalink system. The interface includes a sidebar with navigation options like 'GENERAL MANAGEMENT', 'PROCUREMENT', 'SALES', 'INVENTORY', 'MANUFACTURING', 'FINANCE & ACCOUNTING', 'MAINTENANCE', and 'REPORTS'. The main content area shows a table of suppliers with the following columns: Supplier name, Internal supplier ID, Status, Rating, Tax code, Industry, and Established date. The table lists 15 suppliers, each with a star rating and a status indicator (e.g., 'Approved').

Supplier name	Internal supplier ID	Status	Rating	Tax code	Industry	Established date
Gap Tân Joint Stock Company	DTHCM	Approved	4.5	0300348832	Trading of own- or rented property and land use rights +3 others	Mar 21, 2012
Trung Minh Thanh Food Company Limited - Retail Export	KICLD	Approved	3.5	030103010-403	Office administrative, office support and other business support activities +1 others	Dec 1, 1989
ABIZAC 123 Food Company Limited	KBQAC	Approved	4.5	0300767620	Manufacture of other food products n.e.c. +1 others	Oct 20, 2000
Thanh Thanh Cong - Bân Hân Joint Stock Company	QDGR	Approved	4.5	3000244300	Manufacture of paper +21 others	Sep 26, 1998
Quoc Van Design and Printing Company Limited	THLBD	Approved	5	0310306639	Printing +16 others	Oct 4, 2016
Tan Minh Ngoc Paper Packaging Manufacturing Trading Service Company Limited	EPH06	Approved	4.5	0313071209	Manufacture of corrugated paper and paperboard and of containers of paper and paperboard +9 others	Feb 18, 2019
Espace Perfume Company Limited	EY086	Approved	3.5	0311560886	Retail sale of pharmaceutical and medical goods, cosmetics and toiletries in specialized stores	Oct 28, 2022
Lean Food & Beverage Company Limited	090720	Approved	3.5	0310001720	Restaurants and mobile food service activities +5 others	Mar 14, 2020
Batton Pharmaceutical Company Limited	02AAB0	Approved	4	0310301906	Wholesale of food +16 others	Sep 02, 2018
Clean & Happy House Company Limited	034046	Approved	4.5	0313643849	General cleaning of buildings +2 others	Feb 8, 2019
Jasmine Trading and Transportation Service Company Limited	03A2F40	Approved	3.5	0310263937	Wholesale of other household products +47 others	Sep 26, 2018
Trade Trading Company Limited	T41754	Approved	4	0310141754	Wholesale of food +3 others	Jul 3, 2016
Huynh Manufacturing Trading Service Company Limited	HV0006	Approved	4.5	0314030436	Wholesale of beverages +19 others	Oct 5, 2016
Phongoc Food Manufacturing and Trading Company Limited	PH8403	Approved	5	0310138403	Manufacture of dairy products +8 others	Jun 28, 2018
Asahi - Realfood Company Limited	AMV454	Approved	5	0315234554	Wholesale of food +1 others	Sep 6, 2018

PROCUREMENT DASHBOARD

- Track purchasing costs quickly & accurately
- Analyze & evaluate the purchase performance based on variety criteria
- Manage & evaluate your top suppliers to frequently trade with
- Support business to make timely and data-driven decisions





