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Comergent Helps Best BuyTM For Business Reach New Government and Education Markets

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Managing Editor

Topics: Best Buy, Customer experience, Electronic business, Pitney Bowes, Web development

Comergent Also Enables Best Buy To Provide An Enhanced Customer Experience For Small-to-Medium Business Buyers

REDWOOD CITY, Calif. – August 23, 2006 – Comergent Technologies®, Inc., the leading provider of enterprise eBusiness solutions, is now enabling Best Buy For Business to support the standard agreements and contracts needed to serve the government and education markets. Working with Comergent, Best Buy also enhanced the customer experience at its eBusiness site with new fulfillment capabilities. Aided by new guided-buying options, customers now can find and buy bundled solutions that include accessory products, services, and warranties.

Best Buy For Business also is leveraging Comergent's Leads Module to manage and track leads and easily convert them into accounts during the purchase process. The Comergent Leads Module retains the data during the lead conversion, uploads and distributes leads manually or automatically, and reports all lead activity and outcomes.

New fulfillment partners that are integrated to the site include Synnex and D&H;, joining Ingram Micro and Tech Data as key distribution partners.

"Reaching new markets and offering new services to the small-to-medium business market is very important for us," said Tom Frenchu, director, Best Buy For Business. "We value Comergent's solution. The company was very responsive throughout the process of enhancing our site. The Comergent eBusiness System with its modular service oriented architecture definitely was the right choice for us to add new capabilities easily and quickly."

"We are pleased with the success Best Buy For Business is experiencing as a result of the enhanced capabilities of the site," said Jean Kovacs, Comergent president and CEO. "Our solution excels in an environment such as Best Buy For Business where multiple vendors and suppliers, as well as multiple distribution partners, drive complexity in the sales process. The Comergent eBusiness solution was designed and built to simplify the purchase process for the customer in this type of complex environment."

About Comergent

Comergent is the leading provider of eBusiness solutions for the extended enterprise. The Comergent eBusiness SystemTM orchestrates complex product, selling, and order management processes across multiple enterprise systems, business organizations, and sales channels. Comergent's customers are able to increase revenues while reducing the cost of sales by making it fast and easy for their customers to do business with them. Customers include industry leaders such as Applied Biosystems, Cisco Systems, Gates Corporation,

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InterContinental Hotels Group, J. C. Penney, NEC Solutions America, Pearson Education, Pitney Bowes, Symbol, The Toro Company and World Wide Technology. Comergent is privately held with headquarters in Redwood City, Calif.

For more information, visit www.comergent.com

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