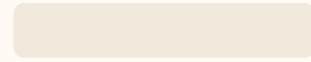
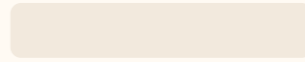
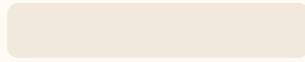
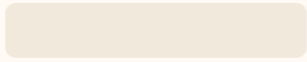


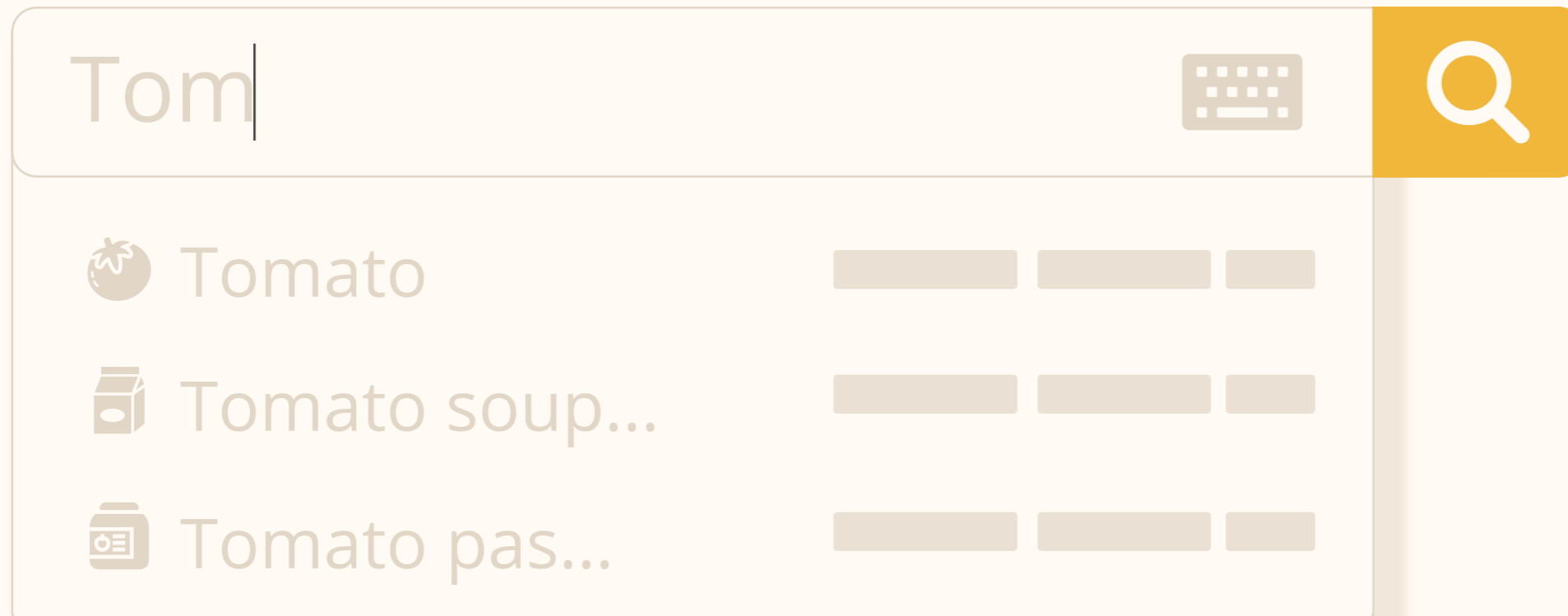
Main Features Of B2B E-Commerce Platform





**COMFORT OF
EVERYDAY
USE**

Search



Make sure that search is available especially if you have **hundreds of products** in your price lists.

Minimal order size



Your platform must allow you to set a **threshold** for an order to be accepted.

Order approval



When you receive a new order, you need to **review the order** and either suggest changes or approve

