REVIEW OF E-COMMERCE CATEGORIES AND IT'S WORK FLOW MANAGEMENT

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ABSTRACT

Electronic exchange allows an association to easily recognize and discover more clients, the best suppliers, and the most legitimate tremendous business assistant's globe wide. It extends the business focus to national and worldwide business division with unimportant capital expense. Electronic exchange diminishes the time flanked by the utilization of capital and the receipt of things and organizations. Electronic exchange begins tremendous business frames reengineering wanders. The productivity of sales people, data workers, and administrators can increase by 100 percent or more by advancing structures. Electronic business chops down the telecom cost the as the web is less costly than quality included systems. Here we are make a brief review of E-commerce flow of working and its major categories also.

Keywords: Consumer-to-consumer, Globe Wide Web, E-business

INTRODUCTION

Electronic exchange chops down the going with: cost of making, taking care of, and spreading, securing and recouping study-based information. By showing an electronic acquisition structure, associations can chop down the purchasing administrative costs by pretty much 85 percent. Ability to make exceptionally dedicated tremendous organizations. For example, pooch toys, which were earlier sold just in pet shops or division and refunds stores, are sold now on a specific site-www.dogtoys.com. Electronic exchange empowers "pull" sort stock system organization which licenses diminished inventories and overhead. In a power sort system the methodology begins from client demands and uses just under the wire gathering.

LEVELS OF E-COMMERCE

Electronic business is the strategy of coordinating business exchanges electronically over the Internet. This system is done mainly in five levels, and the major some portion of electronic exchange is a merchant offering things or organization to the clients. There are basically five different categories e-business.

• Business to business electronic-exchange (B2B)

• Business to Clients electronic-business (B2C)

• Consumers to client's electronic-business (C2C}

• Business to laborers electronic-business (B2E) and

• Consumer to business electronic-exchange (C2B)

B2B E-Commerce:

B2B e-commerce is simply defined as e-commerce between companies and involves companies conducting e-procurement, supply chain management, network alliances, and negotiating purchase transactions over the internet. Businesses use ecommerce to lower transaction costs of conducting business and to make savings in terms of time and effort when conducting business. Being the largest category of ecommerce, it is expected by most of the experts that B2B e-commerce will continue to grow faster than the B2C segment.

B2C E-commerce:

Business-to-consumer e-commerce, or commerce between companies and consumers, involves customers gathering information; purchasing physical goods (i.e., tangibles such as books or consumer products) or information goods (or goods of electronic material or digitized content, such as software, or e-books); and, for information goods, receiving products over an electronic network. It is the second largest and the earliest form of e-commerce. Its origins can be traced to online retailing (or e-tailing). Thus, the more common B2C business models are the online retailing companies such as Amazon.com, Drugstore.com, Beyond.com, Barnes and Noble and Toys Rus. Other B2C examples involving information goods are E-Trade and Travelocity.

C2C E-Commerce:

Consumer-to-consumer e-commerce or C2C is simply commerce between private individuals or consumers. Being characterized by the growth of electronic market-places and online auctions, particularly in case of vertical industries where firms/businesses can bid for what they want from among multiple suppliers, it perhaps has the greatest potential for developing new markets. This type of e-commerce comes in at least three forms:

- auctions facilitated at a portal, such as eBay, which allows online real-time bidding on items being sold in the Web;
- peer-to-peer systems, such as the Napster model (a protocol for sharing files between users used by chat forums similar to IRC) and other file exchange and later money exchange models; and later money exchange models; and

- Classified ads at portal sites such as Excite Classifieds and eWanted (an interactive, online marketplace where buyers and sellers can negotiate)

B2G E-Commerce:

Business-to-government e-commerce or B2G is generally defined as commerce between companies and the public sector. It refers to the use of the Internet for public procurement, licensing procedures, and other government-related operations. This kind of e-commerce has two features: first, the public sector assumes a pilot/leading role in establishing e-commerce; and second, it is assumed that the public sector has the greatest need for making its procurement system more effective.

Web-based purchasing policies increase the transparency of the procurement process (and reduce the risk of irregularities). To date, however, the size of the B2G ecommerce market as a component of total e-commerce is insignificant, as government eprocurement systems remain undeveloped. (Andam, Z.R.; 2003) The table below provides a summary of the different e-commerce categories.

Table 1: Summary of the different e-commerce categories

Category	Description	Example
Business-to-business (B2B)	Businesses sell products or services to other businesses.	Grainger.com sells industrial supplies to large and small businesses through its website.
Business-to-consumer (B2C)	Businesses sell products or services to individual consumers.	Tesco.com sells merchandise to consumers through its website.
Consumer-to-consumer (C2C)	Participants in an online Market place can buy and sell goods to each other. As businesses also utilize this type, it can be considered a type of B2C e-commerce.	e-Bay is an online commercial market place, often using an auction system.
Business-togovernment (B2G)	Businesses sell goods or services to governments and government agencies.	CAL-Buy portal for businesses that want to sell online to the State of California.

