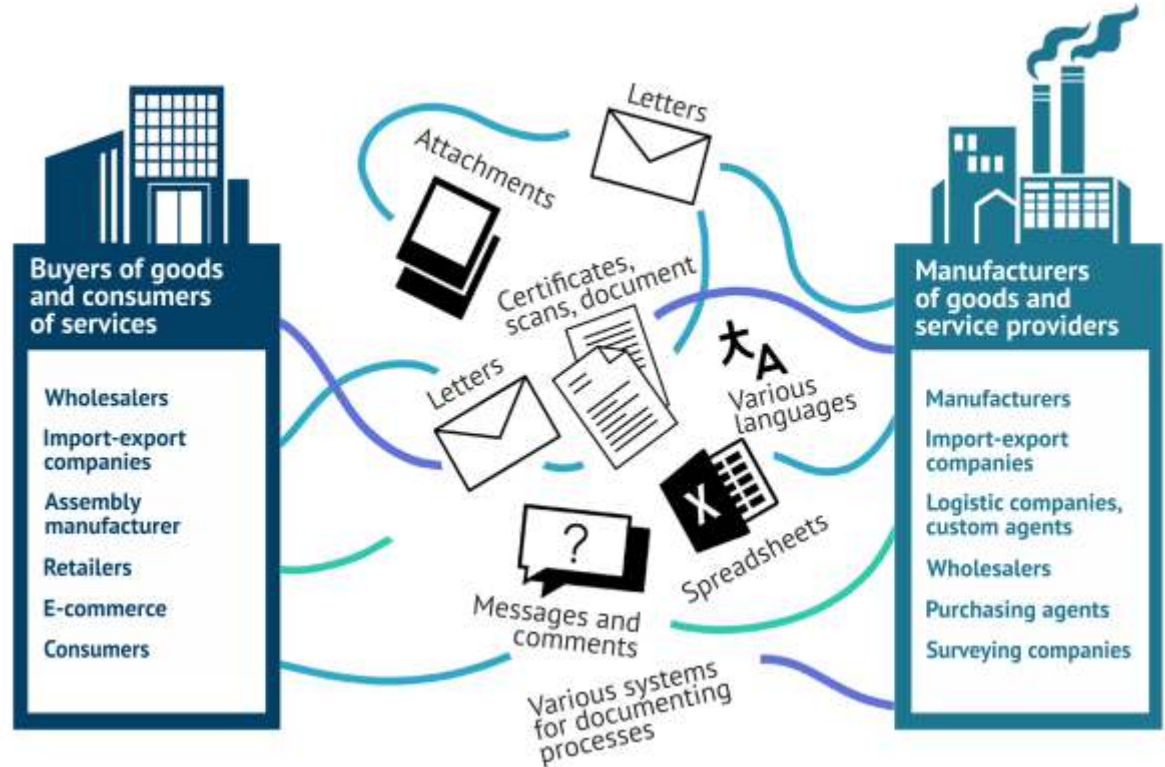




What does the initial and one of the most confusing and time-consuming processes usually look like - finding, receiving and agreeing on complete information about goods for an import-export operation?

