BIGCOMMERCE B2B EDITION

THE ECOMMERCE SOLUTION FOR ALL YOUR B2B NEEDS

Launch fast and innovate faster with the B2B ecommerce solution designed for scale. Deliver modern, frictionless experiences to every customer — from business buyers to consumers.



What is B2B Edition?

B2B Edition is a packaged offering of BigCommerce Enterprise seamlessly integrated with BundleB2B's next-level B2B ecommerce technology. You get one streamlined contract, onboarding and support tailored to your business, and 6 B2B-optimized themes pre-installed so that you can launch quickly.

WHY SHOULD YOU CHOOSE B2B EDITION TO POWER YOUR ONLINE SALES?

All of the power, none of the hassle.

- **More flexible** than other SaaS platforms
- **Easier and faster** than legacy solutions

With B2B Edition, you can transform your sales online.

- **Easily integrate** mission-critical systems (CRM, ERP, OMS, etc.)
- **Save on** security and performance maintenance costs
- **Sell B2B and B2C** on one platform
- **Quickly add** new channels and technology partners
- **Sell internationally** with multi-language support

"One thing we were looking for was speed. BigCommerce and BundleB2B found a way to deliver it. Everything functions at a lightning fast pace and that's really important when you have 400,000 products available to sell."

SCOTT FERGUSON,
VICE PRESIDENT
UNITED AQUA GROUP

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B2B Edition feature highlights

SET BUYER ROLES AND PERMISSIONS

Allow customers to create a full corporate account profile and set up multiple tiers of buyers who have specific roles and permissions.

PAYMENT METHOD VISIBILITY CONTROL

Add, edit, show or hide approved payment options for customers, and restrict certain groups to paying with specific payment methods.

SALES REP MASQUERADE

Log in on behalf of a customer to access shopping lists and quotes, add products to the cart and place their order for them.

INVOICE PORTAL

Offer a convenient portal where customers can view, manage, and pay invoices online with a credit card, ACH, purchase order or other payment method.

QUOTE MANAGEMENT

Let customers request quotes directly from the storefront, and also enable sales to modify customer-submitted quotes or create new ones.

RESTRICTED LOG-IN

Restrict what visitors can see with and without login credentials while also permitting guest and B2C users to apply for a corporate account.

QUICK REORDER

Give customers an easy way to quickly reorder with a “buy it again” page that shows previously purchased products with company-specific base prices.

PRICE LISTS AND CUSTOMER GROUPS

Provide custom pricing down to the SKU level, offer bulk buying discounts, and create promotions for select groups.

“We choose BigCommerce because they can scale at the same level and speed as we do. The platform gives us the scalability, flexibility and openness we need to be able to go in, make changes and implement them right at the moment we need to.”

JED SIMPSON,
GENERAL MANAGER
TYGRIS

Get in touch to learn more about how BigCommerce’s B2B Edition will support your B2B ecommerce goals.

Visit **bigcommerce.com/b2b-edition** to learn more

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