

VISIONET

Accelerated B2B Commerce Enablement for Dynamics 365

Rapid Enhancement for your B2B Commerce
Platform

Are you currently using Dynamics 365 Finance and Operations and want an
integrated eCommerce experience for your B2B Customers?



Microsoft
Dynamics 365

Commerce Enablement Transformation

According to stats, a huge number of organizations will turn to eCommerce to sustain business growth and the resulting revenues are estimated to reach a whopping \$563.4 billion by 2025

Through our template of B2B Commerce and methodology of implementation, we will provide you fully enabled & connected digital store for your B2B clientele in a matter of 6 Weeks* - ready for User Acceptance Testing (UAT).

* (most cases)

Promising results

This implementation brings **B2C features to B2B eCommerce**, which allows businesses to give relevant & high-quality content to their customers and strengthen their B2B account relationships. Allowing for better customer experience and improvements in the processes.

The responsive UX, self-service options, and AI-driven suggestions (a buy-product of this implementation) translate into improved processing and an exceptional digital purchasing experience for buyers – resulting in increased sales.



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Current

D365 FO Workload

Using D365 for Account Receivables & Sales

Sales Channels

Disconnected processes and multi channel Call Center / Brick & Mortar Store / EDI



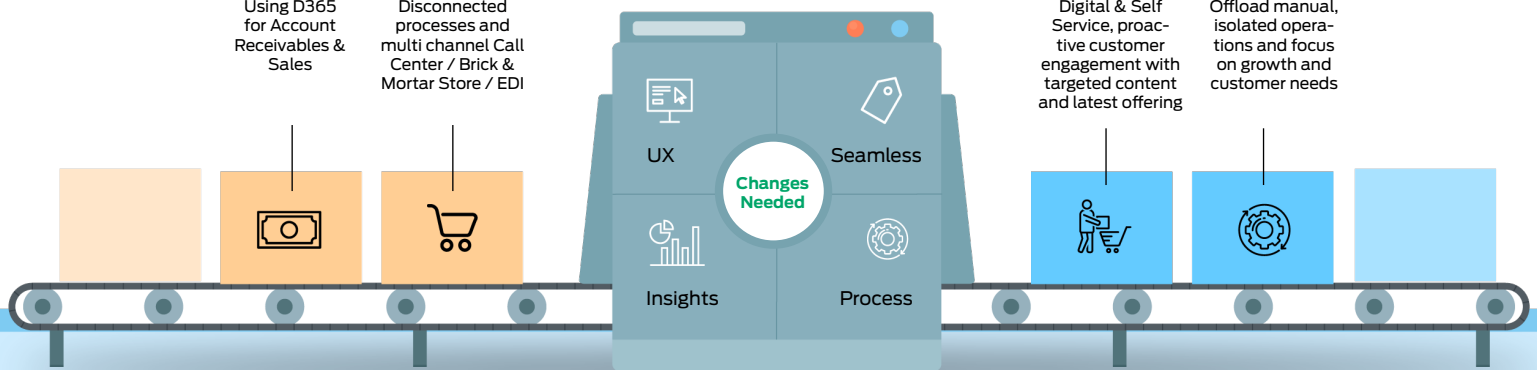
Future

Customer Experience

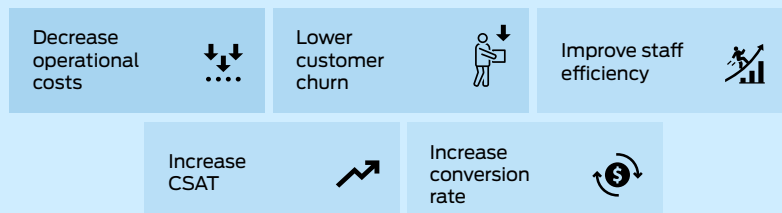
Digital & Self Service, proactive customer engagement with targeted content and latest offering

Process Improvement

Offload manual, isolated operations and focus on growth and customer needs



Benefits



Key Benefits



**Decreased
Operational
Costs**



The accelerated enablement of B2B commerce for Dynamics 365 FO allows businesses to keep tabs on the finance & operation aspects and efficiently manage them. Moreover, providing customers up-to-date inventory and pricing information helps companies reduce integrations upkeep and maintenance for B2B channel management expenditure.

