

Chapter 1 : Business-to-business - Wikipedia

calendrierdelascience.com is business to business web directory. Our site provide accounting, advertising, arts, careers and jobs, wholesale, travel, jewelry, real estate and.

For example, an automobile manufacturer makes several B2B transactions such as buying tires, glass for windows, and rubber hoses for its vehicles. The final transaction, a finished vehicle sold to the consumer, is a single B2C transaction. Matesourcing[edit] "Matesourcing" refers to the phenomenon where businesses seek business support from family and friends rather than obtaining business services from other businesses on a commercial basis. It can be divided into two directions -- upstream and downstream. Producers or commercial retailers can have a supply relationship with upstream suppliers, including manufacturers, and form a sales relationship. Or, the website can be created for business, where the seller advertises their products to promote and expand transactions in an intuitive and convenient way. Horizontal B2B model[edit] Horizontal B2B is the transaction pattern for the intermediate trading market. It concentrates similar transactions of various industries into one place, as it provides a trading opportunity for the purchaser and supplier, typically involving companies that do not own the products and do not sell the products. It is merely a platform to bring sellers and purchasers together online. The development trend of B2B business-to-business [edit] Along the way, B2B has matured but despite the good momentum, it still has an immature side. The majority of the immaturity is in online price negotiation and online collaboration. These have not been fully developed. BCG believes that the current B2B online trading model cannot completely simulate the traditional B2B offline trading model. Almost half of the survey group indicated online transactions still need to coordinate with traditional offline communications to complete the entire transaction process. The survey found that some of the sellers already felt a lot of pressure brought on by the price comparison. This report presents another valuable analysis in the development trend of the B2B market. It pointed out that each party in the B2B market expects a simplification in each trading field. They do not expect diversification of the trading platforms. This is the same perspective as the trading platforms. The trading platforms hope to integrate instead of having more competitors.

Chapter 2 : OneMillionDirectory - Internet & Business Directory

3. *Yahoo! Yahoo! is a portal website that incorporates a search engine and a directory of websites organized in a hierarchy of categories. Yahoo! Local is the online business directory portion of the website devoted to business listings.*

By verifying and editing business directory listing information, you can help customers find a business through their local search. Hard to say that in one breath! Really, though, who needs to be convinced that they need to be listed on Google? Facebook Facebook is a social networking website that doubles as a place to list your business. Here, users can create profiles, upload photos and videos, send messages and keep in touch with friends, family, and follow their favorite businesses and brands. Companies can create business profiles that users can follow. Users can follow a company through updates or posts, and customers can post reviews about their experience with a business on Facebook. Because it is widely recognized as the most robust social network and has the largest user base, reviews and feedback on Facebook are essential content for local businesses. Local is the online business directory portion of the website devoted to business listings. For a time, Yahoo and Bing were teamed up as a part of the Yahoo Bing Network, but their agreement has now changed. Free with paid package options Why Businesses Should List on Yahoo There are varying opinions as to how effective the local business directory listings are versus the price you pay for the service. Take a look at the Yahoo! Local directory website before you purchaseâ€”maybe even try searching for a few businesses. If you like what you see, then it may be worth the investment to have a local business listed here. Free Why Businesses Should List on Twitter Local businesses can put advertisements on Twitter, connect with potential customers, network, tweet about sales to followers and so on. However, there is a catchâ€”other than posting an ad, Twitter, like any other social media platform, can be a large time investment to maintain a presence. There are platforms and services you can use to assist with maintaining a presence on Twitter, but compare the costs and benefits and see if it makes in the use case of each business. LinkedIn LinkedIn is a social networking website for the business community. Registered members can link to networks of people they know professionally. It can also be a way to grow your professional network. Free Why Businesses Should List on LinkedIn Depending on the type of company and product or service offered, businesses likely want to spend the time to create a profile on LinkedIn. Creating a listing is free, and potential applicants and vendors alike can find businesses here. My advice would be to go on the site and look around for similar businesses. If competitors are on there, businesses should likely follow suit and make a profile. A LinkedIn profile appeals to most businesses in most verticals. Instagram is social network and platform for mobile photo and video sharing. Users can take pictures and videos, and share them either publicly or privately via the app. They can also use hashtags to appear on popular or niche categories. Businesses may or may not want to spend the time to create a profile on Instagram. It is free, but is a platform that has strong visual appeal and is not ideal for all businesses unless they get creative. Instagram is the ideal platform for brands that have a unique product that can be showcased through strong imagery. Bing is a web search engine owned by Microsoft. Bing Places for Business is a Bing portal where local business owners can add a listing for their business on the Bing network. Businesses may have a better chance of standing out by putting their listing on Bing, since less people are advertising here than Google. This could be especially true if businesses decide to do pay-per-click advertising on Bing aborg. Yelp Yelp is a platform website and app where users can publish reviews about local businesses. Yelp also trains small businesses how to respond to reviews, host social events for Yelpers a. Yelp reviewers and provides data about businesses including health inspection scores Yelp. Of course, once businesses do this, it is essential that they manage their Yelp reviews appropriately here are the 11 most hilarious Yelp reviews. Again, look for software or services that meet the needs and budget of the business. Zillow Zillow is a real estate and rental listing marketplace that gives consumers data and knowledge to find a home, and connects them with the local agents who can help them. The site provides value estimates of homes, notes changes in value over time, shows aerial views, and displays prices of comparable homes in the area. Users can also leave reviews on their agents within the agent directory. Free for homeowners, agents and other real estate professionals pay a fee Why Real Estate Businesses Should List on Zillow Zillow is a niche

