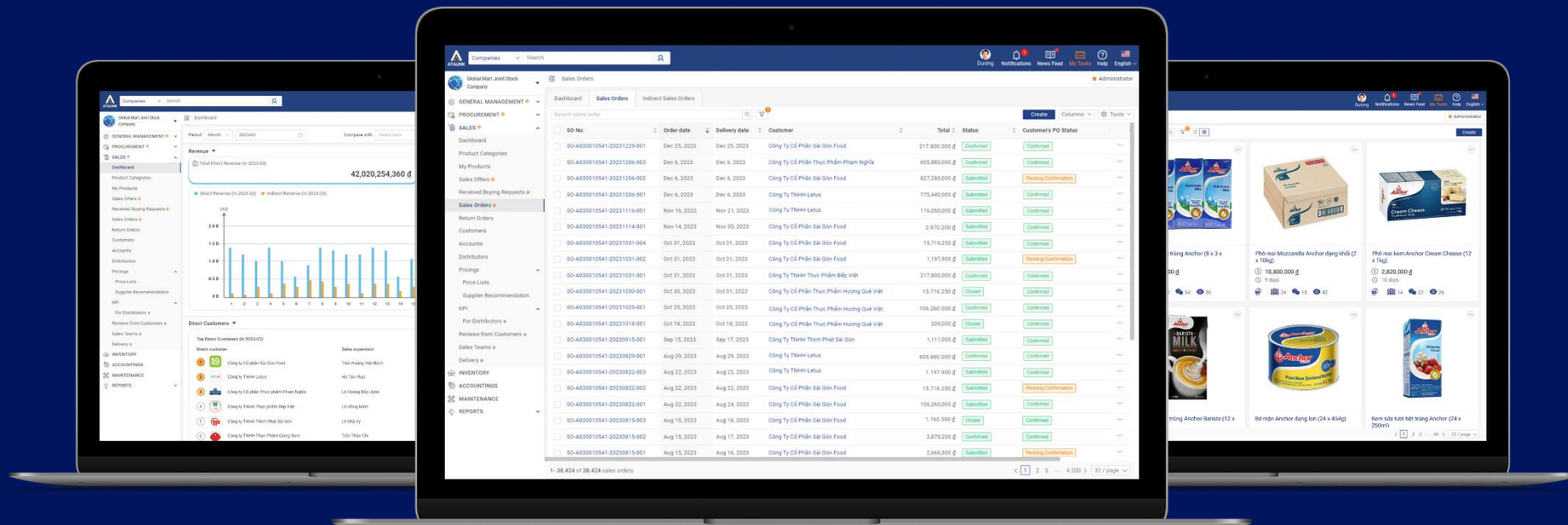




# B2B Order Management Solution

Optimize order processing costs &  
improve sustainable profitability



# Agenda



## **Introduction to ATALINK B2B Order Management Solution**

- ⦿ Challenges in B2B order management
- ⦿ Atalink B2B order management solution
- ⦿ Benefits
- ⦿ Implementation of Atalink solution

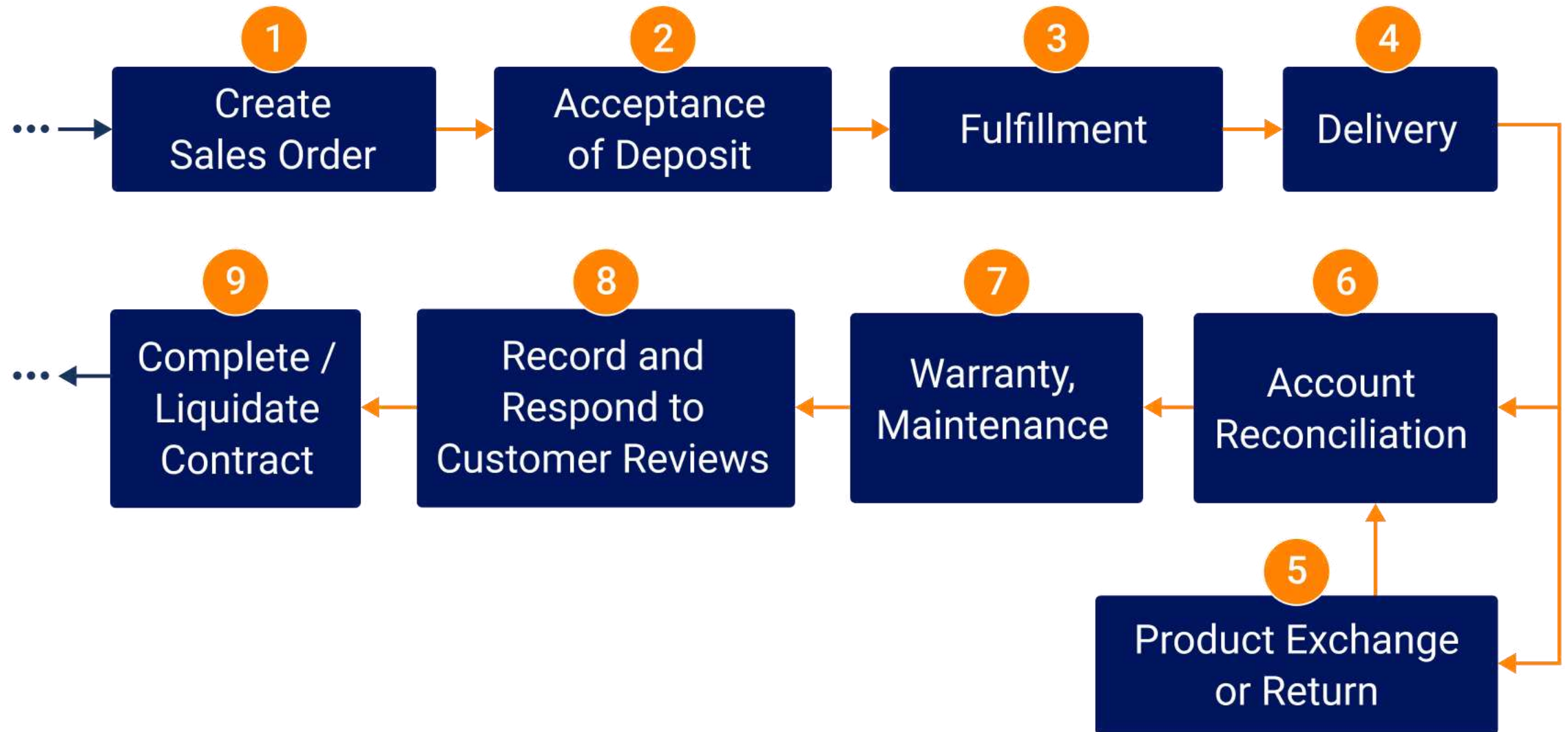
## **Overview of the Atalink platform**

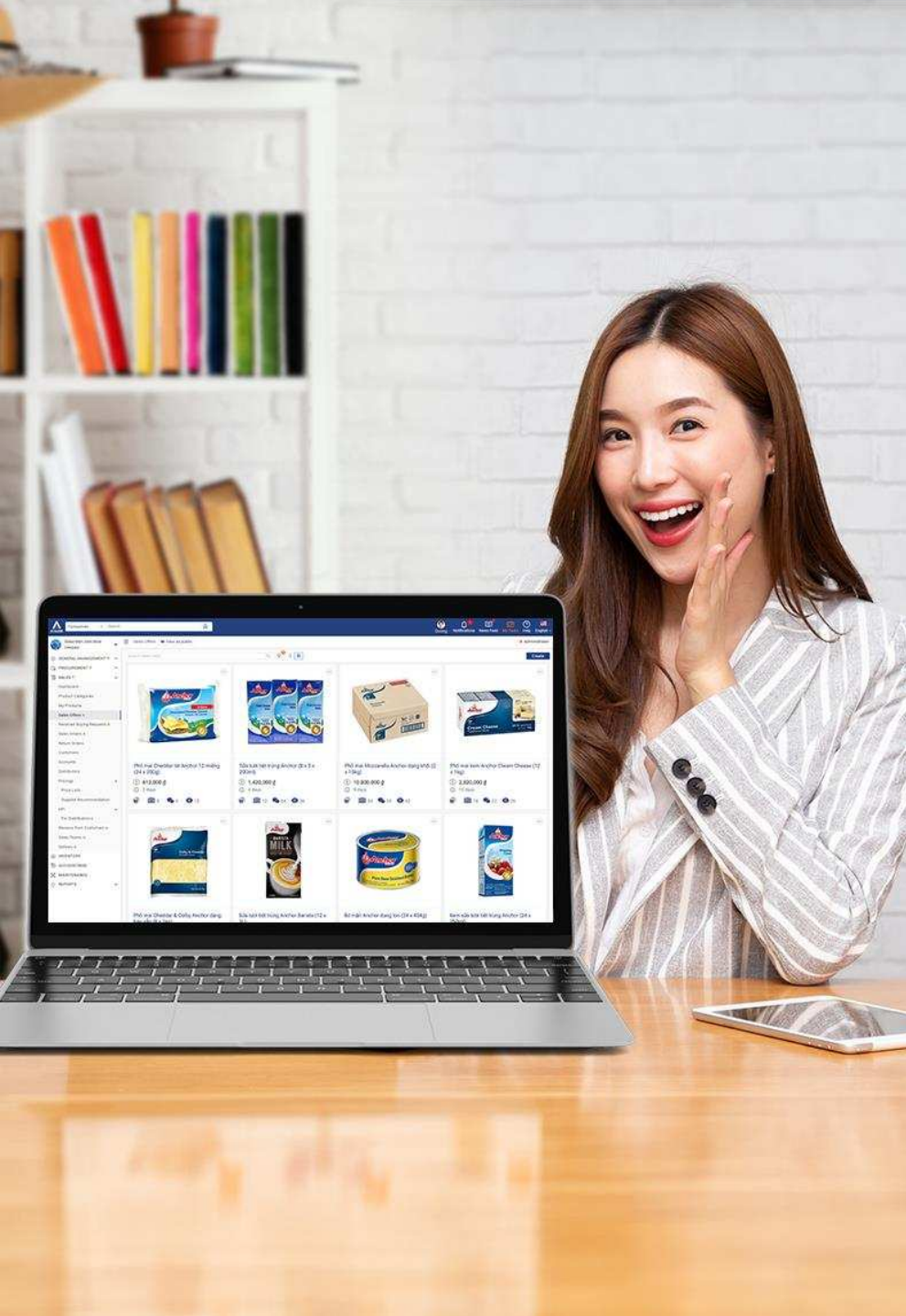
- ⦿ Business context
- ⦿ Atalink mission
- ⦿ The unified supply chain management platform
- ⦿ Success story

