

QuoteWerks Integration with Amazon Business

Give users a true eCommerce experience, and get a handle on tail and rogue spend

User adoption and user experience are paramount when it comes to eProcurement or Procure-to-Pay solutions and their ROI. However, there is typically a difference between the consumer eCommerce experience and an eProcurement one.

eProcurement has typically presented challenges, such as:

- Limited content availability with hosted catalogs
- Poor search capabilities and disconnected user experience with external punchouts
- Lack of control within punchouts (e.g., promotional content)
- Inability to search across catalogs, punchouts, etc.

Businesses should not have to compromise on user experience, search, and access to rich content.

Amazon Business Integrated Search

Offer access to Amazon Business content directly and seamlessly from within the QuoteWerks platform. Employees can search across internally hosted supplier catalogs, Amazon Business, and other suppliers to see and compare the results side by side on a single screen, having a true consumer eCommerce experience at work. Real-time pricing and inventory ensures items selected are available.

Customer Benefits

Control Rogue & Tail Spend

Offer a channel for tail spend through broad yet controlled eCommerce offering, minimizing rogue spend.

eCommerce User Experience

Offer a modern, eCommerce, and seamless user experience to access a wide selection of rich content.

Increase Compliant Spend

Channel more spend via your catalog module, and have the option to control items and categories that users can find.

Increase Purchasing Efficiency

Decrease transaction processing cost for low-value items.

“With Amazon Business Integrated Search (ABIS), we’re adding the easy access and everything you love about Amazon into your e-procurement system.”

Florian Böhme | Country Manager DACH-/EE Region | Amazon Business

Integrated Search with Amazon Business enables:

Access to the full Amazon Business store directly from within QuoteWerks: No break in user experience; seamless access to a broad selection of business items.

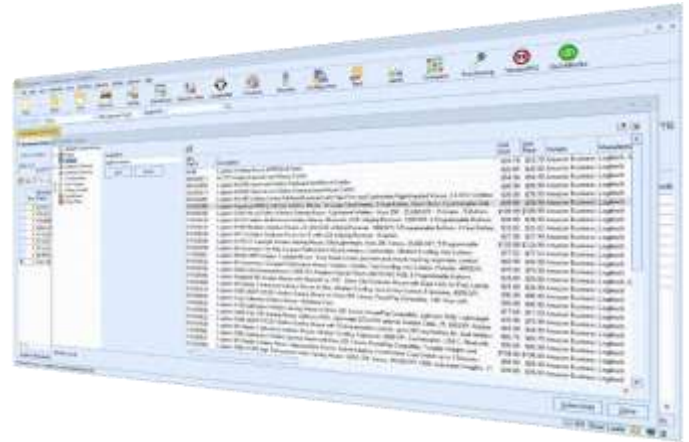
Complete search and compare: Users can search and compare across hosted catalogs, Amazon Business, and other supplier content with results displayed on a single screen.

Procurement controls, if needed: For a high degree of control, users can access only a curated list of Amazon Business items. Also, using guided buying policies, Procurement can block certain categories from being searched.

Reduced transaction processing costs: Channel more spend through your catalog, and help reduce rogue spend with no extra catalog administration effort.

Top Features:

- ✓ Single user experience within QuoteWerks
- ✓ Search and display Amazon Business items in QuoteWerks, together with other supplier items
- ✓ Real-time price and availability
- ✓ Side-by-side comparison with internal catalog items
- ✓ Direct link to Amazon Business product page
- ✓ Control over which items / categories can be searched
- ✓ Integration into additional existing systems (CRM, PSA, Accounting, ERP)



The Customer Experience and High-Level Workflow

QuoteWerks has Amazon Business Integrated Search enabled for Product Search

Unfortunately, not all quotes become orders. This is why the ability to find and quote the correct item quickly is important. With Amazon Business Integrated Search available from within QuoteWerks, Amazon Business customers have easy access to the entire selection offered by Amazon.

When the Amazon Business customer's quote is accepted by one of their customers, QuoteWerks automatically converts the quote to an order with items ready to be purchased from Amazon Business.

QuoteWerks has integrated purchasing with Amazon Business using Punchout

From within the QuoteWerks Purchasing window, the Amazon Business customer can see all of the items waiting to be purchased from Amazon Business across multiple orders.

With the products selected, the Amazon Business customer can submit the Order with Amazon Business. This process can create a Purchase Order in the customer's Accounting or PSA solution automatically, making it easier for the accounting team.

Prerequisites

An existing Amazon Business Login is required for QuoteWerks to integrate with Amazon Business. The QuoteWerks integration to Amazon Business products requires the QuoteWerks Real-time Module and the Product Content Subscription. For Amazon Business procurement, the Corporate Edition of QuoteWerks is required in addition to the Amazon Business product requirements.