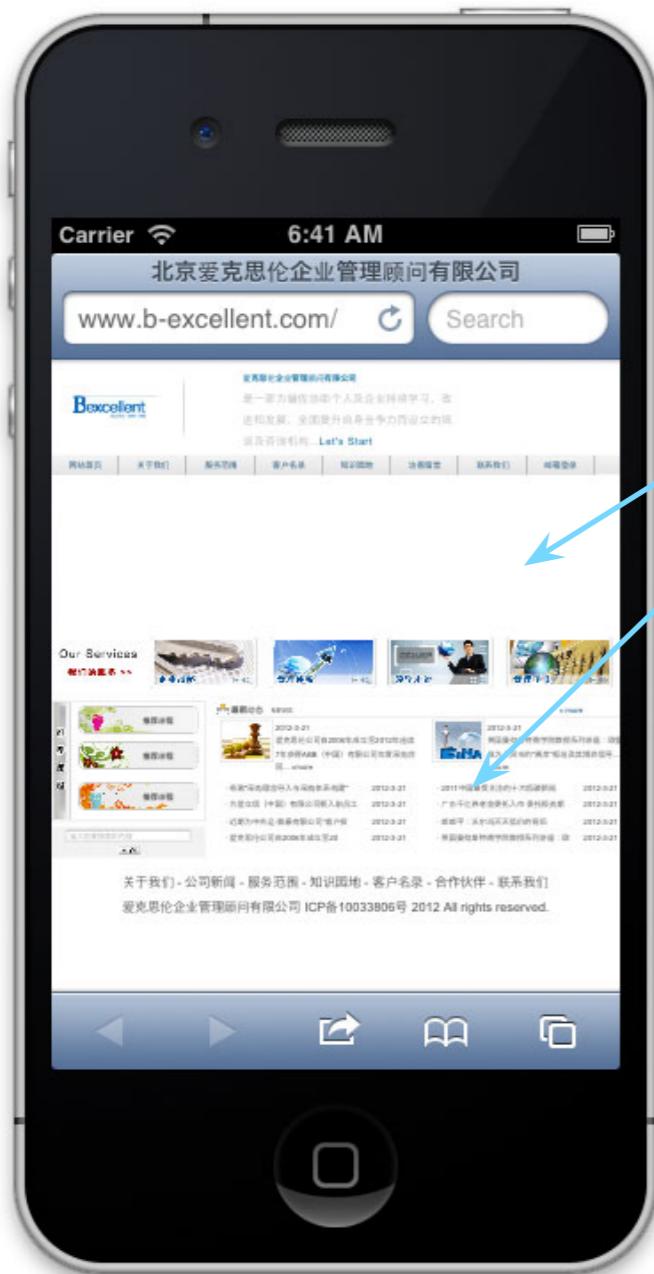


b-excellent.com Functional Specification

MODIFICATION DATE	Fri Apr 26 2013
CREATOR	Harry
VERSION	1

让访客能使用移动设备（手机，平板电脑）方便的浏览网站

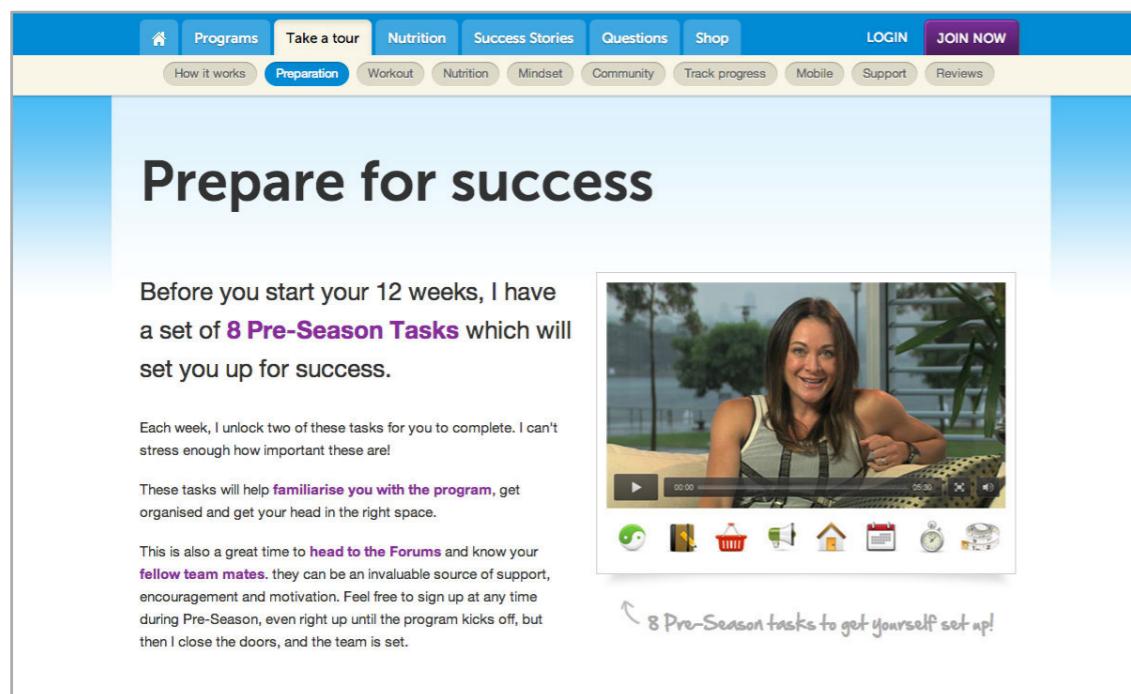
- 我现在客户的网站有超过40%的访问来自移动设备，这个比例还在增加中。
- 很多项目开始前，客户甚至会指明在设计时首先考虑移动设备的访问。



