

IWOfurn Monthly Report

Companies now available via IWOfurn with immediate effect – new users

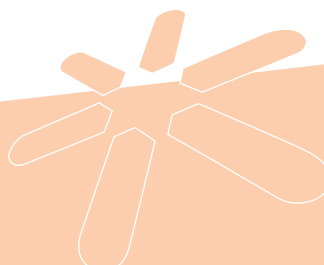
The following companies have been available to users of the platform for connection since last month:

- **Wohn Schick GmbH + Co.KG**
72401 Haigerloch-Owingen – Germany
- **Augsburger Textilhaus Rübsamen GmbH & Co.KG**
86150 Augsburg – Germany
- **Hermann Biederlack GmbH**
48268 Greven – Germany
- **Textilhaus Willms**
26427 Esens – Germany
- **IMV-Internationale Möbelvertriebsges.mbH & Co.KG**
32839 Steinheim/Westphalia – Germany
- **Mode & Wohnen Kaiser GmbH & Co.KG**
26835 Firrel - Germany

Message types implemented by IWOfurn users and connected companies

The following companies extended their message portfolio via IWOfurn last month and are available for connection via the platform:

- **XXXLutz Slovenia**
Orders (ORDERS)
Order confirmation (ORDRSP)
Invoice (INVOIC)
Delivery advice (DESADV)





Headlines March 2013

01.03.2013

IWOfurn establishes itself as a simple and cost-favourable outsourcing solution

Manufacturers (e.g. Naber, Trio, M2 etc.) and retailers (Inhofer, Roller etc.) are increasingly relying on the IWOfurn outsourcing solutions instead of their own converter environment, thereby using the synergies and cost advantages of the IWOfurn services and benefitting from IWOfurn's wealth of experience and high networking level as THE platform in the furniture and furnishings industry.

With 7000 productive business relationships between industry and retail every month, IWOfurn is now automatically generating a huge potential benefit. Shifting their EDI environment means companies enjoy

- *Transparency of regular costs*
- *Favourably priced connection of new EDI partners – no additional set-up charges (only € 10 partner fees per month with active data exchange)*
- *Less pressure on the specialist departments and IT through the additional IWOfurn services and support*
- *Extensive experience in converter change-overs which have already been successfully completed (e.g. Naber, Trio, M2 Weko, dodenhof)*
- *Exchange of standardised message formats and software solutions*

Additional free networking service for fast ROI by connection of many EDI partners.

More than 300 customers from industry and trade have quickly recognised and use their optimization potential together with IWOfurn. IWOfurn is an open service platform. Companies are therefore able to reach each of their customers (currently more than 200 retailers and networked trading groups in the furniture and furnishings industry) who are in a position to exchange electronic data.

05.03.2013

Furniture dealer Wohn Schick decides in favour of IWOfurn

With the decision of the furniture dealer Wohn Schick GmbH u. Co.KG as member of the Union Einkaufs GmbH, to use the IWOfurn services in future for electronic communication with its suppliers, IWOfurn is able to count a further user of the Ametras merchandise management system amongst its customers.

06.03.2013

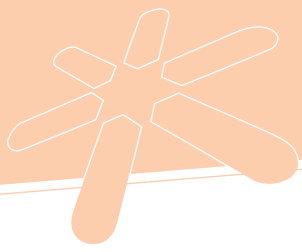
Pelipal connects further central settlement agency

The manufacturer of bathroom furniture, Pelipal GmbH from Schlangen, uses the added value as member of the IWOfurn Society and exchanges electronic invoices with a further central settlement agency.

07.03.2013

25% more EDI partners for Möbel Buss

Möbel Bass has recognised the savings potential through EDI and is working more intensively with the IWOfurn Networking Team to handle data exchange by EDI with as many suppliers as possible.



08.03.2013

IWOfurn offers manufacturers EDI invoice exchange with Euretco and Intres

Back in January IWOfurn implemented EDI invoicing to Euretco and Intres via their service provider RetailPay for manufacturers. Several companies have now implemented this option with IWOfurn and have gone live. Would you also like to send invoices by EDI to Euretco or Intres?