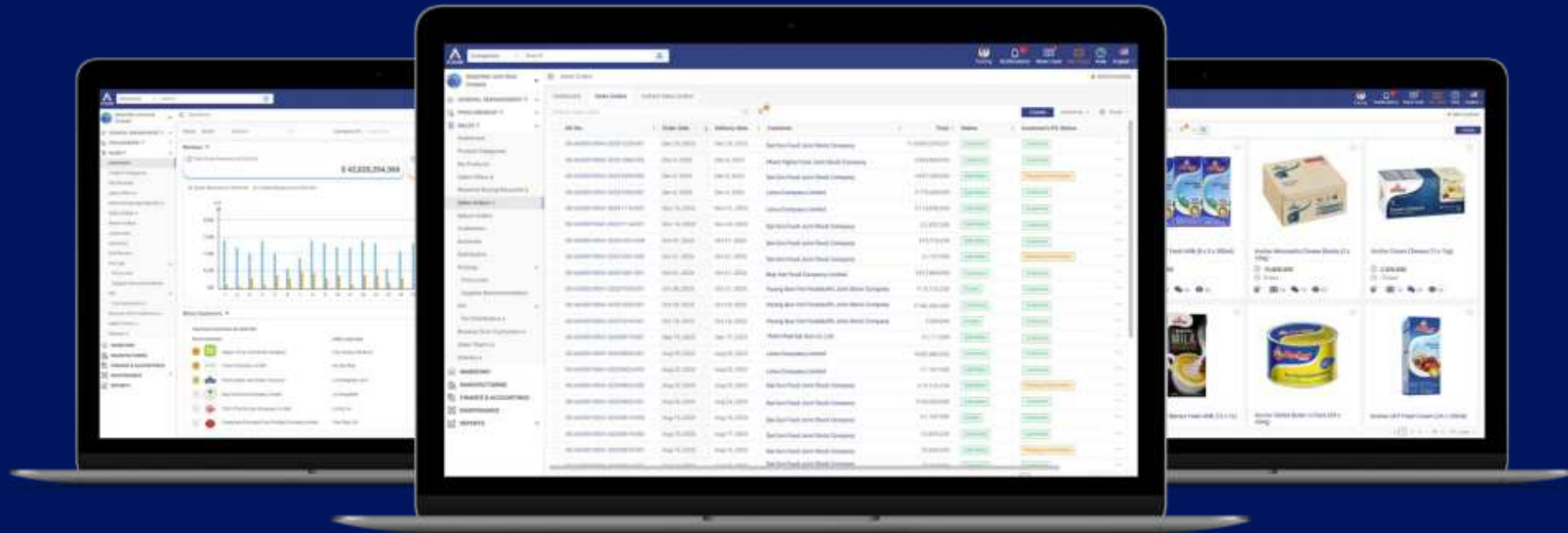
IV

B2B Order Management Solution



B2B Order Management Solution

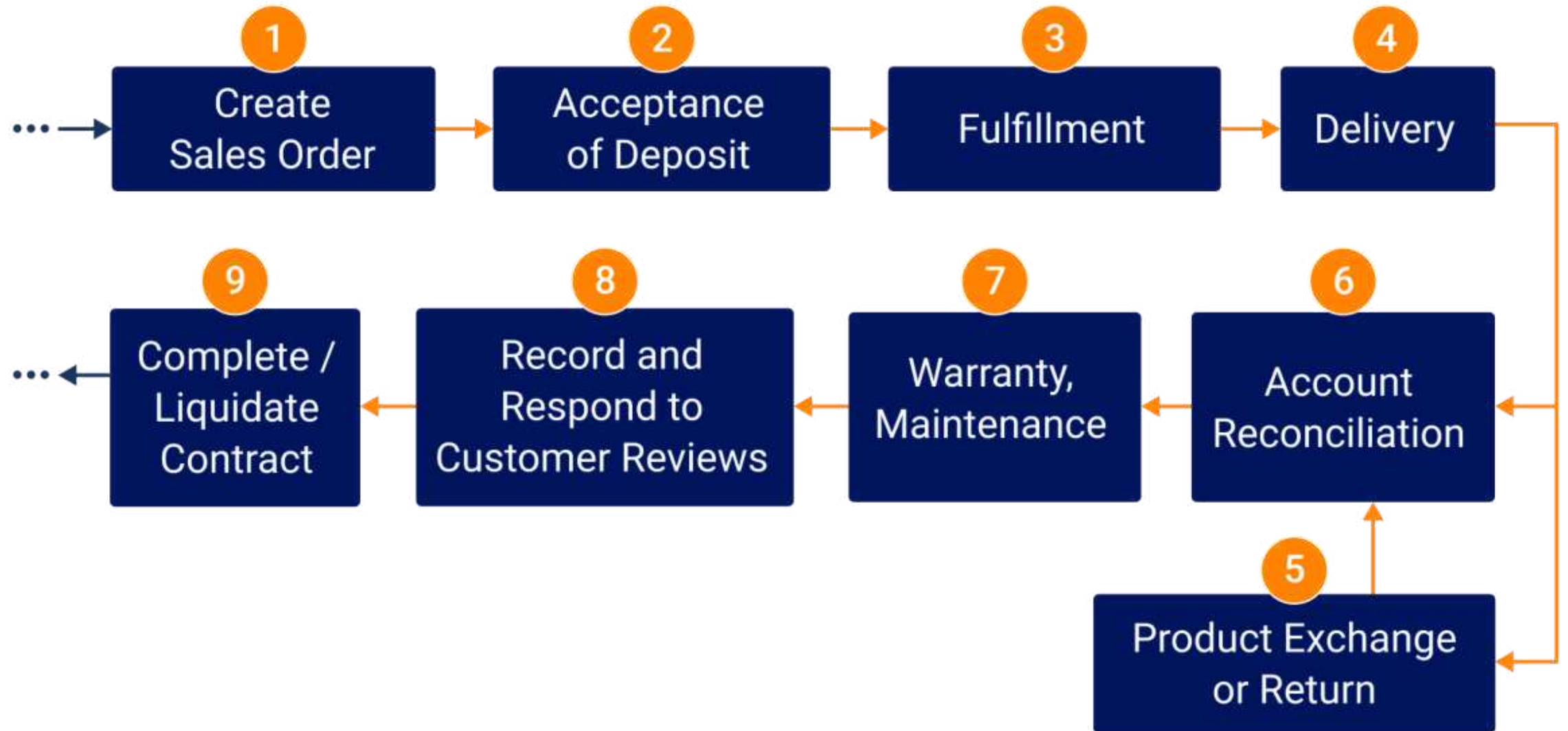
Optimize order processing costs &
improve sustainable profitability



CHALLENGES

- ⦿ Constraints on capital acquisition and bank loans
- ⦿ Lengthy accounts receivable cycles led to cashflow inefficiency
- ⦿ Sales volatility due to dynamic consumer preferences and competitive pressures
- ⦿ Elevated costs stemming from operational inefficiencies in sales and inventory
- ⦿ Absence of formalized customer feedback mechanisms
- ⦿ Challenges in market trend forecasting
- ⦿ A broad spectrum of unpredictable risk factors
- ⦿ Resource limitations (financial, human capital, technological) hindering operational modernization and business management system improvements

TYPICAL SALES PROCESS





ATALINK B2B ORDER MANAGEMENT SOLUTION

Optimize order processing costs & improve sustainable profitability

Atalink helps businesses manage orders effectively, from managing product categories, customers, pricing policies, promotions, sales orders to managing warehouses, payments, and liabilities, outgoing invoices management; combined with powerful analysis report and decision support systems.

- Sales order information is updated instantly and seamlessly across business departments, **and with Distributors, Clients**
- Reduce order receiving and processing time
- Improve sales productivity



THE BENEFITS OF IMPLEMENTING ATALINK B2B ORDER MANAGEMENT SOLUTION

↑ 15% Sales team productivity **20%** Sales performance

↓ 10% Operating costs **80%** Reporting time interval

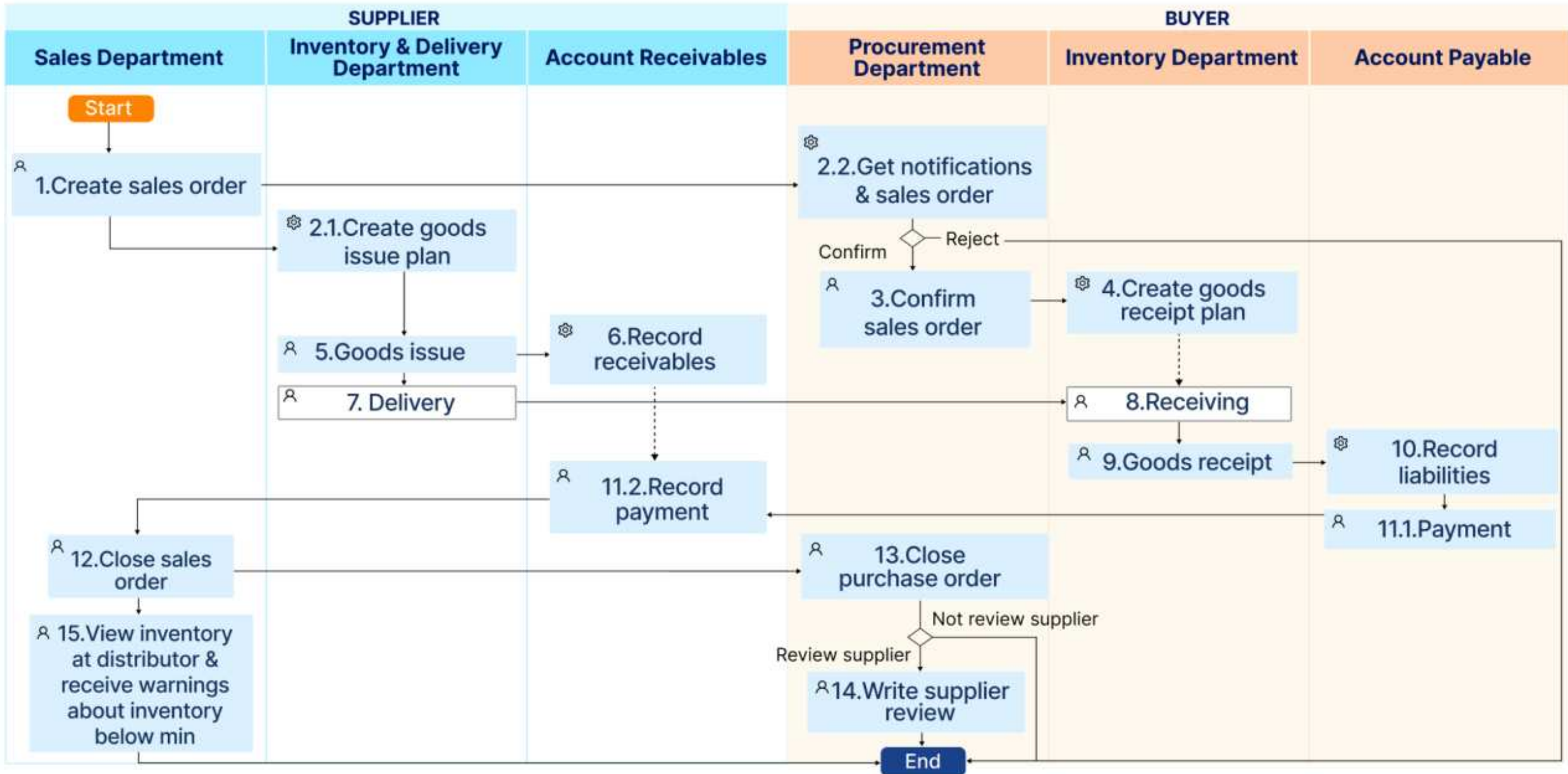
- Sales order information is instantly updated throughout business departments and with customers
- Effective receivables management and purchase history of customers

