Accelerate Your B2B Commerce Journey with Visionet's Dynamic Implementation Solutions

At Visionet, we excel in enhancing your B2B commerce experience through rapid implementation of Dynamics 365 Commerce. Our unique combination of extensive experience, advanced accelerators, and custom enhancers is geared towards revolutionizing your digital commerce presence.

Our dynamic, quick-start plans are customized to fit your business needs, ensuring a smooth integration of Dynamics 365 Commerce, both for starting a new integration or upgradation. We aim to swiftly transition your eCommerce platform to full operation in just 6 to 20 weeks. Select from our Silver, Gold, Platinum, and Titanium implementation packages, each designed for different levels of complexity and scale, as outlined in our brochure.

Join Visionet in a journey towards digital transformation that's not only efficient and quick but also customized to maximize your B2B commerce potential. Let's innovate the future of your business, together.

Key Insights into B2B Models:

B2B models are unique, focusing on:

Specific Audiences:
Tailoring to the distinct needs of businesses, unlike consumer-centric models.

Varied Sales and Marketing:
Involving complex, relationship-driven strategies with longer sales cycles.

Unique Business Relationships:
Centered around ongoing partnerships rather than one-off transactions.

Understanding these aspects is vital for effective strategy, marketing, and product/service development in the B2B domain, ensuring success in this specialized marketplace.

Microsoft Dynamics 365 B2B Commerce is a specialized e-commerce solution designed for business-to-business transactions. As part of the Dynamics 365 suite, it offers organizations a robust set of tools to effectively manage the intricate processes of B2B sales. This platform is tailored to streamline operations, enhance customer engagement, and optimize sales efficiency in a B2B environment.

Find a package that suits your need:

B2B Silver Package

$65,000/6 Weeks

Suitable for:
Entry-level B2B customers with existing Dynamics 365 customer

Pre-Requisite
- Dynamics 365 module any of the followings:
  - Dynamics 365 Supply Chain Management
    - Order fulfillment processes in-place
  - Finance and Operations (F&O)
  - Retail (Brick & Mortar)
- Dynamics 356 Product Information Management (PIM)
- Dynamics 365 Inventory Management
- Dynamics 365 B2B Commerce License

Key Features
- D365 F&O Integration with simple Azure AD setup (excluding custom policies).
- Out-of-the-Box (OOTB) B2B features.
- Set up a new online store
- Payment options including on-account transactions.
- Standard shipping and tax configurations.
- Single product catalog with basic filters and refiners.
- 10 product custom attributes.
- Starter kit - B2B Adventure Works theme.
- Basic pricing structures, including sales and trade agreements.
- Simple periodic discounts - percentage and sales price value
- One website with 1 currency and 1 language/locale support by D365
- OOTB Azure Active Directory based user authentication and authorization
- OOTB Inventory Management features enablement

B2B Platinum Package

$225,000/20 Weeks

Suitable for:
Larger B2B customers, with existing/new Dynamics 365 setup.

Pre-Requisite
- Dynamics 365 Supply Chain Management (SCM) system or 3rd party
  - Order fulfillment processes in-place
- Dynamics 356 Product Information Management (PIM) or 3rd Party
- Dynamics 365 Inventory Management or 3rd party
- Dynamics 365 B2B Commerce License

Key Features
- Includes all Gold Package features.
- Attribute-based product pricing and price-based catalogs.
- Advanced wireframes for a more customized user experience.
- 400 man-hours dedicated to custom features like case management, cross-sell and upsell options, and rain check (inventory back in stock notification) features customizations.
- Significant integration capabilities, including PIM/PLM, Connected Commerce, shipping carriers, and Power BI dashboards.
- One website with upto 3 currencies and 5 languages/locales
- D365 Inventory Visibility Service Enablement [if applicable]
- Omni-chat enablement to facilitate communication between buyers and sellers.
- D365 Copilot enablement to enhance productivity
- 'Train the Trainer' sessions.
- 80 man-hours dedicated for data migrations related activities
- Establish a plan for regular updates, patches, and system maintenance.
- Integration between 3rd party SCM system for order fulfillment [if applicable]

B2B Gold Package

$135,000 /14 Weeks

Suitable for:
Mid-sized B2B customers with existing Dynamics 365 setup

Pre-Requisite
- Dynamics 365 module any of the followings:
  - Supply Chain Management (SCM)
    - Order fulfillment processes in-place
  - Finance and Operations (F&O)
  - Retail (Brick & Mortar)
- Dynamics 356 Product Information Management (PIM) or 3rd party
- Dynamics 365 Inventory Management
- Dynamics 365 B2B Commerce License

Key Features
- Includes Silver package features.
- Up to 5 customer-specific catalogs.
- Enhanced discount options (quantity, mix & match, threshold).
- Tailored product filters and refiners.
- B2B-specific functionalities like request quotations.
- Order-on-behalf features.
- OOTB payment methods implementation
- OOTB reporting views and dashboards.
- Call center support for orders, updates, returns, and refunds.
- Basic customer segmentation.
- Implement SEO best practices to enhance search engine visibility.
- Integrate analytics tools for monitoring site performance and user behavior.
- Integration with 3rd party Tax Service
- One website having 1 currency and up to 3 languages/locales support by D365
- OOTB Azure Active Directory based user authentication and authorization with custom policies
- Ensure B2B Commerce site is responsive and adaptive which provides a seamless user experience across various mobile devices.
- In case of 3rd party PIM system one time product setup in D365 is included, for synchronization/integration at an additional cost
- OOTB Inventory Management features enablement
- Provide comprehensive documentation for platform usage.

B2B Titanium Package

Custom Pricing /Implementation

Suitable for:
Enterprise-level B2C/B2B/B2B2C customers seeking a headless commerce solution

Pre-Requisite
- Dynamics 365 Supply Chain Management (SCM) system or 3rd party
  - Order fulfillment processes in-place
- Dynamics 356 Product Information Management (PIM) or 3rd party
- Dynamics 365 Inventory Management or 3rd party
- Dynamics 365 Retail/CSU License

Key Features
- Implementation of headless commerce using VueJS/ReactJS for a highly customizable front-end.
- Custom themes and extensive data import and migration capabilities.
- Comprehensive integration suite including Azure B2C with custom policies, social media platforms, other ERPs, and inventory update systems.
- Upgrades: F&O, CSU and StoreFront
- Advanced testing procedures including performance and penetration testing.
- One website having multiple currencies and multiple languages/locales
- Integration with Azure Active Directory or 3rd party based user authentication and authorization
- Integration between 3rd party SCM system for order fulfillment processes for efficient transactions [if applicable]
- Integration of 3rd party analytic tools to track user behavior and platform performance.
- Provide comprehensive documentation for platform usage.
- 'Train the Trainer' sessions.
- Plan and execute data migration from existing systems.
- Configure platform to support multiple currencies and languages [if applicable].

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