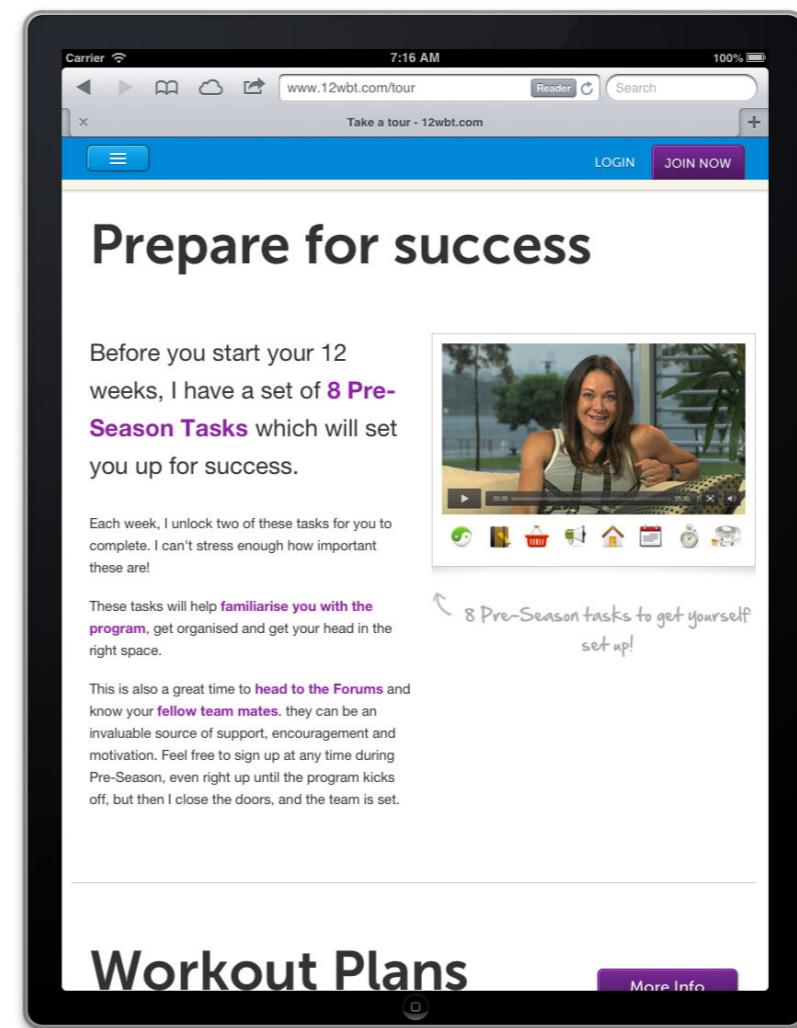
1. 客户在访问使用传统页面技术开发的网站时，需要调整显示比例，每次只能浏览页面的一部分。
2. Iphone 不支持 Flash。

让访客能使用移动设备（手机，平板电脑）方便的浏览网站

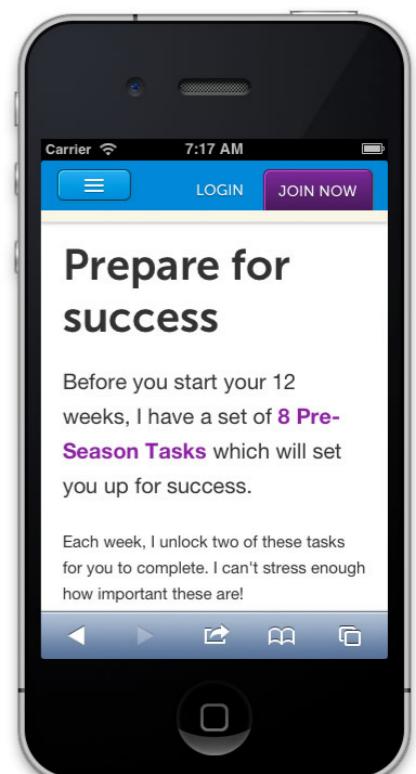
- 以www.12wbt.com 为例子。目前除首页外，系统会自动探测用户的访问设备，调整页面布局。



