



Ignify eCommerce

Business to Business (B2B)
Module

“We drafted a set of functional requirements from the user perspective that would ultimately drive the selection of a vendor partner. We were impressed by how Ignify was able to meet our complex requirements at an affordable price point”

Sean McAtee
TechShop Director
United Methodist

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Partner

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IGNIFY Inc
Silicon Valley
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Tel: (888) IGNIFY5

www.ignify.com

Serving Customers like never before

"B2B is all about customer retention"

Ignify eCommerce Integrates with:

- ✚ Microsoft Dynamics AX
- ✚ Microsoft Dynamics GP
- ✚ Microsoft Dynamics SL
- ✚ Microsoft Dynamics NAV
- ✚ Sage MAS 90/ 200
- ✚ Sage MAS 500

Customer Specific Pricing:

Set Pricing for B2B Customers by specific discounts by

- Customer Level (e.g. Diamond, Gold, Silver,)
- Item Category Discounts by Customer Level (e.g. 5% discount on books category @ Gold level, 10% discount for books category @ Diamond level)
- Item Discounts by Customer Level
- Customer-based Pricing from ERP based on Price List

On Account and PO-based orders:

- Allow customers to place orders based on POs
 - Show outstanding balance to customers versus allowed credit limit
 - Show over credit limit notices
 - Allow customers to pay off balances*
- * Requires ERP advanced integration module if payments have to reflect back in the ERP*

Multiple users per customer account:

Allow multiple logins and user names per customer account.

- Users can have separate address books*
- Regular users see their orders only
- Admin user can see orders by all users
- Allow individual users to set email preferences for order confirmations, shipping notifications,

Serving Customers like never before

"B2B is about higher customer value"

"Ignify eCommerce solution has rich functionality and proven ability to deliver large volume transactions in an integrated environment. The company also has extensive experience in Microsoft Dynamics. These items were critical in our selection process."

**Bruce Bonner,
Development
Manager,
United Methodist**

Segment Customers by Customer Class

- Setup customers as part of a customer class e.g. Corporate, Reseller, Retail, Government
- Allow payment methods (Credit Card, Check, Wire, On Account) by customer class
- Set default payment method by customer class
- Charge tax by customer class e.g. no tax for reseller customer class
- Allow shipping methods (UPS Ground, FedEx Overnight etc.) by customer class
- Set default shipping method by customer class

Customer Class	Default			
Retail	Yes	?	X	↔
Distributors	No	?	X	↔
ResellerGold	No	?	X	↔
ResellerSilver	No	?	X	↔
RetailUnregistered	No	?	X	↔

Fields marked with * are mandatory.

Enter Customer Class:*

Charge Tax:*

Wire Allowed:*

CC Allowed:*

Check Allowed:*

Terms Allowed:*

Cash Allowed:*

EFT Allowed:*

PayPal Allowed:*

ACH Allowed:*

Create Sub customers:*

ERP Class Name:

Import Orders and Customers

- Support for Importing Customers, Addresses and Orders in XML format from other 3rd party system (e.g. mail order catalog system).
- If order is for existing customer, new customer is not created and order is logged against existing customer