



Key factors of successful e-commerce - what HP can learn from Dell

By Juliane Kuballa

GRIN Verlag Nov 2007, 2007. Taschenbuch. Book Condition: Neu. 210x147x25 mm. This item is printed on demand - Print on Demand Neuware - Seminar paper from the year 2006 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, grade: 58, Northumbria University, 22 entries in the bibliography, language: English, abstract: Today Dell is a market leader that constantly gains competitive advantage with its effective e-commerce strategies. The following report was prepared for the Chief Executive Officer of HP in order to demonstrate the opportunities his company could realize by changing its traditional distribution system and starting to make use of e-commerce as a main distribution channel and to efficiently manage the supply chain through the internet. Advanced e-commerce strategies hold many benefits. Dell was able to benefit from opportunities as they consequently considered some key factors of successful e-commerce: - A continuous information flow enabled them to improve the relationship between all participants of the supply chain. As a result the company could reduce its inventory costs and deliver customers products and services they require. - Dell further recognized the importance of a premium customer service as a key element for success. The selling of products directly...



READ ONLINE
[4.34 MB]

Reviews

The book is great and fantastic. Yes, it really is engage in, still an interesting and amazing literature. You wont feel monotony at at any moment of your respective time (that's what catalogs are for regarding if you request me).

-- **Daren Raynor II**

This is basically the very best book i have read right up until now. It is definitely simplistic but excitement in the 50 % from the ebook. Your daily life period will likely be transform as soon as you total reading this article pdf.

-- **Prof. Ambrose Pollich DDS**

Relevant Kindle Books



Games with Books : 28 of the Best Childrens Books and How to Use Them to Help Your Child Learn - From Preschool to Third Grade

Book Condition: Brand New. Book Condition: Brand New.



Games with Books : Twenty-Eight of the Best Childrens Books and How to Use Them to Help Your Child Learn - from Preschool to Third Grade

Book Condition: Brand New. Book Condition: Brand New.



Weebies Family Halloween Night English Language: English Language British Full Colour

Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Children s Weebies Family Halloween Night Book 20 starts to teach Pre-School and Junior Children how to read with this...



The Goose is Getting Fat (Hardback)

Egmont UK Ltd, United Kingdom, 2013. Hardback. Book Condition: New. 158 x 156 mm. Language: English . Brand New Book. The Goose is Getting Fat is a beautiful Christmas story from the genius of War Horse author Michael Morpurgo, beautifully illustrated by...



Index to the Classified Subject Catalogue of the Buffalo Library; The Whole System Being Adopted from the Classification and Subject Index of Mr. Melvil Dewey, with Some Modifications .

Rarebooksclub.com, United States, 2013. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.This historic book may have numerous typos and missing text. Purchasers can usually download a free scanned copy of the...



From Dare to Due Date

Harlequin, United States, 2016. Paperback. Book Condition: New. Not for Online.. 168 x 104 mm. Language: English . Brand New Book. THE NIGHT THEY MADE A BABY Mia Palinski had never even considered herself the kind of girl to have a one-night...