Amazon Business:
Creating Smarter Integrations

Digital optimization of procurement processes are accelerating

AUTOMATION

80%
of procurement leaders say 26-50% of their current processes are automated.

ONLINE

91%
of B2B buyers want to order online.

ProcureCon and WBR Insights, "CPO Study 2021."

Source: 2022 Freight Waves Analysis, freightwaves.com

Companies are paying unprecedented attention to buying practices.
The new value pillars of procurement strategy:

Purchasing agility
Build purchasing agility and reduce risks through agile supplier identification, selection, and management operations.

Digital optimization
Accelerate digital optimization to uncover purchasing trends, enhance the buying experience, and reduce manual activates with system integration and automation.

Responsible sourcing
Promote responsible sourcing initiatives by making purchasing of sustainable products and supplies offered by diverse, local, and small businesses easy.

More tools. Better features. Greater value.

Centralize tail spend
Find what you need for non-contracted spend.

Consolidate suppliers
Use our selection to reduce expensive supplier overhead.

Integrate purchasing systems
Integration with over 150 leading procurement systems.

Negotiate contract prices
Migrate your contracted prices to Amazon Business.

Business-only prices
Exclusive prices and quantity discounts on more than 5 million products.

Payment efficiencies
Use a p-card, line of credit, or pay by invoice for maximum flexibility.

Business Prime
Advanced analytics and dashboards, custom purchasing policy controls, and unlimited FREE Two-Day Shipping on more than 100 million items.

Apply tax exemption
Use your tax exemption across your organization by enrolling in the Amazon Tax Exemption program.

Common features configured

Account Structure
- Consolidate existing Amazon users
- Place users in groups

Approval Workflow
- Set approval triggers
- Multiple levels and approval methods available

Payment Management
- Individual payment: Procurement card
- Shared payment: Pay by Invoice

ERP & ePro Integration
- Single sign-on "Punchout" to Amazon from external systems
- Amazon Business provides technical assistance

Business Prime (added fee)
- Members receive added services and features
- Guided Buying and Spend Visibility

