B2B ecommerce - the 20 point checklist

Does your business need to upgrade to a B2B ecommerce solution?

SAP Gold Partner

B2B ecommerce goes from strength to strength and opportunities to grow market share and improve customer service are encouraging companies of all sizes to re-platform with renewed urgency.

If you require any of the 20 features listed, then Sapphire's B2B ecommerce solution can help you!

Furthermore, our ecommerce platform includes extensive integration with your SAP Business One ERP system, meaning the solutions you use for accounts, warehouse management, sales order processing and inventory control can all be seamlessly connected to your customer facing ecommerce website.

Reduce your time to market with Sapphire ecommerce

Our B2B ecommerce solutions can be optimised to suit whatever sector your business operates in.

With two solution entry points to suit SMEs and larger scale companies, our B2B ecommerce platform boasts over 300 configurable features, many of which you will not find in a standard ecommerce solution.

All the functionality is tried, tested and already integrated with SAP Business One, so you won't need to embark on any costly and time consuming bespoke development.

20 Essential B2B Ecommerce Features

1) B2B optimised cart checkouts
Optimised multi-step checkout engineered for speed and simplicity and handling all the complex PO and invoice related requirements of trade customers.

2) Complex price handling
Supporting varied pricing levels for different customers, even when price lists, discounts and promotion structures are complex.

3) Personalisation
The customer experience is easily personalised for different clients, including real-time, tailored catalogue views and available products for individual customers, contracts, brands and territories.

4) Familiar 'B2C like' experience
Complex B2B functionality is intelligently incorporated into familiar shopping screens which look like B2C sites on the surface.

5) Order line item file imports
Order file import options for customers who want to build their orders offline (i.e. using a spreadsheet or their purchasing systems) to quickly build a basket.

6) Promotions & cross-selling
Vendors are able to set up powerful promotions and loyalty schemes, and can also position vertical items to increase customer engagement and average order values.

7) Customer 'self service'
Provide customers with 'self-service' access to real-time account statements 24x7 to reduce debtor days and free up resource.

8) Buyers dashboards
Dashboard experience with reminders and alerts for business customers who need useful B2B tools that make dealing with your company quick and efficient, so they can do their job.

9) E-Procurement controls
Customers can set their own staff budgets, order restrictions and workflows to control and limit expenditure.

10) Spend analysis
Business customers can self-analyse their purchases by allocating their own cost centre codes to individual orders or even order lines within these orders.

11) Fast order pads
B2B personalised order pads bypass catalogue browsing to speed up and better organise re-ordering.

12) Mobile optimised experience
Mobile responsive webstores optimised for mobile browsers and dedicated ecommerce apps for customers, agents and reps.

13) Customer EPOS & web feeds
If your customers run retail stores or their own ecommerce sites they can download your product data in the format they require.

14) Drop ship
If some of your customers have a drop ship arrangement with you they can order on behalf of their customer.

15) Real-time inventory
Clearly communicate real-time inventory information relating to stock levels, forward orders and back orders.

16) Kits, bundles & assemblies
Kits, bundles and other complex grouping of products, linked purchases, vertical and cross-selling opportunities are fully supported.

17) International languages & currency
Selling overseas is easy with tools that give you full control over languages, currencies and other geographic trading related elements.

18) White label webstore creator
This simple wizard enables manufacturers and distributors to instantly create personalised ecommerce webstores and portals for use by clients, partners, brands or sectors without technical assistance.

19) Deep ERP integration
Connects all systems used for accounts, warehouse management, sales order processing and inventory control to the ecommerce website.

20) Punchout integration
Punchout integration for your largest customers who require integration of your B2B ecommerce systems to their purchase ledger.

If you would like a free demonstration, please call or email us using the details below.

About Sapphire

Support
24/5 support
as standard

Global
implementation
& multi-lingual
capabilities

Software
multi-system
integration

Influence
Infor & SAP Partner
Council Member

Services
consultancy &
training

Hosting
safe, secure
mobile solution