

amazon business
Reshape buying

**Digital transformation
of business buying**



Find what you need from multiple sellers – all in our store

“What we value most is the ability to leverage our best-in-class capabilities to help our internal customers search for their unique needs. The Amazon Business dynamic store essentially drives pricing competitiveness automatically, without a manual process to handle it.”

– Ellen Nielsen, General Manager of Category Management, Chevron

Broad Selection

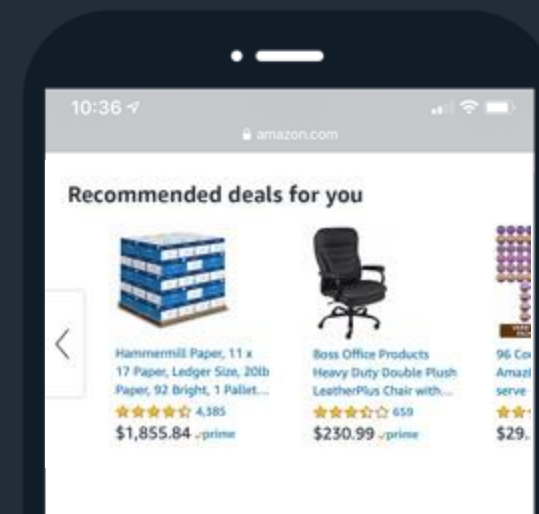
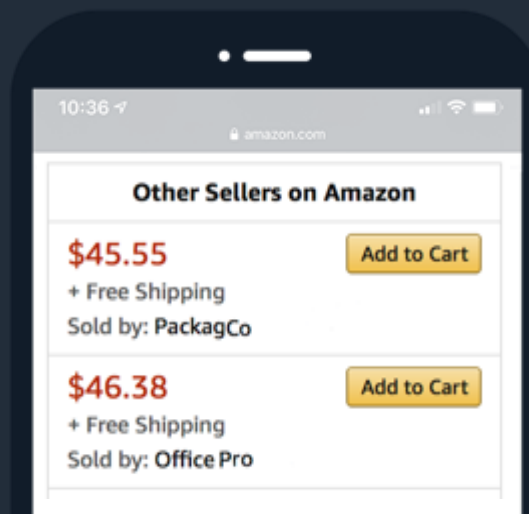
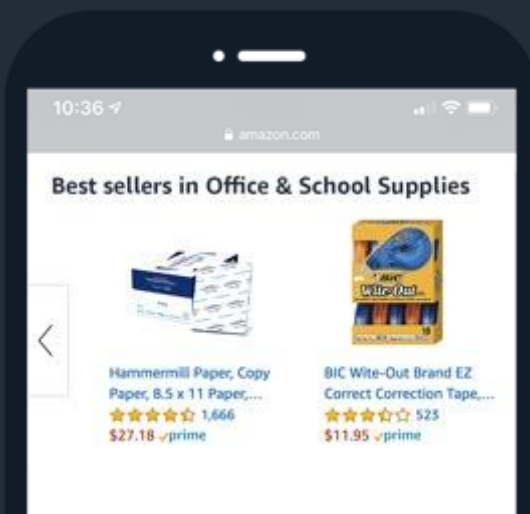
Hundreds of millions of products in our store

Comparison Shop

Prices, fulfillment options, and seller ratings

Suggested Products

Based on purchase history and what's popular among other customers like you

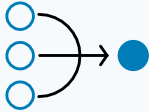


More tools. Better features. Greater value.



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 100 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 solutions

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



Business Prime

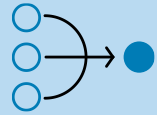
Advanced analytics and dashboards, custom purchasing policy controls, and unlimited FREE Two-Day Shipping on more than 100 million items.



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 Integration

- Single sign-on "Punchout" to Amazon from existing ERP
- Amazon Business provides technical assistance



Business Prime (added fee)

- Members receive added services and features
- Guided Buying and Spend Visibility

What is Integrated Search?

“A functionality that allows users to search within their eProcurement system to see Amazon Business products alongside their other vendors before initiating a purchase.”

Ivalua currently supports Integrated Search



Amazon Business Integrated Search Benefits



Simplify the purchasing process

Most business purchases begin with a search. Amazon Business Integrated Search lets your buyers search and shop from your spend management or procurement tools, reducing clicks, saving time, and supporting compliance with your organization's purchasing policies.