## 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.

- ⦿ Improve sales productivity
- ⦿ Reduce order receiving and processing time
- ⦿ Reduce errors to serve customers better



## BENEFITS

**16%**

Increase visibility into your supply chain and reduce cost

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**32%**

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

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**128%**

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





## 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

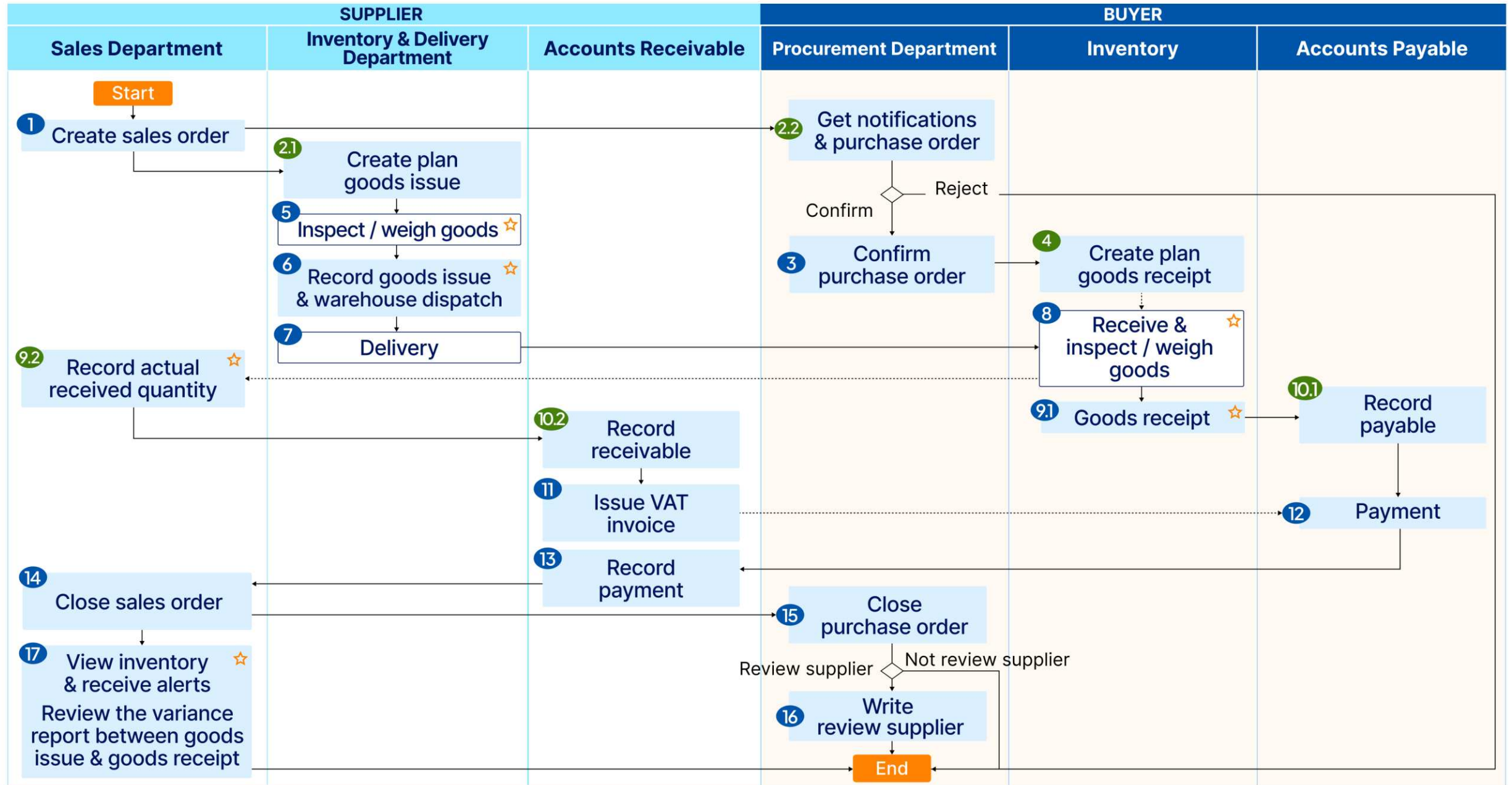
- ◉ Optimize inventory turnover, manage product shelf life and inventory levels better
- ◉ Enjoy utilities privilege from Atalink solution

