

# E business and e commerce

Business, E-Commerce



Companies are using the Web to buy parts and supplies from other companies, to collaborate on sales promotions, and to do joint research. Exploiting the convenience, availability, and world-wide reach of the Internet, many companies, such as Amazon. Com, the book sellers, have already discovered how to use the Internet successfully. Increasingly, much direct selling (or e-tailing) is taking place on the Internet of computer-related equipment and software. One of the first to report sales in the millions of dollars directly from the Web was Dell Computer.

Commerce definition and types of commerce Commerce (e-commerce) or electronic commerce, a subset of business, is the archiving, selling, and exchanging of goods and services over computer networks (such as the Internet) through which transactions or terms of sale are performed electronically. Contrary to popular belief, commerce is not just on the Web. In fact, commerce was alive and well in business-to-business transactions before the Web back in the 1980s via EDI (Electronic Data Interchange) through VANS (Value-Added Networks).

Commerce can be broken into four main categories: BIB, BBC, CAB, and ICC. BIB (Business-to-Business) Companies doing business with each other such as manufacturers selling to distributors and wholesalers selling to retailers. Pricing is based on quantity of order and is often negotiable. BBC (Business-to-consumer) Businesses selling to the general public typically through catalogs utilizing shopping cart software. By dollar volume, BIB takes the prize, however BBC is really what the average Joe has in mind with regards to commerce as a whole.

Having a hard time finding a book? Need to purchase a custom, high-end computer system? How about a first class, all-inclusive trip to a tropical island? With the advent commerce, all three things can be purchased literally in minutes without human Interaction. Oh how far we've come! CAB (Consumer-to-Business) A consumer posts his project with a set budget online and within hours companies review the consumer's requirements and bid on the project.

The consumer reviews the bids and selects the company that will complete the project. Lance empowers consumers around the world by providing the meeting ground and platform for such transactions. ICC (Consumer-to-consumer) There are many sites offering free classifieds, auctions, and forums where Individuals send and receive money online with ease. EBay's auction service is a great example f where person-to-person transactions take place everyday since 1995.

Companies using internal networks to offer their employees products and services online--not necessarily online on the Web--are engaging in BEE (Business-to-Employee) commerce. GAG (Government-to-Government), GEE (Government-to-Employee), BIB (Government- to-Business), BAG (Business-to-Government), GAG (Government-to-citizen), COG (Citizen-to-Government) are other forms of commerce that involve transactions with the government--from procurement to filing taxes to business registrations to renewing licenses.

There are other categories of commerce out there, but they tend to be superfluous. Articles Examples of BIB commerce If you're searching for an

commerce solution for your business, you know that it's very easy to find BBC developers, software, and AAAS options. However if your company is BIB or if you have any custom requirements for your shopping cart, your search may be more difficult. Among the BBC results, Clarity is providing top-of-the- line BIB commerce services and information. Our experience with BIB Clients allows us to share some examples of enterprise commerce.