

OSF DIGITAL

Manufacturing
ACCELERATOR

CONNECT DATA WITH EXPERIENCES

Build an intuitive Salesforce B2B portal for your
manufacturing buyers



WHY SHOULD YOU CARE ABOUT TRANSFORMING YOUR B2B MANUFACTURING BUSINESS?

Manufacturing ACCELERATOR

In 2020, B2B Manufacturing ecommerce sales grew by 6.7% year-over-year to about \$458.7 billion (from \$430.0 billion in 2019). The overall B2B ecommerce market is expected to be a \$25.65 trillion USD market by 2028.

Buyer behavior and market requirements are constantly evolving. Many B2B companies now find themselves in a dilemma—needing to completely shift and reposition themselves from a particular product-centric company to becoming an omnichannel buyer-centric organization.

B2B manufacturers that give buyers an open, connected, intuitive, and immediate ecommerce experience will dominate the market. B2Bs that create more dynamic and engaging experiences build loyalty and drive retention, helping win the most discerning prospects.

WHAT'S IN IT FOR YOU?

Solution Benefits

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Manufacturing Accelerator helps businesses to:

1

Go to market **fast** with your B2B manufacturing ecommerce

2

Drive business growth with **improved operations** by breaking down silos between all departments

3

Leverage your **data** to understand buyer patterns and improve the buying experience

4

Refine **forecasting** and planning, to reduce costs

5

Stay ahead of competition and **not miss out on potential new revenue**



HOW DO YOU GET STARTED?

Manufacturing Accelerator

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Quickly get to where your B2B manufacturing buyers are—online

Manufacturing Accelerator for Salesforce B2B Commerce Lightning is a **modular solution** that leverages the capabilities of multiple Salesforce Clouds: Sales Cloud, Service Cloud, Commerce Cloud, Manufacturing Cloud, and Partner Community.

Streamline the challenging processes of manufacturing commerce with **advanced digital capabilities**.

Reimagine your ecommerce delivery with our robust and reliable B2B solution and learn how to compete successfully in the digital economy.

Start growing online revenue with our intuitive Manufacturing Accelerator, ready to create connected experiences for your B2B buyers.

MANUFACTURING ACCELERATOR

Features

Customer 360 Module



- ✓ Order Documents
- ✓ Track and Trace
- ✓ Customer Reports
- ✓ Service Requests

Sales Agreement Module



- ✓ Request for Quote
- ✓ Sales Agreement



Fast Order Module



- ✓ Matrix Order
- ✓ CSV Quickorder
- ✓ One Page Order

Forecast Module



- ✓ Forecast Process



Commerce Module



- ✓ Compare
- ✓ Cart Validations
- ✓ Order Reminder
- ✓ Restricted Dates
- ✓ Order Approval

Partner Module



- ✓ Inventory
- ✓ Order Management

WHY CHOOSE OUR ACCELERATOR TO ENHANCE YOUR MANUFACTURING BUSINESS?

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Go to market fast

Time is of the utmost importance in aligning with the B2B modern consumer. Our manufacturing e-commerce solution can help you get to market faster using **prebuilt components, prebuilt ERP integration and ready-to-use Sales and Service Cloud integration**. Open an online sales channel to reach your buyers where they are and meet their digital needs.



Buyer-centric processes

The modern B2B buyer is driven by a unifying set of expectations for a whole new customer lifecycle—the bottom line is they expect to be treated like a partner. **Gain valuable insights into their buying patterns** to better understand your buyers' needs, and complement your product-centric approach with buyer-centric processes.



Enhanced ordering capabilities

With our solution's intuitive ordering options, offer your buyers the possibility to place orders easier. **Provide a B2C-like user experience to your B2B platform** with CSV quick ordering, matrix ordering, or a comprehensive one-page order portal to make even the most complex orders look approachable.

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THANK YOU!

Schedule a Live Demo:
contact@osf.digital

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