



## Projekt eMarket Services

Gregor Lenart

## Kaj je eMarketServices?

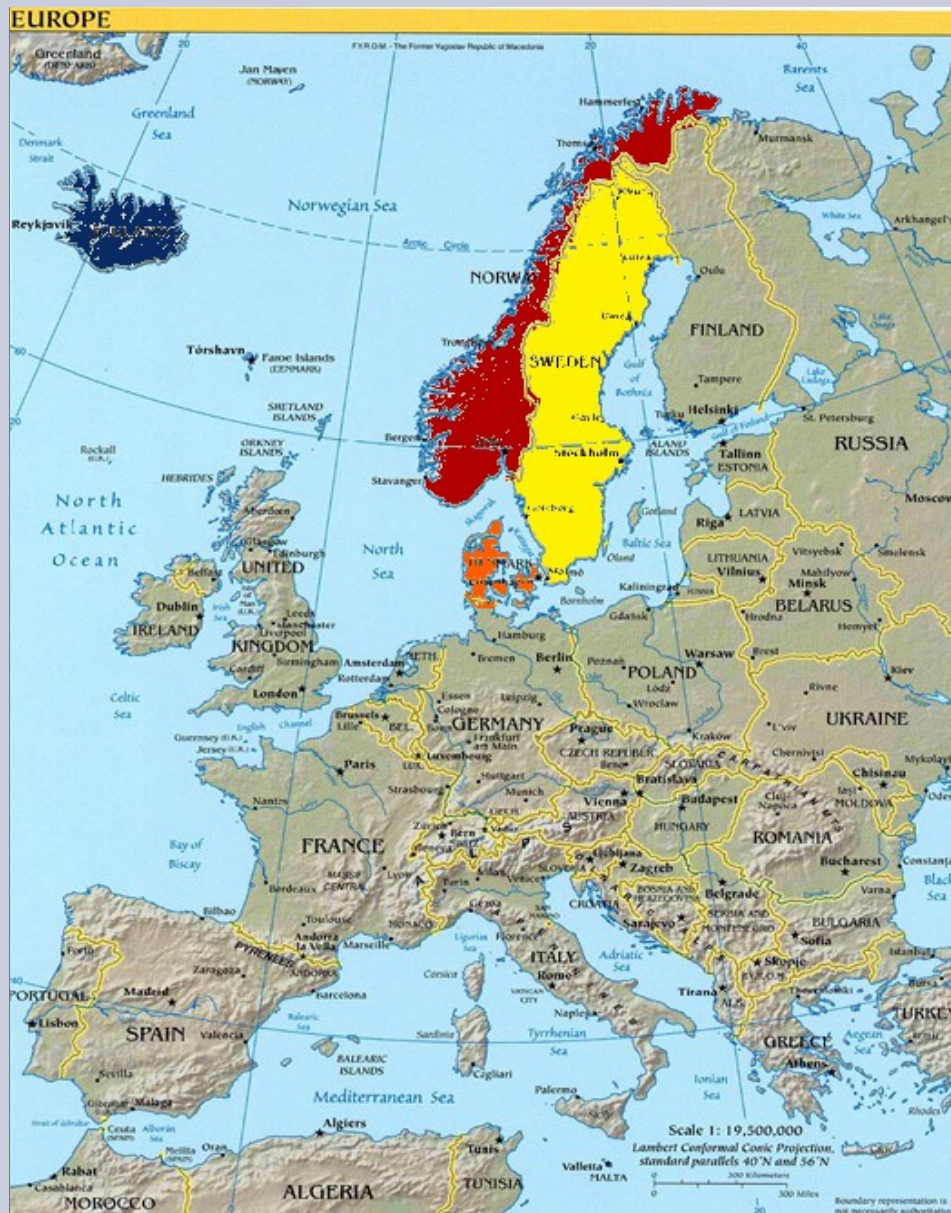
Cilj projekta eMarket Services je razviti in vzdrževati **Evropski spletni portal**, ki omogoča **izmenjavo znanja** za področje poslovanja med organizacijami na **elektronskih tržnicah**.