- Optimize inventory turnover, manage product shelf life and inventory levels better
- Enjoy utilities privilege from Atalink solution

ATALINK B2B ORDER MANAGEMENT SOLUTION: FEATURE LIST

-  Product categories management
-  Distributor, customer management
-  Pricing policies, promotions management
-  Received buying request management
-  Sales offer management
-  Sales team management
-  Sales order management
-  Input - output - inventory management
-  Liabilities / Payment for distributor, customer
-  Sales analysis report system
-  Accounts receivable reporting
-  Customer review management

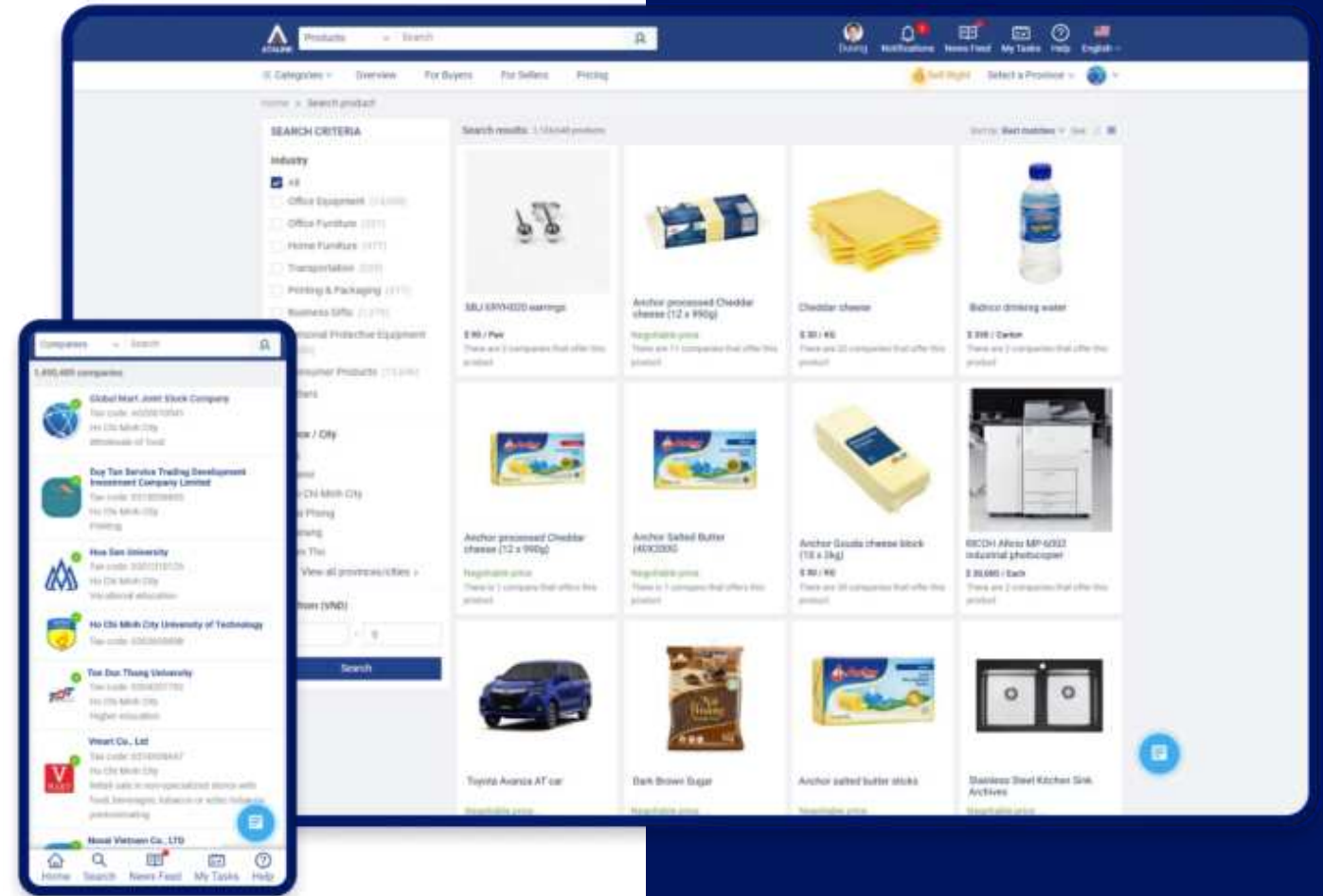
INTERACT WITHIN YOUR COMPANY AND WITH TRADING PARTNERS IN 1 UNIQUE PLATFORM



Note: Operations on the system Manual ⌘ User actions ⚙️ Automatically by the system