By extending Dynamics 365 Commerce capabilities, organizations can get valuable insights into the way customers transact and behave. This helps business owners to make improvements, tailor customer experiences, and offer customized discounts & suggestions - drastically improving customer satisfaction and ultimately their retention.

**Increased CSAT
& Lower
Customer Churn**



**Improved
Staff
Efficiency**



Unified & efficient business processes save valuable time, energy, and resources. By automating day-to-day processes, the manual workforce can channel their energies to other strategic & value-adding aspects of the business. This keeps them motivated, productive, & efficient.










Order automation enhances product discoverability and ease of use, which increases the chances of repeat purchases. Paving the way for increased eCommerce traffic, customer retention, and conversions as well.

**High
Conversion
Rate**



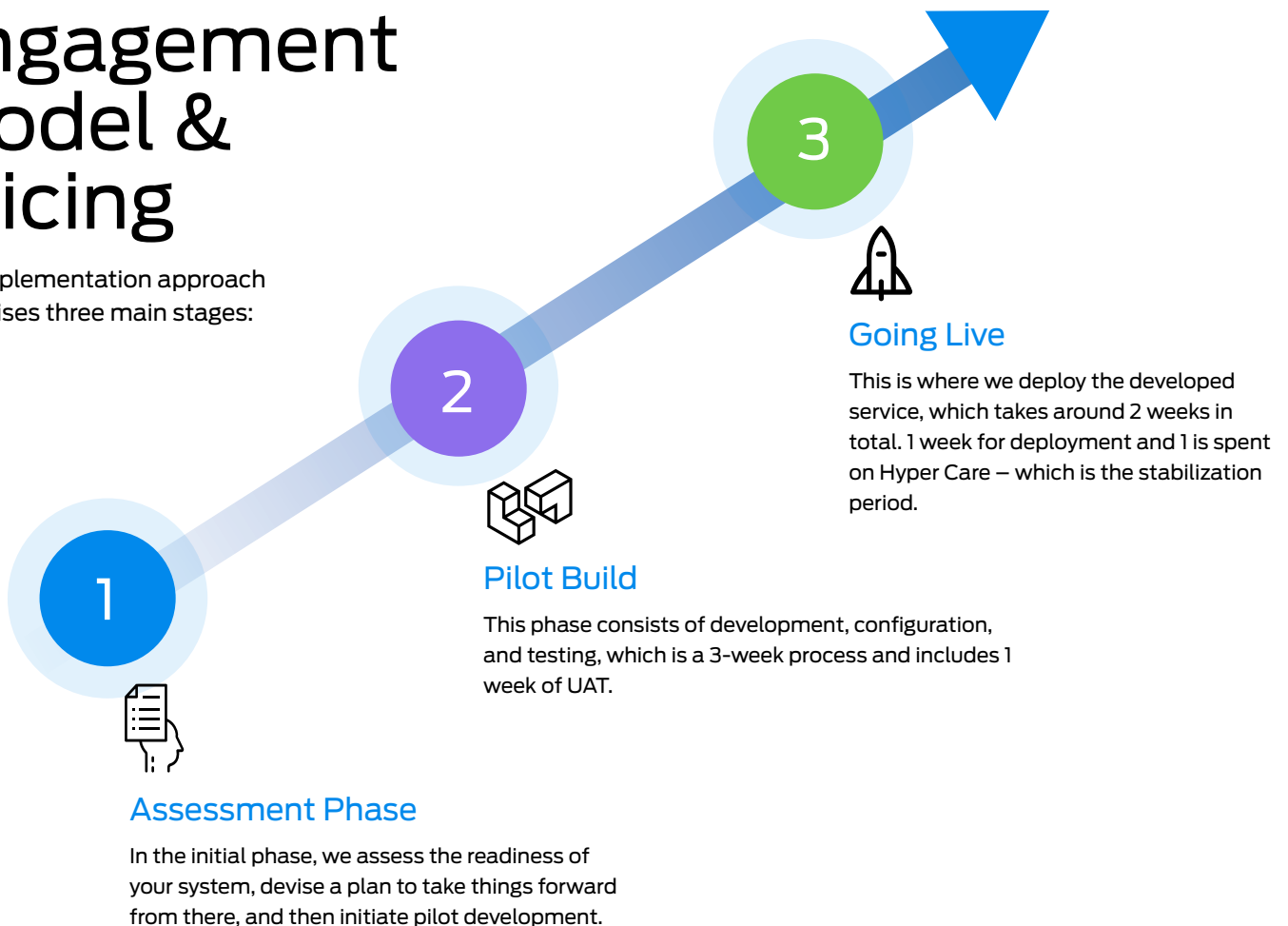
B2B Commerce Features

Leverage B2C platform features and make your business ordering channel a truly Commerce touchpoint for B2B customers.

