B2B Box by Strix®

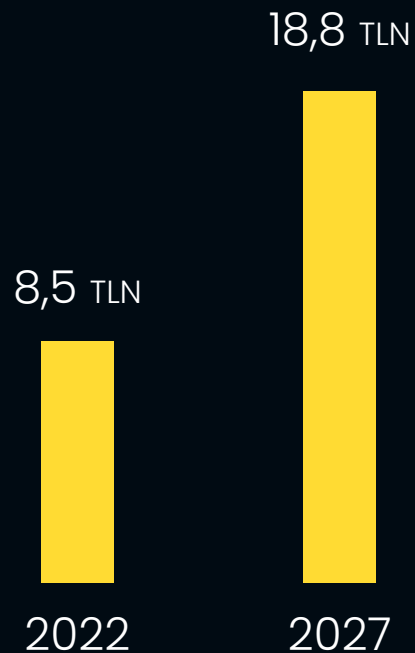## B2B platform ready-to-go

Start selling online in three months
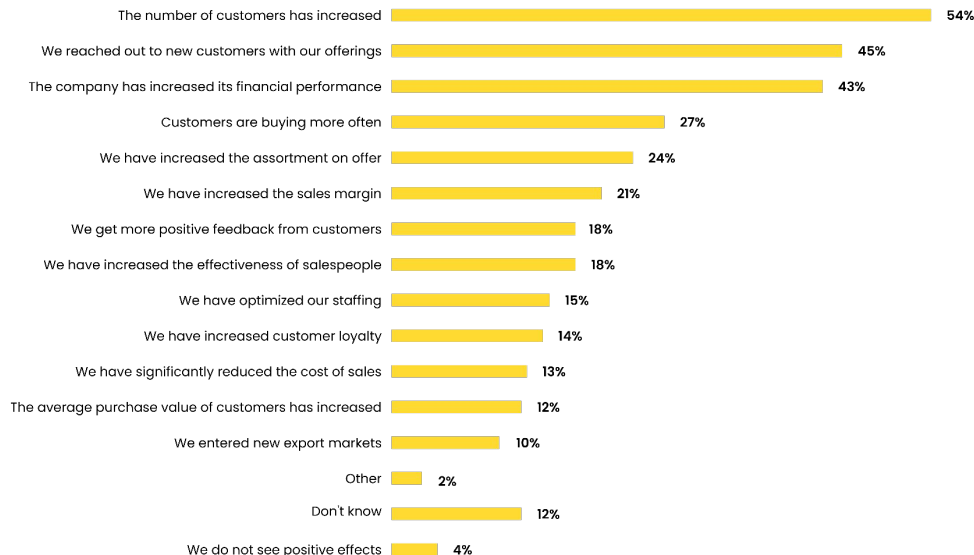
How the B2B sector of e-commerce will grow in value

18,8 TLN

8,5 TLN

2022

2027

What do other B2B companies say?

What positive effects of entering e-commerce do you notice?
Report "B2B E-commerce", N=197, B2B companies selling online

The number of customers has increased	54%
We reached out to new customers with our offerings	45%
The company has increased its financial performance	43%
Customers are buying more often	27%
We have increased the assortment on offer	24%
We have increased the sales margin	21%
We get more positive feedback from customers	18%
We have increased the effectiveness of salespeople	18%
We have optimized our staffing	15%
We have increased customer loyalty	14%
We have significantly reduced the cost of sales	13%
The average purchase value of customers has increased	12%
We entered new export markets	10%
Other	2%
Don't know	12%
We do not see positive effects	4%

Positive effects of entering e-commerce (Santander, 2021)

Benefits of B2B development in the e-commerce sector

Reactivity
The online platform enables instant response to market changes and introducing new functionalities tailored to the changing customers' needs.

Expanding the customer base
Online sales are a way to reach new groups of customers accustomed to the e-commerce standard, preferring to order remotely. It's also a new opportunity for online marketing.

Business analytics
The sales platform collects all key metrics on user behavior and preferences, analyzes them in real time and generates reports and statistics.