## 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

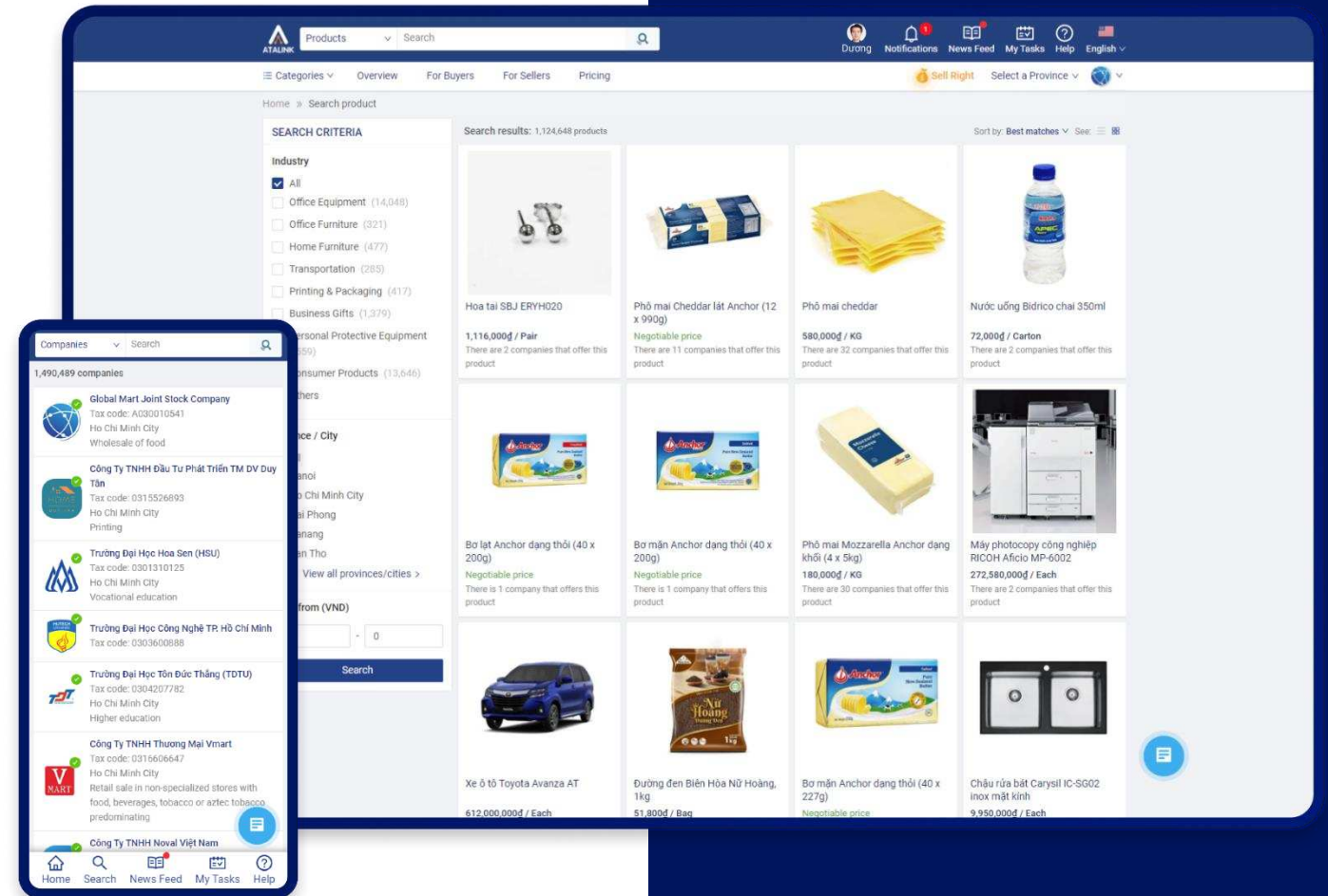


# INTERACT WITHIN YOUR COMPANY AND WITH TRADING PARTNERS IN 1 UNIQUE PLATFORM



# 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

Category name	# products	Description	Last updated	Last updated by	Created date	Created by
Thực phẩm tươi	48	Nhóm thực phẩm tươi	Apr 12, 2023 16:35	Hoàng Trung Hiếu	Apr 12, 2023 16:35	Hoàng Trung Hiếu
Rau củ quả	16	Các loại rau, củ, quả, đậu tươi	Dec 1, 2023 15:33	Hoàng Trung Hiếu	Dec 1, 2023 15:33	Hoàng Trung Hiếu
Hải sản tươi sống	16	Hải sản nước ngọt, nước mặn tươi sống: tôm, ốc, mực...	Aug 15, 2023 08:54	Hoàng Trung Hiếu	Aug 15, 2023 08:54	Hoàng Trung Hiếu
Thịt tươi sống	4	Thịt heo, thịt bò, thịt gà	Aug 15, 2023 08:56	Hoàng Trung Hiếu	Aug 15, 2023 08:56	Hoàng Trung Hiếu
Sản phẩm chế biến tươi sống	12	Các loại thịt và hải sản tươi sống được chế biến sẵn	Aug 15, 2023 08:55	Hoàng Trung Hiếu	Aug 15, 2023 08:55	Hoàng Trung Hiếu
Thực phẩm dinh dưỡng và sức khỏe	32	Nhóm thực phẩm dinh dưỡng và sức khỏe	Jan 16, 2023 14:46	Hoàng Trung Hiếu	Jan 16, 2023 14:46	Hoàng Trung Hiếu
Thực phẩm hữu cơ và tự nhiên	18	Các loại thực phẩm sạch, được canh tác hữu cơ, tự nhiên	Oct 25, 2023 13:58	TGD admin GM	Oct 25, 2023 13:58	TGD admin GM
Thực phẩm chức năng	2	Các loại thực phẩm hỗ trợ tăng cường thêm các thành phần...	Jan 16, 2023 15:29	Hoàng Trung Hiếu	Jan 16, 2023 15:29	Hoàng Trung Hiếu
Thực phẩm hỗ trợ giảm cân	7	Các loại thực phẩm hỗ trợ giảm cân an toàn, khỏe mạnh	Aug 17, 2023 09:34	ATALINK System Admin	Aug 17, 2023 09:34	ATALINK System Ad
Thực phẩm dinh dưỡng cho trẻ	5	Các loại thực phẩm hỗ trợ phát triển toàn diện	Apr 4, 2023 15:18	Hoàng Trung Hiếu	Apr 4, 2023 15:18	Hoàng Trung Hiếu
Thực phẩm đóng hộp và đông tủ	34	Nhóm các loại thực phẩm được đóng gói	Apr 4, 2023 15:20	Hoàng Trung Hiếu	Apr 4, 2023 15:20	Hoàng Trung Hiếu
Đồ hộp và thực phẩm đông tủ	10	Các loại thịt hộp, cá hộp, cháo tươi ăn liền, soup ăn liền	Apr 4, 2023 15:20	Hoàng Trung Hiếu	Apr 4, 2023 15:20	Hoàng Trung Hiếu
Thực phẩm chế biến hấp, nấu sôi	12	Các loại hải sản, sủi cảo, bánh bao, bánh cuốn đông gói	Oct 25, 2023 13:58	TGD admin GM	Oct 25, 2023 13:58	TGD admin GM
Đồ uống đóng hộp và đông tủ	6	Các loại nước tăng lực, nước giải khát	Jan 16, 2023 15:29	Hoàng Trung Hiếu	Jan 16, 2023 15:29	Hoàng Trung Hiếu
Thực phẩm chiên và nước mắm	6	Các loại nước mắm	Aug 17, 2023 09:34	ATALINK System Admin	Aug 17, 2023 09:34	ATALINK System Ad
Thực phẩm chế biến và đông gói	42	Phở mai tươi, nguyên chất	Apr 4, 2023 15:18	Hoàng Trung Hiếu	Apr 4, 2023 15:18	Hoàng Trung Hiếu
Sản phẩm chế biến đông gói	10	Thực phẩm được chế biến đông gói theo loại	Apr 4, 2023 15:20	Hoàng Trung Hiếu	Apr 4, 2023 15:20	Hoàng Trung Hiếu
Thực phẩm đông gói sẵn	20	Các loại thực phẩm được chế biến đông gói sẵn	Apr 4, 2023 15:20	Hoàng Trung Hiếu	Apr 4, 2023 15:20	Hoàng Trung Hiếu
Thực phẩm chế biến nhanh	4	Các loại mì ăn liền	Oct 11, 2023 23:21	ATALINK System Admin	Oct 11, 2023 23:21	ATALINK System Ad
Sữa và sản phẩm từ sữa đông gói	8	Các loại sữa, phô mai, yaourt	Aug 14, 2023 18:05	Hoàng Trung Hiếu	Aug 14, 2023 18:05	Hoàng Trung Hiếu
Thực phẩm đông gói	12	Nhóm các loại thực phẩm đông gói	Oct 18, 2023 14:23	ATALINK System Admin	Oct 18, 2023 14:23	ATALINK System Ad

## 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

Org Distributor ID	Distributor name	Credit Limit	Credit	Remaining Credit Limit	Status	Supervisor
001	Công Ty Cổ Phần Sài Gòn Food	200,000,000 đ	20,000,000 đ	180,000,000 đ	Active	Trần Hoàng Việt Bách
006	Công Ty Cổ Phần Thực Phẩm Demeater	170,000,000 đ	50,000,000 đ	120,000,000 đ	Active	Võ Song Toàn
025	Công Ty Cổ Phần Thực Phẩm Hương Quê Vi...	150,000,000 đ	0 đ	150,000,000 đ	Active	Trần Võ Minh Long
018	Công Ty Cổ Phần Thực Phẩm Phạm Nghĩa	180,000,000 đ	30,000,000 đ	150,000,000 đ	Active	Lê Hoàng Bảo Uyên
017	Công Ty Cổ Phần TM DV & Chế Biến Thực P...	200,000,000 đ	40,000,000 đ	160,000,000 đ	Active	Đỗ Thanh Bình
019	Công Ty TNHH Chế Biến Thực Phẩm Gooday	160,000,000 đ	60,000,000 đ	100,000,000 đ	Active	Nguyễn Gia Khánh
014	Công Ty TNHH Letus	200,000,000 đ	50,000,000 đ	150,000,000 đ	Active	Hồ Tấn Phát
011	Công Ty TNHH Lương Thực & Thực Phẩm T...	80,000,000 đ	40,000,000 đ	40,000,000 đ	Active	Dương Trúc Linh
012	Công Ty TNHH Lương Thực Thực Phẩm Chu...	200,000,000 đ	80,000,000 đ	120,000,000 đ	Active	Lê Mạnh Đức
021	Công Ty TNHH Master Food	80,000,000 đ	30,000,000 đ	50,000,000 đ	Active	Hà Trúc Lâm
023	Công Ty TNHH MTV Lương Thực Thực Phẩ...	60,000,000 đ	20,000,000 đ	40,000,000 đ	Active	Phạm Văn Khánh
009	Công Ty TNHH MTV Thực Phẩm Dịch Thực	50,000,000 đ	50,000,000 đ	0 đ	Active	Nguyễn Minh Triết
020	Công Ty TNHH MTV Thực Phẩm Đồng Nam	200,000,000 đ	60,000,000 đ	140,000,000 đ	Active	Trần Phương Nhà Đan
016	Công Ty TNHH MTV Thực Phẩm Trường Thu	50,000,000 đ	10,000,000 đ	40,000,000 đ	Active	Phạm Gia Khiêm
004	Công Ty TNHH MTV TM DV Thực Phẩm Hiế...	110,000,000 đ	20,000,000 đ	90,000,000 đ	Active	Lê Nam Phong
028	Công Ty TNHH Thịnh Phát Sài Gòn	120,000,000 đ	20,000,000 đ	100,000,000 đ	Active	Lê Khả Vy
027	Công Ty TNHH Thực Phẩm - Ẩm Thực Thiên...	100,000,000 đ	200,000,000 đ	200,000,000 đ	Active	Trần Hoàng Minh Hiếu
013	Công Ty TNHH Thực Phẩm Bếp Việt	200,000,000 đ	80,000,000 đ	120,000,000 đ	Active	Lê Hồng Minh
002	Công Ty TNHH Thực Phẩm Giang Nam	130,000,000 đ	30,000,000 đ	100,000,000 đ	Active	Trần Thảo Chi
007	Công Ty TNHH Thực Phẩm Hoàng Hà	150,000,000 đ	50,000,000 đ	100,000,000 đ	Active	Đặng Đình Nguyễn
029	Công Ty TNHH Thực Phẩm Hòa Phát	140,000,000 đ	40,000,000 đ	100,000,000 đ	Active	Phạm Thị Hoài Nhi