Portal vsebuje preverjene in zanesljive podatke, ki omogočajo **malim in srednje velikim podjetjem** izbor **primernih e-tržnic** na katere se lahko vključijo za poslovanje s svojimi poslovnimi partnerji.

Prispevek k **razvoju e-poslovanja** med malimi in srednje velikimi organizacijami v Evropi in je tako pomembno **orodje** za mala in srednje velika podjetja.

Portal bo sčasoma ponujal **interaktivne storitve** in vsebine s področja e-poslovanja in e-Tržnic.

# Ustanovitelji



1	Australia	Founder
2	Denmark	Founder
3	Iceland	Founder
4	Norway	Founder
5	Sweden	Founder



# Ustanovitelji in partnerji



1	Australia	Founder
2	Denmark	Founder
3	Iceland	Founder
4	Italy	Partner
5	New Zealand	Partner
6	Norway	Founder
7	Spain	Partner
8	Sweden	Founder
9	Netherlands	Partner





1	Austria	NCP
2	Czech Republic	NCP
3	Estonia	NCP
4	Germany	NCP
5	Greece	NCP
6	Hungary	NCP
7	Ireland	NCP
8	Latvia	NCP
9	Lithuania	NCP
10	Poland	NCP
11	Portugal	NCP
12	Slovakia	NCP
13	Slovenia	NCP
14	Wales	NCP



... in 14  
nacionalnih  
kontaktov



Sofinanciranje  
Evropske komisije

# Portal

# eMarket Services

Your guide to electronic marketplaces

Search Site map

Home eMarket Introduction eMarket Directory Cases & Reports Events Contact Us

What is an electronic marketplace? 

Looking for an e-marketplace? 

What experiences do others have? 

Do you need more assistance? 

**Show website or information page in (select country/language):**

**Websites:**  
[Español \(Spanish\)](#) [Italiano \(Italian\)](#)

**Information pages:**  
[Australia](#) [Austria](#) [Czech Republic](#) [Denmark](#) [Estonia](#) [Greece](#) [Hungary](#)  
[Iceland](#) [Ireland](#) [Italy](#) [Lithuania](#) [New Zealand](#) [Norway](#) [Poland](#) [Portugal](#)  
[Russia](#) [Slovakia](#) [Slovenia](#) [Spain](#) [Sweden](#) [The Netherlands](#) [United Kingdom](#) [Wales](#)

**News**

08/09/2004  
**Noble and ancient wines meet modern trading tools**  
Interview with Giovanni Dall'Ozzo By Giovanni Luca Atena...  
[Read more...](#)

31/08/2004  
**E-marketplaces in the Plastic Industry**  
By Bjørn Borg Kjølseth...  
[Read more...](#)

31/08/2004  
**MSA Australia gets enabled for e-Business using XML Yes solutions**  
By Edwin Kuller, eMarket Services/Austrade...  
[Read more...](#)

[More news »](#)

**Updates**

**Published e-marketplaces:** 909  
**Countries:** 44

**Most recently updated:**

1. [WoodworkingSite.com](#) (05/10/2004)
2. [Bizdirect](#) (05/10/2004)
3. [Woto!](#) (05/10/2004)
4. [Trucks.nl](#) (05/10/2004)
5. [Mercado Eletrónico](#) (05/10/2004)

