



SUITESUCCESS FOR B2B COMMERCE

Accelerate Your Ecommerce Deployment

Accelerate your time to market and help ensure you meet customer expectations for a great online experience with SuiteSuccess for B2B Commerce. With nearly two decades of experience from thousands of ecommerce deployments, this service paves a pathway to success and is proven to deliver rapid business value. You choose the design theme for your site and we will implement a best-in-class SuiteCommerce web store in 30 days or less. Pre-defined commerce reports and KPIs are included to provide insights that help you run your business.

Key Benefits:

- Deploy your web store in 30 days or less.
- Provide unique site functionality for your business buyers.
- Gain insights from pre-defined commerce reports and KPIs to help run your business.
- Eliminate integrations between separate systems with your ecommerce natively tied to your operational business systems on a unified cloud platform.

All the features and functionality of SuiteCommerce are included, plus this additional B2B functionality:

- **Site design.** Choose from a selection of pre-built responsive themes to provide the site design that best reflects your brand.
- **SEO migration.** We'll provide guidance to help you maintain your search rankings.
- **Customer segmentation.** Publish different products/catalogs to different customers.
- **Product comparisons.** Create a comparison table of multiple products.
- **Inventory display.** Provide real-time inventory information to buyers on your web store.
- **Grid order.** Display up to two matrix items as a grid. Once the quantity is entered for each matrix item, everything is added to the cart in a single click and the sales order is populated with the individual lines.
- **Product lead time.** Display an estimated wait time until an out-of-stock product is in stock.
- **Item badges.** Visual icon to identify an item as New, On Sale or Best Seller.
- **Back-in-stock notification.** Buyers can sign up on your web store to receive back-in-stock notifications for items that were temporarily unavailable.
- **Infinite scroll.** On search results page, replace pagination with endless/infinite scrolling.
- **Form.** Form template provided to capture requests such as product inquiries or dealer registrations.
- **Size charts.** Provide size/fit information relevant to each product on the product detail page. The Size Chart will appear in a modal popup.
- **Informational pages.** Templates for "About Us", "Contact Us", "404" and "Terms and Conditions" pages.
- **Responsive email templates.** Optimize order email templates (confirmed, approved, cancelled and shipped) are formatted to display on any screen size.

Pre-defined reports and KPIs are available to help run your business:

- **Online vs. offline sales.** Percentage of sales that were generated online vs. offline for a given period.
- **Open web sales orders.** List of sales orders originating from the web store with an open billing status.
- **Web orders.** Shows a count of web orders placed during the selected date range(s).
- **Web revenue.** Shows the total credits to income and expense accounts from web orders during the selected date range(s).
- **Web store item analysis.** Report of items sold through the web store by Total Sales Orders, Quantity Ordered, Total Order Revenue, Number of Total Sales, Quantity Sold and Total Billed Revenue.
- **Web sales by customer segmentation.** Comparison of specific segments including revenue, orders and average order value.
- **Back-in-stock – Top 10 requested items.** See the top items for which customers have requested back-in-stock notifications.
- **Back-in-stock subscription waitlist.** KPI of customers who have open back-in-stock subscriptions.
- **Back-in-stock emails.** Back-in-stock notifications that have been sent.