Amazon Business offers flexible configuration options

eProcurement Integration

- Existing (standard) processes & approval releases

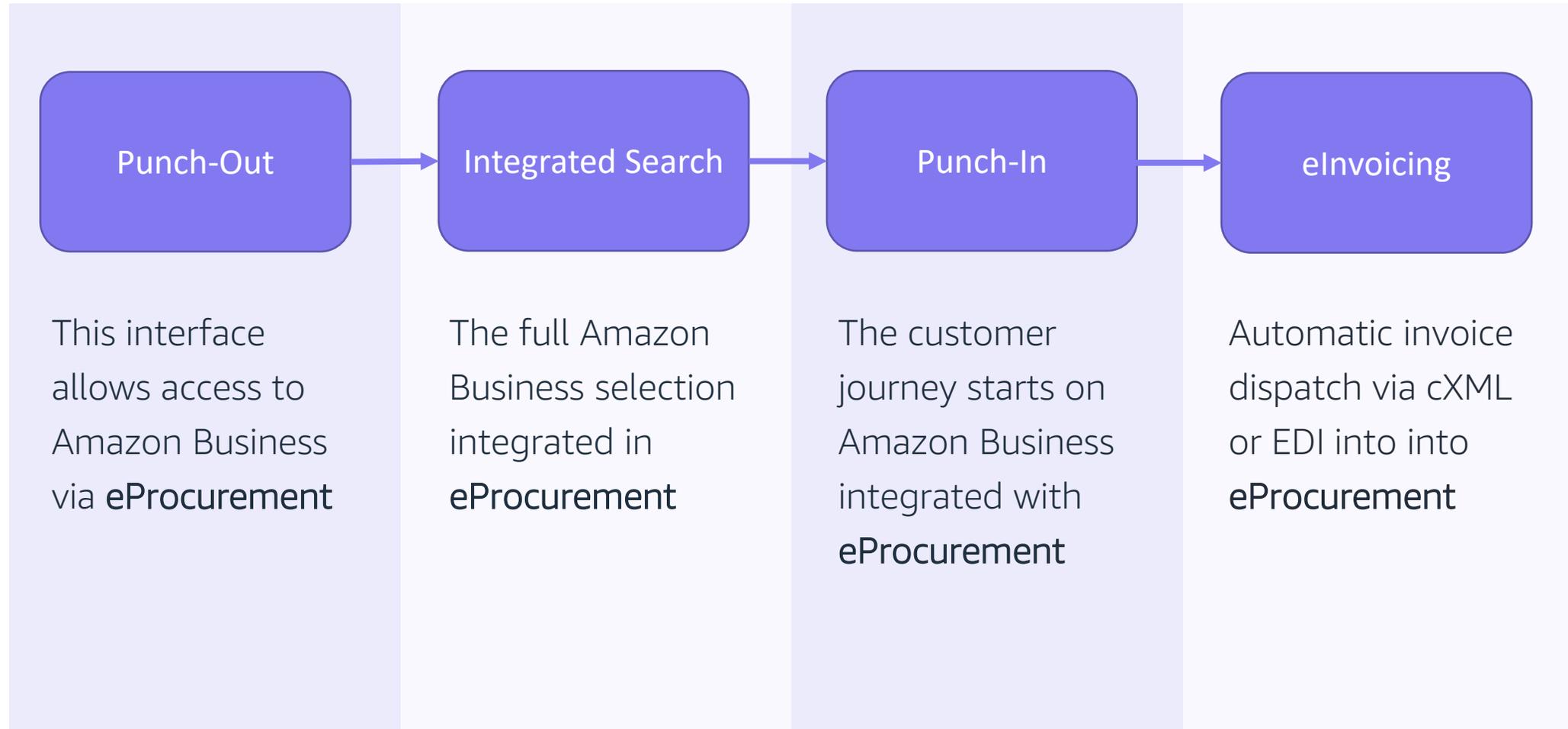- Connection to ERP system

- Transparency and control

Standalone with direct access via Amazon Business Website

- Implementation <1 hour

- No automated interface

A vision of a full integration scenario step by step

amazon business