# 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
<input checked="" type="checkbox"/> Baseprice	Base price	Aug 18, 2020 20:33			Active
<input type="checkbox"/> OKH_01	Bảng giá OKH_01	Dec 25, 2023 10:55	Kênh Truyền Thống	Jan 01, 2024 - Jan 31, 2024	Active
<input type="checkbox"/> GF2023_SOC_01	TH001	Nov 2, 2023 11:59	2 Customer group	Nov 15, 2023 - Dec 01, 2023	Active
<input type="checkbox"/> OKH_02	Bảng giá OKH_02	Oct 27, 2023 17:56	HORECA	Nov 05, 2023 - Nov 30, 2023	Active
<input type="checkbox"/> M125	Bảo giá 1	Oct 25, 2023 12:01	FRANCHISE	Nov 01, 2023 - Nov 15, 2023	Active
<input type="checkbox"/> SGF_Sep	Bảng giá tháng 9 cho SGF	Sep 18, 2023 16:30	6 Nhóm khách hàng	Sep 20, 2023 - Oct 04, 2023	Active
<input type="checkbox"/> C03	VIP Quận 1	Mar 30, 2023 14:04	8 Nhóm khách hàng đặc biệt	Apr 04, 2023 - May 04, 2023	Active
<input type="checkbox"/> TPHQV_01	Bảng giá theo quý 1	Mar 28, 2023 10:52	Công Ty Cổ Phần Thực Phẩm Hương Quê Việt	Apr 01, 2023 - Jul 01, 2023	Active
<input type="checkbox"/> KHY_PSU	KHY0002PSU	Feb 02, 2023 15:29	4 Nhóm khách hàng đặc Biệt	Feb 02, 2023 - Mar 01, 2023	Active
<input type="checkbox"/> MK_01	Áp dụng KH đặc biệt trong Tháng 4	Jan 08, 2023 5:41	8 Nhóm khách hàng	Jan 06, 2023 - Feb 01, 2023	Active
<input type="checkbox"/> GB_C_FRA	Miền Trung-FRA	Dec 25, 2022 17:40	Central_FRA	Jan 01, 2023 - Jan 16, 2023	Active
<input type="checkbox"/> GB_C_SPM	Miền Trung-SPM	Dec 16, 2022 17:39	Central_SUP	Dec 22, 2022 - Dec 30, 2022	Active
<input type="checkbox"/> GB_C_HOR	Miền Trung-HOR	Dec 08, 2022 17:37	Central_LHOR	Dec 15, 2022 - Dec 25, 2022	Inactive
<input type="checkbox"/> GB_C_ENT	Miền Trung-ENT	Dec 01, 2022 17:35	Central_ENT	Dec 08, 2022 - Dec 16, 2022	Active
<input type="checkbox"/> GB_N_FRA	Miền Bắc-FRA	Nov 12, 2022 17:33	North_FRA	Nov 18, 2022 - Nov 20, 2022	Active
<input type="checkbox"/> GB_N_SPM	Miền Bắc-SPM	Nov 01, 2022 17:31	North_SUP	Nov 04, 2022 - Nov 30, 2022	Active
<input type="checkbox"/> GB_N_HOR	Miền Bắc-HOR	Aug 02, 2022 17:29	North_HOR	Aug 08, 2022 - Aug 30, 2022	Active
<input type="checkbox"/> GB_N_ENT	Miền Bắc-ENT	May 24, 2022 17:28	North_ENT	Jun 01, 2022 - Jul 01, 2022	Inactive
<input type="checkbox"/> GB_S_FRA	Miền Nam-FRA	Feb 03, 2022 17:23	South_FRA	Feb 17, 2022 - Apr 01, 2022	Inactive
<input type="checkbox"/> GB_S_SPM	Miền Nam-SPM	Dec 28, 2021 17:22	South_SUP	Jan 01, 2021 - Feb 01, 2021	Inactive
<input type="checkbox"/> GB_S_HOR	Miền Nam-HOR	Jun 24, 2021 17:14	South_HOR	Jun 04, 2021 - Jul 01, 2021	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 Atalink Sales Orders management interface. The sidebar on the left contains navigation options: GENERAL MANAGEMENT, PROCUREMENT, SALES, INVENTORY, ACCOUNTINGS, MAINTENANCE, and REPORTS. The main area shows a table of sales orders with the following columns: SO No., Order date, Delivery date, Customer, Total, Status, and Customer's PO Status. The table lists various orders with their respective dates, amounts, and statuses (Confirmed, Submitted, Pending Confirmation, Closed).

SO No.	Order date	Delivery date	Customer	Total	Status	Customer's PO Status
SO-A030010541-20231225-001	Dec 25, 2023	Dec 25, 2023	Công Ty Cổ Phần Sài Gòn Food	217,800,000 đ	Confirmed	Confirmed
SO-A030010541-20231206-003	Dec 6, 2023	Dec 6, 2023	Công Ty Cổ Phần Thực Phẩm Phạm Nghĩa	605,880,000 đ	Confirmed	Confirmed
SO-A030010541-20231206-002	Dec 6, 2023	Dec 6, 2023	Công Ty Cổ Phần Sài Gòn Food	827,280,000 đ	Submitted	Pending Confirmation
SO-A030010541-20231206-001	Dec 6, 2023	Dec 6, 2023	Công Ty TNHH Letus	775,440,000 đ	Submitted	Confirmed
SO-A030010541-20231116-001	Nov 16, 2023	Nov 21, 2023	Công Ty TNHH Letus	116,050,000 đ	Submitted	Confirmed
SO-A030010541-20231114-001	Nov 14, 2023	Nov 30, 2023	Công Ty Cổ Phần Sài Gòn Food	2,870,200 đ	Submitted	Confirmed
SO-A030010541-20231031-004	Oct 31, 2023	Oct 31, 2023	Công Ty Cổ Phần Sài Gòn Food	15,716,250 đ	Submitted	Confirmed
SO-A030010541-20231031-002	Oct 31, 2023	Oct 31, 2023	Công Ty Cổ Phần Sài Gòn Food	1,197,900 đ	Submitted	Pending Confirmation
SO-A030010541-20231031-001	Oct 31, 2023	Oct 31, 2023	Công Ty TNHH Thực Phẩm Bếp Việt	217,800,000 đ	Confirmed	Confirmed
SO-A030010541-20231030-001	Oct 30, 2023	Oct 31, 2023	Công Ty Cổ Phần Thực Phẩm Hương Quê Việt	15,716,250 đ	Closed	Confirmed
SO-A030010541-20231025-001	Oct 25, 2023	Oct 25, 2023	Công Ty Cổ Phần Thực Phẩm Hương Quê Việt	106,260,000 đ	Confirmed	Confirmed
SO-A030010541-20231018-001	Oct 18, 2023	Oct 18, 2023	Công Ty Cổ Phần Thực Phẩm Hương Quê Việt	209,000 đ	Closed	Confirmed
SO-A030010541-20230915-001	Sep 15, 2023	Sep 17, 2023	Công Ty TNHH Thịnh Phát Sài Gòn	1,111,000 đ	Submitted	Confirmed
SO-A030010541-20230829-001	Aug 29, 2023	Aug 29, 2023	Công Ty TNHH Letus	605,880,000 đ	Confirmed	Confirmed
SO-A030010541-20230822-003	Aug 22, 2023	Aug 22, 2023	Công Ty TNHH Letus	1,197,900 đ	Submitted	Confirmed
SO-A030010541-20230822-002	Aug 22, 2023	Aug 22, 2023	Công Ty Cổ Phần Sài Gòn Food	15,716,250 đ	Submitted	Pending Confirmation
SO-A030010541-20230822-001	Aug 22, 2023	Aug 24, 2023	Công Ty Cổ Phần Sài Gòn Food	106,260,000 đ	Submitted	Confirmed
SO-A030010541-20230815-003	Aug 15, 2023	Aug 18, 2023	Công Ty Cổ Phần Sài Gòn Food	1,160,500 đ	Closed	Confirmed
SO-A030010541-20230815-002	Aug 15, 2023	Aug 17, 2023	Công Ty Cổ Phần Sài Gòn Food	2,870,200 đ	Confirmed	Confirmed
SO-A030010541-20230815-001	Aug 15, 2023	Aug 16, 2023	Công Ty Cổ Phần Sài Gòn Food	2,666,300 đ	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 shows the 'Inventory' section of the ATALING system, specifically the 'Stock Balance Sheet Report'. The interface includes a navigation bar with tabs for Overview, Operations, Warehouse Transfers, Inventory Adjustment, Products, Reporting, and Configuration. The report title is 'Stock Balance Sheet Report' with options to Edit, Create, Load Data, Load Data & View Pivot, and Print (Excel Template). The report is for the year 2024 and includes filters for Warehouses & Locations (Kho Miền Nam, Kho Miền Bắc, Kho Miền Trung) and Categories & Products. The data is presented in a table with columns for Opening Stock, Stock In, Closing Stock, and Stock Out.