台式机或笔记本



平板电脑



手机

优化打印输出 + 版权保护水印

- 当客户打印页面时（比如课程简介），需要优化打印输出。



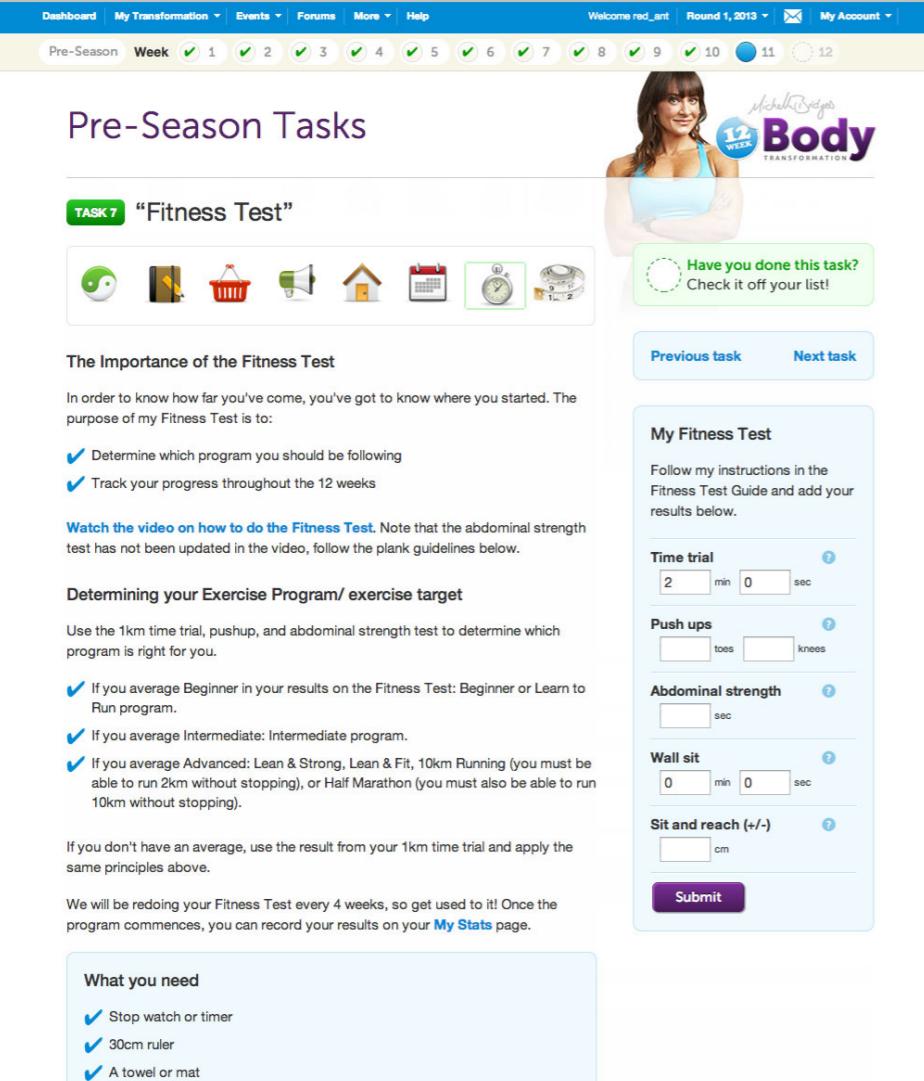
当前浏览页面



打印输出页面

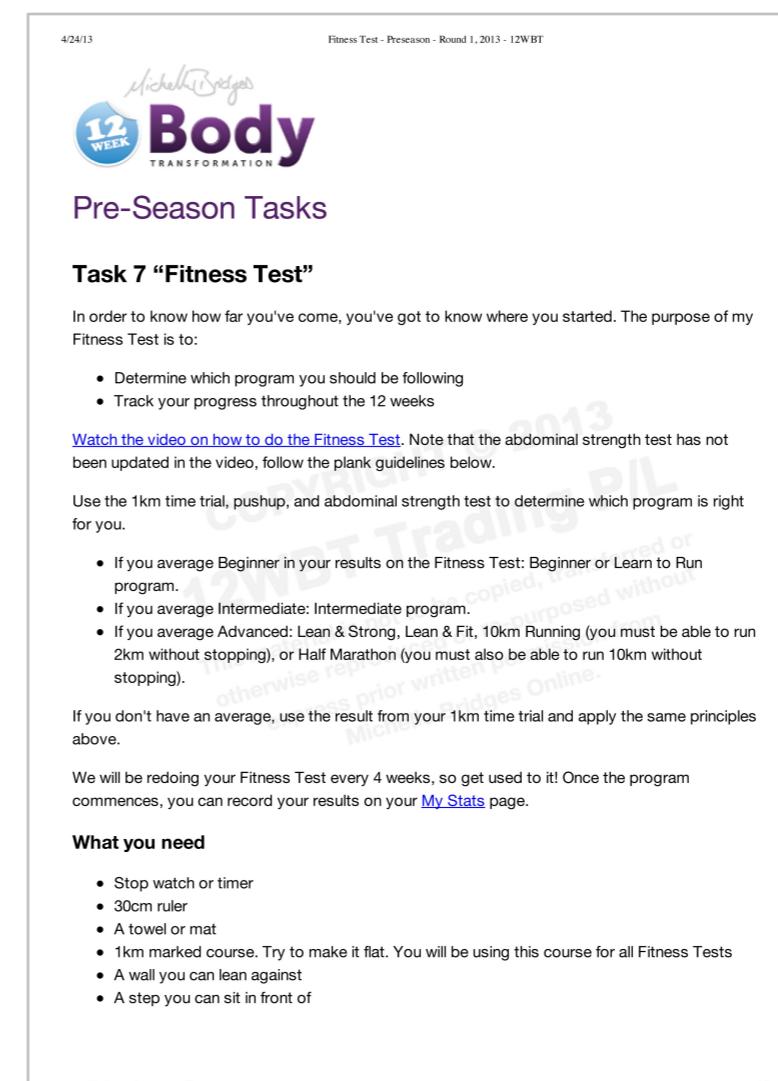
优化打印输出 + 版权保护水印

- 我为www.12wbt.com 做的页面。优化了打印输出并自动添加版权保护水印



The screenshot shows the 'Fitness Test' task page. At the top, there's a navigation bar with links like Dashboard, My Transformation, Events, Forums, More, and Help. Below that is a progress bar for 'Pre-Season Week 1-12'. The main content area has a title 'Pre-Season Tasks' and a sub-section 'Task 7 "Fitness Test"'. It includes a photo of a woman, a list of icons for tasks, and a 'My Fitness Test' form with fields for Time trial, Push ups, Abdominal strength, Wall sit, and Sit and reach, each with a 'Submit' button.