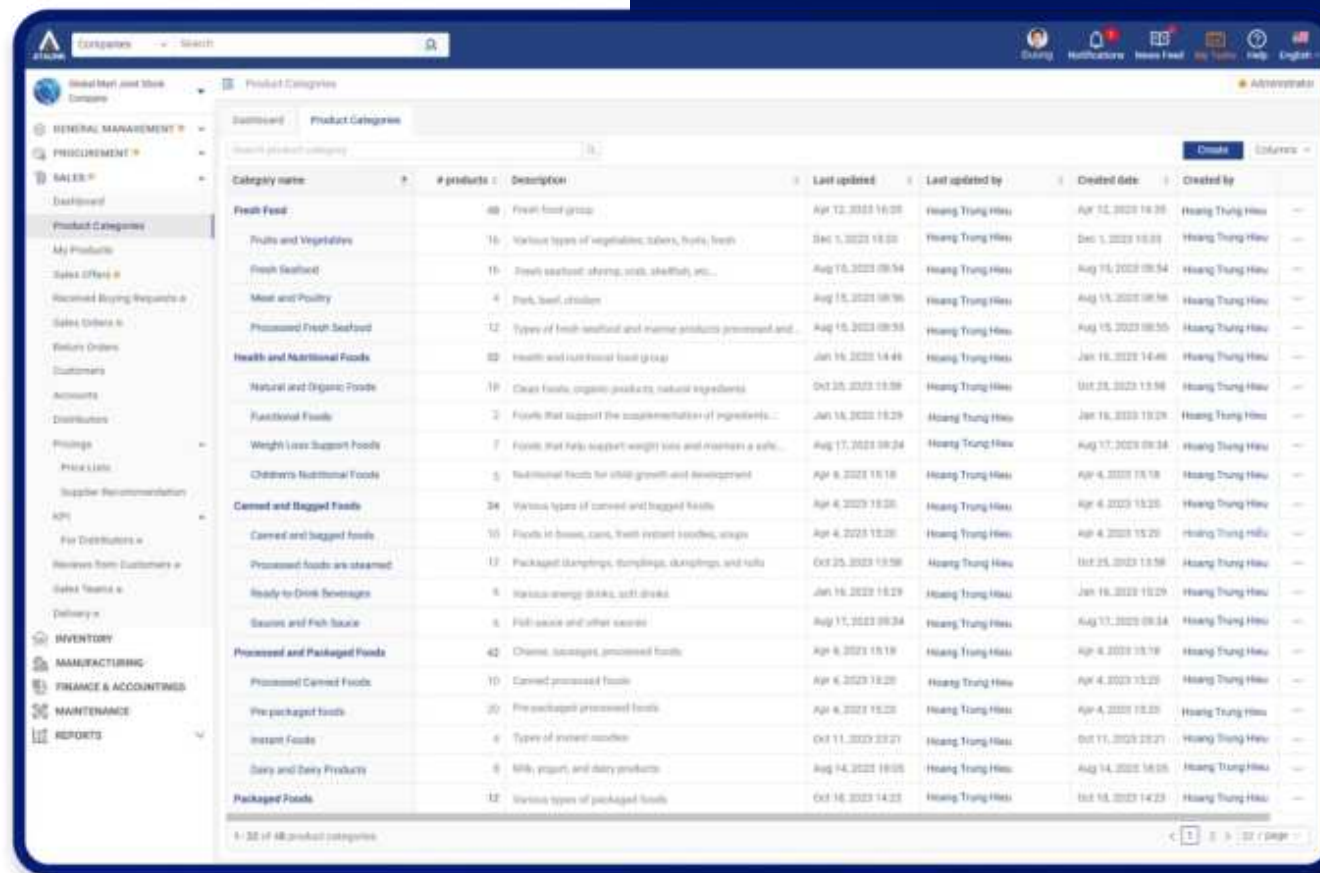
1,000,000+ PRODUCTS & 800,000+ ENTERPRISES MASTER DATA

- Expand business opportunities with Atalink B2B Marketplace
- Observe & analyze easily the activities of competitors
- Save time & effort during data entry, avoid information errors
- Synchronize transaction data



PRODUCT CATEGORIES MANAGEMENT

- The product categories are standardized according to international standards
- Manage product categories sold at multiple levels & units of measurement
- Search easily and filter products quickly & accurately
- Contribute to increasing sales for businesses

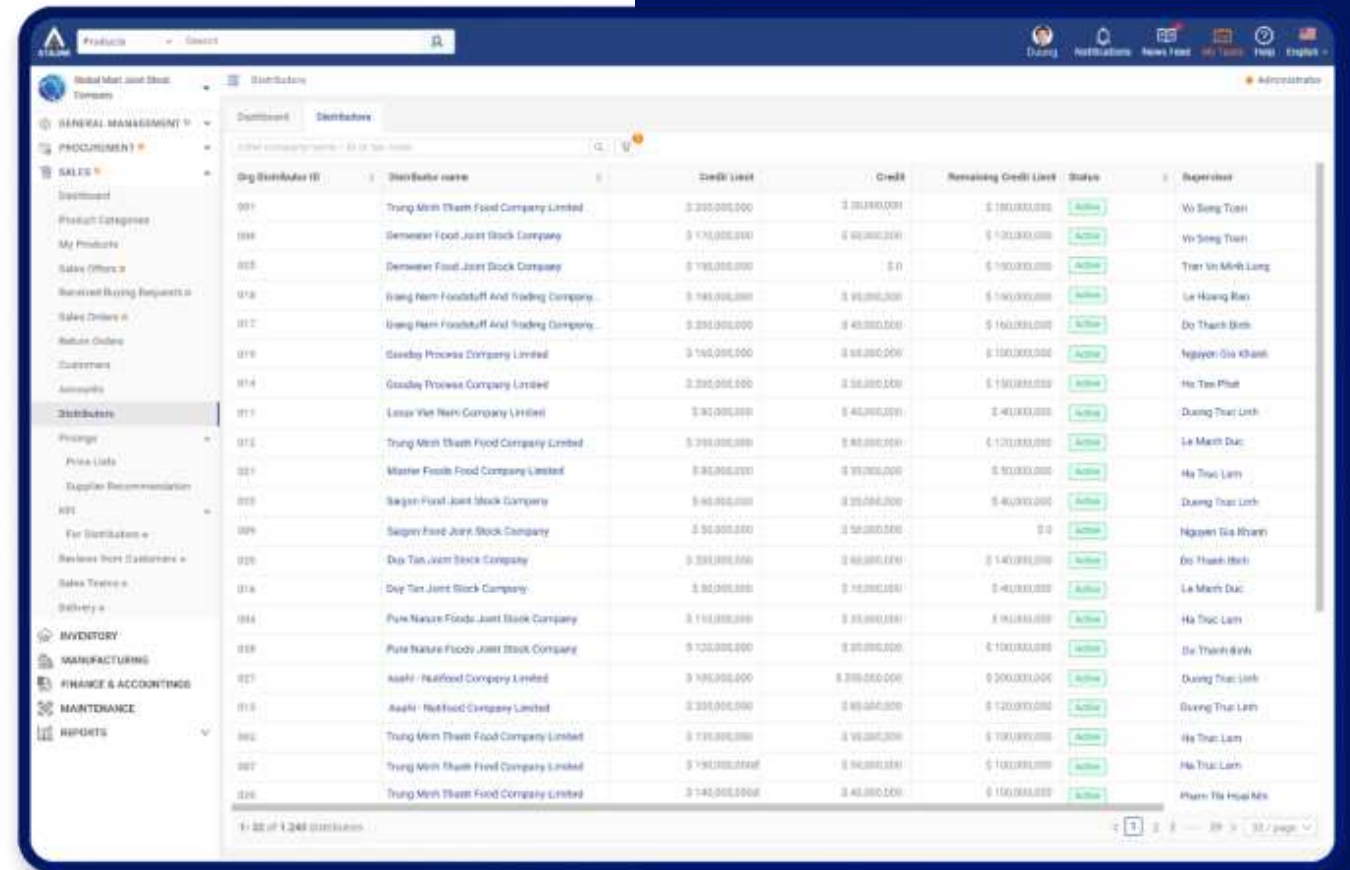


The screenshot displays the ATUM Product Categories Management interface. The left sidebar contains navigation menus for SYSTEM MANAGEMENT, PROCUREMENT, SALES, INVENTORY, MANUFACTURING, FINANCE & ACCOUNTING, MAINTENANCE, and REPORTS. The main content area shows a table of product categories with columns for Category name, # products, Description, Last updated, Last updated by, Created date, and Created by. The table lists various categories such as Fresh Food, Fruits and Vegetables, Fresh Seafood, Meat and Poultry, Processed Fresh Seafood, Health and Nutritional Foods, Natural and Organic Foods, Functional Foods, Weight Loss Support Foods, Children's Nutritional Foods, Canned and Bagged Foods, Processed and Packaged Foods, and Packaged Foods.