Stock Balance Sheet		Advance Filters	
Type Period	Years	Include exhausted products <input checked="" type="checkbox"/>	
Year	2024		
Warehouses & Locations		Categories & Products	
Warehouses	Kho Miền Nam Kho Miền Bắc Kho Miền Trung	Categories	
Locations	WHMB/Stock WHMN/Stock WHMT/Stock	Products	
Opening Stock		Closing Stock	
Opening Quantity	58,260.00	Closing Quantity	73,062.00
Stock In		Stock Out	
Total In Quantity	251,933.00	Total Out Quantity	237,131.00
Purchase Quantity	205,917.00	Sale Quantity	198,260.00
Sale Return Quantity	320.00	Purchase Return Quantity	504.00
Warehouse Transfer In Quantity	45,680.00	Warehouse Transfer Out Quantity	38,157.00
Inventory Adjustment In Quantity	4.00	Inventory Adjustment Out Quantity	142.00
Other In Quantity	12.00	Scrap Quantity	22.00
		Other Out Quantity	46.00

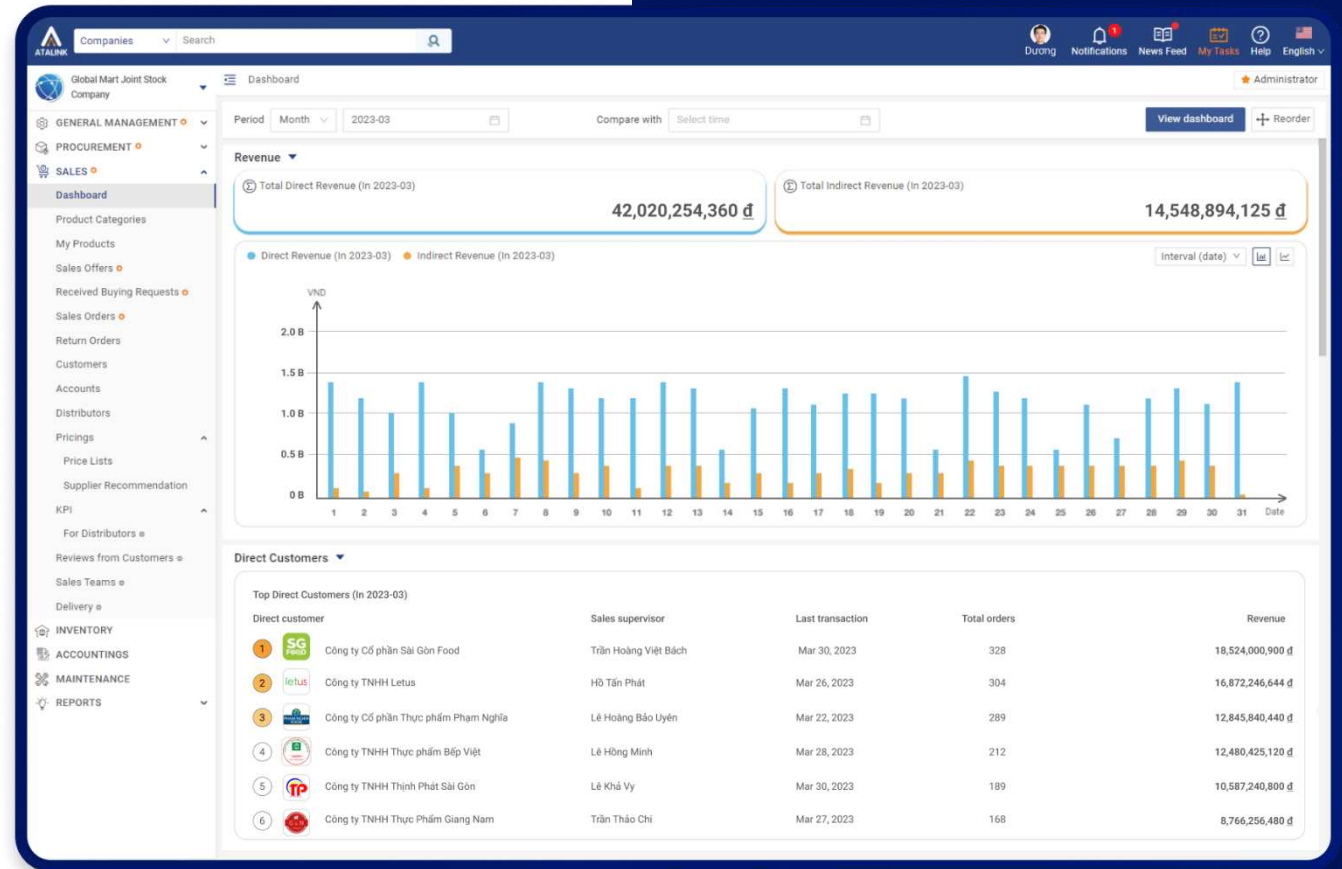
## PAYMENT / LIABILITIES MANAGEMENT

- Instant financial management
- Monitor closely payment / liabilities progress of distributors & customers on each order
- Manage receivables of distributors & customers effectively
- The analysis reporting system helps businesses make decisions quickly & accurately