| Punch-Out | → | Integrated Search | → | Punch-In | → | eInvoicing |

This interface allows access to Amazon Business via **eProcurement**

The full Amazon Business selection integrated in **eProcurement**

The customer journey starts on Amazon Business integrated with **eProcurement**

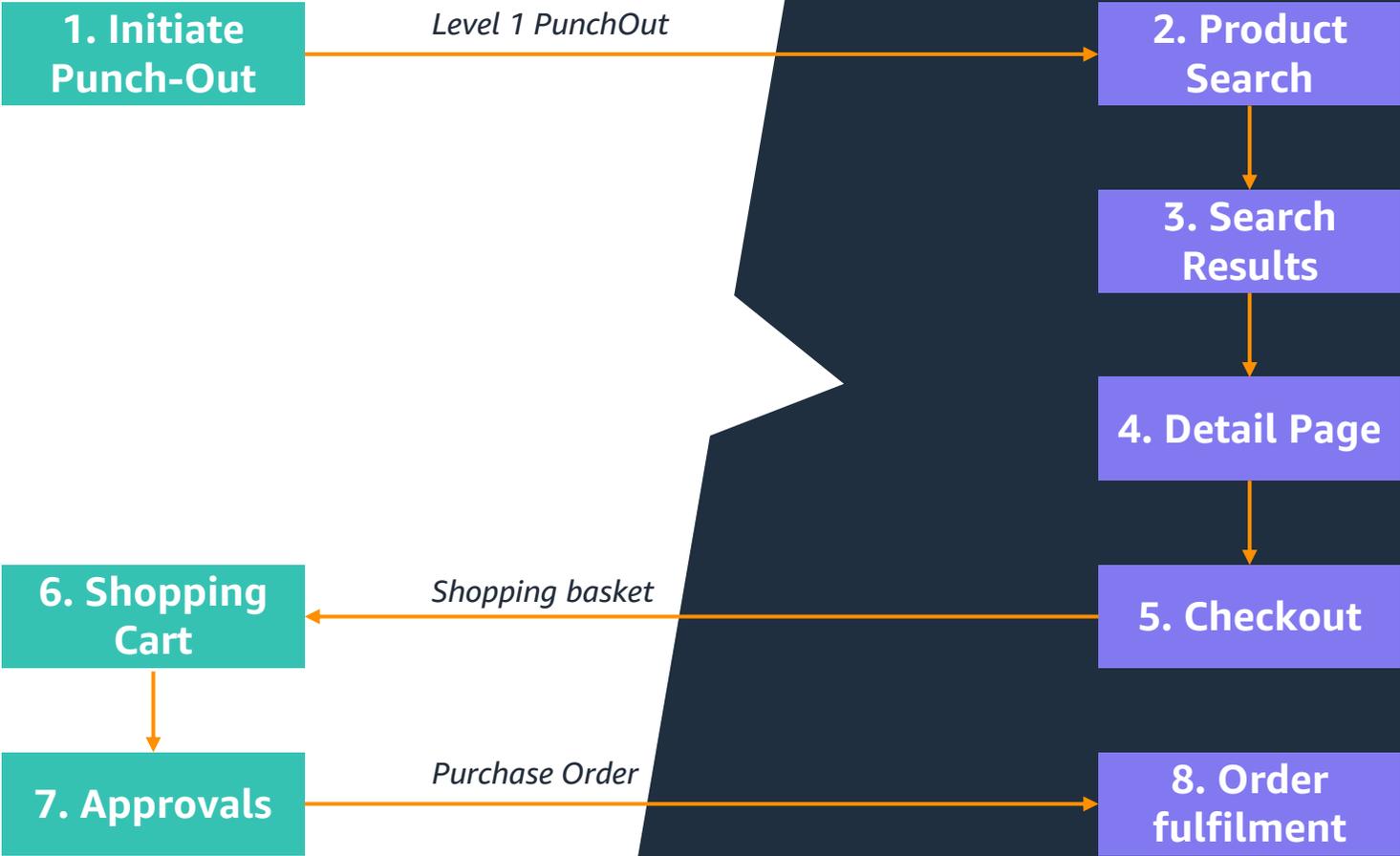Automatic invoice dispatch via cXML or EDI into into **eProcurement**

