

OSF | DIGITAL

QuickStart **B2B**

Quick Start Commerce Solution for B2B Businesses

Empowering B2B businesses' transition
to an ecommerce platform in just 4 weeks



WHY SHOULD YOU CARE ABOUT TRANSITIONING TO A B2B ECOMMERCE PLATFORM?

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



A digital transformation of the B2B landscape involves using top B2B ecommerce platforms to streamline processes and improve customer experience to meet changing business and market requirements. With our **Quick Start B2B solution for Salesforce B2B Commerce Lightning** you can achieve this in just 4 weeks.

WHAT'S IN IT FOR YOU?

Solution Benefits

Quick Start for B2B helps companies that are selling products to distributors, wholesalers, and other businesses to:

1

Develop their own online distribution channel fast — in just 4 weeks.

2

Adapt to market changes and switch to conducting business from face-to-face to online.

3

Offer their B2B buyers a B2C-like experience, through an ecommerce platform where they can order and reorder products online.

4

Gain competitive market advantage — as B2B businesses that sell online are 15% more profitable than those who don't.*

5

Set their business for future growth, through a new distribution and selling channel — their own ecommerce platform.

*Source: McKinsey Digital Quotient, Capital IQ



HOW DO YOU GET STARTED?

Quick Start for B2B



LAUNCH A B2B ONLINE SHOP IN JUST 4 WEEKS

OSF Digital's Quick Start B2B is an out-of-the-box B2B Commerce Lightning solution for B2B businesses that want to **move from offline to online in just 4 weeks.**

This innovative solution powered by **Salesforce B2B Commerce Lightning** will allow brands to **open a new revenue and distribution channel**, by quickly launching an ecommerce website.

Through their new commerce platform B2B businesses will be able to **digitalize their ordering processes, showcase their products catalog online and save time in the procurement process.**

Solution Overview

SOLUTION FEATURES

Product Catalog & Discovery

- ✓ Product categorization
- ✓ Images, description, specifications
- ✓ Product documents
- ✓ Search, filter, sort
- ✓ Product variations
- ✓ Quantity rules (min, max, increment)

Easy order entry

- ✓ Quick order
- ✓ Order Templates, wishlists
- ✓ Rapid reorder

Advanced Checkout

- ✓ Address book
- ✓ Multi step checkout
- ✓ PO for payment
- ✓ Buying on behalf

Advanced Store

- ✓ Order history
- ✓ Responsiveness
- ✓ Up to 5 reports
- ✓ Guest browsing
- ✓ AI driven search suggestions

Increase Sales

- ✓ Spotlight products

Advanced pricing

- ✓ Customer specific pricing
- ✓ Tier pricing

STOREFRONT AS A SERVICE

Up to 48 hours/month

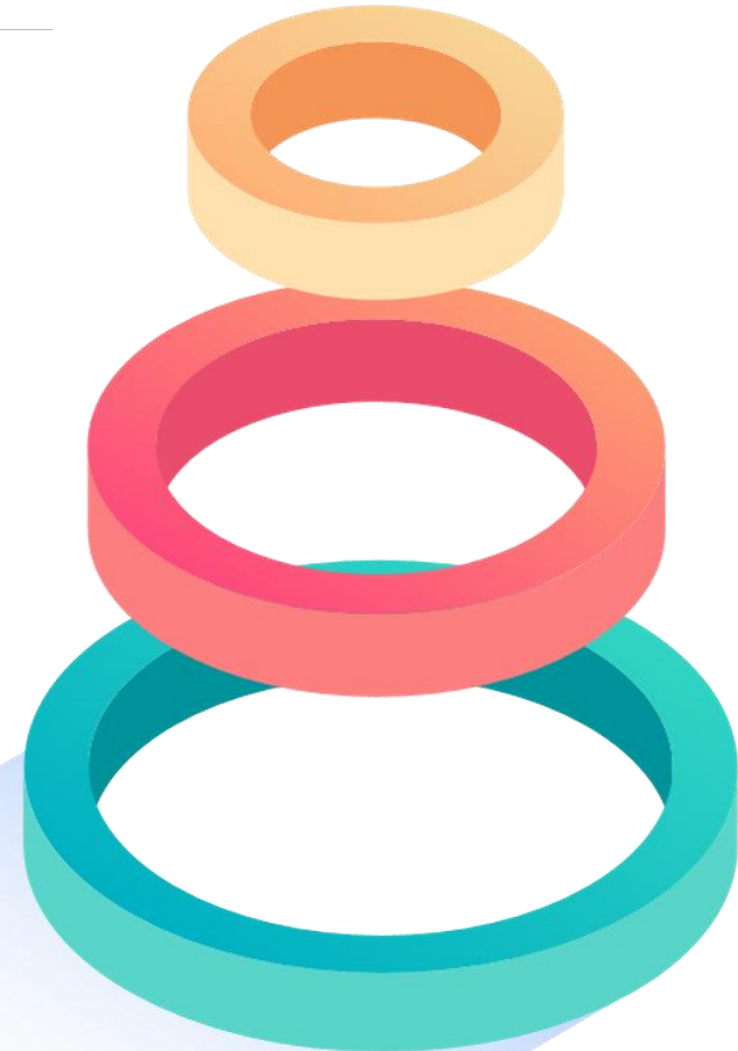
3 MONTHS

- ✓ Hypercare
- ✓ Knowledge Transfer
- ✓ Shop Improvement
- ✓ Custom Component Development
- ✓ Content Management
- ✓ Master Data Management
- ✓ Product maintenance
- ✓ Currency and language support
- ✓ Reporting

SOLUTION INSTALL

4 WEEKS

- ✓ Remote workshop
- ✓ Document business process decisions
- ✓ Gather required data and brand style guide
- ✓ SOW signature
- ✓ Configure shop and features
- ✓ Create branded shop
- ✓ Support data load
- ✓ Prepare to Go-Live
- ✓ Deployment to Production
- ✓ Remote support during UAT and Go-Live
- ✓ Transfer knowledge and hand-over to operations



WHY CHOOSE QUICK START B2B TO BUILD YOUR ECOMMERCE STORE?

Launch a B2B online shop in just 4 weeks



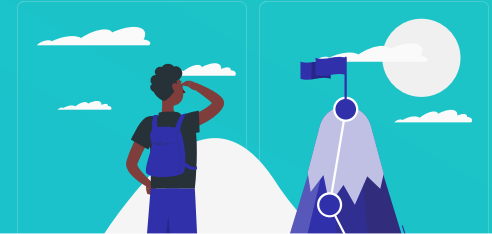
4 WEEKS TO GO LIVE

Digitalize your B2B sales process with Quick Start B2B – our Salesforce B2B Commerce Lightning-based solution that provides you with a scalable commerce storefront with B2B-dedicated features and allows you to go to market in just 4 weeks.



NEW REVENUE AND DISTRIBUTION CHANNEL

Gain a new revenue and distribution channel by transitioning to an off-the-shelf ecommerce solution and launching a self-service B2B ecommerce portal for your customers where they can order and reorder products online.



IMPROVE YOUR BUYERS' EXPERIENCE

Rely on a solid ecommerce solution with all essential features for your business to provide customers with a personalized B2C-like buyer experience. Facilitate quick and easy purchasing by providing an easy access to previous orders, and offering automated reordering, and more.

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THANK YOU!

Schedule a Live Demo:
contact@osf.digital