Access the full Amazon Business selection

Access hundreds of millions of products with business-only pricing and real-time availability from your current buying solution. Simply search for relevant products, make your selection, and start your order.



Drive adoption of purchasing policies

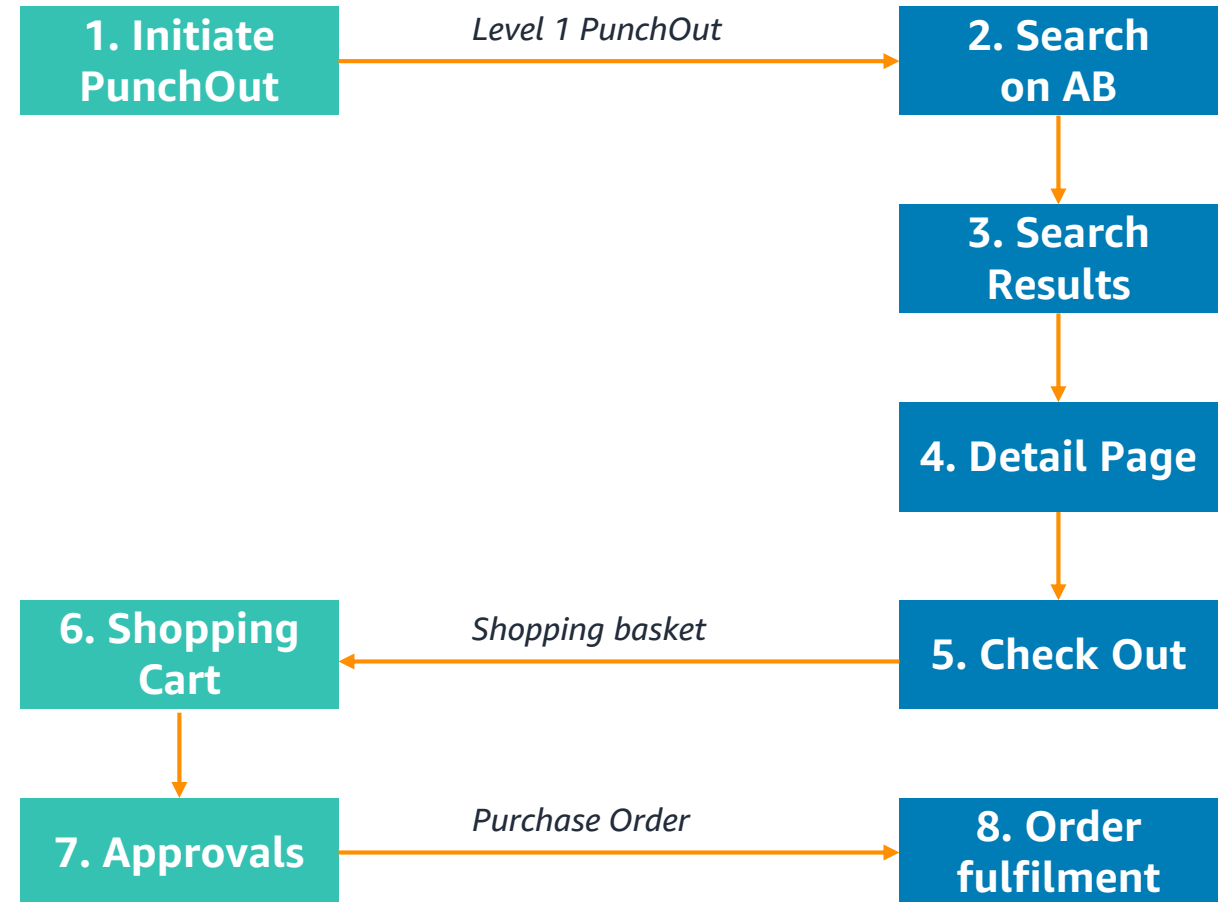
Let users search, select, and buy while helping enhance compliance with your purchasing policies and controls. Take advantage of [Business Prime](#) features that let you set spend limits, as well as [Guided Buying](#) policies that let you steer buyers to preferred products and categories, encourage small business buying, help meet sustainability goals, and increase supplier diversity.