Saving time
E-commerce allows you to carry out the entire order process remotely, with a high level of automation.

Increased sales
Starting to sell online helps increase the number of orders, as customers have a new sales channel at their disposal.

More effective personalization
The e-commerce platform collects and analyzes data from order history to always display the best personalized recommendations.

Benefits of B2B development in the e-commerce sector

Better use of resources
Automation of processes like adding new products, transferring an order for processing, updating data in the database, sending emails or analyzing data does not require human labor.

Competitive advantage
Many businesses still have not launched e-commerce platforms and the market is not yet repleted, and effective technology solutions are already available and ready for implementation.

Greater control
PAn e-commerce platform gives you more control over the operation of the business, as it monitors all changes and processes within the system.

The image of a modern company
The most discussed companies are those that are blazing new trails, pioneering the industry and offering innovations to improve the shopping experience.

Start selling online in three months with B2B Box by Strix

- A solution based on the stable Magento 2 engine, which is used by market leaders

- Support for multiple markets, currencies and language versions

- A turnkey solution for handling online customer orders

- Pre-built templates for customer panel, product management, order handling and stock management

Customers accounts

Manage with ease
multiple customer accounts

On one of the selected templates

Different types of account permissions

Direct integration of data from the sales system

Register a new account using a dedicated form

Account approval statuses

One company can have multiple access for employees

Company account with the possibility of assignment of an account manager

Multiple ways to manage customer accounts

Individual configuration of available delivery methods and payment methods

8

Products

More efficient working with products

Find out how you can manage products and product information

- Dedicated integration with PIM Ergonode

- Easy management of product information

- All product information in one place

- Easy organization of processes within teams

- System prepared to sell on marketplace and foreign markets
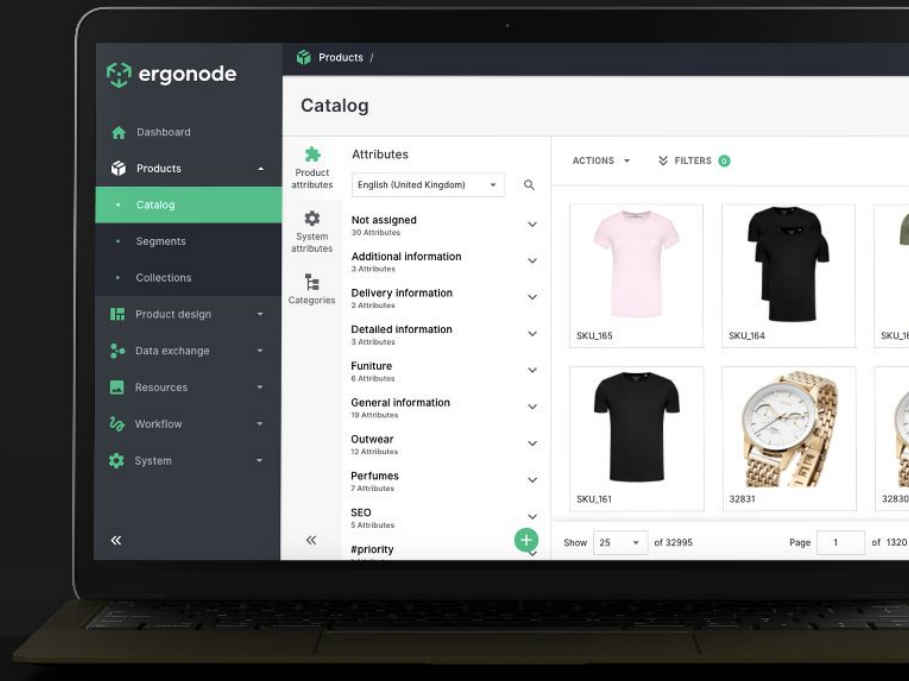
Pricing policy

Smart price management

Individual pricing policy for your customers

Individual prices for each of products for each customer (company)

Ability to specify prices for customer groups and default prices

Price handling for purchases of larger quantities of the same product (tier price) is handled in the context of an individual customer price

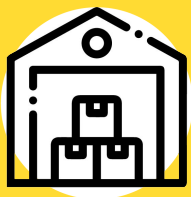The system supports base price, promotional price and minimum price

Price management possible with:

- import and export prices using csv files
- direct integration with the database

Stocks

Manage your warehouse with ease

Flexible management

Sales below stock

Even if you are currently out of stock, you can continue to sell products - informing your customer during the order process.