	Analytic Account	Number	Customer	Invoice Date	Due Date	Source Document	Tax Excluded	Total	Amount Due	Status	Payment Status
31	Global Mart Joint Stock Company	NKBH-23-12-00025	Công ty CP Thực phẩm Pham...	12/26/2023		SO-0106028343-20231226-004	4,700,000 €	5,076,000 €	0 €	Posted	Paid
8	Global Mart Joint Stock Company	NKBH-23-12-00024	Công ty CP Thực phẩm Pham...	12/26/2023		SO-0106028343-20231226-004	4,700,000 €	5,076,000 €	0 €	Posted	Paid
3	Global Mart Joint Stock Company	NKBH-23-12-00026	Công ty CP Thực phẩm Pham...	12/26/2023		SO-0106028343-20231226-005	2,400,000 €	2,400,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00028	Công ty CP Thực phẩm Pham...	12/20/2023		SO-0106028343-20231221-001	4,700,000 €	5,076,000 €	0 €	Posted	Paid
6	Global Mart Joint Stock Company	NKBH-23-12-00022	Công ty CP TP Hương Việt	12/05/2023	29 days ago	SO-0106028343-20231206-011	1,000,000 €	1,000,000 €	1,000,000 €	Posted	Not Paid
36	Global Mart Joint Stock Company	NKBH-23-12-00017	Công ty CP TP Hương Việt	12/05/2023		SO-0106028343-20231206-008	100,020,000 €	108,021,600 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00016	Công ty CP TP Hương Việt	12/05/2023	29 days ago	SO-0106028343-20231206-007	2,000,000 €	2,000,000 €	2,000,000 €	Posted	Not Paid
	Global Mart Joint Stock Company	NKBH-23-12-00015	Công ty CP Sài Gòn Food	12/05/2023		SO-0106028343-20231206-006	100,000 €	100,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00014	Công ty CP Sài Gòn Food	12/05/2023		SO-0106028343-20231206-005	2,200,000 €	2,200,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00013	Công ty TNHH Letus	12/05/2023		SO-0106028343-20231206-004	1,800,000 €	1,800,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00012	Công ty TNHH Letus	12/05/2023		SO-0106028343-20231206-001	2,400,000 €	2,400,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00011	Công ty TNHH Letus	12/05/2023		SO-0106028343-20231206-003	1,200,000 €	1,200,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00010	Công ty TNHH Letus	12/04/2023	30 days ago	SO-0106028343-20231205-005	2,000,000 €	2,160,000 €	1,800,000 €	Posted	Partially Paid
	Global Mart Joint Stock Company	NKBH-23-12-00023	Công ty CP Sài Gòn Food	12/03/2023		SO-0106028343-20231206-010	1,000,000 €	1,000,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00009	Công ty CP Sài Gòn Food	12/03/2023		SO-0106028343-20231204-015	500,000 €	500,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00007	Công ty CP TP Hương Việt	12/03/2023		SO-0106028343-20231204-013	4,700,000 €	5,076,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00006	Công ty CP Sài Gòn Food	12/03/2023	31 days ago	SO-0106028343-20231204-012	2,000,000 €	2,000,000 €	2,000,000 €	Draft	Not Paid
	Global Mart Joint Stock Company	NKBH-23-12-00005	Công ty CP Sài Gòn Food	12/03/2023	31 days ago	SO-0106028343-20231204-009	2,200,000 €	2,200,000 €	2,200,000 €	Posted	Not Paid
	Global Mart Joint Stock Company	NKBH-23-12-00004	Công ty CP Sài Gòn Food	12/03/2023	31 days ago	SO-0106028343-20231204-011	4,700,000 €	5,076,000 €	5,076,000 €	Posted	Not Paid
	Global Mart Joint Stock Company	NKBH-23-12-00003	Công ty TNHH Bếp Việt	12/03/2023		SO-0106028343-20231204-008	1,800,000 €	1,800,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00002	Công ty CP Sài Gòn Food	12/03/2023		SO-0106028343-20231204-007	1,000,000 €	1,000,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-12-00001	Công ty TNHH Bếp Việt	12/03/2023		SO-0106028343-20231204-004	2,000,000 €	2,000,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-11-00017	Công ty TNHH Bếp Việt	11/24/2023		SO-0106028343-20231124-013	1,500,000 €	1,620,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-11-00016	Công ty TNHH Bếp Việt	11/24/2023		SO-0106028343-20231124-011	2,800,000 €	3,024,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-11-00015	Công ty TNHH Bếp Việt	11/24/2023		SO-0106028343-20231124-015	1,500,000 €	1,620,000 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-11-00014	Công ty TNHH Bếp Việt	11/24/2023	40 days ago	SO-0106028343-20231124-018	1,500,000 €	1,620,000 €	1,000,000 €	Posted	Partially Paid
	Global Mart Joint Stock Company	NKBH-23-11-00011	Công ty TNHH Bếp Việt	11/16/2023		SO-0106028343-20231117-008	100,020,000 €	108,021,600 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-11-00020	Công ty CP Sài Gòn Food	11/15/2023	49 days ago	SO-0106028343-20231128-009	2,400,000 €	2,400,000 €	2,400,000 €	Posted	Not Paid
	Global Mart Joint Stock Company	NKBH-23-11-00019	Công ty CP Sài Gòn Food	11/15/2023		SO-0106028343-20231128-007	30,000 €	32,400 €	0 €	Posted	Paid
	Global Mart Joint Stock Company	NKBH-23-11-00018	Công ty TNHH Thịnh Phát Sài Gòn	11/15/2023	49 days ago	SO-0106028343-20231128-006	2,400,000 €	2,400,000 €	2,400,000 €	Posted	Not Paid
	Global Mart Joint Stock Company	NKBH-23-11-00010	Công ty TNHH Thịnh Phát Sài Gòn	11/15/2023	49 days ago	SO-0106028343-20231116-010	2,450,000 €	2,450,000 €	2,384,000 €	Posted	Partially Paid
	Global Mart Joint Stock Company	NKBH-23-11-00008	Công ty TNHH Thịnh Phát Sài Gòn	11/15/2023		SO-0106028343-20231116-008	1,500,000 €	1,500,000 €	1,500,000 €	Posted	Paid

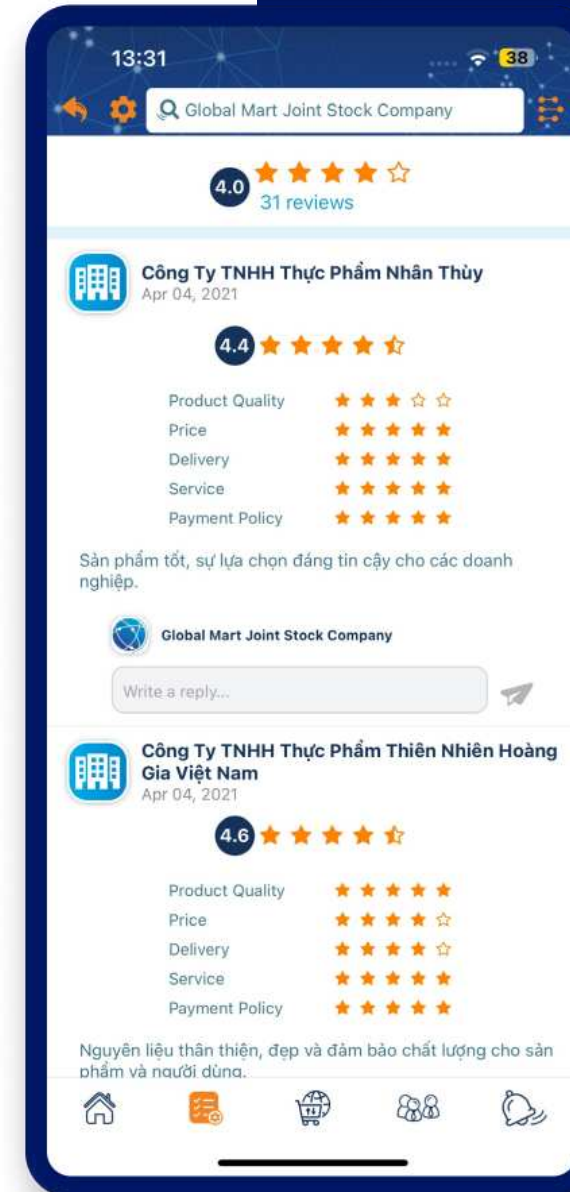
## SALES DASHBOARD

- 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



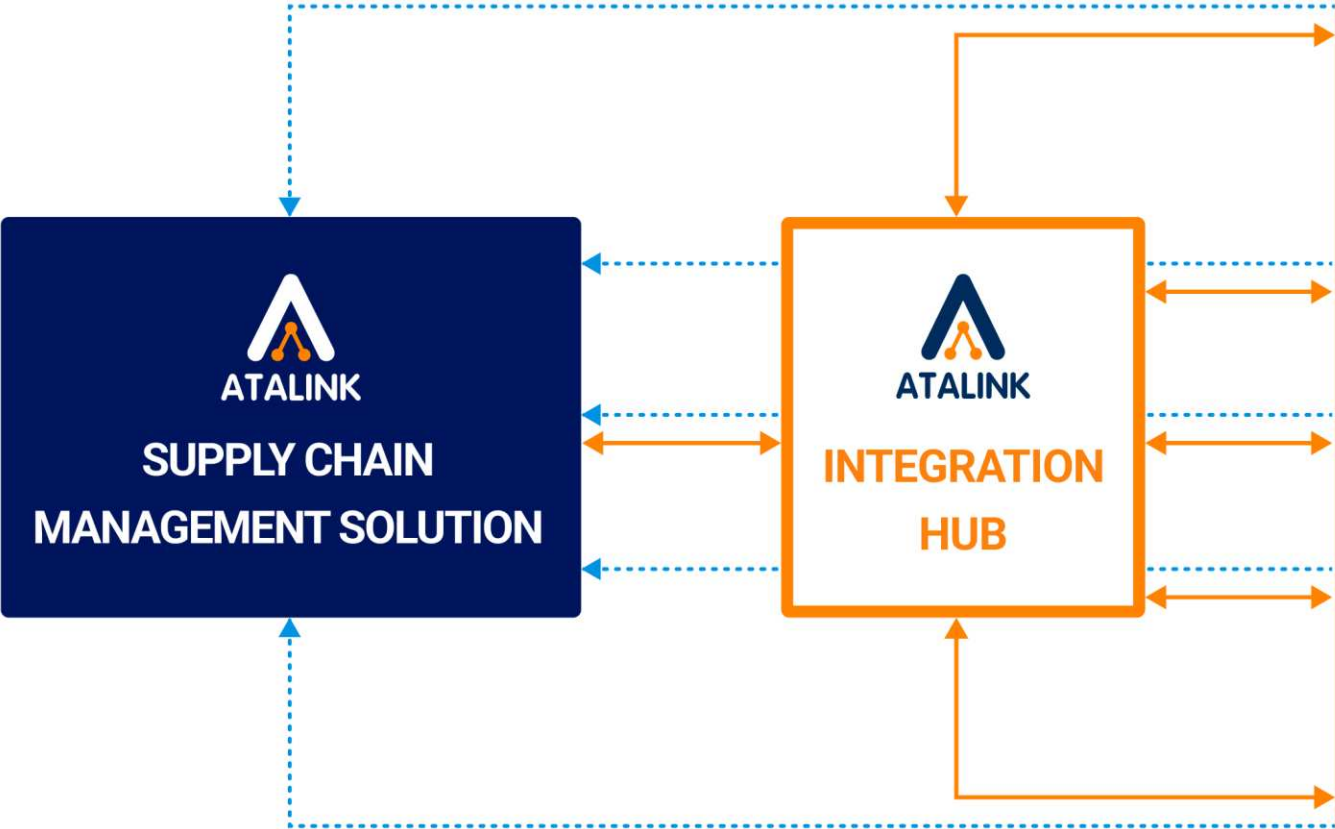
## CUSTOMER REVIEW MANAGEMENT

- ⦿ 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





# DATA INTEGRATION HUB



## THE SOLUTION



Cloud SaaS



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



Security and information safety according to ISO 27001:2022



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



Intelligent solution

- 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:

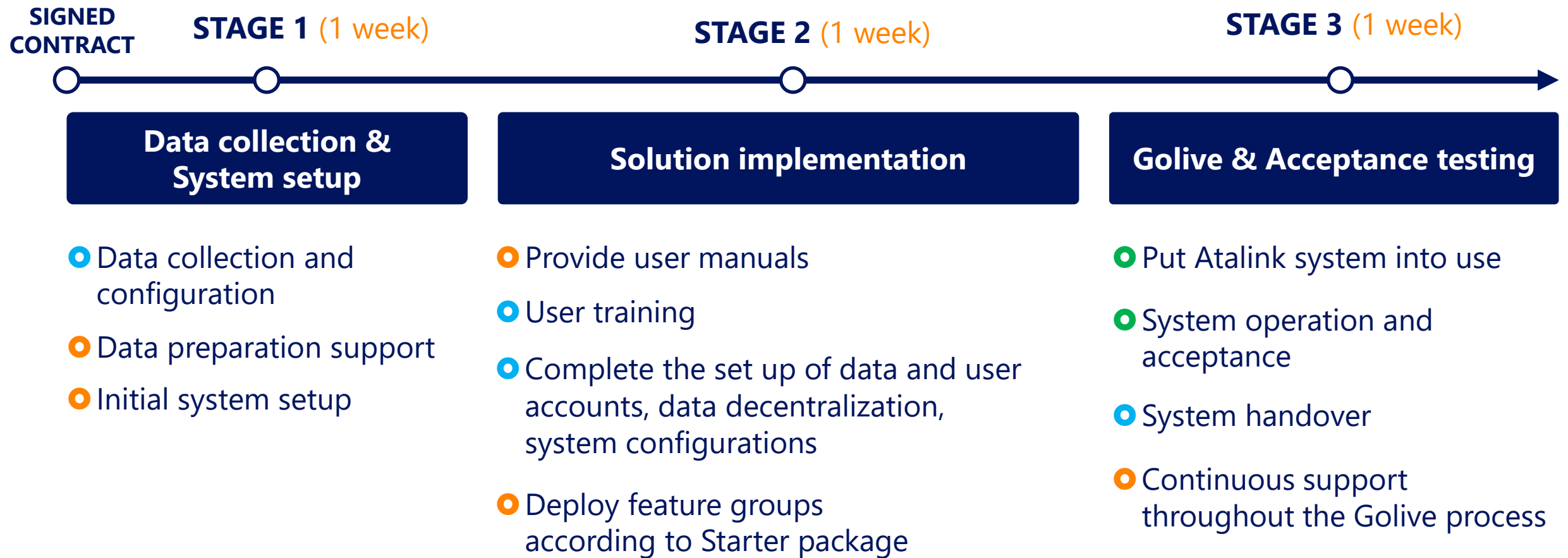
- ⦿ **Security:** Atalink ensures the safety and security of data for businesses and users
- ⦿ **Privacy:** Users own and control their own data
- ⦿ **Transparency:** Users know how their data is collected, stored and accessed
- ⦿ **Compliance:** Atalink complies with global standards for information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

Consistency in our **Mission + Business Model**

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



## IMPLEMENTATION ROADMAP – STANDARD PACKAGE (Implementation time: 3 weeks\*)

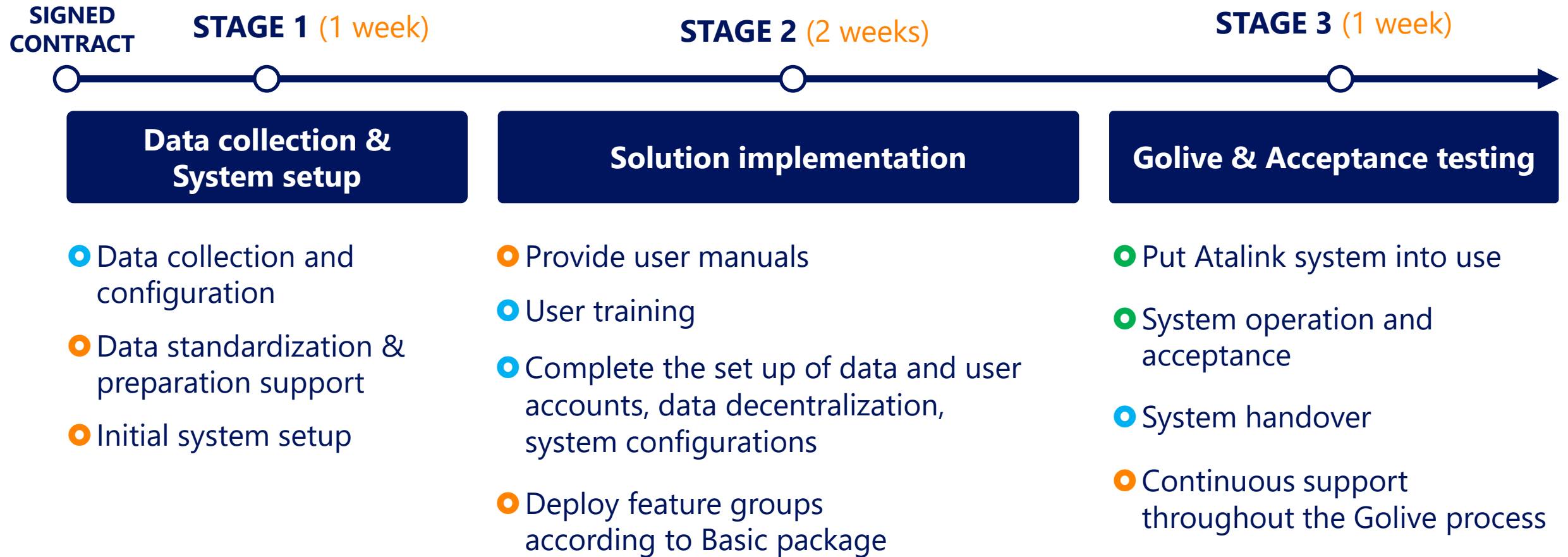


**Note:** • **Atalink & Customer**      • **Atalink**      • **Customer**

(\*) Weekly unit is calculated based on official working weeks, excluding holidays and Tet holidays  
Implementation time may vary depending on the volume of data and related configuration settings



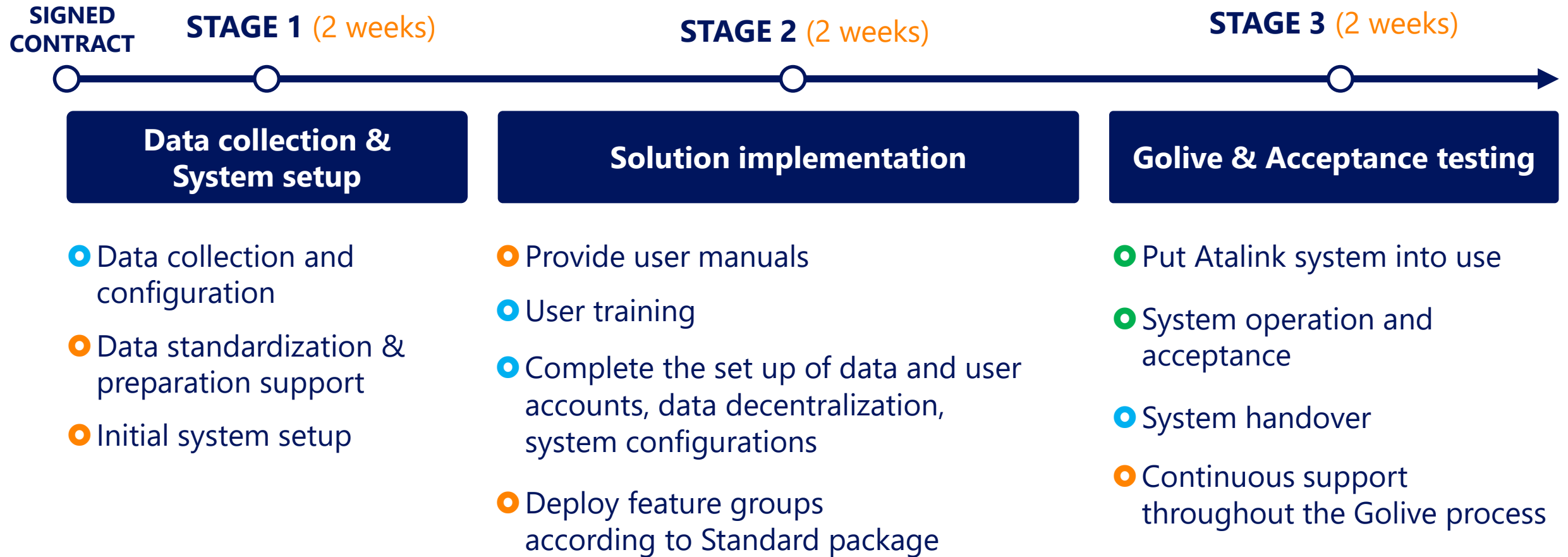
## IMPLEMENTATION ROADMAP – SILVER PACKAGE (Implementation time: 4 weeks\*)



