

Commerce in IFS Cloud



Leverage an ecommerce solution to capitalize on a modern, intuitive user experience to maximize sales

Your customers have high expectations when it comes to purchasing your products or services. Businesses expect their suppliers to understand the complexities and requirements around their buying cycles, paying terms and their decision makers. It can be a real challenge to provide a great buying experience with up-to-the-minute accurate information. Get it wrong and you can lose millions each year.

Many organizations like yours are turning to B2B ecommerce solutions to provide the information coupled with an efficient user-friendly buying experience to guarantee satisfaction and grow relationships. For your organization, this means you can showcase, interact, and sell your products and services to your customers in the same way B2C organizations do while reducing risks or complexities in procurement, data inaccuracy, shipping challenges and price visibility, reducing order delays, mistakes and low margins, and avoiding customers switching suppliers.

Commerce in IFS Cloud offers superior support to product, project & service-centric businesses to maximize business-to-business sale of goods and services by providing an enhanced user experience. IFS Cloud's Commerce capabilities provide full stock and order visibility with its enhanced pricing and product catalog feature, ensuring end-to-end buyer journey efficiency for B2B customers.

With the right B2B ecommerce solution you can scale your operations and transactions and empower your customers, supplier and shipping networks to experience a smooth shopping experience and guarantee satisfaction.

Benefits



24/7 availability

Provide your customers' access to a business-to-business commerce portal.



Full customer interactions

Streamline business-to-business collaboration and communication with customers.



Improved efficiency and reduced risks

Collaborate with your customers, exchange accurate and timely feedback.



Simple and fast order creation

Create orders easily using the storefront and built-in shopping cart, fast bulk ordering support, and order templates

Key capabilities

Storefront

Storefront helps you increase B2B sales by providing customers with a seamless, engaging buying experience to place and track orders with ease. Allow customers to respond to quotations and convert them into sales orders quickly; and easily personalize and brand storefronts to suit different product lines, brands, and audience types.

- Create, view, modify orders for products and monitor order status
- Create a shopping cart and streamline repeat orders
- Manage consignment stock and create collaborative quotations
- Manage invoices & monitor status

Storefront connectors

Storefront connectors contain multiple application programming interfaces (APIs) (including standard connectivity with RESTful APIs) designed for easy integration with third-party storefront solutions. Storefront connectors are a secure and cost-effective solution that provides a variety of ways to search for and select products; check pricing and availability; allow customer registration; and track orders.

Catalog management

Catalog management gives businesses control over their product catalog, allowing vendors to present product ranges in an engaging electronic catalog format. With pricing and availability information updated in real-time. Fully customizable, catalogs can include audience-targeted product sets and prices to increase the likelihood of a sale.

- Provide custom catalogs with custom pricing including support for trade agreements
- Display detailed product information including product imagery
- Supports order placement for complex configurable parts
- Real-time pricing and availability information
- Access product information via IFS's Storefront or Storefront connectors capabilities

Trade agreements

Trade agreements help companies manage and grow business relationships by determining what customers can purchase and under what terms. Vendors can specify the product catalogs a customer can access so they can browse and decide on their purchase, set pricing, discounts, payment terms, validity periods and many other attributes. Trade agreements can be invoked when customers make purchases through various channels including IFS's Storefront and Storefront connectors capabilities.

- Define product sets/catalogs available for customers based on agreements
- Define prices and manage price updates
- Set detailed discounts for products including volume discounts
- Control validity periods for agreements
- Control delivery terms using agreements and connect agreement to multiple customers