Printed Version:



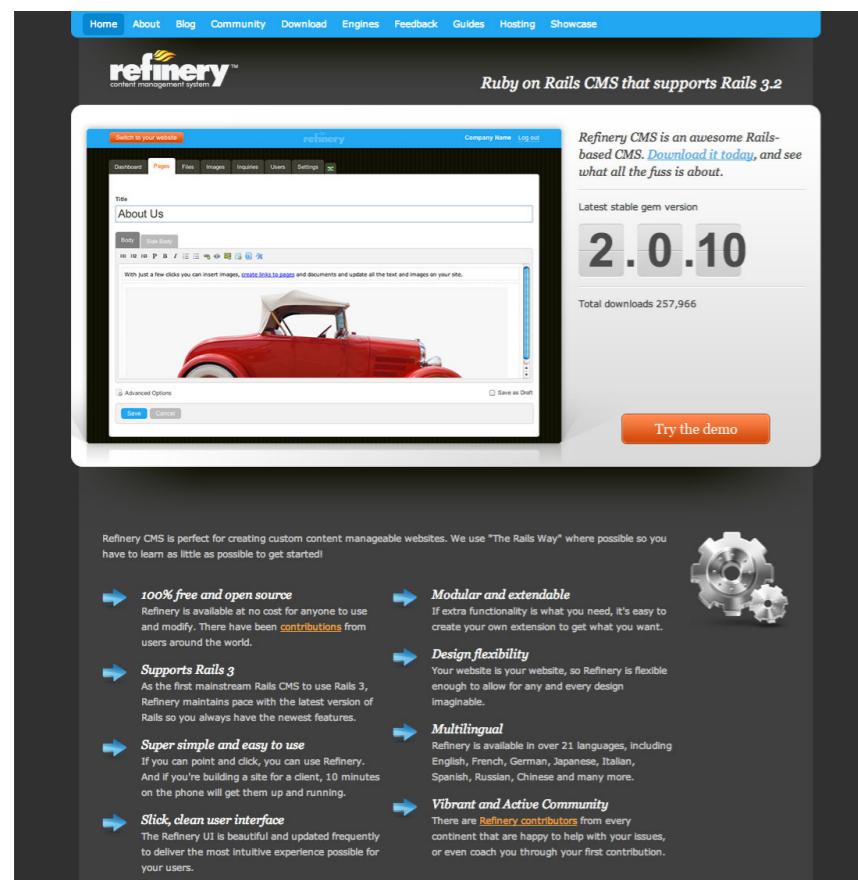
The printed version of the same page features a large watermark across the center that reads '12WBT.com - Michael Bridges Body Transformation' and '12WEEK TRANSFORMATION'. The content is identical to the original page, including the title, sub-section, photo, icons, and the 'My Fitness Test' form.