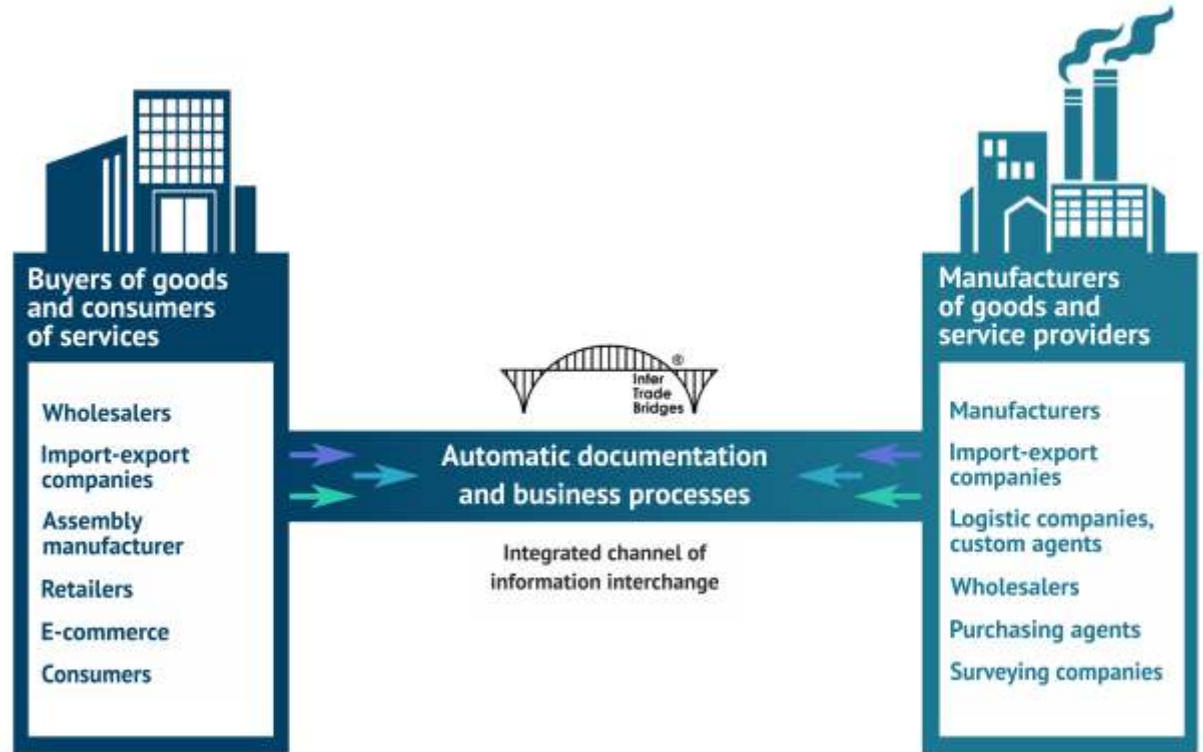
How do you interact with sellers and suppliers of goods, logistics companies, brokers and suppliers of related services?

Most likely this tangle of documents and processes looks like this:

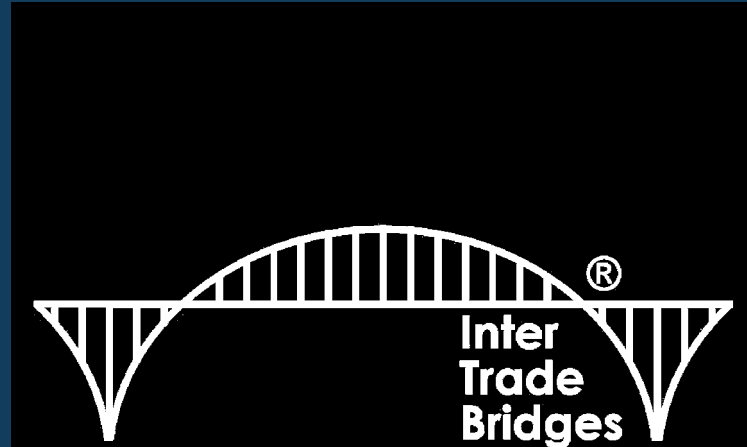


But in the ITB system  
**everything is much  
simpler.**

This system allows you to  
automate and systematize  
various business processes,  
keeping all the necessary  
data, correspondence and  
documents in one  
platform.



**ITB platform** is a dynamic, multilingual platform for your business in electronic format that allows any company to manage almost all document flow related to import and export operations, interact with all your counterparties, regardless of whether they are registered in the ITB system or not.



# Webmarket

ITB users (SYSUS) can publish in the ITB Webmarket their catalogs for public viewing.

Clients can start an automated procurement process directly from the Goods Item Catalog Cards themselves or after scanning their QR codes.

Visitors of the ITB webmarket can also place your inquiries for goods and related services for import and export operations as well.

## ITB Webmarket is ...



Advanced filtering settings for search results



Complete, detailed and standardized Goods Item Cards;



Language settings and the ability to select the display of GI Cards by country;



Saving Goods Item Cards in your catalogs, building links with Supplier catalogs with notifications about changes to parent GI Cards and other functions.

## **The convenient user interface**

of the ITB system

allows you to significantly speed up the workflow process, quickly navigate in various segments and stages, systematize business correspondence and data exchange, display almost all important information in a convenient form for the ITB user (SYSUS).

# Languages

The ITB system already has 10 languages and, thanks to special tools, the creation of a new language layer takes a very short time.