	Can also be considered as part of B2C ecommerce.	

E-business is made potential all through the use of different advancements of the Internet; regard included Systems and the Globe Wide Web. The Internet is a social affair of PC structures, which collaborate with each other to share data using essential benchmarks of programming. All through satellite affiliations and phone wires, Internet clients can trade data in a mix of structures. The design, size and level of the Internet grants clients to interface suitably all through telephone numbers and fundamental PCs, trade E-mail with assistants companions and takes up with records on the Internet, post data for others to get to, and upgrade it a huge part of the time, access media data that joins sound, photographic pictures and even video, and access particular points of view from around the world.
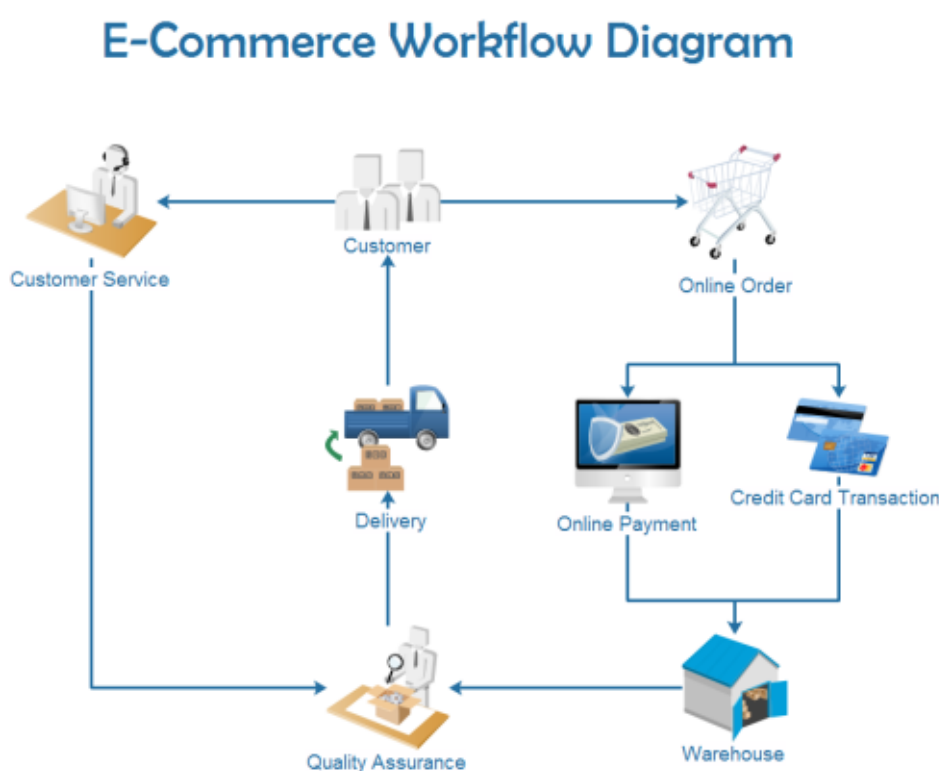

Figure 2: Flow chart of working of E-Commerce

An affiliation beginning now may utilize diverse electronic based gadgets to get and extend data and correspondence needs. These might join PCs, word processors, dispatch, copy machines, message associations, PDAs, pagers and the sky is the purpose of repression starting there. Lamentably, immense fragments of today's specific contraptions are less up to the rate of today's gigantic business needs, and can really make squares to accomplishing the objectives set on the reason of systems bare essential by an association.

For instance, postal work environments can keep gigantic business sitting tight for data for a huge time traverse or even weeks. Overnight dispatches may spare time yet can be an extravagant degree. Standard wire and fax is brisk however extreme and going on by phone can end up being a wearisome round of tag.

In a matter of seconds a critical business can stay away from these issues by utilizing e trade which is lively, gotten all around made, time saying and simple to utilize – i.e., money related unmistakable quality and amazing colossal business period.

Electronic gigantic business can accomplish better correspondence, wide market scope by offering the upsides of rate, accommodation, being cost appropriate, auspice, high preferred standpoints. The worldwide wide big business situation is moving speedier than at whatever time in late memory. Extended contention at home and abroad means conspicuousness and moreover effectiveness must be secured by corporate houses. This weight has incited a reappraisal of the recognized existing huge business sharpen in the mission for more noticeable particularly dealt with.