当前浏览页面

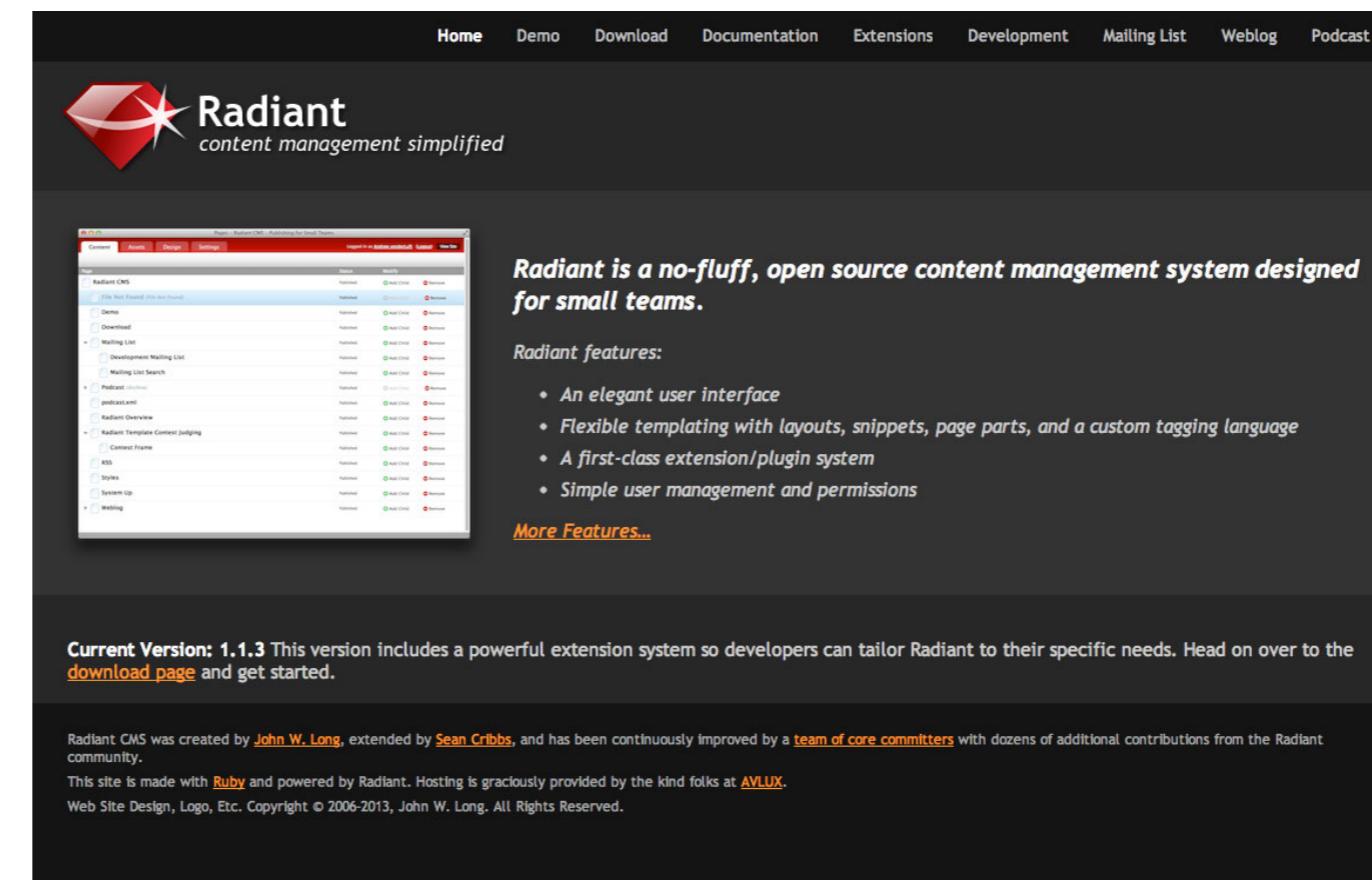
打印输出页面

可以通过后台添加新课程，编辑课程简介，设定开课时间

- 关于网站后台，我会在 Refinery 或 Radiant 间做一个选择。然后根据你们网站的需求进行修改。这两个是目前最好的用 Ruby 语言开发的网站后台，完全免费。具体问题交给我就行了，到时我会帮你们做使用培训。这两种后台用起来都很简单。



Refinery <http://refinerycms.com/>



Radiant <http://radiantcms.org/>

能够分类浏览所有课程

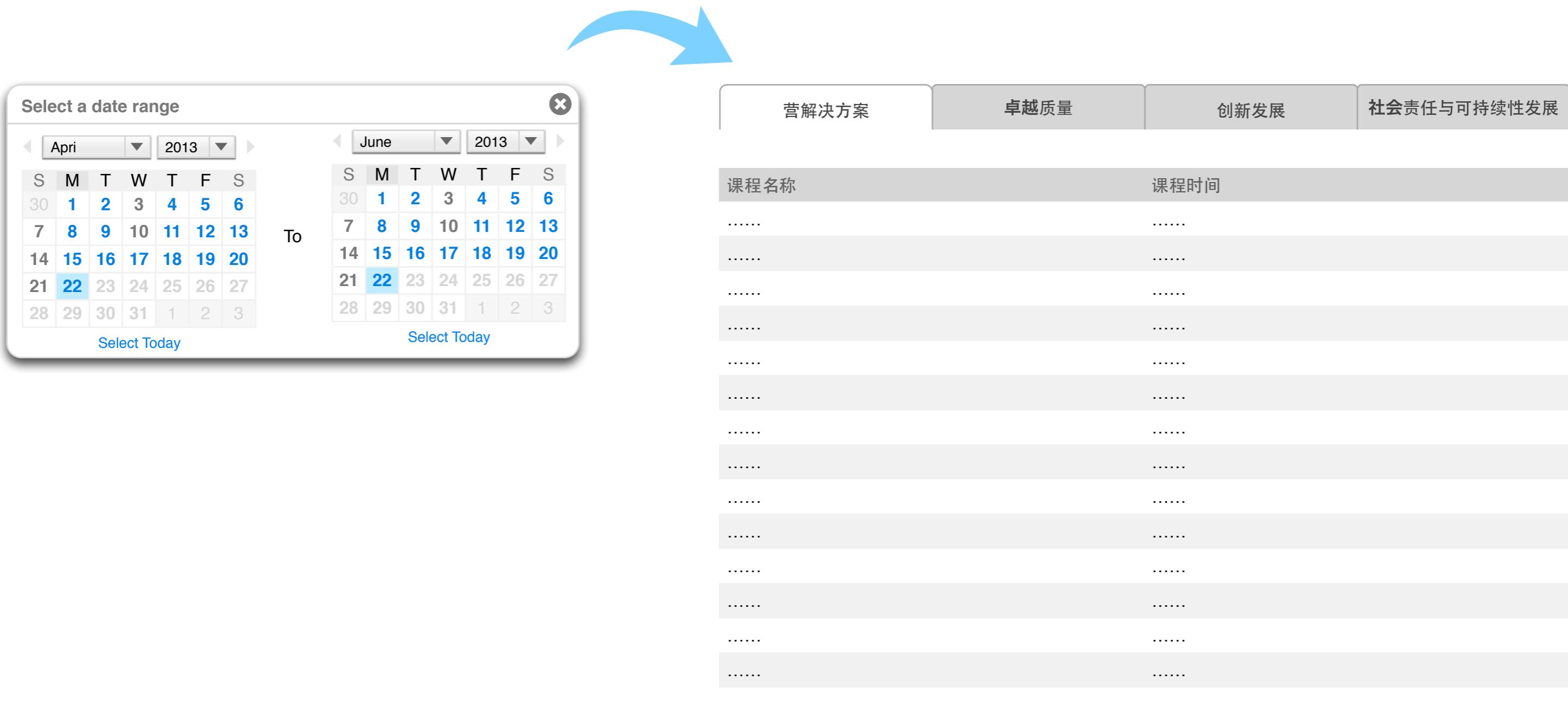
营解决方案

卓越质量

创新发展

社会责任与可持续性发展

能够查询特定时间段内可以选择的课程



当客户浏览培训课程内容时，可以看到都有那些企业选择了这个课程，以及爱克思伦提供的其他相关课程。

The screenshot shows a web browser window titled "Web Page Title". The address bar displays "http://www.b-excellent.com" and has a "Google" button next to it. The main content area features a large title "实用采购谈判" in bold black font. Below the title is a descriptive paragraph: "Completely impact multifunctional processes and wireless supply chains. Dynamically engage business meta-services for market-driven data. Collaboratively restore cross-platform users before client-centered manufactured products." Another paragraph follows: "Assertively evolve long-term high-impact vortals through visionary solutions. Professionally harness standardized portals vis-a-vis resource maximizing deliverables. Continually coordinate stand-alone applications rather than virtual communities." At the bottom left, there is a section titled "选择了爱克思伦实用采购谈判培训的企业" in red, which lists several logos: Mercedes-Benz, ABB, and奇瑞汽车 (Qíruì Qìchē). To the right of these logos are four small square icons with an 'X' symbol.