Category name	# products	Description	Last updated	Last updated by	Created date	Created by
Fresh Food	48	Fresh food group	Apr 12, 2023 16:05	Hoang Trung Hieu	Apr 12, 2023 16:05	Hoang Trung Hieu
Fruits and Vegetables	16	Various types of vegetables, tubers, fruits, herbs	Dec 1, 2022 19:03	Hoang Trung Hieu	Dec 1, 2022 19:03	Hoang Trung Hieu
Fresh Seafood	11	Fresh seafood: shrimp, crab, squid, etc...	Aug 15, 2023 09:54	Hoang Trung Hieu	Aug 15, 2023 09:54	Hoang Trung Hieu
Meat and Poultry	4	Pork, beef, chicken	Aug 15, 2023 09:56	Hoang Trung Hieu	Aug 15, 2023 09:56	Hoang Trung Hieu
Processed Fresh Seafood	12	Types of fresh seafood and marine products processed and...	Aug 15, 2023 09:55	Hoang Trung Hieu	Aug 15, 2023 09:55	Hoang Trung Hieu
Health and Nutritional Foods	32	Health and nutritional food group	Jan 16, 2023 14:46	Hoang Trung Hieu	Jan 16, 2023 14:46	Hoang Trung Hieu
Natural and Organic Foods	19	Clean foods, organic products, natural ingredients	Oct 25, 2023 19:58	Hoang Trung Hieu	Oct 25, 2023 19:58	Hoang Trung Hieu
Functional Foods	3	Foods that support the supplementation of ingredients...	Jan 16, 2023 19:29	Hoang Trung Hieu	Jan 16, 2023 19:29	Hoang Trung Hieu
Weight Loss Support Foods	7	Foods that help support weight loss and maintain a safe...	Aug 17, 2023 09:24	Hoang Trung Hieu	Aug 17, 2023 09:24	Hoang Trung Hieu
Children's Nutritional Foods	5	Nutritional foods for child growth and development	Apr 6, 2023 19:19	Hoang Trung Hieu	Apr 6, 2023 19:19	Hoang Trung Hieu
Canned and Bagged Foods	24	Various types of canned and bagged foods	Apr 6, 2023 19:20	Hoang Trung Hieu	Apr 6, 2023 19:20	Hoang Trung Hieu
Canned and bagged foods	10	Foods in cans, jars, fresh instant soups, soups	Apr 6, 2023 19:20	Hoang Trung Hieu	Apr 6, 2023 19:20	Hoang Trung Hieu
Processed foods are steamed	13	Packaged dumplings, spring rolls, dumplings, and rolls	Oct 25, 2023 19:58	Hoang Trung Hieu	Oct 25, 2023 19:58	Hoang Trung Hieu
Ready to Drink Beverages	4	Various energy drinks, soft drinks	Jan 16, 2023 19:29	Hoang Trung Hieu	Jan 16, 2023 19:29	Hoang Trung Hieu
Seaweed and Fish Sauce	4	Fish sauce and other seafood	Aug 17, 2023 09:24	Hoang Trung Hieu	Aug 17, 2023 09:24	Hoang Trung Hieu
Processed and Packaged Foods	42	Cheese, sausage, processed foods	Apr 6, 2023 19:19	Hoang Trung Hieu	Apr 6, 2023 19:19	Hoang Trung Hieu
Processed Canned Foods	10	Canned processed foods	Apr 6, 2023 19:20	Hoang Trung Hieu	Apr 6, 2023 19:20	Hoang Trung Hieu
Pre-packaged foods	30	Pre-packaged processed foods	Apr 6, 2023 19:20	Hoang Trung Hieu	Apr 6, 2023 19:20	Hoang Trung Hieu
Instant Foods	4	Types of instant noodles	Oct 11, 2023 22:21	Hoang Trung Hieu	Oct 11, 2023 22:21	Hoang Trung Hieu
Dairy and Dairy Products	8	Milk, yogurt, and dairy products	Aug 14, 2023 18:05	Hoang Trung Hieu	Aug 14, 2023 18:05	Hoang Trung Hieu
Packaged Foods	12	Various types of packaged foods	Oct 16, 2023 14:23	Hoang Trung Hieu	Oct 16, 2023 14:23	Hoang Trung Hieu

DISTRIBUTOR, CUSTOMER MANAGEMENT

- Build & maintain sustainable relationships with distributors & customers effectively
- Manage the list of distributors / customers & transaction status according to many criteria
- Interact with distributors & customers online in real-time
- Manage negotiation & transaction history with distributors & customers centrally and securely



The screenshot displays a web application interface for distributor management. The main content area shows a table with the following columns: 'Distributor ID', 'Distributor name', 'Credit limit', 'Credit', 'Remaining Credit Limit', 'Status', and 'Supervisor'. The table contains 18 rows of data, each representing a distributor. The interface also features a sidebar menu on the left with categories like 'GENERAL MANAGEMENT', 'PROCUREMENT', 'SALES', 'INVENTORY', 'MANUFACTURING', 'FINANCE & ACCOUNTING', 'MAINTENANCE', and 'REPORTS'. The top navigation bar includes user information and system settings.

Distributor ID	Distributor name	Credit limit	Credit	Remaining Credit Limit	Status	Supervisor
001	Trung Minh Thanh Food Company Limited	\$ 200,000,000	\$ 100,000,000	\$ 100,000,000	Active	Vo Song Tuan
004	Benewest Food Joint Stock Company	\$ 100,000,000	\$ 40,000,000	\$ 60,000,000	Active	Vo Song Tuan
005	Benewest Food Joint Stock Company	\$ 100,000,000	\$ 0	\$ 100,000,000	Active	Tran Van Minh Long
018	Ung Nam Foodstuff And Trading Company	\$ 140,000,000	\$ 90,000,000	\$ 50,000,000	Active	Le Hong Bao
017	Ung Nam Foodstuff And Trading Company	\$ 200,000,000	\$ 40,000,000	\$ 160,000,000	Active	Do Thanh Binh
019	Goodly Process Company Limited	\$ 140,000,000	\$ 60,000,000	\$ 80,000,000	Active	Nguyen Gio Khanh
014	Goodly Process Company Limited	\$ 200,000,000	\$ 60,000,000	\$ 140,000,000	Active	Ho Tin Phat
011	Laser Viet Nam Company Limited	\$ 90,000,000	\$ 40,000,000	\$ 50,000,000	Active	Duong Thai Lanh
012	Trung Minh Thanh Food Company Limited	\$ 200,000,000	\$ 80,000,000	\$ 120,000,000	Active	Le Manh Duc
001	Master Foods Food Company Limited	\$ 80,000,000	\$ 30,000,000	\$ 50,000,000	Active	Ha Thuc Lam
009	Siegen Food Joint Stock Company	\$ 40,000,000	\$ 30,000,000	\$ 10,000,000	Active	Duong Thai Lanh
009	Siegen Food Joint Stock Company	\$ 50,000,000	\$ 50,000,000	\$ 0	Active	Nguyen Gia Khanh
020	Duy Tin Joint Stock Company	\$ 200,000,000	\$ 60,000,000	\$ 140,000,000	Active	Do Thanh Binh
016	Duy Tin Joint Stock Company	\$ 90,000,000	\$ 50,000,000	\$ 40,000,000	Active	Le Manh Duc
004	Pure Nature Foods Joint Stock Company	\$ 100,000,000	\$ 30,000,000	\$ 70,000,000	Active	Ha Thuc Lam
008	Pure Nature Foods Joint Stock Company	\$ 120,000,000	\$ 30,000,000	\$ 90,000,000	Active	Do Thanh Binh
027	Asahi - Real Food Company Limited	\$ 100,000,000	\$ 30,000,000	\$ 70,000,000	Active	Duong Thai Lanh
013	Asahi - Real Food Company Limited	\$ 200,000,000	\$ 80,000,000	\$ 120,000,000	Active	Duong Thai Lanh
002	Trung Minh Thanh Food Company Limited	\$ 100,000,000	\$ 30,000,000	\$ 70,000,000	Active	Ha Thuc Lam
007	Trung Minh Thanh Food Company Limited	\$ 100,000,000	\$ 60,000,000	\$ 40,000,000	Active	Ha Thuc Lam
010	Trung Minh Thanh Food Company Limited	\$ 140,000,000	\$ 40,000,000	\$ 100,000,000	Active	Phan Thi Hoa Nho