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## eMarket Directory

Register/Update e-marketplace

About Directory

Top E-markets

### Sorted by industry:

- [Agriculture \(47\)](#)
- [Aguaculture \(6\)](#)
- [Crops & Vegetables \(8\)](#)
- [Flowers & Plants \(6\)](#)
- [Livestock \(6\)](#)
- [Veterinary \(1\)](#)

eMarket	Products & Services Traded	Geographic Focus
<a href="#">Africanlion.com</a>	African soft-commodities such as tea, coffee, cocoa, macadamia nuts, and cotton	Global with the main focus on Africa
<a href="#">Agdeal.com</a>	Farm equipment and livestock	USA
<a href="#">Agrelma</a>	Fruit, vegetables, wine, liquors, oil, olive, cheese, delicatessen, meat, cereals, fisheries, flowers and plants, machineries, equipments, seeds, fertilizers	Global mainly focused on Europe
<a href="#">Agribazaar</a>	All kind of vegetables, flowers, fruits, livestock, plot of land for crops.	Asia (specifically South East).
<a href="#">AgrifoodBiz</a>	Agbiotechnology services Products and services to	Global with a focus on North America, UK and India.
<a href="#">agrigate</a>	Agricultural livestock, machinery, plants, feed, goods, services and information	Switzerland
<a href="#">AgriManager</a>	Agricultural products such as crops, fertilisers, fodder, livestock, machinery	Germany
<a href="#">AgriOK</a>	Agri-chemicals, animal feed, raw materials, agricultural equipment, other products for farm needs. Track and trace services for agrofood supply chains (such as milk and fruit)	Europe, mainly focused on Italy

Imenik

## eMarket Directory

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## AgriManager

[www.agrimanager.de](http://www.agrimanager.de)

<b>Products and Services Traded</b>	Agricultural products such as crops, fertilisers, fodder, livestock, machinery
<b>Buyers and Sellers</b>	European farmers and suppliers of agricultural products
<b>Examples of Buyers and Sellers</b>	Aventis CropScience, Bayer Vital GmbH, Monsanto, Syngenta
<b>Geographic Focus</b>	Germany
<b>Language</b>	German
<b>Trading Functions</b>	Bulletin Board, Catalogue with online-order, Exchange(RFQ/RFP/RFB)
<b>Additional Services &amp; Functions</b>	Bookstore, Demotour, Industry directory, Industry news, Job forum, News/news letters, Market information, Weather
<b>Criteria for Membership</b>	Registration required
<b>Fees</b>	No fee
<b>Transaction and membership statistics</b>	More than 12,000 registered users
<b>Owners</b>	AgroOnline, Verlagsgruppe Deutscher Fachverlag, MünchenEVC
<b>Technical Providers and Strategic Partners</b>	HKS Software + Computersysteme GmbH, C.O.S. Software GmbH
<b>Date Established</b>	July 2000
<b>Headquarters</b>	Frankfurt am Main, Germany
<b>Postal Address</b>	AgriManager c/o Verlagsgruppe Deutscher Fachverlag Mainzer Landstr. 251



Opis tržnice



## Cases & Reports

Our ambition is to help companies to learn from the experience of others. During 2001 eMarket Services started to publish cases and reports on the site about companies using electronic marketplaces to do business. The cases describe the advantages, and disadvantages, those companies have encountered. The reports focus on either a specific industry or region.

## Noble and ancient wines meet modern trading tools

*Interview with Giovanni Dall'Ozzo  
By Giovanni Luca Atena, eMarket Services, ICE*



<b>Industry</b>	Food & Beverage/Wine
<b>Location</b>	Venegazzù del Montello (TV), Italy
<b>Company</b>	Venegazzù spa
<b>Products traded</b>	Wine
<b>Company Description</b>	Venegazzù spa is a wine producer company based on an ancient vineyard. The company was founded in the 1950's by Count Piero Loredan, a direct heir of the Doge of Venice Leonardo Loredan.
<b>E-marketplace</b>	Global Wine and Spirits (GWS) <a href="http://www.globalwinespirits.com">www.globalwinespirits.com</a>
<b>E-marketplace Description</b>	Global Wine and Spirits, based in Canada, is one of the most outstanding e-marketplaces for wine and spirits in the world; their site counts hundreds of daily visitors and most of them have regular transactions.

