



IPCNET

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INDEPENDENT ONLINE KNOWLEDGE BASE FOR THE INDUSTRIAL PC PROFESSIONALS

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WHO IS IPCNET

IPCNET (www.ipcnet.com) is the independent online knowledge base for the Industrial PC professionals aiming to provide a one-stop portal for managing your hardware requirements and keep you up-to-date with the latest trends in the Industry.

*“We created an environment to enable you to develop your business and to tell your story”,
Gunther De Neve, CEO IPCNET*

WHAT DO WE OFFER

We at IPCNET aim to add value to the IPC market by providing a one-stop portal for managing hardware requirements, which includes the following:

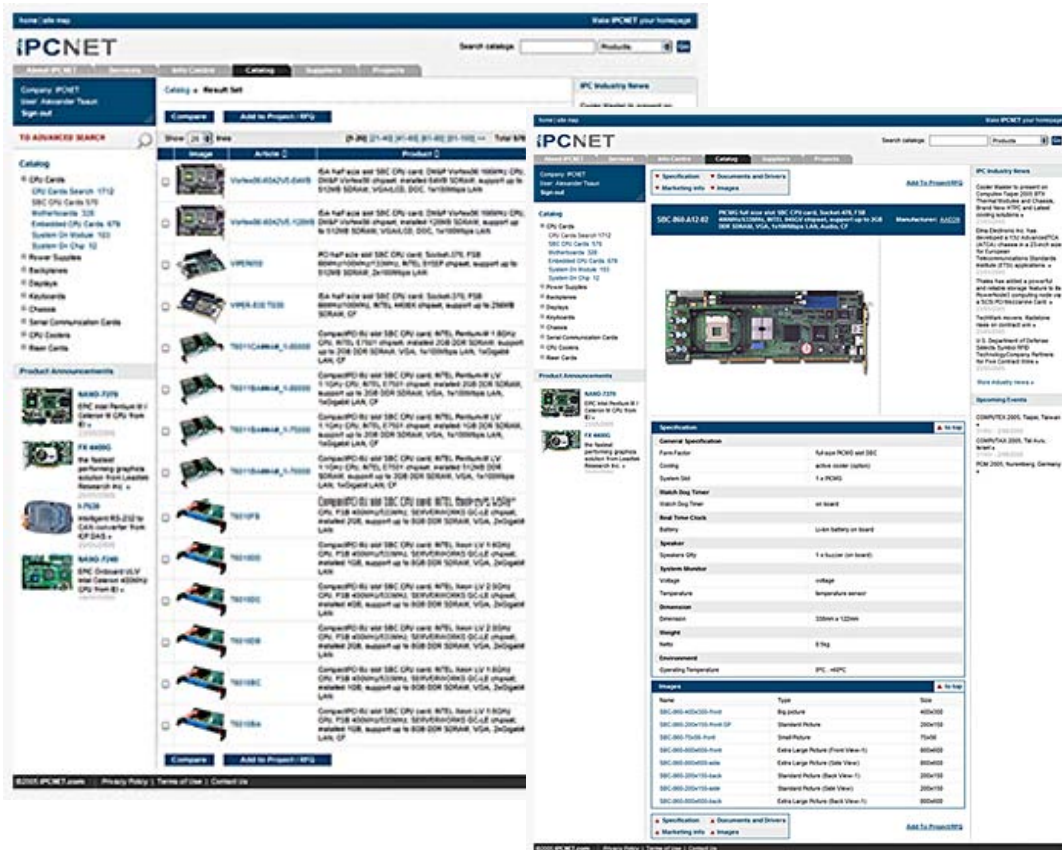
- IPC products catalog
- Projects / quotation centre
- IPC suppliers directory
- Info centre

WHY DO YOU NEED IPCNET

- Enhance your visibility of IPC market
- Promote your products in the most comprehensive IPC product database
- Source components that fit your exact requirements

OUR SERVICES:

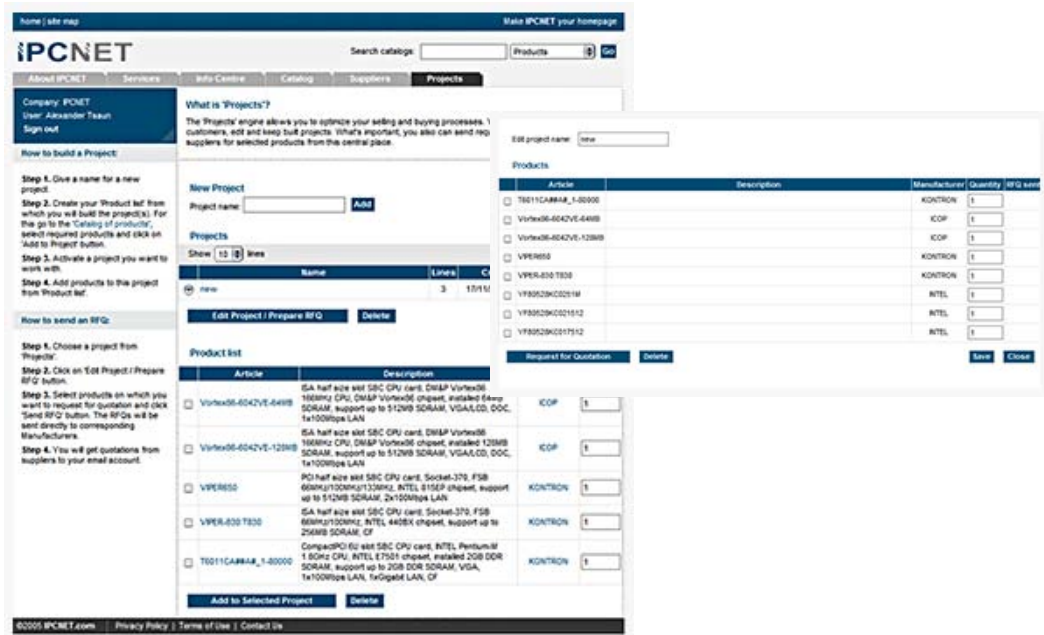
IPC products catalog



IPCNET's catalog is the most complete database of products for the industrial computers industry. It provides the in-depth information on the maximum number of products related to this industry from various Suppliers and is available 24x7x365 worldwide. Our portal is designed to provide IPC Distributors, System Integrators and Resellers with the detailed information on the maximum number of products, technical information, applications and compatibility of components to support their purchasing decisions. IPCNET Catalog offers:

- Great variety of products. The catalog is the most up-to-date reference of 4500 IPC products.
- Detailed information on each product, including technical specification, documents and drivers, marketing information and high resolution images.
- Advanced search engine to simplify users' search of products in the catalog. Technical specialists and purchasing agents are able search products by name, manufacturer, and category or by combination of technical characteristics using a unique quick advanced search.
- Instant product comparison that allows to compare products interactively by technical parameters within one product category, change the viewing option, hide identical parameters and highlight the varying ones.
- Possibility to add desired products to create a new 'Project' and to request for quotation from multiple suppliers on products or newly built projects from one central point.