The screenshot displays the ITB system interface. On the left, there are several form fields for payment and trade terms, including:

- PT - Payment Terms: TT Bank Transfer
- AD PT - Additional Payment Terms: 50% prepayment
- TRT - Trade Type: Domestic
- TOD - Type of Delivery: Pickup (selected) / Delivery
- PUP - Pickup Point: Shenzhen
- AD TOD - Additional Terms of Delivery

On the right, there are summary fields for quantities and weights:

- GIU TOT QNT - Goods Item Units Total Quantity
- CP TOT QNT - Cargo Packages Total Quantity
- NW TOT (kg) - NW Total kg
- GW TOT (kg) - GW Total kg
- VOL CAL TOT (CBM) - Total Calculated Volume (CBM)
- AD INF - Additional Information

A 'Language layer settings window' is overlaid on the right side, showing a list of languages with checkboxes and radio buttons. The 'Main Layer' is currently set to English. The window includes a gear icon and the text 'Add layer'.

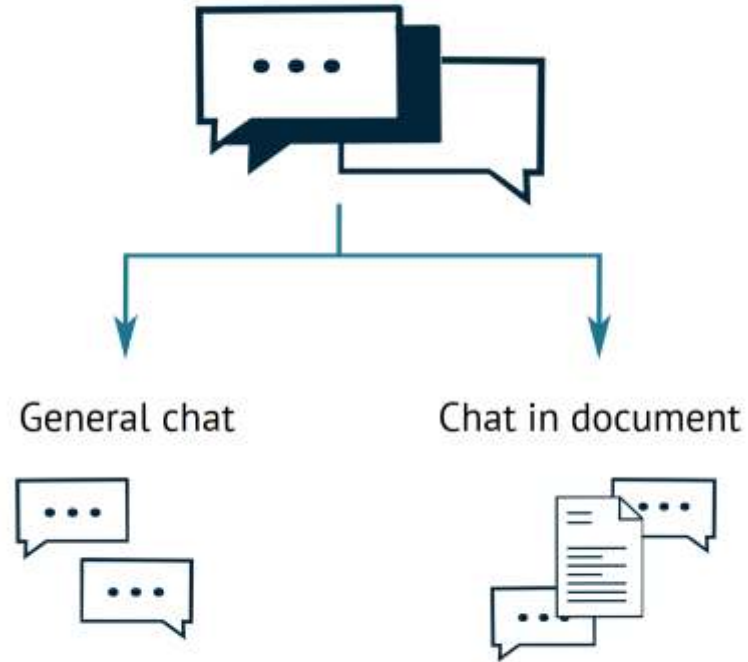
Language	Main Layer
<input checked="" type="checkbox"/> English	<input checked="" type="radio"/>
<input type="checkbox"/> Russian	<input type="radio"/>
<input type="checkbox"/> Chinese (simplified)	<input type="radio"/>
<input type="checkbox"/> Spanish	<input type="radio"/>
<input type="checkbox"/> Korean	<input type="radio"/>
<input type="checkbox"/> French	<input type="radio"/>
<input type="checkbox"/> Japanese	<input type="radio"/>
<input type="checkbox"/> Vietnamese	<input type="radio"/>
<input type="checkbox"/> Thai	<input type="radio"/>
<input type="checkbox"/> Portuguese	<input type="radio"/>

Language layer settings window

# Convenient communication

The ITB system has two types of messengers - general and document-embedded one. All correspondence and discussion regarding a specific document will be available in one place – in the document itself.

Messengers also have translations





Comments to documents are divided into comments to specific fields as well as to the entire document.

Collaboration with documents is intuitively convenient and visual - the form immediately shows whether there are comments and their status - read or new.

itb1.beitb.com/form/document?formId=356

Author: itb\_beitb\_virtuals

DCR - Date of Creation

DDG - Date of Documents 3030-01-28

\* VTD - Valid Till Date

ID 7882285

DOC NO - Document Number

\* SELL - Seller

+ +

\* DOC NM - Document Name

CAT - Category

\* TRT - Trade Type

AD TOD - Additional Terms of Delivery

NW TOT (kg) - NW Total kg

SW TOT (kg) - SW Total kg

VOL CAL TOT (CBM) - Total Calculated volume (CBM)

AD INF - Additional Information

Non-public comments (visible only to users of your account)

New | Edit | Remove

Production manager, please check deadline

Public comments

New | Edit | Remove

Please reply ASAP

Comments visible only within your company

Add

Comments visible by both Parties

Add

Close

# Documents and letters

You can copy a new document from any document.