## Show all cases and reports by:

Industry  Region  Date  Headline

## Recent news by eMarket Services

September 2004

[Noble and ancient wines meet modern trading tools](#)

August 2004

[E-marketplaces in the Plastic Industry](#)

August 2004

[MSA Australia gets enabled for e-Business using XML Yes solutions](#)

July 2004

[Public e-procurement via E-market places](#)

June 2004

[The Development of Electronic Commerce in Russia](#)

June 2004

[Moving towards closed marketplaces](#)

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Študije  
primerov  
in  
poročila

# Študijski primer 1.

Švedsko malo podjetje za grafiko,  
35 zaposlenih

Brez spletne strani, brez izvoza

2-8 RFQ/ dan

5-6 novih strank iz Danske,  
Finske in Norveške

**STATUS**

Inquiries	5121
Buyers	2717

Here You can see how many print shops in each country that are connected to Printoffer.

Sweden	339
Denmark	86
Germany	25
Norway	19
Finland	11
Estonia	11
United Kingdom	6
Lithuania	5
Austria	5
Iceland	3
United States	2
Pakistan	2
Hong Kong	2
Turkey	1
Russian Federation	1
Poland	1
New Zealand	1
Italy	1
Iran (Islamic Rep.)	1
India	1

**Printoffer**

1. It is always free to place quotation inquiries in Printoffer.
2. Print shops can try it free of charge, without any obligations.
3. Start by applying. Click "Information application buyer" or "Information and application printer". If you have already applied, select the relevant box below.

**Only for buyers**

Enter the offer inquiry

User name Password

Log on

**Only for print shops**

See offer inquiries

User name Password

Log on

[Have you forgotten your user name and password?](#)

tel: +46 - 23 79 98 66, +46 - 23 390 50 mail: [info@printoffer.com](mailto:info@printoffer.com) produced by [know it provancer](#)

# Študijski primer št. 2

Venten SA, Grčija

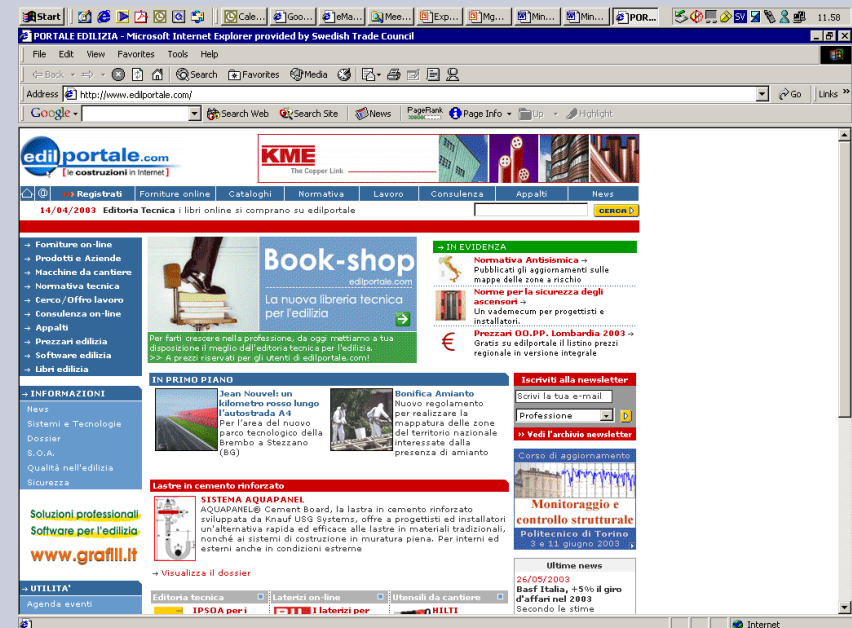
Nabava specializiranih plastičnih cevi.

65 organizacij izbranih, 32 registrirano za razpis.

Avtomatska obdelava sprejetih ponudb, prikaz dodatnih informacij in možnosti

Prihranek 16% pričakovanih stroškov

Čas sklepanja posla 5 delovnih dni – v običajnem procesu so v tem času šele navezali prvi stik z dobavitelji



## eMarket Introduction

- ▶ E-Market Basics
- ▶ E-Business Issues
- ▶ Joining the right E-marketplace
- External Links

## eMarket Introduction

To learn more about e-marketplaces and how they can be used, further information is available in the subsections of E-Market Basics.

