

Business + Internet technologies.

- * Web based technologies enable organizations to expand their customer base and service providing operations. Integrating business and internet technology enables you to
 - provide online customer support
 - Expand your customer base
 - support sales at any time

- * Some common business operations that use web technologies are
 - supply chain management (SCM)
 - Enterprise resource planning (ERP)
 - business to business
 - Information sharing
 - Internet marketing

* SCM

Supply chain management allows you to manage the process that generates products and distribute them to customers

SCM manages a chain that begins with the raw materials and ends up with a product delivered to a customer.

All organizations have an SCM to manage the demand and supply chain

* SCM depends on factors, such as product demand, information flow and finance management

Identifying product demand enables you to determine the magnitude of consumer demand for a finished product, sales volume and demand frequency. This enables you to manage your supply chain effectively.

* The information flow factor of SCM enables you to identify the ways of receiving and processing orders. It also specifies the ways to respond to customers. For example, in the order tracking services, customers can use the information flow data to track the position of their orders.

* Finance management is used in an organization to generate cash or cash reserves to manufacture products and meet the present or increased customer demand

* To meet customer demands, products may need to be developed, redeveloped and upgraded, which requires financing

* SCM deals with the creation of products from raw materials and delivery of finished products to customers.

* The SCM teams that are used in an SCM cycle include

- upstream
- downstream
- capacity requirement plan
- materials requirement plan
- material flow
- order management
- life cycle
- manufacturing resource plan

UPSTREAM

The term upstream describes the suppliers that provide raw materials to a company for manufacturing products.

Downstream

Downstream refers to the customers of a company who purchase finished goods.

Capacity Requirement Plan.

Capacity requirement plan is associated with the calculation of the amount of physical space and time required to create products.

MATERIAL REQUIREMENT Plan

THE TERM material requirement plan deals with the analysis of demand and the ability of your suppliers to assist you to meet your demand. This determines the human, capital, and other resources required to create a product.

Material flow

This deals with the estimated amount of raw material needed for a product and the waste generated by the production process.

order management

This deals with the ability to organize requests for downstream and upstream products. This involves documenting the inventory and storing orders in an accessible, stable and secure database.

Life Cycle

This is the amount of time a product will remain valid before it is upgraded.

Manufacturing Resource plan

This plan outlines all of the resources required to make a product. This plan takes input from the capacity requirement plans, the material requirement plan, and material flow estimates.

* ERP

This is an information system that integrates all manufacturing and related applications for an enterprise.

This involves the use of software to create an automated system for the entire business organization's operation.

The goal of ERP is to enhance communication among different departments and divisions in an organization.

* To enhance communication in an organization, you need to implement ERP that includes various aspects of an organization.

These aspects include accounts payable, Accounts Receivable, R&D, HR, manufacturing, Purchasing, marketing and sales.

* Accounts receivable

This is relating to money that customers owe a company.

* Accounts payable

This is funds a company owes other organizations.

* R&D

This relates to planning and creating products.

* HR

includes Benefits, Termination and Hiring, and various other employee policies.

* Manufacturing

Product creation

- * **Purchasing**
This deals with acquiring products
- * **marketing and sales**
refers to creating brands and expanding the customer base
- * **ERP software** enables you to automate data collection, and provides real time reports to management about all aspects of the business. It monitors all purchases and transactions associated with the enterprise. Companies such as SAP and PeopleSoft create and provide ERP software.
- * **Extensible Markup Language (XML)**
This is a popular programming language used to create business applications. It allows information to be indexed.
Different applications and companies use the indexed information.
This allows business organisations to easily exchange information that use the same valid DTD.
- * **A DTD** is a set of rules contained in a text file that defines the structure syntax and text used in corresponding documents. The DTD represents the grammar that is used to index the contents in the associated documents that reference these documents.

- * DTDs have limitations in controlling the type of information written in a XML field. If both numeric and word based content is placed in the same XML field the structure of the document will not properly mutate a database entry. This content may cause problems because XML language rules do not guarantee proper entry and processing of the data.
- * The XML schema allows you to create an XML document that functions like a standard database. The XML schema controls and limits XML documents so that data is entered according to specific rules. This allows you to search and manipulate the information.
- * The XML schema allows you to bind constraints and rules on XML fields in an XML document. If organizations agree on a specific schema, they can exchange documents and information because data has been described and categorized in a similar way using the same criteria.
- * When using a website to market products and services, you should understand such terms as
 - branding
 - target market
 - target date
 - niche
 - mindshare
 - Aggregator

* Branding

This deals with the creation of the product identity and a place in the market for that product or an organization, which allows consumers to identify a product and its purpose

* Target market

This refers to the specific sector or consumers to which the product is addressed

* Target date

Projected date on which a product or service will be released

* Niche

This is a smaller and specialized portion of the market. For example, clustering for computer systems has a smaller market than web database servers

* Mind share

This deals with the effect of marketing efforts influencing a particular target market. Mind share includes commercial phrases, catch words and sound bites that identify the product service or company

* Aggregator

This is a web based business that markets and sells products and services it does not own or store