The endeavored and attempted strategy for standing up to vivacious risk in the past has been cost diminishment throughout production defense; work shedding and tremendous business reconstructing. Ability has enabled us to reduce the getting time and costs. It has cut down the expenses of stock and organizations fabricate the number and conspicuousness of suppliers moreover extended the buyer productivity. More point by point MIS and enhanced stock control is potential now. This consequently has reduced a perfect chance to promote besides upgraded produce eminence at lower cost. A further change in portion taking care of is potential. This will engage in developing the clients base.B2B e-exchange was the produce of a tried response for a definitive issue. It added to another idea, EDI [Electronic Data Interchange]. From that point on XMLcame, which is a lighter and less perplexing data exchange standard that is being used by B2B regions? E-business districts appeared in 1992. At first these areas were more similar to virtual inventories which fundamentally recorded the produces accessible to be acquired. Solicitations were set logged off, all through fax, phone or email. In any case, within a scope of 4-5 years the capacity advanced exponentially and made virtual stores with shopping wicker container and client records. SSL [Secure Socket Layer] made it potential for customers to demand and pay online all through charge cards. E-business instantly expanded well knownity amongst customers and suppliers. It gave customers the upside of differentiating makes, expenses and organizations before settling on a decision to purchase. The suppliers now had section to an unfathomable client base without any limits, that unnecessarily 24*7*365. Today ebusiness is tremendously without a doubt comprehended and is the snappiest creating and most profitable business segment According to IDC, this year; it is required to speak to 66% of globe wide e-exchange. Helped by quick broadband, B2C is also foreseen that would create. Future advances wire automated money and e-wallets, and 'individual authorities' that help customers find what they are hunting down. To support the most up and coming example of human correspondence in e-exchange client organization, destinations can unite with fulfillment centers to make

available clients with stunning organizations and suppliers with information. The Internet is making exceptional and unending open entryways for clients and also huge business undertakings.

Satisfy business correspondence electronically over the Internet is known as Electronic exchange. This strategy is finished essentially in five levels, and the principal piece of eexchange is a merchant offering makes or organization to the customers. There are five essential areas under the more broad social occasion of e-tremendous business. In any case, the going with are few of most likely comprehended e-plans of action used by associations attracted as a piece of e-exchange.

The statement trade is the fundamental idea for electronic business, relating to purchasing and offering of merchandise while "business" indicates business practice and exercises proposed to make benefits. Electronic exchange, similarly as any conceivable business, deals with the exchange of money for fragile or hard stock and organizations. Kalakota and Whintons in 1997 portrayed the term E-exchange from substitute perspectives. These perspectives are:

• Communication

• Business Process

• Service

• Online

1. Communication Perspective: According to this perspective, E-business is the movement of information, thing/organizations or portions over tele-correspondence stations, machine frameworks or whatever suitable electronic method of correspondence.

2.Business Process Perspective: This says E-business is the order of development towards the robotization of business exchanges and work stream.

3. Service Perspective: E-business is portrays as an instrument that addresses the longing of firms, customers and organization to cut organization cost while improving the way of items/organizations and growing the speed of organization movement.

4. Online Perspective: E-business gives the ability of getting and offering things and data on the web and other online associations. The term exchange is supervised as exchange between business partners.

LITERATURE REVIEW

Khosla (2017) explains why **E-Commerce Boom in India: Why online shopping is here** to stay. The study conducted on the retail market in India says that the growing popularity of online shopping is affecting offline retailers since online companies are offering better prices and have attractive promotional strategies. It is also easy to reach the consumers online. The online channel gives consumers the opportunity to shop anytime anywhere with the help of the internet and this is motivating the retail chains to get into the online business. ET Retail (2015) predicted that **E-commerce will help empower women**. The article said that Ecommerce will not only contribute to growth in jobs but also empower women. E-Commerce is an important to remove social inequalities as E-commerce had become an indispensable part of the lives of the people.

Kamath (2017) says **GST to benefit e-commerce the most** as he believes Goods and Services Tax(GST) will eliminate supply chain issues which are important from E-Commerce perspective. There will be less documentation in case of shipments and return of goods. Efficiency in supply chain is the key to quicker deliveries and GST is expected to play a role. Companies will also be able to execute more efficient supply chain strategies, with warehousing based on strategy rather than tax requirements (like Octroi).More importantly goods can be priced and margins can be calculated properly.

Browntape (2017) talks about **What sells most in the Indian Ecommerce market**?He says that according to a study by Google India, E-Commerce is growing in India at a massive rate. The number of online buyers in 2014 was 35 million as compared to the meagre 8 million in 2012.Ecommerce is a sector that become a phenomenon in India and something no one could ignore. Electronics attracted maximum attraction online from the consumers while Apparel and Accessories topped the sales charts.

CONCLUSION

In 1996, Forrester Research Institute (www.forrester.com) foreseen that B2c would be a $6.6 billion business in 2000, up from $518 million in 1996. By then they changed the figure to $20 billion, and the longing keeps making. In 1997, about $10 billion estimation of B2b exchanges were moved over the Internet. Needs on the total size of E-Commerce contrast. For 2010, complete web shopping and B2btransactions are evaluated to be in the level of $700 billion to $4 trillion. Some E-Commerce asks for, for instance, deals and online stock trading, are making at a rate of 15 percent to 25 percent for dependably, and the measure of Internet customers worldwide is required to perform 750 million by 2008. Upwards of 50 percent of Internet customers are required to be online clients. One proof of the likelihood of E-Commerce is the expense of E-Commerce-related stocks on the Internet.

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