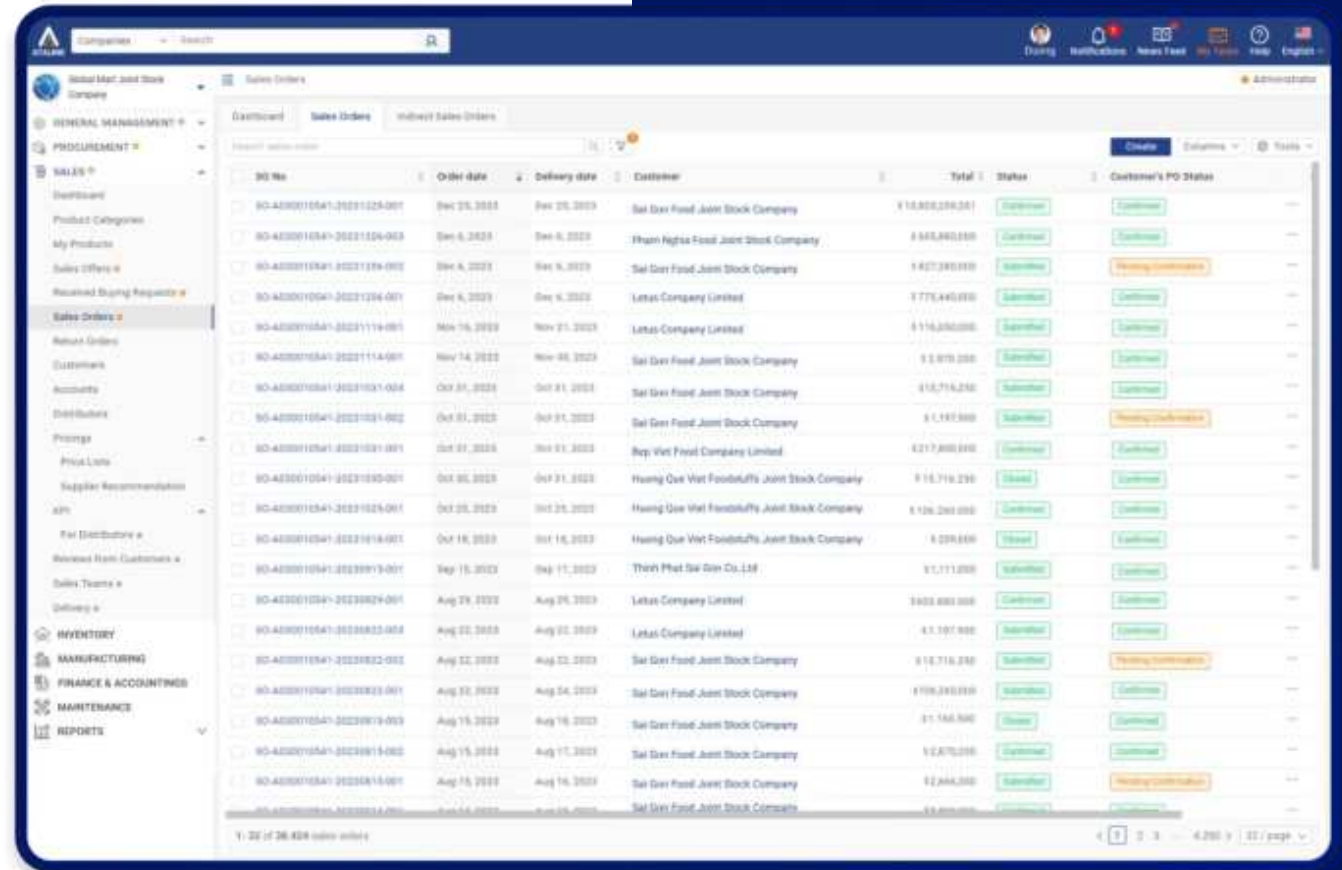
PRICING POLICIES & PROMOTIONS MANAGEMENT

- Set up pricing policies & promotions flexibly for each customer segment or group
- Control strictly pricing policies & promotion from the business's sales department to distributors & customers
- Manage the active status of each pricing policy & promotion quickly & accurately