 Home page	 Login/ My account	 Category & Products Listing pages
 Production detail page	 Shopping cart	 Checkout
 CMS & Analytics	 Back office Channel Enablement	









Engagement Model & Pricing

Our implementation approach comprises three main stages:



Training

For a successful handoff, we enable your team to take control of the commerce channel for self-management. Training aspects cover back office merchandise and content management for your web channel.

 CMS & Authoring	 Trade Agreements/ Affiliation/Pricing	 Product Attributes Setup	 Customer Sign up/ Setup
 DAM Uploads & Management	 Navigation/ Assortment Management	 Discount / Coupons	 Follow up Training sessions



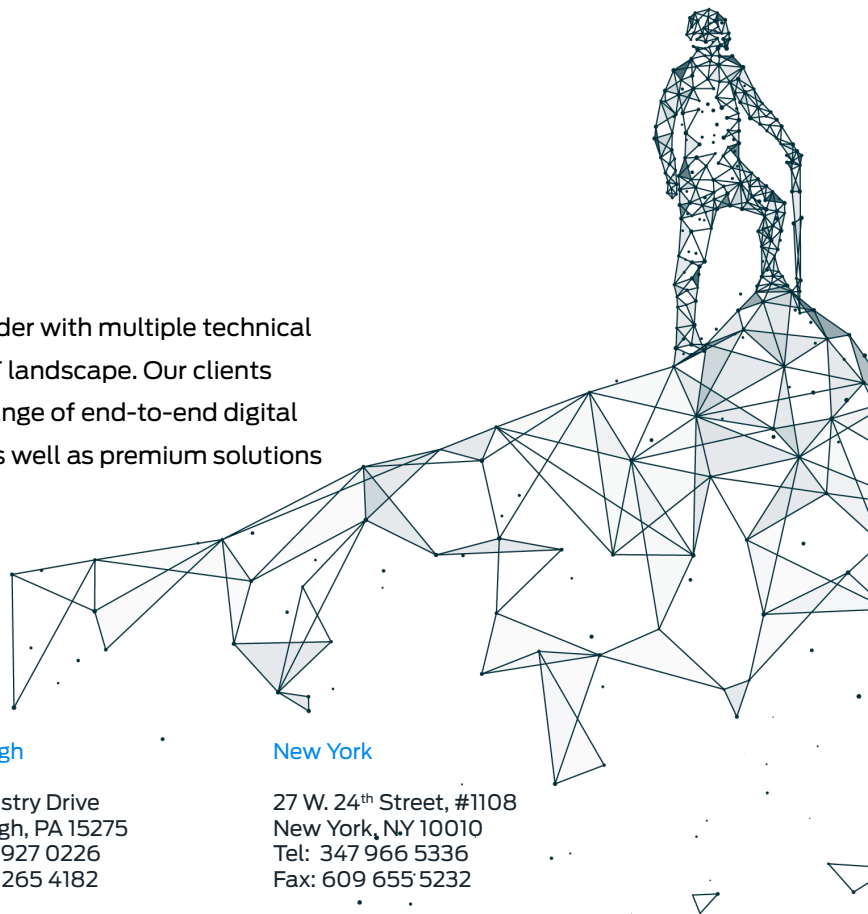
Looking to reimagine your digital commerce experience?

We provide tailored implementation packages to businesses seeking rapid adoption of digital commerce platforms.



Why Visionet?

Visionet is a leading technology service provider with multiple technical competencies that cover all aspects of the IT landscape. Our clients rely on our expertise to provide a complete range of end-to-end digital consultation & implementation of services as well as premium solutions to frictionless eCommerce.



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