**Note:** ● Atalink & Customer    ● Atalink    ● Customer

(\*) Weekly units are calculated based on official working weeks, excluding holidays and Tet holidays  
Implementation time may vary depending on the volume of data and related configuration settings

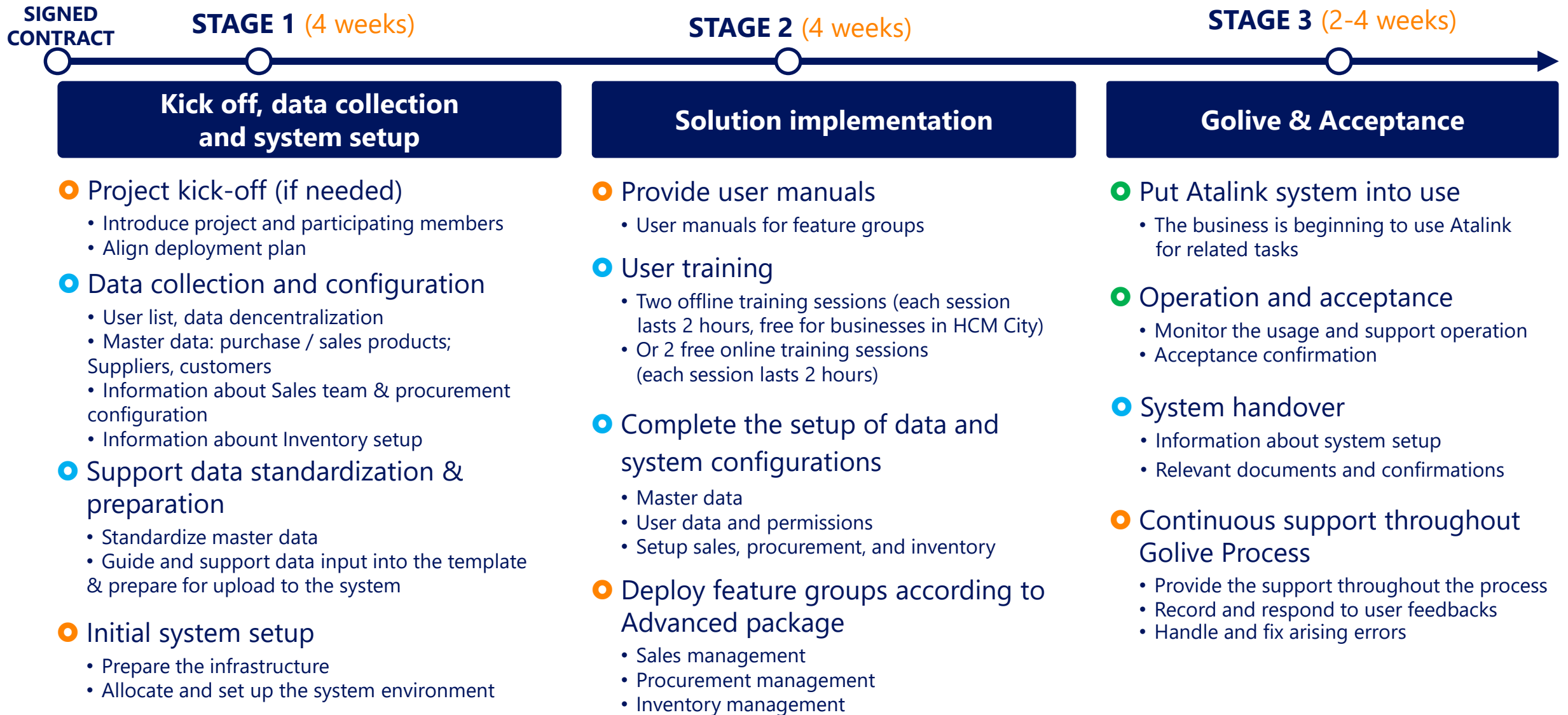
## IMPLEMENTATION ROADMAP – GOLD PACKAGE (Implementation time: 6 weeks\*)



**Note:** • Atalink & Customer • Atalink • Customer

(\*) Weekly units are calculated based on official working weeks, excluding holidays and Tet holidays  
Implementation time may vary depending on the volume of data and related configuration settings  
The roadmap does not yet include the development of additional features based on the needs of the business

# IMPLEMENTATION ROADMAP – PLATINUM PACKAGE (Implementation time: 10-12 weeks\*)



**Note:** ● **Atalink & Customer**    ● **Atalink**    ● **Customer**

(\*) Weekly units are calculated based on official working weeks, excluding holidays and Tet holidays. Implementation time may vary depending on the volume of data and related configuration settings. The roadmap does not yet include the development of additional features based on the needs of the business



# **Supply Chain Management Solution 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

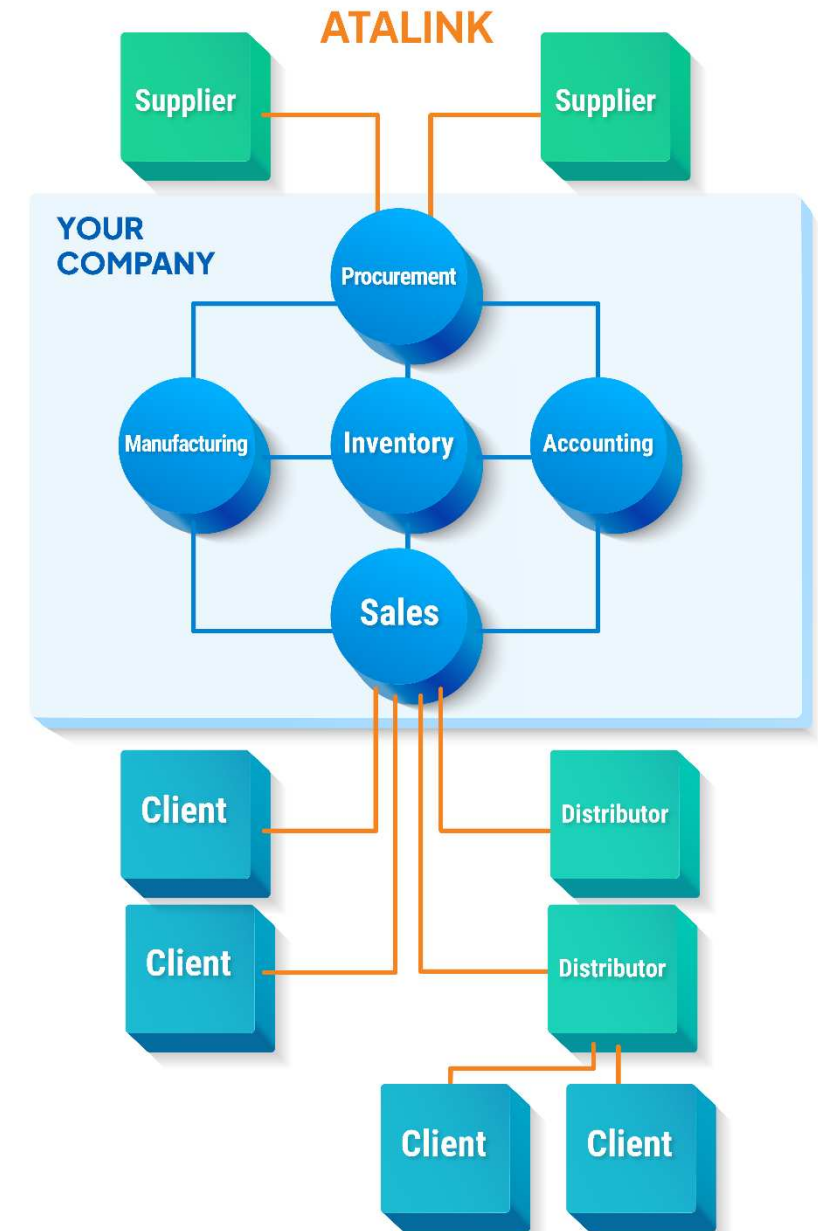
**To foster interactivity across the whole supply chain  
— with standardized master data**

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 ECOSYSTEM

# 12,800+ companies onboarded

In various industries and domains



**FMCG**



**Consumer Goods**



**Building  
Materials**



**Industrial  
Machinery**



**Electric,  
Electronic Devices**



**Offices  
Suppliers**



**Tools and  
Instruments**



**Suppliers and  
Accessories**

## 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**

## TYPICAL CUSTOMERS







# The Unified Supply Chain Management Solution

**Interact within your company and with trading partners  
in 1 unique platform**

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## Download mobile app




## Contact us

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