"Diversity certifications and search filters offered by Amazon Business, and its potential to help increase our diversity spend, was a huge selling point to adopt Amazon Business for Motorola Solutions."

- Rosa Botello, Head of Supplier Diversity, Motorola Solutions

Punch-Out

amazon business

External Software

1. Initiate Punch-Out

Level 1 PunchOut →

6. Shopping Cart

← *Shopping basket*

7. Approvals

Purchase Order →

amazon business

2. Product Search

3. Search Results

4. Detail Page

5. Checkout

8. Order fulfilment

What is Integrated Search and what are its benefits?

> *"A functionality that allows users to search within their SAP Ariba solutions to see Amazon Business products alongside their other vendors before initiating a purchase."*

Simplify purchasing
Save the end user time from having to search the websites of multiple vendors and then come back to the eProcurement system to start the ordering process

Compare products
Allow end users to find and compare what is available from Amazon Business with other products that may be available from other internal catalogs

Drive adoption of purchasing policies
Let end users search, select, and buy while helping enhance compliance with your purchasing policies and controls
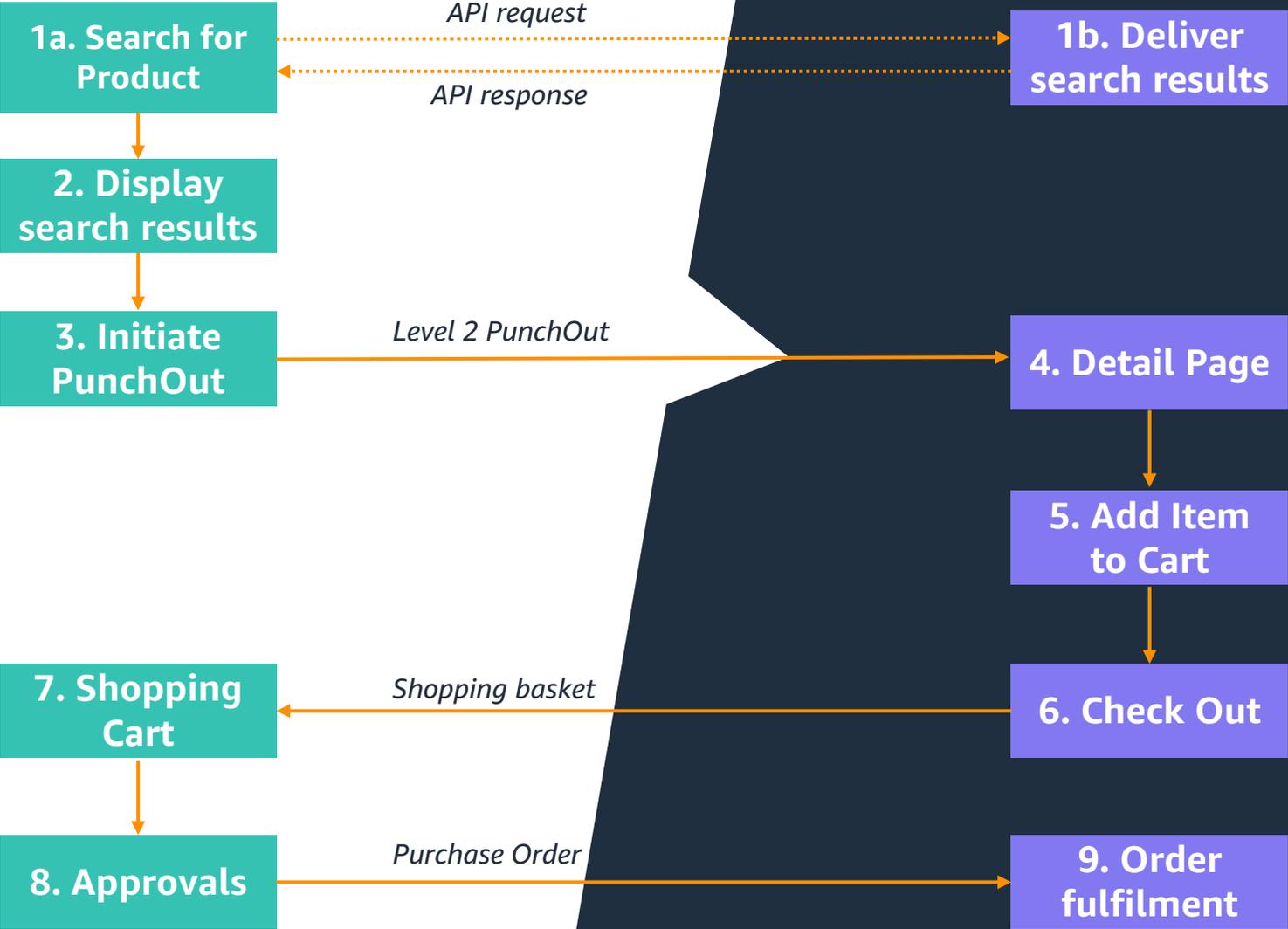
"The Amazon Business Integrated Search set up in SAP Ariba was a quick and seamless process. Working in tandem with our Amazon punch-out catalog, the new search functionality gives our users the capability to match like items and prices in real-time with our internal catalogs to make the best procurement decisions for our company."

- Michael Fontenot, Procurement Systems Administrator, Mary Kay®

Integrated Search

External Software

amazon business

External Software		Amazon Business
1a. Search for Product	···· API request ····▶	**1b. Deliver search results**
	◀···· API response ····	
▼		
2. Display search results		
▼		
3. Initiate PunchOut	── Level 2 PunchOut ──▶	**4. Detail Page**
		▼
		5. Add Item to Cart
		▼
7. Shopping Cart	◀── Shopping basket ──	**6. Check Out**
▼		
8. Approvals	── Purchase Order ──▶	**9. Order fulfilment**

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What is Punch-In and what are its benefits?

"Punch-In eliminates the initial log-in to an ePro system. Instead, a casual shopper begins their journey directly on Amazon Business (desktop or mobile app), complete their purchase, and submit the order to their ePro system for approval."

- *Increase usage of the ePro system*
  - *give your users the UX you asked for*

- *Reduce free text orders*
  - *users are directed to the PO process*

- *No additional training*
  - *allows your users to save time for even more important things*