实用采购谈判

Completely impact multifunctional processes and wireless supply chains. Dynamically engage business meta-services for market-driven data. Collaboratively restore cross-platform users before client-centered manufactured products.

Assertively evolve long-term high-impact vortals through visionary solutions. Professionally harness standardized portals vis-a-vis resource maximizing deliverables. Continually coordinate stand-alone applications rather than virtual communities.

选择了爱克思伦实用采购谈判培训的企业

Mercedes-Benz ABB 奇瑞汽车

其他相关课程

- Lorem ipsum dolor sit amet consectetur nonummy lorenzino.
- Interdum volgus videt, est ubi peccat.
- Si veteres ita miratur laudatque poetas
- Ut nihil anteferat, nihil illis comparet, errat.
- Si quaedam nimis antique

精品课程在线展示，全面支持移动设备的访问

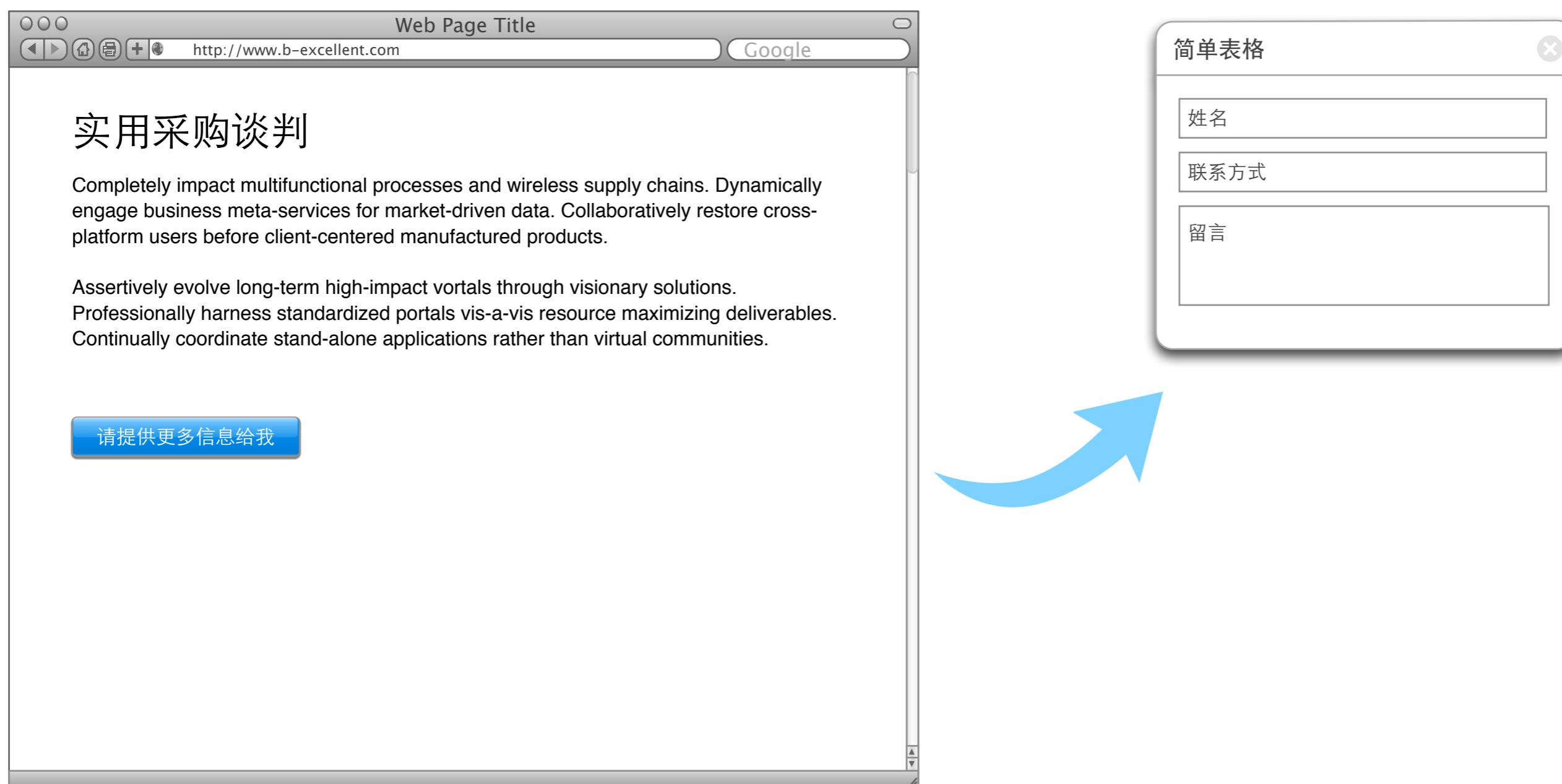


支持通过社交网络分享网站内容



追踪客户在网上提交的需求

- 客户点击按钮，填写简单表格后需求会被送到后台由客户代表处理



追踪客户在网上提交的需求

- 客户代表看到需求后，通过电话，邮件等形式和客户沟通并标明目前对需求的处理处于那个阶段



追踪客户在网上提交的需求

- 在和客户接触过程中，对每次沟通的情况作记录以备将来查询

新需30处理中已处理

总共：15个需求正在处理中

客户姓名

联系方式

第一次交流

第二次交流

追踪客户在网上提交的需求

- 最终结果做分类统计

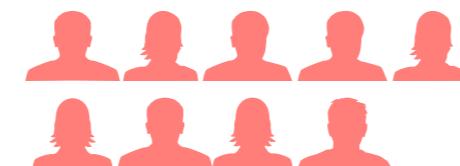


客户数据库和邮件系统

- 建立客户数据库，通过邮件系统，根据他们的需求定期，有针对性的发送邮件。



爱克思伦客户数据库，
分类存储所有客户信息



每次发送邮件前，圈定
目标人群，比如说对培训
业务感兴趣的客户，对咨
询业务感兴趣的客户



撰写邮件



把邮件群发给目标人群。

客户数据库和邮件系统

- 通过邮件系统方便的撰写邮件和上传图片，这是我给 www.12wbt.com 做的模板

The image shows a comparison between a live newsletter preview and its corresponding editing interface.

