

OVERVIEW

For Buyers



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WHAT IS IPCNET

IPCNET (www.ipcnet.com) is the information and trading online platform for the Industrial PC industry.

IPCNET is aimed at solving the Industrial PC industry existing pain points. It allows companies to effectively sell and purchase simple to complex products by addressing the requirements and obtaining the necessary information. IPCNET is the only online source that provides vital information for the industrial PC market. It presents the most comprehensive information about products and services, manufacturers, distribution channels and integrators, and trends in today's industry.

IPCNET is the meeting point of all supply and demand participants in this specific industry - Manufacturers, Distributors, System Integrators, Resellers, Retailers and End-users, from companies with their own IT departments to corporate customers with own System Integration departments. Companies have the full ability to view customer, channel, supplier, and partner behaviours and activities. Sellers can convert this information into knowledge that can be used to develop new products, pinpoint customer demands, create new services. Buyers can make intelligent decisions while purchasing.

IPCNET helps companies manage the many-to-many relationships in the complex product industry and operates under a neutral-based business model as the knowledge and trading hub for Buyers and Sellers.

WHY YOU NEED IPCNET

It does not matter if you sell or buy industrial and ruggedized computers, or embedded and multimedia systems as all professionals, including Distributors, System Integrators, Resellers, Retailers and End-users, of the IPC industry are faced with the following:

Necessity of checking a large range of technical parameters: Products in the IPC industry are generally designed for specialised projects. Technical specifications for such projects set tight standards for technical characteristics of the products used. In contrast with the home/office PC industry, the number of technical parameters a product must fulfil is much greater – including the range of working temperatures, demand for compact size, low energy requirements, possibility of connecting custom equipment, etc. You inevitably have to consider all of the technical parameters that play a key role in selecting appropriate products.

Necessity of ensuring component compatibility from different suppliers: Another important issue is the compatibility of different product components - electrical, mechanical, software – from different Manufacturers and Suppliers. Today no one Manufacturer produces the whole range of items for the industrial PC market. A project is usually implemented using a combination of products from different Manufacturers and Suppliers. You have to check and to ensure the compatibility between all components to get the workable system.

Necessity of verifying industry standards differences: The IPC industry uses a number of standards such as PICMG, CompactPCI, PC/104 and others, which differ from the office/home type PC standards and specifications. Each of these standards, even though is compatible with PC on the software level, has a number of differences regarding construction and usage which must be considered when making a choice.

The above mentioned factors for selecting products for a particular solution lead to a complicated situation. Summing up, you meet now difficulties caused by:

- Incomplete technical information;
- Absence of information about additional options and specific aspects of usage;
- Absence of compatibility information;
- Absence of visual presentation of the product for both outside casing and internal construction;
- Limited number of products and information about them in existing available sources;
- Impossibility to automatically select all products for a certain project based on the available information - this becomes even worse if your project requires products from various suppliers;
- Absence of information about currently implemented projects using of particular products.

As a result, you do not get the full knowledge about all products of a certain category within this industry and cannot make an optimal decision for your specific project.

WHAT DOES IPCNET OFFER

Today IPCNET offers the following services:

- Product information and related services
- System Assembling
- Request for Quotation (RFQ) to suppliers
- Industry information

Let us have a closer look at the benefits your company can get from the IPCNET services.

EASY ACCESS TO PRODUCT INFORMATION & PRODUCT RELATED SERVICES

IPCNET's catalog provides in-depth information about products related to this industry and is available 24x7x365 without geographical limitations.

The product catalogue has various representations:

- By Application, for example:
 - Industrial computers
 - Industrial automation
 - Embedded systems
 - Network appliances
 - Fanless systems
 - Ruggedized computers, etc.

We fill out and change the list of applications depending on the occurrence of new classes of devices, and based on IPCNET users' preferences. Representation of products by application is achieved by filtering technical parameters.

- By Category
- By Manufacturer and Category

Rich search capabilities

The catalogue provides several powerful specific search engines to simplify your search of products:

- By Name
- By Manufacturer
- By Category
- Advanced search by combination of technical characteristics

Quick product comparison

Products can be interactively compared by technical parameters within one product category. You can vary the viewing option to have a narrow view of the characteristics and can hide identical parameters to bring to the forefront only varying ones. You have the ability to add or remove products from a comparison chart and sort products by any parameter in alphabetical order. The comparison preview page can be saved as a bookmark.

THE MOST POWERFUL SOURCE FOR SYSTEM ASSEMBLING

Professional system assembling

This is a unique service which is not provided by any other existing web-source in the IPC industry. We offer it to the registered users (Registration is free on IPCNET).

With our configurator you can select a manufacturer and assemble a system on your own from components offered or approved by this manufacturer.

How this can help you

IPCNET professional System Builder is the most powerful system assembling engine available today for the IPC industry. It provides compatibility and configuration capabilities through integration with the catalogue and the content factory. With the help of the IPCNET professional configurator you can:

- Quickly find the best typical solution or the best solution to meet your individual needs.
- Feel confident that your newly assembled system is fully functional. System builder ensures the compatibility of all components, systems and subsystems and the reliability of the final configured solution.
- Ensure that every order to your manufacturer or supplier is accurate and complete.

Moreover, you can keep your configurations in your personal shopping baskets and before making orders to suppliers check online the up-to-date pricing and availability of components from the supplier for your particular configuration.

AN EFFECTIVE WAY TO ADDRESS SUPPLIERS

RFQ

IPCNET offers a collaborative centre to optimize your buying process. This intelligent solution has been designed to assist you when pricing for a specific solution or if an urgent supply is needed.

This is an easy and neutral way to send your request for quotation to multiple suppliers. You can launch your RFQ directly from the catalogue when assembling your system to all the suppliers on a project that you have put together with the professional system builder.

A SINGLE SOURCE FOR THE INDUSTRY INFORMATION

News

The information is obtained directly from manufacturers and other news portals. Every article about a product is linked to the related product category, manufacturer and region. You can navigate our vast database using different topics such as product category, manufacturer and region. You can subscribe and apply individual settings for getting news by e-mail on:

- Products
- Upcoming Events
- New product information from IPCNET's catalogue

Manufacturers

IPCNET presents the catalogue of manufacturers with up-to-date information. Users can view manufacturer's catalog and view in the product catalog both the categories in which the manufacturer is represented or which manufacturers are represented in a category. This means that you will have the right information at hand to buy the right product from the right manufacturer.

Event calendar

IPCNET provides links to exhibitions, manufacturers' events, seminars and conferences. The search of events is available by category, manufacturer, county and date.

BENEFITS FOR BUYERS

- Now you can use a reference library, a trade magazine, the daily press and the business yellow pages for the IPC industry 24x7x365 all rolled into one. You access a central platform for the professional computing and get greater visibility into the true market picture.
- IPCNET streamlines your buying process. Whether your company has twenty specific projects per week or two per year, IPCNET makes it easier to find an optimal solution for your project, select a supplier and to buy.
- You can configure systems yourself by using IPCNET tool for system assembling and from a central place request for quotation multiple suppliers.
- Your business can benefit from the most comprehensive product database in this industry. A broad range of suppliers presented in the catalogue as this eliminates the need to visit countless websites, make countless phone calls and consult innumerable catalogues.
- You maximize your time and minimize your costs while purchasing.