Price list no.	Price list name	Created date	Apply for	Valid time	Status
Default price	Default price	Aug 18, 2023 00:00			Active
OHK_01	Price list OHK_01	Dec 28, 2023 10:00	Traditional Channel	Jan 01, 2024 - Jan 01, 2024	Active
OHK_02	Price list OHK_02	Oct 27, 2023 17:50	HORECA	Nov 01, 2023 - Nov 30, 2023	Active
M15	Quotation 1	Sep 25, 2023 10:01	FRANCHISE	Nov 01, 2023 - Nov 15, 2023	Active
SOP_001	September price list for SOP	Sep 16, 2023 16:30	6 customer groups	Sep 20, 2023 - Oct 26, 2023	Active
G03	VIP Special 1	Mar 30, 2023 14:04	Huong Quoc Viet Foodstuffs Joint Stock Company	Apr 04, 2023 - May 04, 2023	Active
TMDV_01	Golden 1 price list	Mar 24, 2023 10:00	8 special customer groups	Apr 01, 2023 - Jul 01, 2023	Active
AMH_P01	AMH0000P01	Feb 02, 2023 10:20	4 special customer groups	Feb 02, 2023 - Mar 01, 2023	Active
ML_01	Apply for special customers in April	Jan 08, 2023 8:41	8 customer groups	Jan 09, 2023 - Feb 01, 2023	Active
REL_C_ITA	Central Region-ITA	Dec 28, 2023 17:40	Central-ITA	Jan 01, 2024 - Jan 16, 2024	Active
REL_C_SPM	Central Region-SPM	Dec 18, 2023 17:29	Central-SPM	Dec 21, 2023 - Dec 30, 2023	Active
REL_C_HGR	Central Region-HGR	Dec 06, 2023 17:37	Central-HGR	Dec 11, 2023 - Dec 21, 2023	Draft
REL_C_SNT	Central Region-SNT	Dec 01, 2023 17:00	Central-SNT	Dec 06, 2023 - Dec 16, 2023	Active
REL_N_FIN	Northern Region-FIN	Nov 10, 2023 17:00	North-FIN	Nov 16, 2023 - Nov 20, 2023	Active
REL_N_SPM	Northern Region-SPM	Nov 01, 2023 17:01	North-SPM	Nov 04, 2023 - Nov 20, 2023	Active
REL_N_HGR	Northern Region-HGR	Aug 02, 2023 17:20	North-HGR	Aug 08, 2023 - Aug 30, 2023	Active
REL_N_SNT	Northern Region-SNT	May 26, 2023 17:28	North-SNT	Jun 01, 2023 - Jul 01, 2023	Inactive
REL_S_FRA	Southern Region-FRA	Feb 05, 2023 17:20	South-FRA	Feb 17, 2023 - Apr 01, 2023	Inactive
REL_S_SPM	Southern Region-SPM	Dec 28, 2023 17:20	South-SPM	Jan 01, 2024 - Feb 01, 2024	Inactive
REL_S_HGR	Southern Region-HGR	Jan 04, 2024 17:14	South-HGR	Jan 04, 2024 - Apr 01, 2024	Active

SALES ORDER MANAGEMENT

- ⦿ Receive orders directly from customers 24/7 on the Atalink system
- ⦿ Track & manage order status simply & conveniently
- ⦿ Set up sales permission properly
- ⦿ Improve sales team performance



The screenshot displays the 'Sales Orders' management interface in the Atalink system. The interface includes a sidebar with navigation options such as 'GENERAL MANAGEMENT', 'PROCUREMENT', 'SALES', 'INVENTORY', 'MANUFACTURING', 'FINANCE & ACCOUNTING', 'MAINTENANCE', and 'REPORTS'. The main area shows a table of sales orders with the following columns: Order No, Order date, Delivery date, Customer, Total, Status, and Customer's PO Status. The table contains 15 rows of data, each representing a sales order with its respective details and status.

Order No	Order date	Delivery date	Customer	Total	Status	Customer's PO Status
SO-A000105A1-20231025-001	Dec 25, 2023	Dec 25, 2023	Sai Gon Food Joint Stock Company	¥10,800,000.00	Confirmed	Confirmed
SO-A000105A1-20231024-003	Dec 6, 2023	Dec 6, 2023	Pham Ngia Food Joint Stock Company	¥8,800,000.00	Confirmed	Confirmed
SO-A000105A1-20231024-002	Dec 6, 2023	Dec 6, 2023	Sai Gon Food Joint Stock Company	¥8,200,000.00	Submitted	Pending Confirmation
SO-A000105A1-20231024-001	Dec 6, 2023	Dec 6, 2023	Letas Company Limited	¥7,775,440.00	Submitted	Confirmed
SO-A000105A1-20231114-001	Nov 16, 2023	Nov 21, 2023	Letas Company Limited	¥116,200,000.00	Submitted	Confirmed
SO-A000105A1-20231114-001	Nov 14, 2023	Nov 16, 2023	Sai Gon Food Joint Stock Company	¥1,070,000.00	Submitted	Confirmed
SO-A000105A1-20231021-004	Oct 27, 2023	Oct 27, 2023	Sai Gon Food Joint Stock Company	¥10,716,250.00	Submitted	Confirmed
SO-A000105A1-20231021-002	Oct 27, 2023	Oct 27, 2023	Sai Gon Food Joint Stock Company	¥1,100,000.00	Submitted	Pending Confirmation
SO-A000105A1-20231021-001	Oct 27, 2023	Oct 27, 2023	Beep Viet Food Company Limited	¥217,800,000.00	Submitted	Confirmed
SO-A000105A1-20231020-001	Oct 20, 2023	Oct 21, 2023	Huong Que Viet Foodstuffs Joint Stock Company	¥16,716,250.00	Submitted	Confirmed
SO-A000105A1-20231025-001	Oct 25, 2023	Oct 25, 2023	Huong Que Viet Foodstuffs Joint Stock Company	¥126,200,000.00	Submitted	Confirmed
SO-A000105A1-20231018-001	Oct 18, 2023	Oct 18, 2023	Huong Que Viet Foodstuffs Joint Stock Company	¥8,000,000.00	Submitted	Confirmed
SO-A000105A1-20230913-001	Sep 15, 2023	Sep 17, 2023	Thinh Phat Sai Gon Co., Ltd	¥1,711,000.00	Submitted	Confirmed
SO-A000105A1-20230924-001	Aug 29, 2023	Aug 29, 2023	Letas Company Limited	¥800,000,000.00	Submitted	Confirmed
SO-A000105A1-20230822-003	Aug 22, 2023	Aug 22, 2023	Letas Company Limited	¥1,100,000.00	Submitted	Confirmed
SO-A000105A1-20230822-001	Aug 22, 2023	Aug 22, 2023	Sai Gon Food Joint Stock Company	¥10,716,250.00	Submitted	Pending Confirmation
SO-A000105A1-20230823-001	Aug 22, 2023	Aug 24, 2023	Sai Gon Food Joint Stock Company	¥700,000,000.00	Submitted	Confirmed
SO-A000105A1-20230819-003	Aug 15, 2023	Aug 16, 2023	Sai Gon Food Joint Stock Company	¥1,100,000.00	Submitted	Confirmed
SO-A000105A1-20230815-002	Aug 15, 2023	Aug 17, 2023	Sai Gon Food Joint Stock Company	¥2,870,000.00	Submitted	Confirmed
SO-A000105A1-20230815-001	Aug 15, 2023	Aug 16, 2023	Sai Gon Food Joint Stock Company	¥2,000,000.00	Submitted	Pending Confirmation