For Contracts and Letters there is an option to save templates.

For the tabular section, you can select any product record from previous documents, your catalog, and even your Suppliers' catalogs.

The display of grids (tables) in the interface is easily customizable and has advanced search and filtering tools.

The screenshot displays a software interface for document and product management. At the top, a 'Product Inquiries' section shows a list of documents with columns for Mark ID, Date, Internal/External status, and various codes. A dropdown menu is open, listing options like 'Independent copy HQ PROD - Product Inquiries', 'Recent copy HQ PROD - Product Inquiries', and 'HQ PROD - Product Inquiries'. Below this, a form for document details is visible, including fields for ID (8002203), DOC NO, SELL - Seller, DOC NM, and CAT. A 'Find and add copy' dialog box is overlaid, showing a table of 'Guide products' with columns for ID, GEN, G, CURR, CL, UOM, Uir, MFR, Ma, TM, Trad, MNFT, (di), PP, Purct, SP, and Sellin. The table lists two products: 'Euro (EUR Gram)' and 'Chinese Y Gram'. At the bottom, an 'Inquiry goods item form' is partially visible, showing a table with columns for ID, GEN, U, BUY NO, and various codes. A blue box highlights a set of icons (plus, minus, refresh, search, print, etc.) in the bottom right corner.

Documents have a customizable printable for PDF output.  
Documents can be both imported and exported in csv format (including tabular presentation in spreadsheets, for



In ITB system all documents have QR codes for quick search. And for some documents the QR code can also launch the processes of making Inquiries, inviting to Partnership and adding linked Supplier Goods Item Cards to your own catalog.

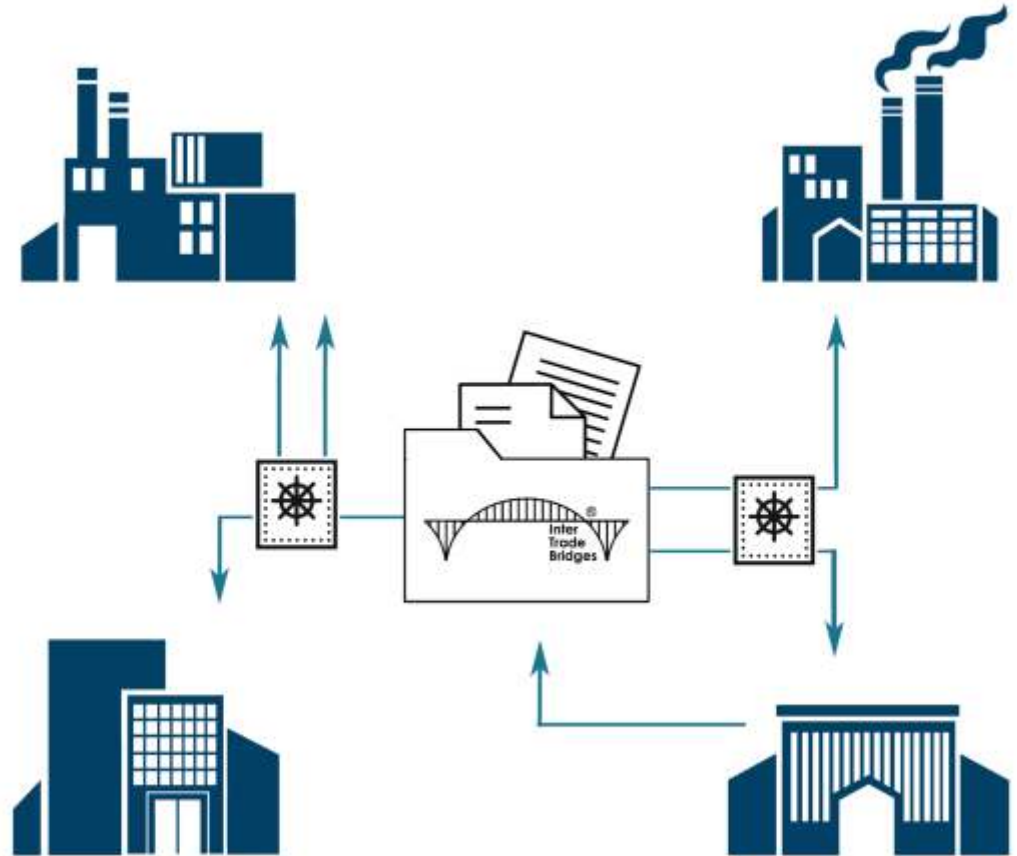
The screenshot displays the ITB system interface for a document form. The browser address bar shows the URL: `itb1.beitb.com/form/document?formId=4288&tableId=833&docId=196002155`. The page title is "Catalogue goods item form". A red banner at the top of the form area states: "This document is suspended for display for review of content. The review period is approximately 72f". The form contains the following fields:

- ID: 196002155
- \* Selling price: 2.5
- \* GI EN LANG NM - Goods Item Name in English: Manual pump sprayer
- \* Name: Manual pump sprayer
- DD - Detailed Description: Manual pump, air pressure, portable 2L
- CAT - Category: Other
- SCAT - Specified category: Agriculture small devices
- MFR - Manufacturer: PRC
- TM - Trademark: (empty)
- \* UOM - Unit of Measure: Piece
- Manufacturing time (days): 7
- CERT - Certificates: (empty)
- Tags: (empty)
- \* COO - Country of Origin: China

A hand is holding a smartphone in the foreground, displaying a QR code that is linked to the document. A blue line connects the QR code on the phone to the "ID" field in the form. At the bottom of the form, there are buttons for "Save", "Copy", "Export", "PDF", "Close", and "Form Settings".

Within minutes you can send **a large number of documents** to your partners. And thanks to the links between documents, you can see all the chains of documents with easy navigation between them.

All traffic between your computer with the ITB system (documents, correspondence with your Partners and data of your company) is transmitted in encrypted form.



Forms of documents have fixed and standardized fields for fast and correct processing.

If necessary, you can create custom fields for all documents yourself.

The screenshot shows a software interface with a form titled "Inquiry goods item form". At the top, there is a blue button labeled "Attachments". Below the title bar, there is a header row with fields: "ID", "G/EN LAF", "BUY NO.", "G/EN PR - C", "UOM", "UP", "CP INF - C", "SMP", "Ser", "INQ ID", "li", "OEM". Below the header, there is a row of icons: a plus sign, a pencil, a trash can, a funnel, a list icon, a magnifying glass, a plus sign, a letter 'A', a letter 'B', and a letter 'S'. At the bottom, there is a row of buttons: "Send Inquiry", "Save", "Import", "Close", and "Form Settings". A blue tooltip menu is open over the "Form Settings" button, showing "Calculation Fields Templates" and "Custom Fields Templates".

The screenshot shows a dialog box titled "Form Settings : Custom Fields Templates". It has a close button (X) in the top right corner. The dialog is divided into two main sections: "Template's name" and "Custom field".  
In the "Template's name" section, there are language selection buttons: \*English, Russian, Chinese (simplified), Spanish, Korean, French, Japanese, Vietnamese, Thai, Portuguese. Below these is a text input field containing "Compliance of Suppliers".  
In the "Custom field" section, there are two entries. The first entry has a "Type" dropdown set to "Short text" and a "Label name" section with language selection buttons (\*English, Russian, Chinese (simplified), Spanish, Korean, French, Japanese, Vietnamese, Thai, Portuguese) and a text input field containing "SDN". The second entry also has a "Type" dropdown set to "Short text" and a "Label name" section with language selection buttons (\*English, Russian, Chinese (simplified), Spanish, Korean, French, Japanese, Vietnamese, Thai, Portuguese) and a text input field. At the bottom right of the dialog, there are "Save" and "Cancel" buttons.

DOC NO - Document Number

\* SELL - Seller

+

\* DOC NM - Document Name

CAT - Category

AD TDD - Additional Terms of Delivery

Document attachments

img305.jpg

File size is limited to 5 Mb  
Paste from clipboard press Ctr+V

Photo camera Add file Close

img305.jpg

Attachments

Inquiry goods item form

ID GI EN LAF BUY NO - GIU PR - C UOM - Ur CP INF - C SMP - Sar INQ TD - W DEM NO - GIU QNT - CP MARK - GI SELL L - SUOM - S GIU LBL - GI BUY L - MFR NO - VATITA

Page 1 of 0 100

TOT QNT Package  
W TOT (K  
GW TOT (K  
VOL CAL TOT  
Total Cal  
Volum  
AD INF - Ad  
Infor



The System has a convenient and developed functionality of **applications for documents.**

# Documents Versioning

Forms of documents have history records of their processes, statuses, authorship of creation and modification.