local business directory for real estate agents. Real estate agents may want to check out the directory, or at least be aware of it. Users can also book rooms, find flights, find things to do, and reserve tables at participating restaurants. TripAdvisor operates websites internationally in over 25 countries. Of course, being listed on TripAdvisor means businesses are opening themselves up to reviews and should know how to respond appropriately to feedback and reviews. Redfin Redfin has the powerful platform homebuyers need to buy, sell, and find local agents in their area. Operated by Move, Inc, realtor. In order to partner with Redfin to be listed on their directory, agents must contact and apply. Free Why Businesses Should List on Realtor This website is niche specific, and is essential for realtors and landlords, but a site other verticals can, clearly, skip. Realtor has tons of resources for buyers and sellers, including things like why you should have a realtor, tips on buying your first home, mortgage calculators and various other collateral. Trulia Trulia is one of the largest websites in the Real Estate vertical for buying and selling homes, and also boasts a paid directory for agents and brokers. Trulia allows agents to post listings and chat with interested buyers and clients through their platform. Autotrader Autotrader is an online marketplace for car shoppers and sellers. The site brings together millions of new, used and certified second-hand from thousands of dealers and private sellers. Paid package options, cost varies Why Businesses Should List on Autotrader If you are in the industry of buying and selling vehicles, Autotrader is a great place to be. It claims to have the largest directory database of contact information on US and Canada residents readily available. Users can search for businesses from their business directory tab on the website, or on their yellow pages section of the website. Free Why Businesses Should List on Whitepages Whitepages is still heavily referenced by consumers looking for local business data. The free portion of the site is more for individuals, but the Premium or Pro plans provide businesses with identity verification on consumers. For the online business directory portion of the site specifically, it takes a few clicks to get through to the yellow pages portion. If a listing shows up on both the yellow pages side and the main page when searching the business tab, creating a business listing on here can be a good option. Since you can register for a free business listing, it is a good idea to take advantage of thatâ€”over two million users in the US are using it for local search. Houzz is a website for all things related to homes including interior design, landscaping and home improvement that features an online community and online business directory for businesses with related services such as contractors, interior designers and architects. Free with paid package options Why Businesses Should List on Houzz Houzz is one of the most popular home renovation websites and is a one-stop destination for homeowners to get ideas, information and find contractors to do the work on their home. This is a niche online business directory for contractors, so if businesses want to target customers who are homeowners, are in the process of renovations and are actively searching for local businesses to hire to do the work, Houzz is the right spot to target those customers. If a business can get a free listing for a reputable site, it will help boost online visibility and ranking in search engines. Cars Cars is one of the leading sites for automotive consumers. They aim to help consumers research new and used vehicles, as well as find reputable service and repair providers. Users can leave reviews about specific makes and models. Contact a sales rep Why Businesses Should List on Cars As a niche online business directory site for dealerships and auto services and repairs, Cars is essential for companies in the automotive space. In , Gannett bought the shares it did not already own for 2. OpenTable OpenTable is an online real-time restaurant-reservation service, and works with more than 32, restaurants worldwide, seating more than 16 million diners each month. OpenTable can not only host business listings, but also collect reviews from customers that have dined at the restaurants and build their online reputation. Food and restaurant Cost: The site has an ROI calculator where you can see how much OpenTable could potentially bring in for extra revenue via additional diners. MapQuest Founded in as Cartographic Services, MapQuest has a history that shifts from traditional to digital media. The company was acquired by AOL in and then Verizon in It is a mapping site where users can get directions for their routes or search for hotels, food, gas, coffee, grocers, parking, bars, post offices, and more. Free Why Businesses Should List on MapQuest Although MapQuest went from having nearly all of the online mapping market to sharing that with dozens of competitors Google Maps being the obvious Goliath , they are still a highly referenced and relevant site. AOL purchased MapQuest for over a billion dollars in , and in , Verizon purchased the company for nearly four times that