INVENTORY MANAGEMENT

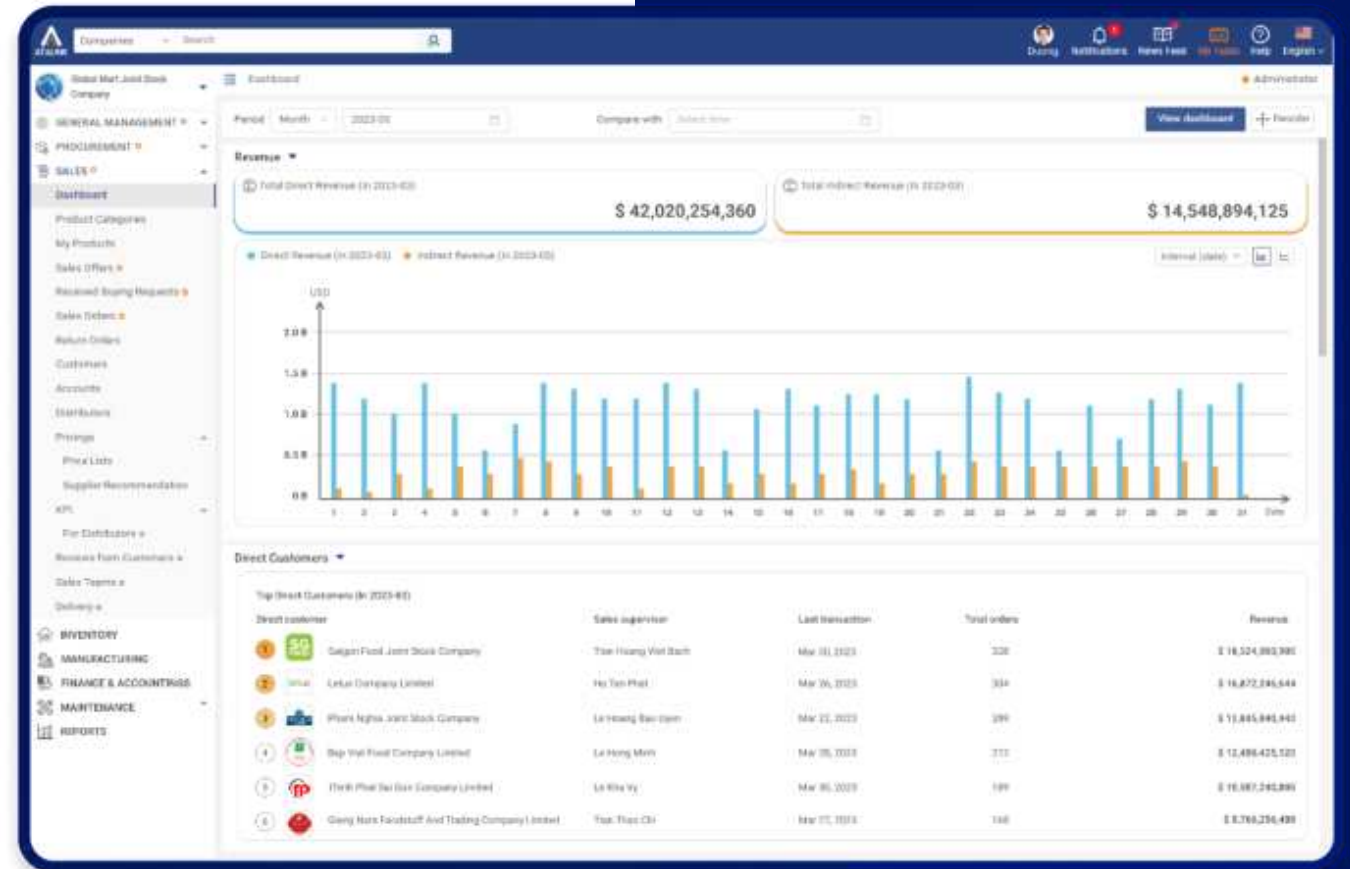
- ⦿ Inventory management across multiple devices, available 24/7
- ⦿ Real-time stock balance sheet updates, with forecasted inventory effectively
- ⦿ Optimize inventory turnover
- ⦿ Be proactive in supply planning in the distribution system

The screenshot displays a 'Stock Balance Sheet Report' for the year 2024. The interface includes a navigation bar with options like 'Warehouse Transfer', 'Inventory Adjustment', and 'Purchase'. The report is divided into several sections:

- Warehouses & Locations:** Shows filters for Warehouses (Northern Warehouse, Southern Warehouse, Central Warehouse) and Locations (VAB01/Stock, VAB02/Stock, VAB03/Stock).
- Opening Stock:** Opening Quantity: 58,260.00
- Stock In:**
 - Total In Quantity: 251,933.00
 - Purchase Quantity: 205,517.00
 - Sale Return Quantity: 320.00
 - Warehouse Transfer In Quantity: 45,680.00
 - Inventory Adjustment In Quantity: 4.00
 - Other In Quantity: 12.00
- Closing Stock:** Closing Quantity: 73,062.00
- Stock Out:**
 - Total Out Quantity: 237,131.00
 - Sale Quantity: 198,250.00
 - Purchase Return Quantity: 504.00
 - Warehouse Transfer Out Quantity: 38,157.00
 - Inventory Adjustment Out Quantity: 142.00
 - Scrap Quantity: 22.00
 - Other Out Quantity: 46.00

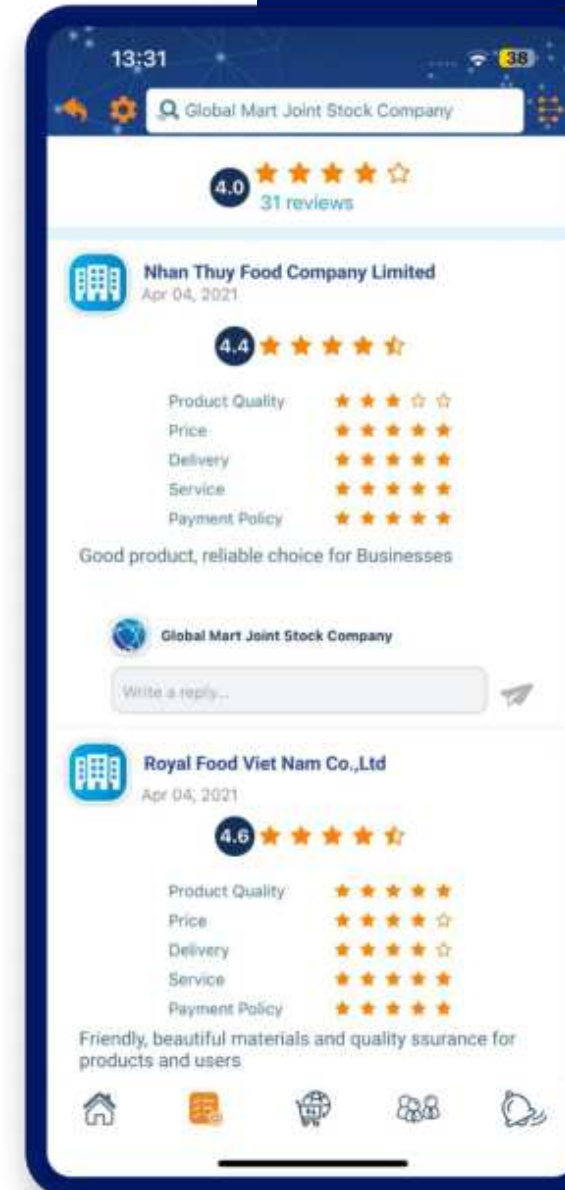
SALES DASHBOARD

- Track business performance quickly & accurately
- Analyze & evaluate the overall sales performance in many criteria
- The analysis reporting system helps businesses to make timely & data-driven decisions
- Take full advantage of Atalink B2B Order Management Solution to adapt to your business needs



CUSTOMER REVIEW MANAGEMENT

- ⦿ Increase reputation & competitive advantage over competitors
- ⦿ Increase interaction between your business & customers
- ⦿ Capture easily insights / useful information from your customers through their reviews
- ⦿ Enhance your brand value





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