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.

Order approval
Make sure your platform allows you to set a threshold for an order to be accepted.

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

Easy management
Your platform must allow you to handle the process of approving the order from a single place.

Orderers
Powerful e-commerce platforms allow you to manage orders and generate a feedback.

Setup and Maintenance:
Things to check

Platforms installed on premise will need regular maintenance and service.

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

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

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

Custom design
As a tool for sales reps
Your sales reps should have a B2B e-commerce mobile application allowing them to add new clients and 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
Check how and when you will need to update the system. It may fail if you make a mistake.

Custom features
It is essential that the platform supports the features that are needed by the users.

As a tool for sales reps

Cancelling and editing orders
Checking the considered platform offers enough tools to adjust tax calculations applicable for your industry and products.

Scheduling meetings

Comfort of the client:
Things to check

Schedule delivery
Make sure that the system can send the invoices to the clients’ accounts.

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

Discounts and promotions
Check if the considered platform offers tools to adjust tax calculations for your industry and products.

User self-service
Make sure your customers can schedule their preferred time and date of the delivery.

Convenient delivery
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