Left Side (Newsletter Preview):

- The header features the "12WBT NEWS | FEB 10 2013" date and an "Edit" button.
- The main headline reads "Be the BEST VERSION OF YOU".
- A "Message from Mish..." section contains a message about excitement and tips, with an "Edit" button highlighted by a blue arrow pointing to the right.
- An "It means you never stop dreaming big, and never stop challenging yourself. Enjoy..." section follows.
- Below these are three article snippets:
 - "12WBT Guide to Healthy Eating Out" with a photo of a couple.
 - "Louise - a Lean a Strong Mum!" with a photo of a woman.
 - "How You Can Be Choccie Cravings" with a photo of a woman.
- At the bottom, there are three promotional sections with "READ" and "Edit" buttons:

 - "Just because it's coming ↴ Vanentine's Day doesn't mean you have to undo all your hard work by stuffing yourself with chocolates."
 - "Just because it's coming ↴ Vanentine's Day doesn't mean you have to undo all your hard work by stuffing yourself with chocolates."
 - "Just because it's coming ↴ Vanentine's Day doesn't mean you have to undo all your hard work by stuffing yourself with chocolates."

Right Side (Editor Interface):

- The title "DESCRIPTION" is at the top.
- A rich text editor toolbar includes bold, italic, alignment, font size, and other styling options.
- The main text area contains the message: "I'm so excited about this edition my team has put together for you, It's full of great tips and articles to help you stay inspired about your health and fitness. The reality is everyone is a work in progress – including me! Accepting this is exciting..."
- Buttons at the bottom include "Cancel" and "Save changes".

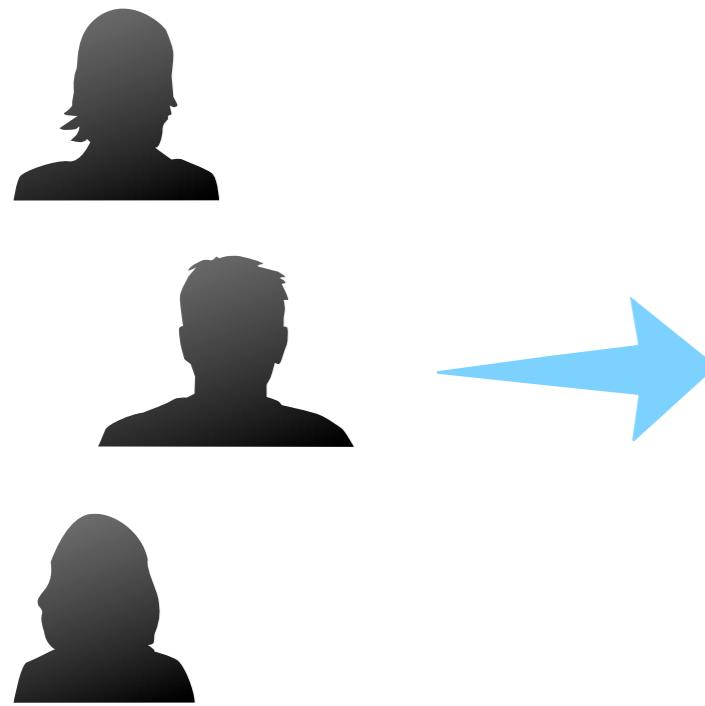
Bottom of the Newsletter Preview:

- The "12WBT Body TRANSFORMATION" logo.
- A call-to-action: "Pre-Season is open! Sign up now!" with a "JOIN NOW" button.
- Footer links: "Join the community" with icons for Facebook, Twitter, and Pinterest, and "Click here to unsubscribe".