Process returns



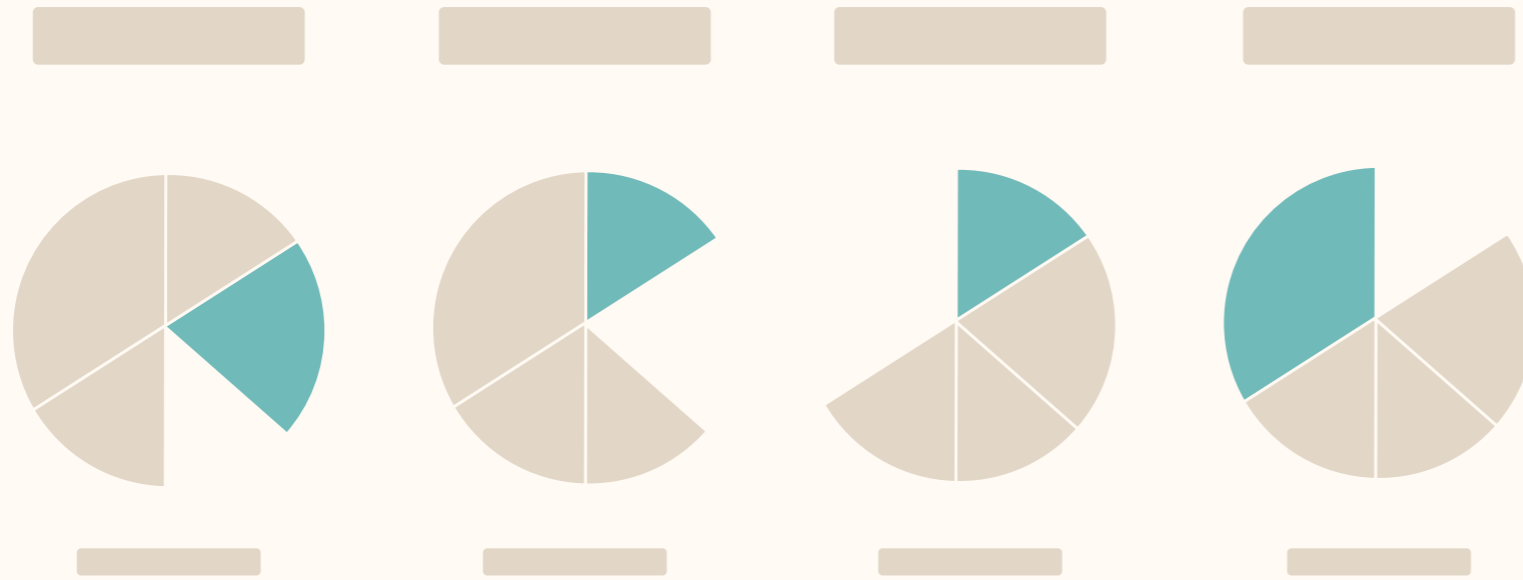
You will need to handle some **returns** and your platform should have a feature to manage this process.

Easy management



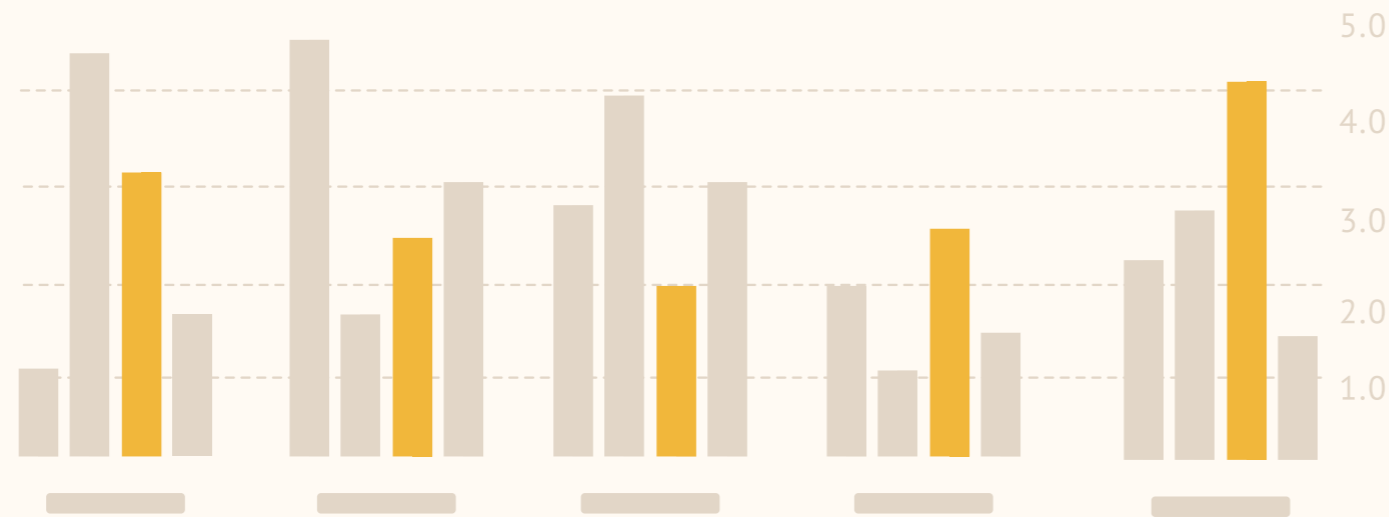
The system must be able to **import products** from your ERP system or from a CSV file.

Reports



Pay attention to the **reporting system** of your B2B e-commerce platform.