When selling below stock, extended lead time information is displayed. The original lead time information for each order line is retained on the order.

Pre-production order sales

Collect orders from customers for production without a specific delivery date - to be confirmed at a later stage.

Easier work of logistics

Determine for the product logistic minimums and information on delivery costs. The customer will be informed about them at the stage of placing the order.

Reservation handling

Handling reservations by extending the delivery date. Standard on three levels: immediate fulfillment from the warehouse, order fulfillment with a long deadline, order without a specific delivery date.

Checkout process

Strix. | Fast online B2B sales

Finalize your order quickly and without hassle

Streamline payment verification

01. Handling logistics minimums set by quota

02. Delivery methods: courier delivery, personal collection at the point.

03. Calculation of delivery costs: fixed cost, free delivery after exceeding a certain amount, delivery costs calculated after placing an order

04. Payment methods: fast transfer,, prepayment, trade credit, payment by card.

05. Quick reorder - based on the last memorized order.

06. Your customers can prepare the order in their system and import it later.

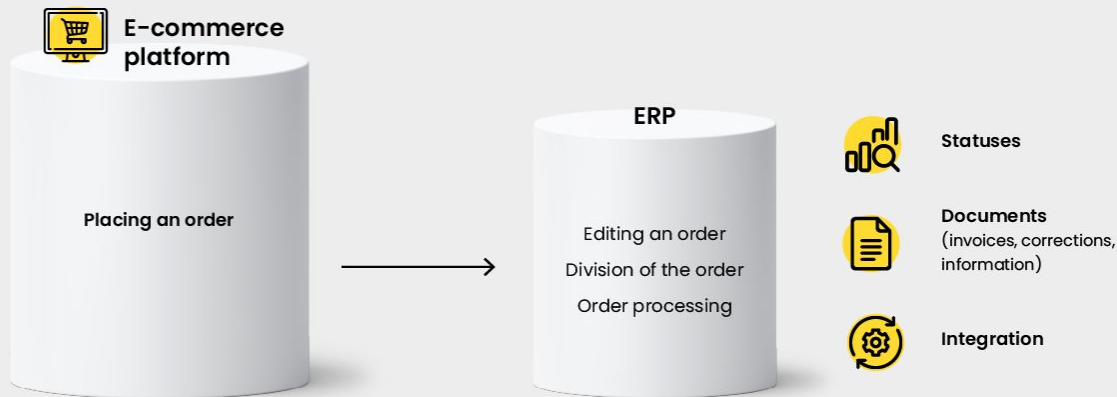**07.** Handling of trade credits and deferred payments.

Order handling

What does it look like from the inside?

Feel the convenience of e-commerce

E-commerce platform

Placing an order

ERP

Editing an order

Division of the order

Order processing

Statuses

Documents
(invoices, corrections, information)

Integration

In terms of handling inventory, the following methods are possible:

• Application of direct access to the database (indirect tables)

• Exchange of inventory information via csv files

19

Sales representatives

Order online, don't lose human contact

Ability to define sales representatives

The basic assumption for the work of sales representatives is to work at the ERP system level. From the point of view of the system e-commerce information about the assigned sales representative is presented to the customer in the customer panel.