History records  
of changes in documents

The screenshot displays a document versioning interface. At the top, a horizontal timeline shows four stages: 1. New, 2. Sent, 3. Returned with Comments, and 4. (E1). A blue box highlights the entire timeline. A callout box points to the 'Returned with Comments' stage, showing a user profile 'N' and the timestamp '(05 Apr 2020 21:19:25)'. Below the timeline, the 'Quotation form' is visible, containing various fields such as 'DCR - Date of Creation' (2020-04-05), 'DOD - Date of Document', 'VTD - Valid Till Date' (2020-04-05), 'GI TOT SUM - Goods Items Total Sum' (333350), 'CURR - Currency' (US Dollar (USD 840)), 'MAX MNF T - Maximum Manufacturing Time (days)', 'MDT (days) - Maximum Delivering Time (days)' (14), 'PT - Payment Terms' (TT Bank transfer), and 'GIU TOT QNT - Goods' (164400). The interface also shows the author 'Guangzhou' and a document ID '75002155'.



# How does the process look like?

**An approximate scheme of workflow in the ITB system is as follows:**

At the initial stage, a potential buyer (end or trading company) finds the product of interest in the online catalog or by QR code directly on the product (at an exhibition, for example).

**Online Catalogue**

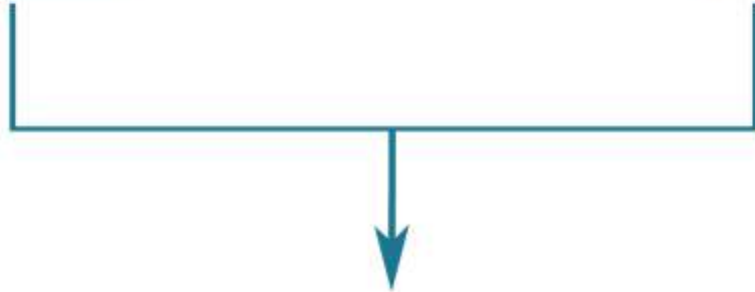


**QR Code of a Goods Item**

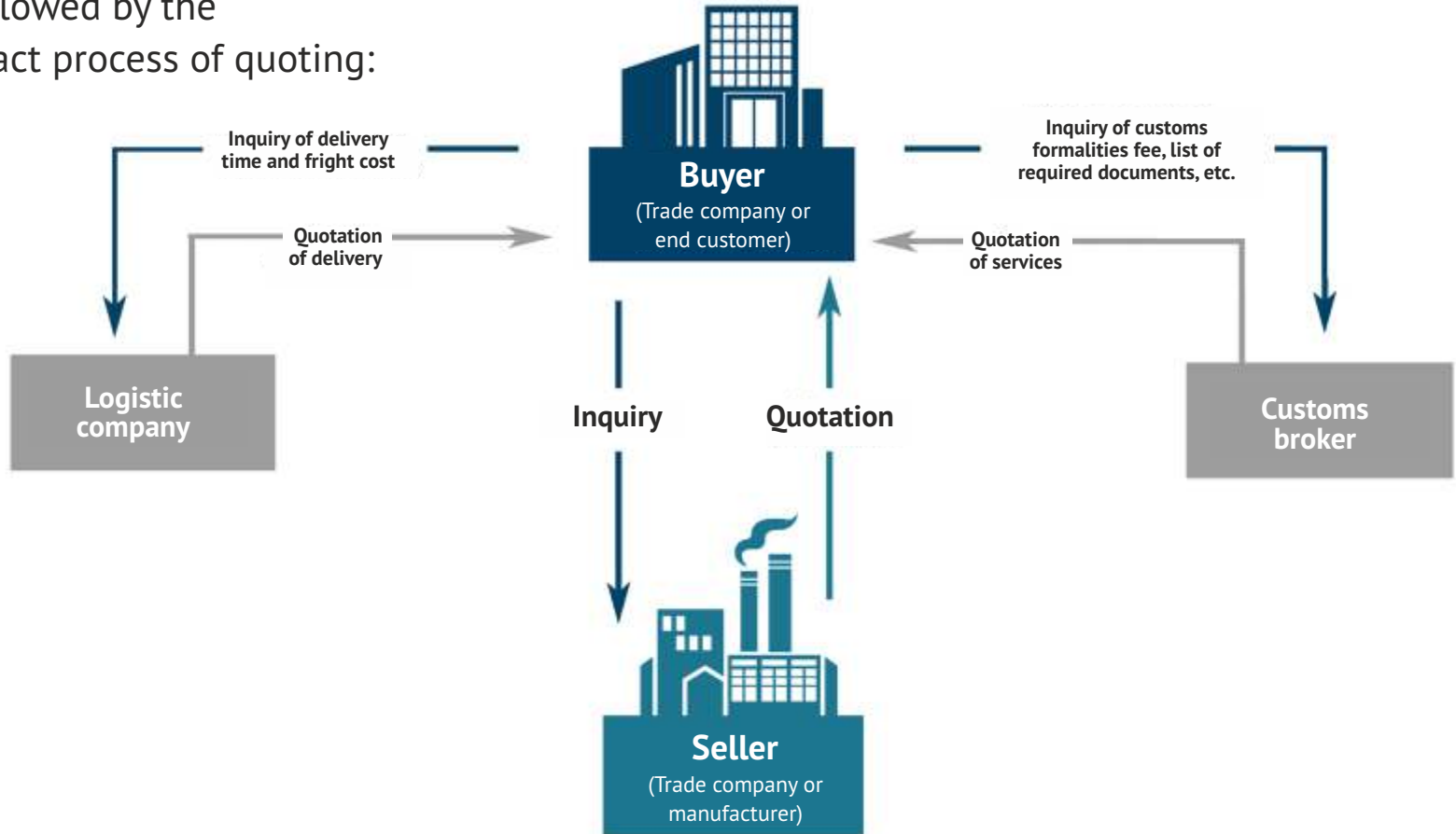
(A Buyer needs just to scan it)



