



DELIGHT YOUR B2B CUSTOMERS

Enable B2B Features **in Magento**

Transform your Magento store into a powerful B2B platform

The B2B Mage extension enables B2B features in your Magento store and helps you deliver remarkable ecommerce experience to your business buyer!

What you get with B2B Mage?



Company Account with multiple Contact Persons

Organizations will be allowed to have their Company account in Magento with multiple Contact Persons under it. Contact Person accounts can have varying levels of permission for interacting with the store.

Two types of roles with associated permissions can be assigned to Contact Persons:

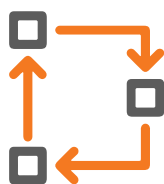
- **Administrator**
 - I. Request Quotes and place Orders for their Company
 - II. Add and edit Contact person for the Company account
 - III. Edit Company's address
 - IV. See all Orders/Quotes of the Company.

- **Standard**
 - I. Request Quotes and place Orders for their Company
 - II. Only see Orders/Quotes place by himself.



Sales Rep Account

Sales Rep accounts can be enabled for your employees to execute Orders on behalf of the Company Accounts. A sales representative can be associated to multiple Company Accounts. Sales Rep can login and place an Order from the front end for a Company account with the allocated pricing for the Company. Sales Reps can also create new Contact person for a company.



Approval Cycle

An approval cycle can be configured so that, after an order placement for a Company account, the Contact Person holding the position of a purchase/finance manager can approve it before its considered for fulfillment.

Contact Persons of a company can be selectively given the Approval right. So, every time an order is placed by any Contact person or Sales rep, the Contact Person with Approval rights will get a mail notifying him about the need of approving the order. Until an order is approved it will stay in Hold up status.



Credit Limit

Credit limits can be maintained for each Customer Account. Orders can be placed on account up to the allocated credit limit, without needing to make an online payment. Credit Limit will appear as a Payment Method during order placement.



Restricted Catalogue Visibility

Each product category in Magento can be selectively made visible to specific Customer groups. Category specific discounts can be configured for each Company Account.



Pricing Rules

Different types of custom pricing rules can be configured in Magento. Based on the rule applicable for a Company account, corresponding product prices will be showed to the Contact Persons of the Company at the front end.

- Pricelists for allocation to Company accounts
- Company specific Tier price
- Company specific special discount
- Company specific Category discount
- Additional customer specific discount on Order

In case multiple pricing, rules become applicable for a company you can define the priority of the rules to be made applicable.



Quotes

Quotes can be created by Contact persons. They will be created in Magento based on the different pricing rules applicable for that Company. The quote can be approved/modified/rejected from the back end. Contact Person can add comments to the quote for negotiation and it can be answered from the back end. Once a quote is approved it can be converted into an Order.



Quick Order

Shortens the Order placement process for users. Contact Persons can directly type in the first few characters of an SKU which will auto-populate the product and then add them to cart, without requiring to navigate through all the categories to find a product.

Integrated with Leading Business Applications

B2B Mage comes with extensive application programming interface (API) that can enable integration of all the B2B features with other applications such as ERP, CRM etc.



Words from our customers

“ We’ve had the pleasure of working with the InSync team for about 4 years now and couldn’t be more satisfied with their friendly staff and the level of service they provide.

Michael Steiner
Michael Miller Fabrics

“ I am glad that we went for InSync. Their commitment to our project has been outstanding and we made the right decision of hiring them for this project

Josh Davis
ShopAtShowcase

“ InSync is one of the best software company that I have worked with, and I look forward to our next project together

Alice Chiu
Mocacare



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