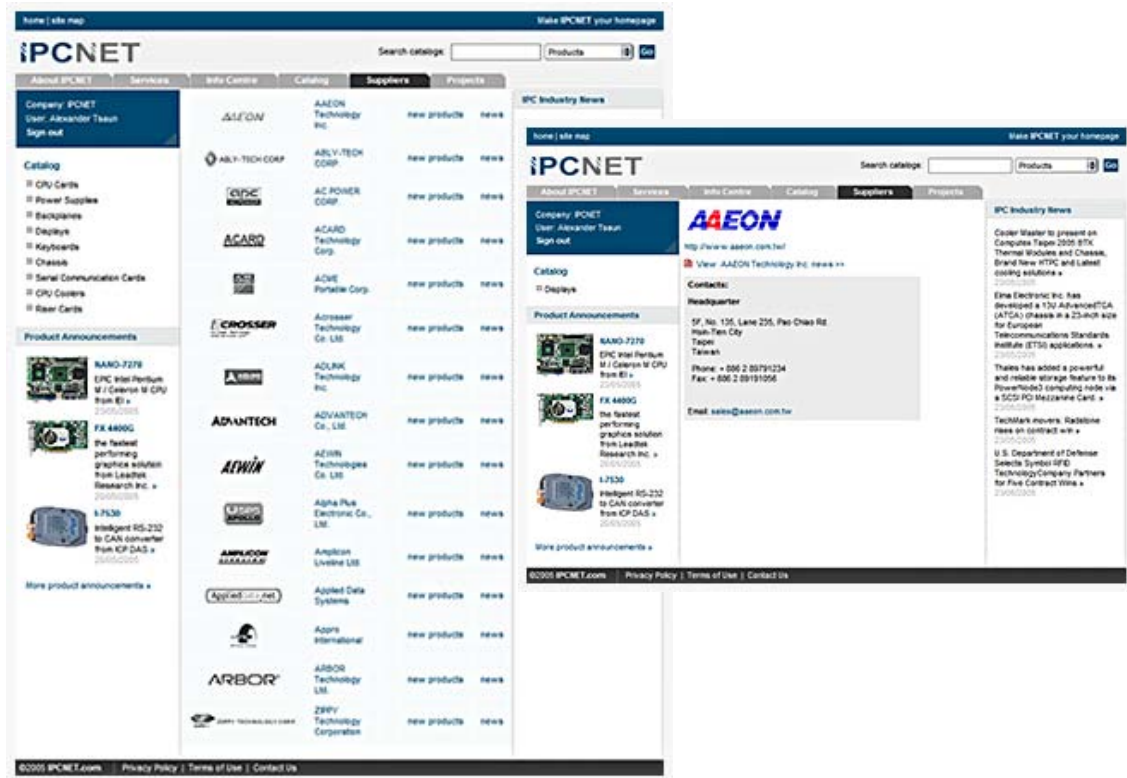
If you want to create your catalog on IPCNET and get possibility to receive requests for quotation from worldwide industrial PC professionals, please contact us



This is a unique engine, which assists members in his selling and buying processes.

- Selling - suppliers can create projects, edit and store built their own projects for the members of IPCNET to find in the Suppliers Catalog.
- Buying - members can send RFI/RFQ directly to the supplier(s) on the products the suppliers are offering in their Catalog on IPCNET.

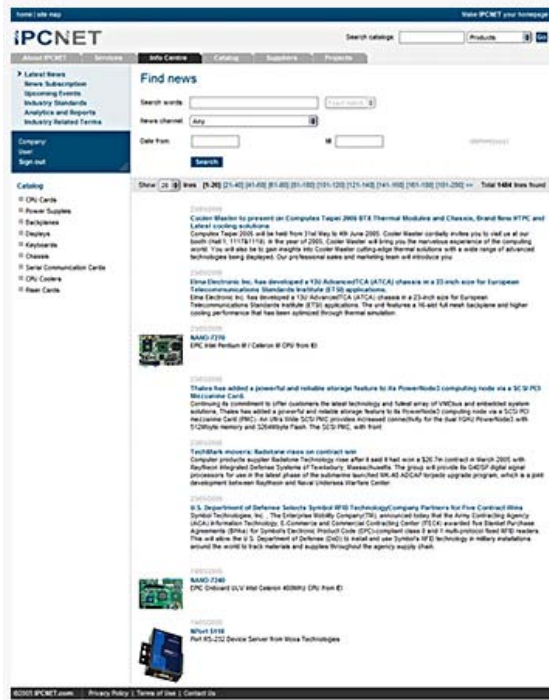
Suppliers Directory



IPCNET offers Industrial PC professionals worldwide a central point to look up Suppliers' directory. Here you can find who Suppliers in the industrial pc industry are, access their contact details; view their associated products in IPCNET catalog, related news and product announcements.