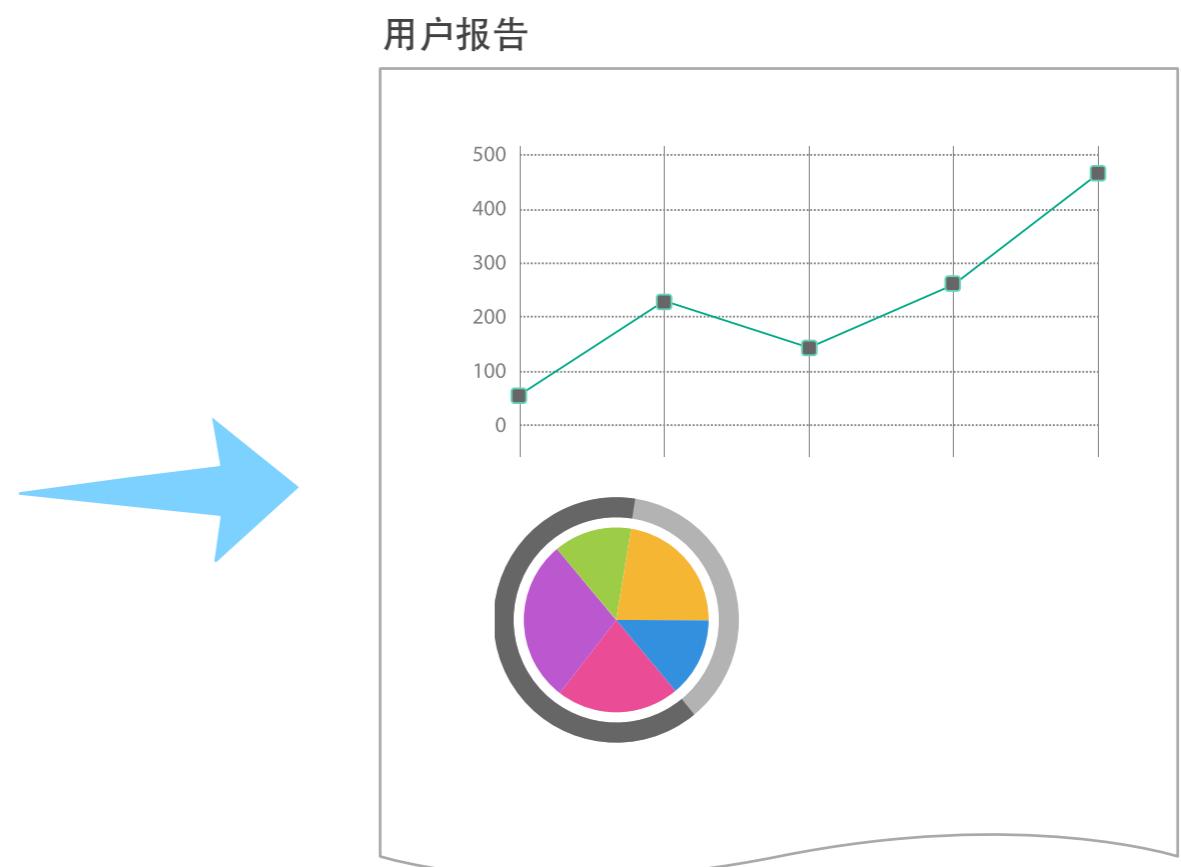
点击 Edit 按钮就可以很方便的编辑文字或插入图片

培训反馈数据收集

- 每次培训结束后，学院可以在线填写反馈表。系统最终将数据汇总生成报告交付客户



反馈意见表



Ask an Expert

- 现有客户可以通过网站获得爱克思伦专家团队的帮助。我用 www.selleys.com.au 为例子说明一下大致的工作流程。当然我们的最终目的还是希望客户从爱克思伦购买培训或咨询服务。

Welcome to Ask an Expert

Are you confused about which product to choose? Or do you have other questions about Selleys products? Ask our technical team, who are on hand to answer questions you might have. Or feel free to browse around and view our existing answers. You can filter by category by using the links on the left or search through our existing answers by entering keywords into the search box below.

If you still can't find the answer you're looking for, submit a question to our experts using the box at the bottom left.

Categories

- Adhesives
- Sealants
- Flexible Fillers
- Rigid Fillers
- Painting
- Cleaning
- Car Care
- Pest Control

Popular tags

where to buy remove glue caulking gun remove
aralite expansion joints Polyurethane sealant
shoe repair glue soles gaps in floorboards
prevent drafts cartridge use repair leak
Aralite wash up wiz Oven Plus Heavy Duty Gel
remove super glue quick fix mouldy silicone
repair plastic water tank sealant cracking

Can't find your answer?

Summarise your question here...

Ask Question

Search our answers

Search our answered questions

Search in a specific topic...

Paul Why is my gap sealant cracking?
Submitted: 01:33AM, 23 Apr 2013

Answer:
Gap Sealants such as Selleys No More Gaps have a flexibility rating in terms of a percentage of the entire joint. In the case of No More Gaps it is +/-15%.

If a hairline gap is filled, there is simply not enough product in the join to allow for any movement capability. For example a gap of 1mm can only move 0.15mm before its capabilities are being stretched and it can break and crack. It is important to ensure a gap is wide enough to allow some movement, I would generally suggest at least 3-4mm.

In some extremely high stress applications you will need to use specialised fillers to ensure you have enough movement capability to reduce the chance of cracking. Areas such as weatherboards need a product called **Selleys No More Gaps Weatherboard** that allows +/-25% flexibility, this is the only product we would recommend in these types of high stress application.

Category: Sealants

Answered: 06:12AM, 23 Apr 2013

如果自己的问题已经有了答案，就直接阅读详细内容

访客首先按类别查询是否其他人也遇到过同样的问题

Ask an Expert

Can't find your answer?

This is my question

19/110

Ask Question

问题有字数限制

如果不能找到答案，就在这里留下自己的问题

[Facebook Like 0](#) [Twitter Tweet 0](#)

You

Please try to summarise your question here (110 characters max):
erewrwer

Now add a little more detail (optional):

Upload a photo to illustrate your question (optional):
 No file chosen
GIF, PNG and JPG images only. Maximum file size 2MB.

Topic:

About you

Already a member? Please [sign in](#).

Name first name
 last name

Email

Suburb

Country

State

I agree to the [terms & conditions](#)

Preview

访客提供更多细节关于问题的细节并留下联系方式，专家给出答案后系统会采以邮件的方式通知提问人

Share my stories

- 现有客户间共享工作中的心得和感受。我用 www.poise.com.au 为例子说明一下大致的工作流程。同Ask an Expert一样，但我们可以使用大部分的商业逻辑，仅需要根据爱克思伦的情况做些小的修改。当然界面要重新设计。



访客通过简述发现自己感兴趣的故事

Carol
49

It happens to me Ahhh Choo. Oh no. Now I know have to be careful to protect myself. Cough Cough glad I have more than my undies. Thankyou

2 | Me too

[Read more LBL stories](#)

0 Comments

Comments for this page are closed.

点击进入详细故事页面