Offer
It is also possible for a sales representative to handle customer inquiries through the system's administration panel e-commerce.
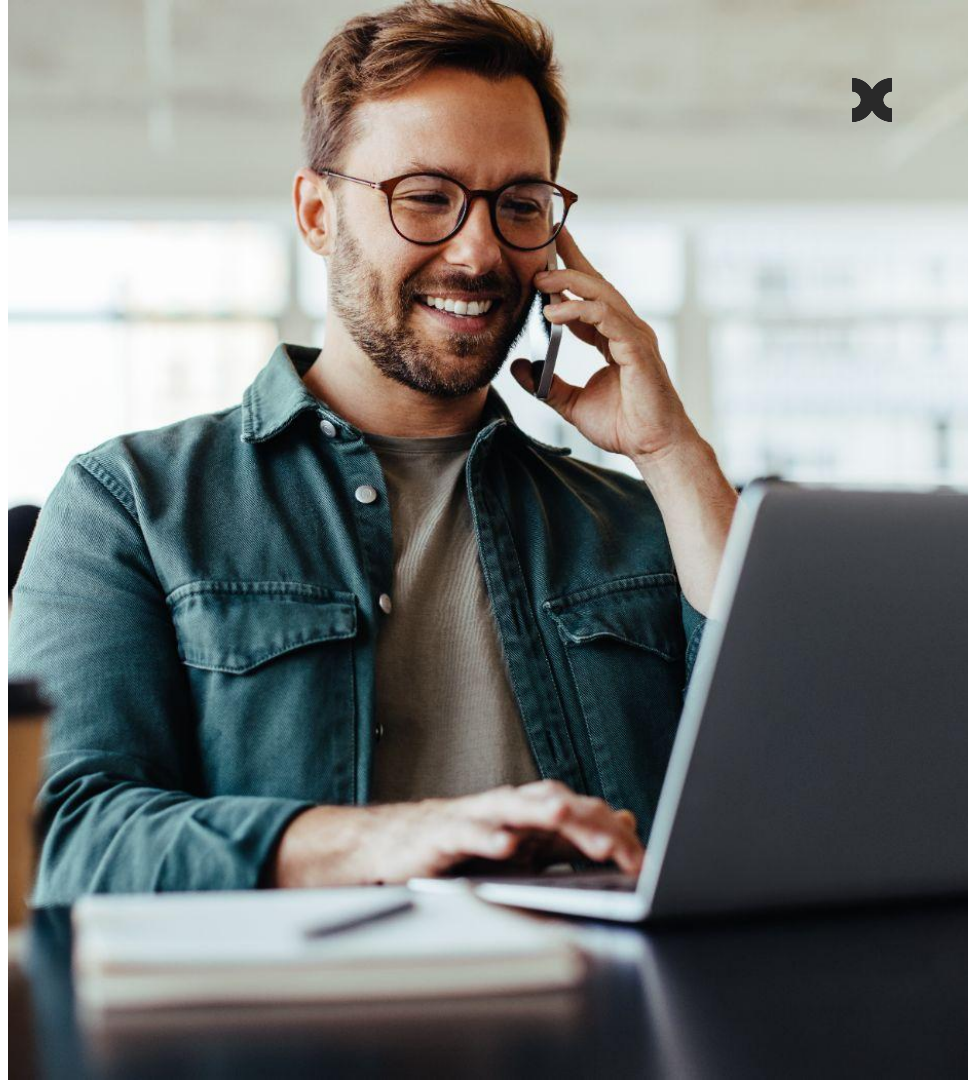
Returns handling

Easy handling of returns

The customer wants to return the goods? No problem!

The system, as standard, provides a simplified mode of handling returns - allowing you to request a return by means of a dedicated form

Cost estimate

Scope	Quantity	Price
B2B Box Platform	1	PLN 179 000,00
Included in the B2B Box price:: installation, configuration, customization, testing, licenses (first 12 months), hosting (12 months)		
Installment payment (optional) with Faktoria sp. z o.o.	12 installments	16 200,00 PLN (monthly installment)*
Ergonode	License for 12 months	PLN 39 600,00**

* For installment payments: WIBOR 1M + 3% commission
** Start+ package not included in the base price of B2B Box by Strix

spingo

Deferred payments with spingo

With B2B Box, you get a pre-installed, modern form of deferred payments for B2B customers

Benefits to you

- spingo is a modern payment method for B2B customers,

- 100% assumption of counterparty insolvency risk,

- increase in conversions of up to 25%,

- increase in the average value of cart by up to 4 times

Benefits for your customers

- an alternative form of purchase financing,

- fast decision-making process,

- deferred payment of up to 90 days,

- Revolving limit of up to PLN 120,000.