Besides, in our product catalog users can both view in which product categories the manufacturer is represented or which suppliers are represented in a category. This allows you to easily find the information about a supplier and his products.

We welcome IPC Suppliers to present their company in IPCNET Suppliers Catalog



This is the most complete online database of industrial PC news. All news can be searched by date and keyword, linked to a company card and other company news. The information is obtained directly from manufacturers and from other news portals. Every article about a product is linked to the relevant product category, suppliers and region. You can navigate our vast database by different topics such as product category, suppliers and region. You can subscribe and apply individual settings for getting news by e-mail on:

- IPC Industry news,
- Product Announcements
- IPC Event calendar

IPCNET welcomes all Industrial PC suppliers to publish news, product announcements and press releases on IPCNET.

IPCNET: BRINGING VALUE TO THE IPC MARKET

One of the main features of IPC industry is the uniqueness of each application; the focus is on the projects rather than individual products. The project is only as good as the components used in it, but at the same time very few, if any, vendors are able to provide an end-to end solution; the components have to be combined and configured to efficiently work together with high level of stability.

It does not matter if you sell or buy industrial and rugged computers, embedded and multi media systems. All professionals in the Industrial PC industry, including Distributors, System Integrators, Resellers, Retailers and End-users face with the following:

- Necessity of assessing a wide range of technical parameters: Products in the industrial PC industry are generally designed for specialized projects. Technical specifications of 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 which a product must fulfill is much greater - range of working temperatures, demand for compact size, low energy requirements, possibility of connecting custom equipment, etc. You inevitably have to consider all technical parameters which play the key role in selecting appropriate products.
- Necessity of ensuring compatibility of components from different suppliers: Another important issue is the compatibility between different product components - electrical, mechanical, software - from different Manufacturers and Suppliers. Today no single Manufacturer is able produce the whole range of products for the industrial PC market. Usually a project is implemented using a combination of products from different Manufacturers and Suppliers, and you have to check and ensure the compatibility between all components to get the workable system.

The mentioned factors lead to the situation when selecting products for a particular solution becomes complicated. Summing up, Suppliers 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, and this becomes even worth if your project require products from various suppliers;
- Absence of information about already implemented projects with the use of certain products.

As a result, Suppliers do not get the full knowledge about all products of a certain category within this industry and cannot propose customers an optimal decision for their projects.

- Access a single source for the IPC industry and get greater visibility into the true market picture
- Present your new products and services to the industrial PC market through the IPC single source and reduce your marketing and sales costs. Enter new markets beyond traditional channels at a lower cost.
- Thanks to the use of the specific professional solution for system assembling, increase your productivity and expand business opportunities, offer your customers fully customizable systems. Expand your technical and product knowledge and offer customers your new reliable product lines and solutions.
- Using built-in search, source the most detailed and comprehensive database of products and services in this industry.
- Connect with your existing and new suppliers and manufacturers who are already in our databases and build stronger relationships with them. Access to a broader database of suppliers allows growth in your product lines.
- Optimize your selling and buying processes with Request for Quotation (RFQ). Get visibility of demand from customers and supply available from your manufacturers.
- Achieve one stop shopping with your customers by supporting core products, creating customized catalogs and storefronts, and establishing same time the supply chain with manufacturers and suppliers of the products.
- Ensure a rapid implementation and reduce your costs - IPCNET hosts and manages your business partner network, eliminating your company's need to maintain and support applications, databases and web-servers.

We welcome IPC Suppliers to present their company in IPCNET Suppliers Catalog, create your product catalog on IPCNET and get possibility to receive requests for quotation from worldwide industrial PC professionals.

Please contact IPCNET sales team for further details.

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