12.03.2013

IWOfurn, ECORO, EMV – a strong team

IWOfurn conducted a presentation on the interaction between the ECORO merchandise management system and IWOfurn together with the merchandise management provider SHD and EMV. Interested companies met at Möbel Jähnichen in Stade and were able to experience live that the introduction of EDI for orders and order confirmations and the transfer of master data are possible at very little project cost.

13.03.2013

Stokke leads the field with more than 570 shop users

The Norwegian company Stokke has also provided its articles for order via the IWOfurn B2B shop via 570 dealers.

14.03.2013

Mode Rüksamen now available via IWOfurn

The Augsburg Textilhaus Rüksamen GmbH & Co. KG can now receive electronic delivery notes and PRICAT catalogues from suppliers via the IWOfurn platform.

15.03.2013

Biederlack backs the IWOfurn platform

The textiles manufacturer Hermann Biederlack GmbH from Greven will in future be using the service and experience of the IWOfurn platform to handle orders (order, order confirmation, delivery note, invoices and warehouse stock level reports) as quickly as possible with many of its customers by EDI and making full use of the resultant savings potential.

18.03.2013

Textilhaus Willms is a new Blue Member of the IWOfurn Society

Textilhaus Willms in Essen can now obtain electronic delivery notes and PRICAT catalogues from its suppliers via the IWOfurn platform.

19.03.2013

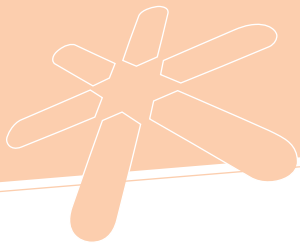
IMV becomes IWOfurn Orange Member

IMV from Steinheim/Westphalia will in future be using the added value of the IWOfurn Society for the exchange of electronic messages via the IWOfurn platform.

20.03.2013

IWOfurn offers shopping app

Together with its service partner, 1e Europe Deutschland, IWOfurn offers the retail trade a shopping app, thereby creating a direct link to customers.



21.03.2013

IWOfurn networking in other industries too

Linking up Mode- und Sporthaus Klingemann GmbH in Höxter shows once again that the electronic message exchange of orders, order confirmations, delivery notes and invoices via the IWOfurn platform also works outside the furniture industry.

22.03.2013

IWOfurn Society just keeps on growing

The IWOfurn Society keeps on growing almost every day. With Betten Günther, the number of retailers connected to the IWOfurn platform has risen to over 230. Betten Günther uses the platform for the electronic exchange of orders, order confirmations, delivery notes, invoices and PRICAT catalogues.

25.03.2013

IWOfurn welcomes new Blue Member company

Mode & Wohnen Kaiser GmbH & Co. KG uses the IWOfurn platform to exchange electronic order confirmations, delivery notes and PRICAT catalogues.

26.03.2013

XXXLutz Slovenia can now be reached via IWOfurn

XXXLutz Slovenia is available with immediate effect via the IWOfurn platform with the message types order, order confirmation, invoice and delivery advice.

27.03.2013

KARE Design changes from Konverter to IWOfurn

The Munich-based cult company KARE Design also uses the flexibility of the IWOfurn platform for electronic order settlement and catalogue provision with dealers worldwide and changes from the Magic Eddy converter from Crossgate to IWOfurn Clearing.

28.03.2013

Ametras integrates IWOfurn point-of-sales services

For several years already the MOEVE users of the AMETRAS ITEC GmbH have been using the IWOfurn services for EDI communication with the suppliers for orders, order confirmations and invoices with constantly growing networking figure. Ametras will soon be offering these users further integration options with IWOfurn.

In addition to the master data creation directly from the electronic catalogues to IWOfurn, sales are primarily supported by new process possibilities.

Variant configuration in IWOfurn and working results from the planning programs can then be transferred as simply via the IWOfurn Connector to the purchase of the MOEVE merchandise management system as can compilations from DIVA – the tablet-based advisory tool from Crystal Design.

The extended cooperation between Ametras and IWOfurn will then naturally also contain the EDI forwarding of variant and planning orders including attached planning documents