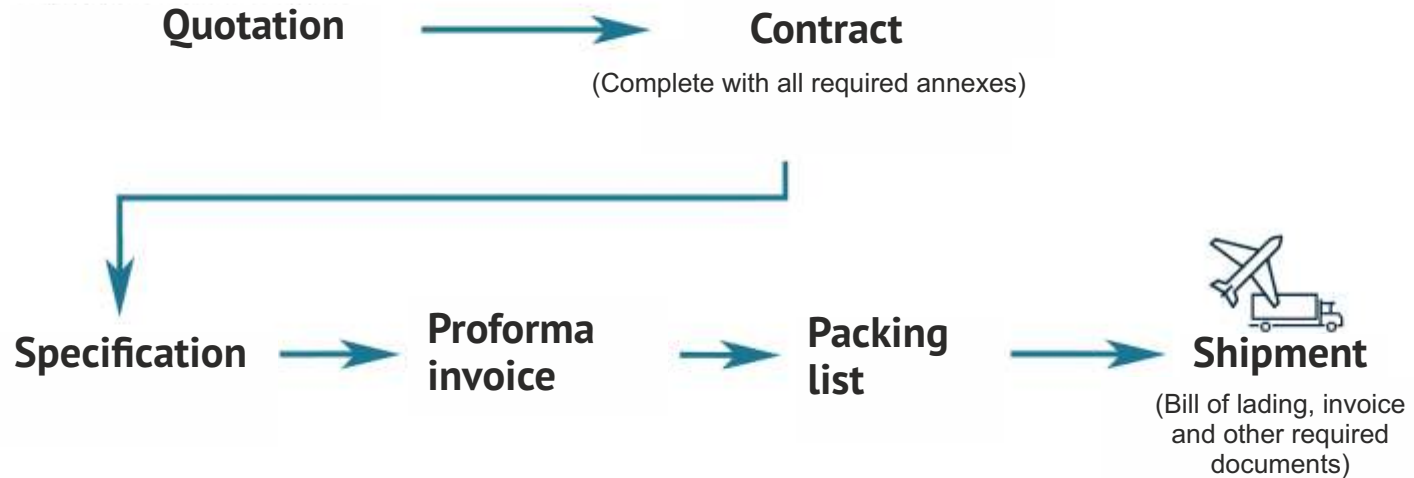
**Goods Item Card**  
(With complete information  
of the Goods Item and the Supplier)



This is followed by the pre-contract process of quoting:



After the manufacturer sends you a Quotation, the process of agreeing the contract and organizing the delivery begins.



\* The exchange of the necessary documents and letters at each stage can be carried out through our service

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