

**EMPOWER YOUR
B2B BUYERS
WITH A
REQUEST FOR QUOTE
SELF-SERVICE
PORTAL**

A WORLD-CLASS B2B BUYING EXPERIENCE

Experience a world-class B2B buying experience with a self-service customer portal that allows for easy requests for quotes, seamless ordering and account management. Not only does it ease up the buying process, it leads to improved efficiency in day-to-day tasks for the seller. Importantly its customer friendly functionality lends itself to a higher conversion rate.

In today's competitive B2B marketplace, delivering an exceptional online buying experience is paramount. Customers increasingly prefer the convenience of self-service purchasing, accessing information directly from vendors. Adobe Commerce's request for quote feature not only caters to buyer preferences but also streamlines operations for sellers, leading to increased efficiency and higher conversion rates.





REQUESTING A QUOTE COULDN'T BE SIMPLER

Imagine a world where generating quotes and managing customer accounts is effortless. With Adobe Commerce's integrated B2B capabilities, sellers are empowered to provide a frictionless experience to their buyers. Through the user-friendly customer portal, sellers can set up multiple tiers of buyers, assign specific roles and permissions, and swiftly manage quotes and orders. Additionally, the customers purchase approval rules can be defined, automating essential tasks and making day-to-day operations fast and efficient. These features not only save time but also improve the overall effectiveness of seller's workflows.



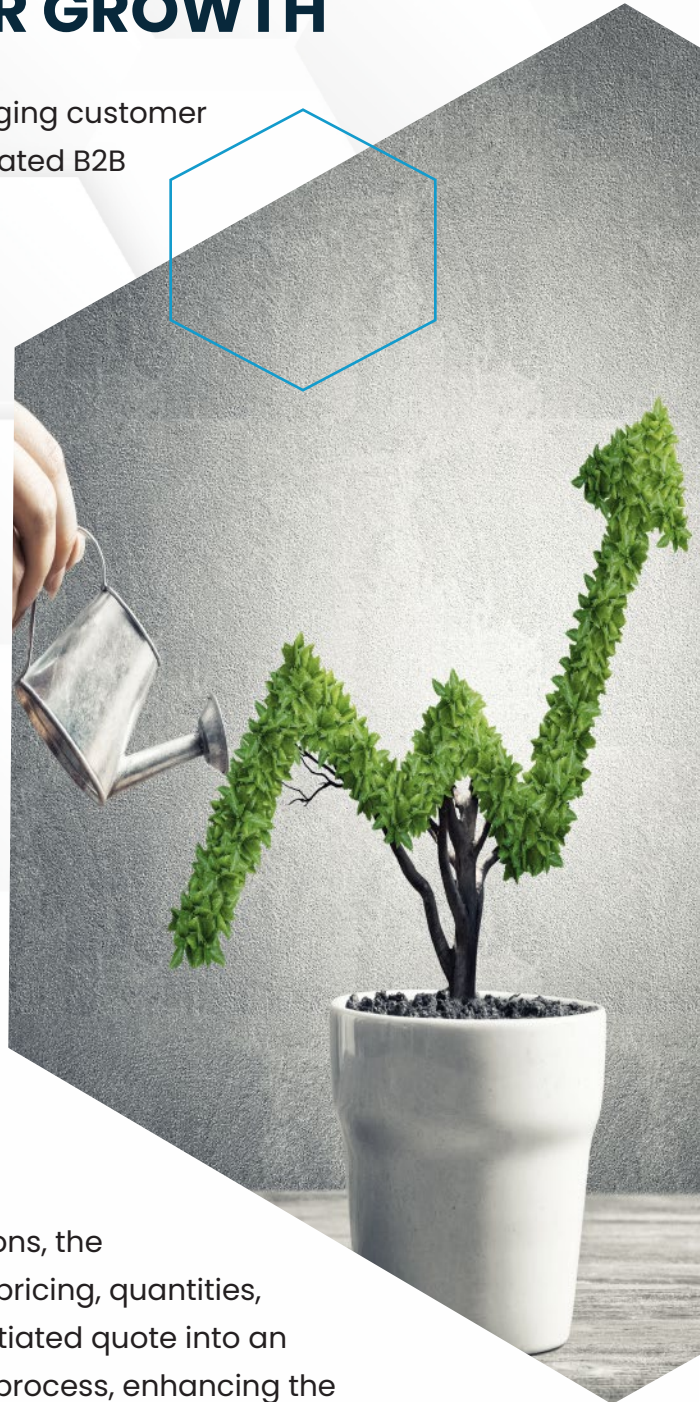
A tape distributor for example request for quote feature to handle create different buyer tiers for small retailers, wholesalers, and large enterprises, each with specific permissions, ensuring a tailored experience. By automating the negotiation process through the customer portal, the tape distributor expedites quote responsiveness, resulting in quicker conversions and increased sales.

utilizes Adobe Commerce's their diverse customer base. They

POISE YOUR BUSINESS FOR GROWTH

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A manufacturing company relies on Adobe Commerce's request for quote feature to streamline their procurement process. Buyers within the organization can easily initiate price negotiations for large quantities of raw materials directly from the customer portal. Through automated email notifications, the buyer and seller efficiently communicate, discussing pricing, quantities, and delivery timelines. The ability to convert the negotiated quote into an order directly within the system simplifies the buying process, enhancing the overall customer experience.

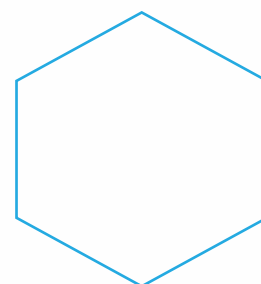


HOW THIS HELPS SCALE AND DEVELOP B2B BUSINESS

Adobe Commerce's request for quote feature plays a crucial role in scaling and developing B2B businesses. By providing a seamless, self-service customer portal, it enables businesses to handle larger volumes of quote requests and orders. The increased efficiency and responsiveness contribute to higher conversion rates, translating into substantial sales growth. Moreover, the ability to define purchase approval rules and manage credit online streamlines operations, reducing manual efforts and paving the way for scalable growth.



A B2B marketplace that specializes in supplying office furniture to businesses implements Adobe Commerce's request for quote feature to cater to their growing B2B customer base. They offer a wide range of furniture products such as desks, chairs, cabinets, and storage solutions. This platform partners with various manufacturers and wholesalers to source high-quality products at competitive prices, and then sells them to businesses in need of office furniture. With the implementation of Adobe Commerce's request for quote feature, they are able to efficiently handle the growing demand from businesses for quotes and orders, while ensuring a seamless and user-friendly experience for their customers. Their primary focus is on serving businesses and meeting their specific office furniture needs.





TO SUM UP

Through an easy-to-use customer portal, Adobe Commerce's integrated B2B facilities make the buying experience friction free & the selling process seamless. Adobe Commerce's request for quote feature revolutionizes B2B buying and selling. It offers a customer-friendly experience for buyers while improving operational efficiency for sellers. From setting up multiple buyer tiers to managing quotes and orders, this feature simplifies day-to-day tasks, ultimately leading to increased sales. Embrace the power of request for quote and unlock the potential of your B2B business with Adobe Commerce.



ABOUT US

With an international team of over 45 specialists, we are working on opening new potentials for your customers from a wide range of industries every day since 2008. Over 800 projects, our courage to break new ground, our pioneering spirit and our belief in the limitless possibilities of the digital world are what set us apart.

IN THE BUSINESS SINCE 2008



International Company,
45 experts



Leader of
Sustainability



Adobe Commerce



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