Traditional Level 1 PunchOut

- Existing solution, available since 2017
- No integrated search
- Users cannot compare Amazon results with other catalogs within their ePro
- Product search within supplier's website

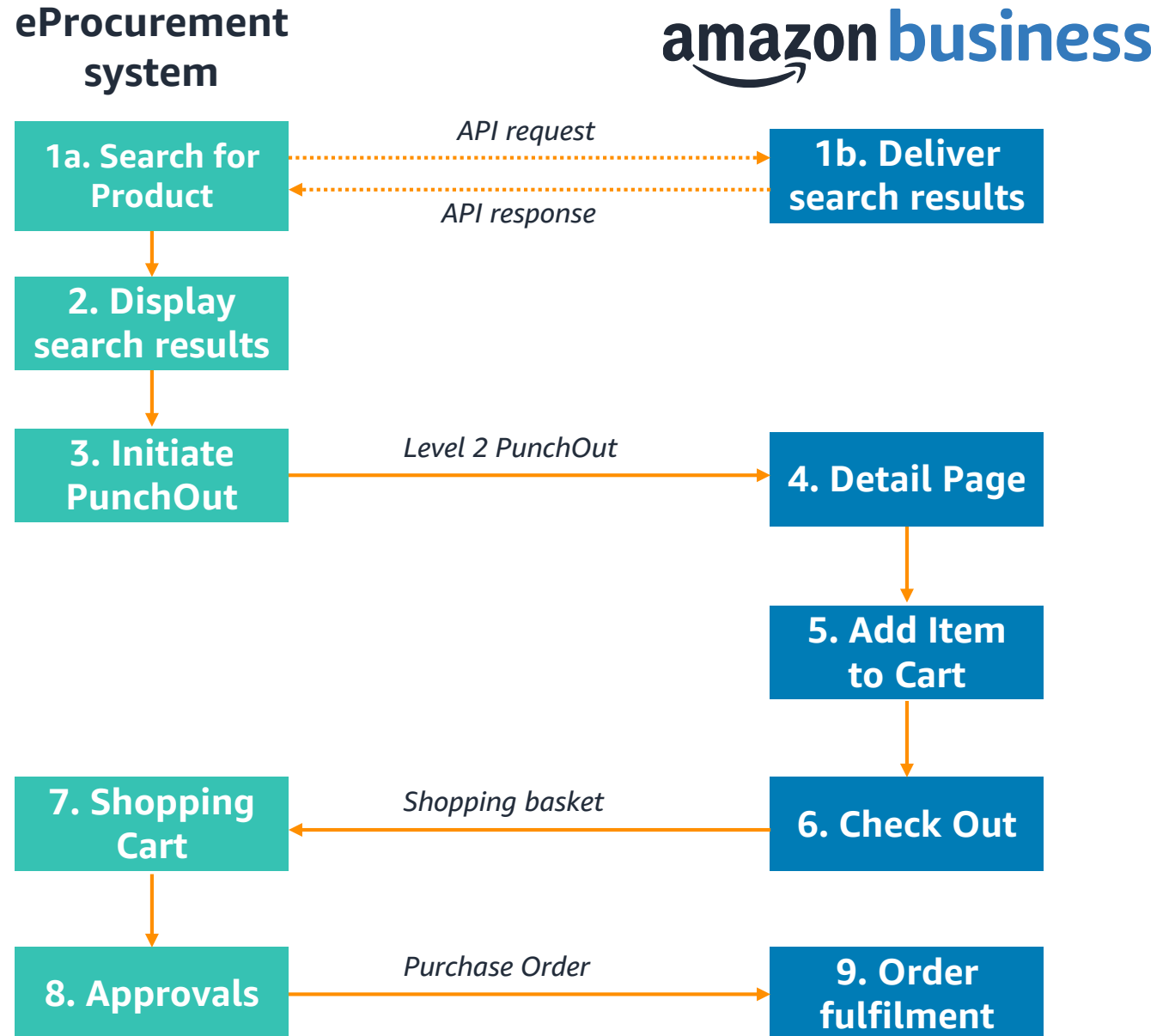
eProcurement
system

amazon business



Integrated Search & Level 2 PunchOut

- Users can compare Amazon results with other catalogs within their ePro
- Guided Buying restrictions apply directly for the AB search results
- Users can search for additional items once punched out to AB



For more info please follow
<https://business.amazon.com/en/find-solutions/integrated-search>