"Adding Amazon Business as one of our suppliers has made ordering easier, faster, and more convenient for all involved. There's a wide selection of items, along with online reviews to help. It's basically a one-stop shop."
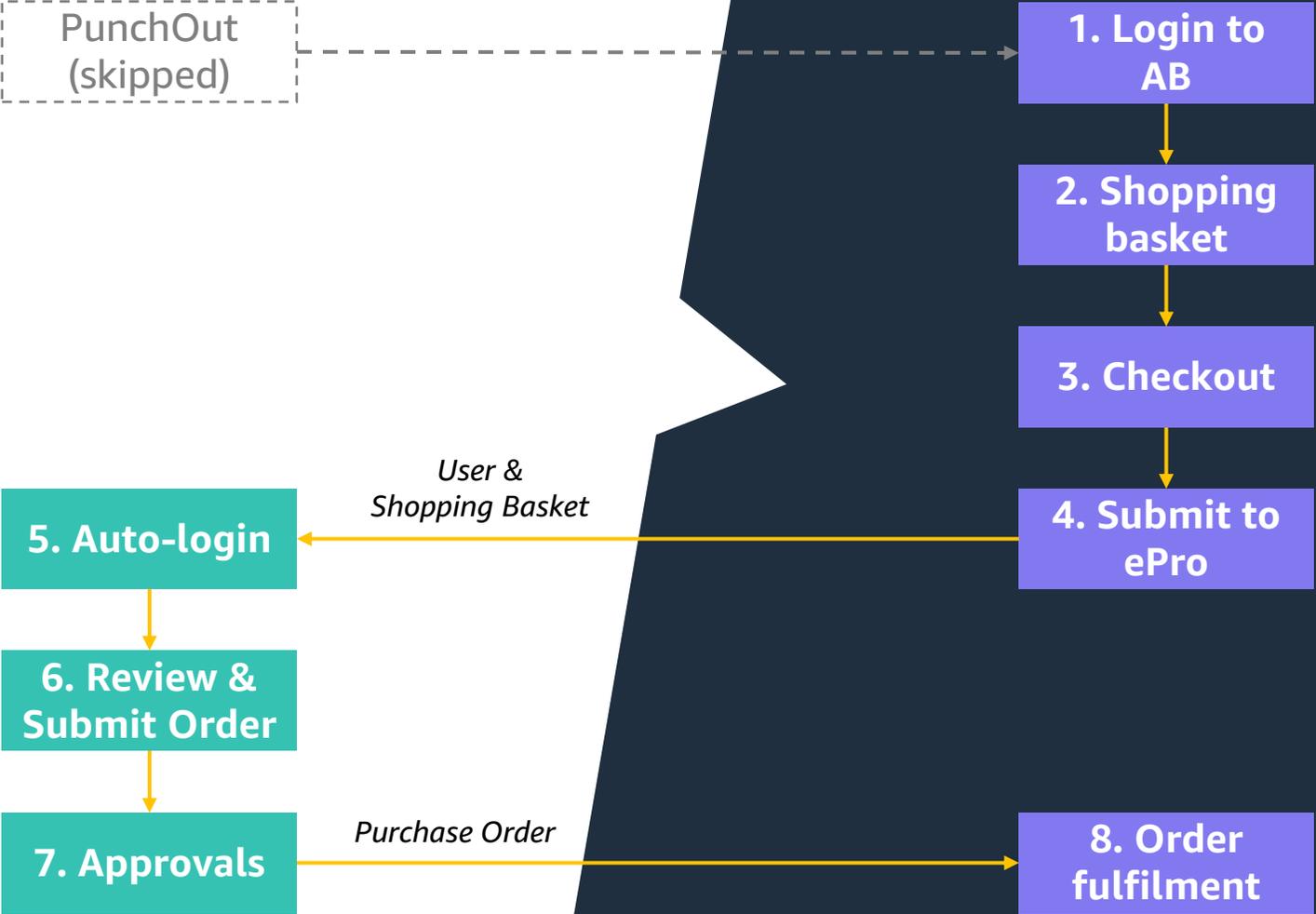
- Elizabeth Tarin, Expense Coordinator, TJX Companies
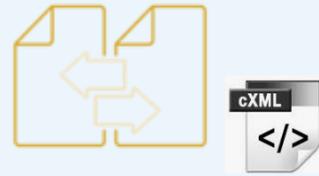
Punch-In

External Software

amazon business

PunchOut
(skipped)

1. Login to AB

2. Shopping basket

3. Checkout

User & Shopping Basket

5. Auto-login

4. Submit to ePro

6. Review & Submit Order

7. Approvals

Purchase Order

8. Order fulfilment

Amazon Business invoicing processes

eInvoicing
(cXML / EDI)

Amazon sends electronic invoice directly into customer system

Automatic receipt of data

Supported by selected partners

PDF Scanning
(automated
PDF processing)

Amazon sends automatic email when buying on invoice

Automatic extraction of invoice data from email and PDF

Supported by external partners (fee required)

Standard PDF
(manual
PDF download)

Business analytics
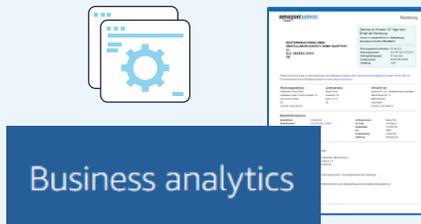
Manual download 'Your orders

Manual Bulk Download from 'Procurement Analyses

Amazon sends automatic email when buying on account

Thank You

Learn more at business.amazon.com