amount, making it anything but obsolete and a worthy directory to consider listing your business on for local search. YP is a local marketing solutions provider that focuses on helping local businesses grow. YellowPages attracts a high volume of US local search users in to make it worth the time it takes to get a free account. Edmunds The Edmunds website lists prices for new and used vehicles, a database of incentives and rebates, dealership and inventory listings, vehicle reviews, dealer reviews and advice on car purchases and ownership. The dealer portion of the site has resources for dealerships including tools, an industry center and dealer resource articles. If they have been saying bad things, then businesses have been missing out on an opportunity to regain customer trust and redeem their online reputation. For businesses that have been getting great feedback, they have been missing out on knowing and sharing positive customer experiences with others. Edmunds states that their dealer reviews pages are indexed and results are available on search engines such as Google and Yahoo. The volume of users for the niche specific site warrants a look further into the site for dealerships looking to increase their presence in local search. The knot is a local and national wedding vendor resource that offers a gift registry, bridal gown search, local vendor information and wedding etiquette theknot. Events and wedding Cost: BizJournals The BizJournals aim to target business decision makers. The company has 42 websites, 64 publications and more than annual events, targeted to service a wide demographic with news from local through to national. The local directory portion of Biz Journals is a part of their website where businesses can create a listing in their online business directory and consumers can leave reviews about their experiences with local businesses. As a division of American City Business Journals, Biz Journals has more people, publications and websites covering business news than any other media organization. Better Business Bureau Better Business Bureau is designed to help people find and recommend businesses, brands and charities they can trust bbb. Based on a consumer rating system, BBB educates consumers and assists people in finding trusted businesses.

Chapter 3 : Submitting Your Business To Major Internet Business Directories

What is B2B? This term simply means business-to-business, which is a model that focuses on selling products and services to other companies. Think of it as a supportive enterprise that offers the.

This term simply means business-to-business, which is a model that focuses on selling products and services to other companies. In contrast with the business-to-consumer or consumer-to-business models, B2B offers the raw materials, parts or services companies need to boost profits, from manufacturing industries to retail environments. A good example of a traditional B2B market is automobile manufacturing. Because so many small transactions result in one large business-to-consumer sale, B2B companies tend to experience a high volume of sales. Examples of real world B2B activity are plentiful, and more visible than you might guess. For example, the cloud-based document storage company Dropbox services businesses, as well as individuals. General Electric makes a number of consumer goods, but also provides parts for other enterprises. Xerox is a household name but makes billions on providing paper and print services to businesses. Like any other business, a B2B model requires some careful planning, said Brent Walker, vice president and chief marketing officer at healthcare marketing firm C2B Solutions. By leveraging online platforms, businesses can sell directly to other companies, as well as share data and pertinent information about products and services easily and quickly. When it comes to B2B e-commerce in particular, there are three major categories. Web development Many companies need to reach other companies and their employees specifically. A company website can serve as the entrance to an exclusive extranet for customers or registered site users, or as an intranet for internal use only. Companies can also sell directly from this site, e-tailing to other businesses. This software includes site-building tools and templates, database features and methodologies for best practices, plus transaction software. Supply and procurement exchanges Otherwise known as e-procurement sites, these sites serve a range of industries and often focus on a niche market. A company purchasing agent can shop for supplies from vendors, request proposals and even make bids for purchases at specific prices. These B2B websites enable the exchange of product supplies and procurement. Specialized or vertical industry portals provide a subweb of information for a specific industry or vertical, such as healthcare, construction, education or other specific markets. These sites provide product listings, discussion groups and other features. Vertical portal sites have a broader purpose than procurement sites, though they may also support purchasing. These sites act as an intermediary between service providers and a potential business customer. For example, a construction company may need to lease equipment. A broker site can help the construction company find an equipment manufacturer that is willing to lease out the needed equipment. Infomediaries The final category is information sites, or "infomediaries," which provide specialized information sites on specific industries for companies and their employees. These specialized search sites are often used as trade and industry standards organization sites. B2B, C2B and B2C models need not be mutually exclusive, and combining their particular strengths can generate new opportunities for your business. Additional reporting by Katherine Arline and Elaine J. Some source interviews were conducted for a previous version of this article. He worked for a local newspaper and freelanced for several publications after graduating college. He can be reached by email , or follow him on Twitter. You May Also Like.

Chapter 4 : calendrieldelascience.com: Expert Business Advice, Tips, and Resources

Get listed in best business to business directory to find, communicate & trade with Bangladeshi and other international businesses. List your business free. Search online business directory links to find businesses & services with featured listing or connect with global b2b business network.

Chapter 5 : Marketing1on1 Internet Marketing & SEO - Business To Business - Green Bay Local Business

Ready to find out how much your business is worth? Our calendrieldelascience.com Report Card will analyze business

value all over the U.S. and use your business data to generate a realistic estimate of the worth of your business.

Chapter 6 : Business to Business eCommerce, B2B development | Clarity

The internet provides a robust environment in which businesses can find out about products and services and lay the groundwork for future business-to-business transactions.

Chapter 7 : Business-to-Business: What Is B2B?

BizHWY is an online business directory where all business listings have been added by the business owner or someone within the company. Businesses can add their listing to our business directory for free, and further promote their business on BizHWY through affordable banner and textual advertising.

Chapter 8 : Business Directory

Hotfrog: This free, detailed online directory can help get your website listed in Google search results. Options include coupons for your customers. Options include coupons for your customers. The site attracts million active users monthly across 38 different countries.

Chapter 9 : The Top Online Business Directories () - Vendasta

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