**Revolutionizing Your Ordering Process:
Moving from Phone, Fax
& Email to eCommerce**

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If B2B business want to make more money, they need ecommerce.

19%
B2B ecommerce sales growth in 2022

68%
of all manufacturing sales come from digital.

72%
of B2B buyers start their journey online

65%
of B2B companies are fully transacting online

Source: Digital Commerce 360

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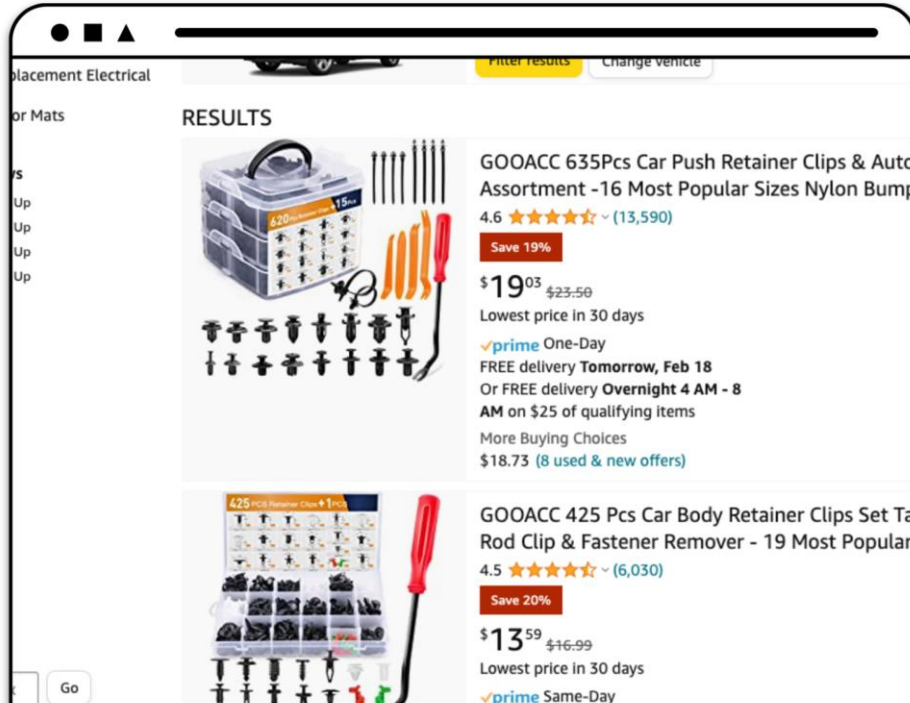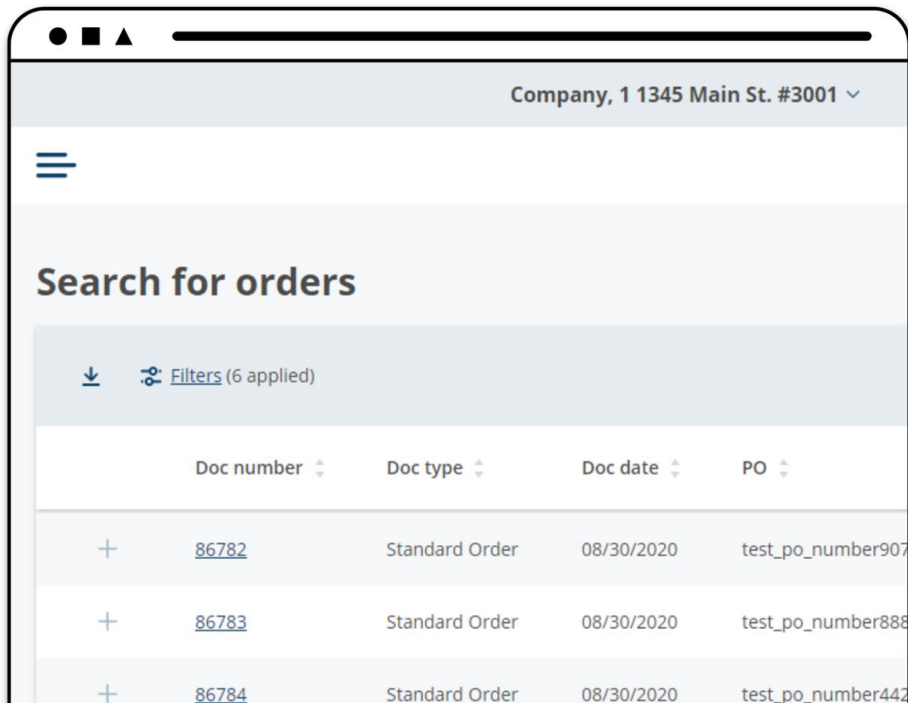
Most people think ecommerce looks like this:

🔍 Search

🛒 Add to Cart

💳 Purchase

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But ecommerce can also look like this:

Order tracking

Price & availability checks

Invoice payments

Company, 1 1345 Main St. #3001 ⌄

Search for orders

⬇ ⚙ Filters (6 applied)

	Doc number ⇅	Doc type ⇅	Doc date ⇅	PO ⇅
+	86782	Standard Order	08/30/2020	test_po_number907
+	86783	Standard Order	08/30/2020	test_po_number888
+	86784	Standard Order	08/30/2020	test_po_number442

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So why are so many B2B businesses still doing this?

you've got mail!

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The problem with traditional ordering methods.

TRADITIONAL

- Slow
- Inefficient
- Lack of transparency
- Prone to errors
- Limited convenience and flexibility

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Modern B2B ecommerce supports customer experience & revenue growth.

TRADITIONAL

- Slow
- Inefficient
- Lack of transparency
- Prone to errors
- Limited convenience and flexibility

MODERN

- Increased efficiency
- Enhanced customer experience
- Improved accuracy
- Data insights
- Cost savings
- More transactions

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Journey to eCommerce Maturity

Where are you today?

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★

Hard to Do Business With

Low Customer Satisfaction/Attrition

CX is a Liability

Customer demands CX improvements

★★

Better But Room for Improvement

Customer Satisfaction trails the standard

CX is not a critical Issue but has gaps

Customer would like more CX improvements

★★★

As Easy As Your Competitor

Average Customer Satisfaction

CX is on par with competition

Customer no longer asks for CX improvements

★★★★

Easier to Do Business with Then Most

Above Average Customer Satisfaction

CX is among the best available

Customer compliments CX and shows you preference because of it

★★★★★

Easiest & Best to Do Business With

Five-star Customer Satisfaction

CX redefines how business is done in your market

The customer refuses to do business with anyone because of your differentiating CX

REACT	IMPROVE	TRANSFORM

Phone, Fax, Email, Sales Team Contact	Basic EDI (PO Only)	+EDI (PO Change, ASN, INV), ePro Portal Login	Standalone B2C & Basic B2B	Integrated B2C w ERP, eMarketplaces & add deeply integrated B2B eCommerce w PunchOut

corevist **BuyBot** | **corevist** **LAUNCH** | **corevist** **GROW** | **corevist** **SCALE (B2B)** & **SAP** **SAP CCV2 (B2C)**

Essential best practices to consider before launch:

→ Know your GTM strategy
→ Know your goals
  → Improved customer service efficiency + customer experience
  → Digital revenue targets
→ Define ecommerce needs
→ Get your sales team on board from the start
→ Give your customers a voice in the project
→ Choose the best platform for your business

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But, where do you start?

Key factors to consider when making an ecommerce vendor decision:

→ Will this platform allow us to roll out incrementally?

→ Which hosting model is best?

→ Will this platform integrate smoothly with our SAP system?

→ How much IT complexity can we take on?

→ How many vendors do we want to deal with?

→ What success have they had in B2B ecommerce?

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Real Results

206% Growth in Digital Revenue

157% Growth in Digital Transactions

97% Reduction in Customer Service Effort

"Your team has been amazing and the results have far exceeded our expectations. Corevist came through for us in a big way."
-VP & CFO

eCommerce enables b2b organizations to increase efficiency, grow revenue, improve customer experience, and improve operational cost efficiency.

Questions?

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