

ABSTRACT

This project is concerned with setting up electronic Qingdao Xinfutai Equipment Co., Ltd to be a complement channel of traditional sales and service. The report studies the evolution and effect of Internet on business-to-business distribution.

The web creates much more opportunities for the company by services any time at anyplace, and can help the company to get more customers. But weakness is the lack of experience in online business and customers do not trust online as the threats

The project break-even is in two years.

In this web most pages used ASP and script, which connect to Access Database, which are easy to manage the interaction with user and customers. It reduces the time and communication cost for all parts of the supply chain. Online services can be personalized to satisfy customer and increase work efficiency of the company.