Spingo is a product created by Faktoria sp. z o.o.
Learn more: spingo.pl

Our experience in B2B

Why B2B commerce with Strix

As part of Strix Group, we have two offices - in Poland and the Netherlands. For more than 14 years we have been implementing the most demanding e -commerce projects. **We are an Adobe Gold Solution Partner and one of 11 platinum Shopware partners** worldwide, which confirms our competence and experience in e -commerce implementations .

commercetools   MIRAKL

shopware PLATINUM PARTNER   Adobe GOLD Solution Partner   ENTERPRISE MAGENTO SOLUTIONS PARTNER   solution partner

160
employees

65
e-commerce projects

14
years of experience

We work with the best
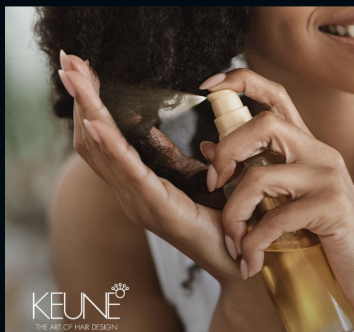
Selected B2B projects

How a B2B e-commerce platform helps build relations with clients
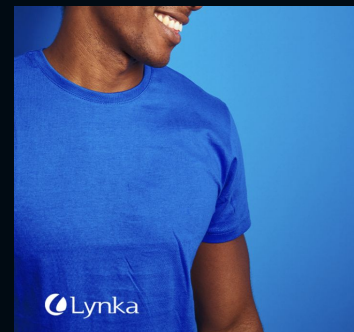
See case study

B2B store for hair care manufacturer

See case study

B2B platform for EMM International
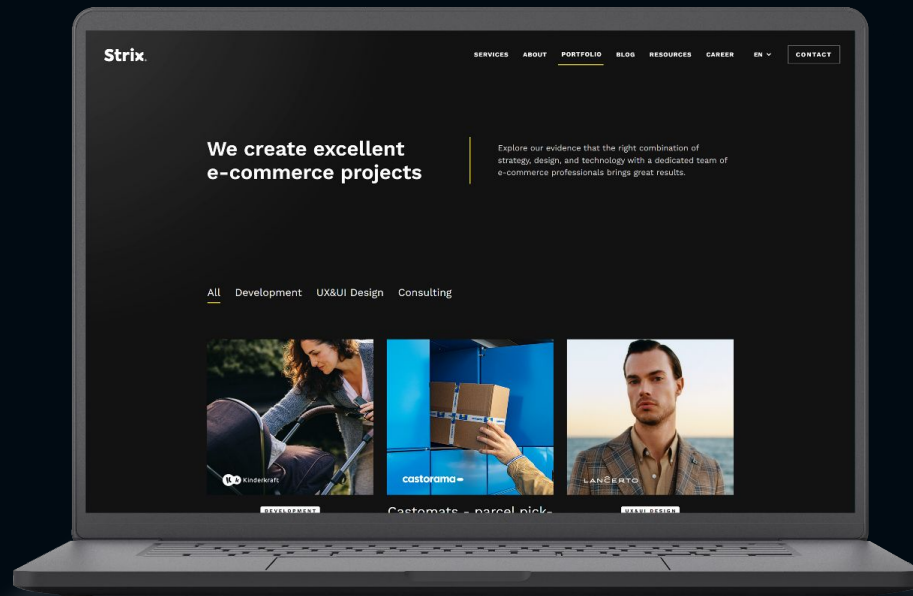
See case study

A powerful B2B system e-commerce for Lynka

See case study

Full portfolio

see: strix.net/portfolio

Get in touch with us!

We will prepare a customized strategy tailored To meet the needs of your business.

Łukasz Woźnica
Head of Business Development
+48 795 850 508
lukasz.woznica@strix.net
www.strix.net