More detailed information on specific e-business topics can be found in the subsections of E-Business Issues.

Joining the right E-marketplace contains checklists to evaluate if you are ready to use an e-marketplace and if you have found the right one.

External links contains further reading from other sources.



### What is an electronic marketplace?

An electronic marketplace is a website where several sellers and several buyers meet. E-marketplaces can help you find new business partners or make transactions more efficient.

[Sign up for our newsletter »](#)

[Contact us for more assistance »](#)

## Predstavitev e-tržnic in e-poslovanja

# Dogodki

**eMarket Services** Your guide to electronic marketplaces

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**Events**

**Events**  
eMarket Services run conferences, seminars and other activities to help you learn from the experience of other professionals and meet people in the sector of eMarkets.

\* Participation or arranged by eMarketServices

**Workshop E-marketplaces**  
November 4th, Amsterdam, Holland (only in Dutch) What are e-marketplaces,... [www.syntens.nl](http://www.syntens.nl)

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**Internet Days**  
November 1-2, Stockholm, Sweden (Only in Swedish) Seminars on e-business... More info: [www.iis.se/internetdagarna](http://www.iis.se/internetdagarna) Contact: [internetdagarna@iis.se](mailto:internetdagarna@iis.se)

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**eEurope Seminar: "e-Government: What can we learn from Europe?"**  
October 13th, The Hague, Holland (only in Dutch)... e-Government is part of the eEurope Action Plan of the EU... [www.ecp.nl](http://www.ecp.nl)

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**Nordic Conference on Information Security**  
5th & 6th of October... The target group are those that are responsible for information security... More information and registration: (in Swedish)... [www.sis.se](http://www.sis.se)

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**Workshop on E-business**  
7-8th of October, Stockholm (Sweden) Workshop about e-business. Arranged by Fredholm Consulting AB. More information: [www.fredholmconsulting.se](http://www.fredholmconsulting.se)

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**Internetdagarna 2004**  
1-2nd of November 2004... A seminar with focus on Internet organised by IIS... to run and develop the top level domain ... Sweden, and to further develop the Internet infrastructure in Sweden... For more information and registration:

# Kontakti

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- Austria
- Czech Republic
- Denmark
- Greece
- Hungary
- Iceland
- Ireland
- Italy
- Lithuania
- New Zealand
- Norway
- ▶ Partners
- Portugal
- Slovak Republic
- Slovenia
- Spain
- Sweden
- The Netherlands
- Wales

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## Contact Us

We value your opinion and are happy to be of assistance. For the fastest response and help in your own language we ask you to contact the contact person in your own country. Contact details are found in the list to the left.

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[Press Releases »](#)

## eMarket Services Project Management

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# eMarket Services

Your guide to electronic marketplaces

08.10.2004

Slide 2

## Kdo so uporabniki eMarketServices.com

**Ustanovitelji in partnerji** – povečevanje vrednosti in vsebine promocijskih aktivnosti – ustvarjanje novih možnosti za mala in srednja velika podjetja

**Posamezna izvozna podjetja** - ki uporabljajo storitve eMarketServices

## Kaj je pomembno za podjetja?

Spremembe: Seznanjenost in zaupanje

Neodvisna in preverjena informacija

Običajnim načinom poslovanja zaupamo in so učinkoviti

Izkušnje uporabnikov ustvarijo pozornost in zaupanje

Pravila poslovanja in standardi na e-tržnicah



## eMarketServices - vaja

Odprite portal eMarketServices.com

Preglejte vsebino portala

Preglejte imenik e-tržnic

Za proučevano organizacijo poiščite in predlagajte 3 e-tržnice na katerih bi lahko prodajali in 3 e-tržnice na katerih bi se oskrbovali.

Izdelajte predlog za direktorja prodaje in direktorja nabave za proučevano organizacijo in ga kratko utemeljite.