Forecast



Powerful e-commerce platforms can **analyze sales** and generate a forecast.



The background is a solid teal color. On the left side, there is a vertical teal bar. Several gear icons are scattered across the page: one in the top left, one in the middle left, one in the bottom left, and a cluster of three in the bottom right. The text is centered in white, bold, uppercase letters.

SETUP AND MAINTENANCE:

THINGS TO CHECK

Setup and integration



Make sure that you can setup and connect the new software with your company IT system and that this will not require **too much resources.**

Updates



Check how and when you will need to **update** the system. It may fail if you make a mistake.

User rights



Each user may have different rights that can be managed by the **administrator** of the system.

Maintenance



Platforms installed **on premise** will need regular maintenance and service.

Access



Make sure that you can access the software with all your devices and operation systems. Check if a **mobile app** is available.

Pricing



Understand the **pricing model** and how much your company will pay for using the system in the future.

AS A TOOL FOR SALES REPRESENTATIVES



Stock level



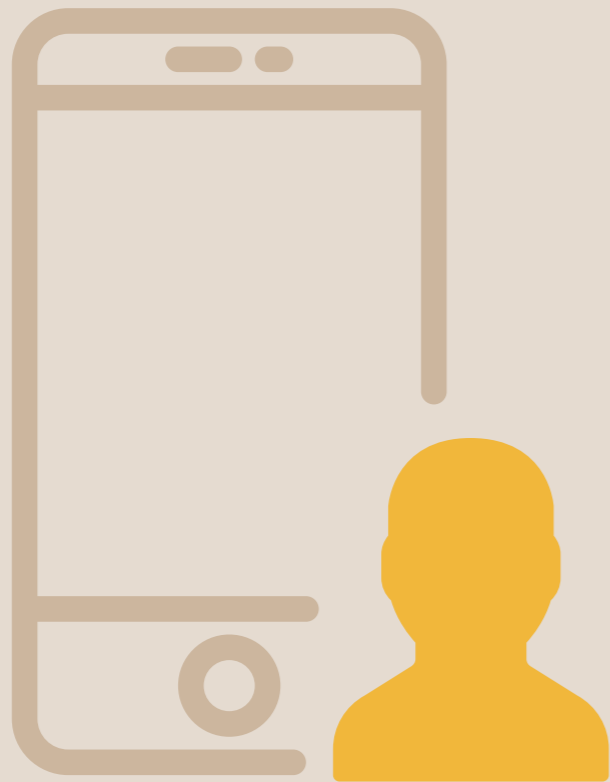
All users of the B2B e-commerce platform should see the **stock level** available at the current moment.

Custom price-lists



It is essential that the platform allows you to create price lists for **different** groups of clients and geographic areas.

App for sales representatives



Your sales reps should have a B2B e-commerce mobile application allowing them to **add new clients and to take orders.**

Offline mode



While the internet connection is getting better and better you should not feel **100% safe** if your platform can work only in online mode.

Cross-selling



This feature will link your products in such a way so that clients can buy **additional and substitute** products when they place their orders.

Quick order



Companies knowing your products range and willing to make an order should be able to place orders using the **products ids or SKU numbers.**

COMFORT OF THE CLIENTS:

THINGS TO CHECK



Easy start

The process of signing in must be extremely **easy and straightforward** so that all clients can start using the new system.



Schedule delivery

Make sure your B2B e-commerce platform allows your clients to schedule the preferable **time and date** of the delivery.



Invoicing

Make sure that the system can send the **invoices** to the clients accounts.



Tax calculations

Check if the considered platform offers **enough tools** to adjust tax calculations applicable for your industry and products.

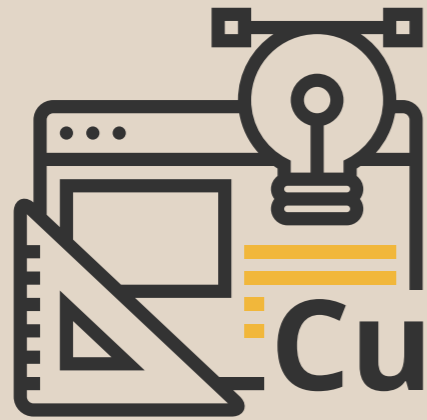


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U

Cancelling and editing orders

If your clients need to make changes to their orders this should be done

in their accounts.



Custom design

To improve your brand awareness
you should customize
the look and feel
of your online B2B shop.



Discounts and promotions

If you have special offers for your clients make sure they will **work properly** in your new system.



Scheduling meetings with the sales rep

Give your clients the possibility to schedule a meeting with your sales reps **using the platform.**



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