10 Point Checklist for B2B e-Commerce Seamlessly Integrated with Dynamics BC & NAV

If you run your business on Dynamics BC or NAV, you won't want to miss this.

RATE YOUR CURRENT B2B WEB PORTAL AGAINST THIS 10 POINT CHECKLIST.

1. Can my B2B account customers view their specific negotiated pricing and access their personal dashboard for quick order, message boards and recommended products?

2. Does my webshop facilitate the creation of multiple B2B/Dealer catalogs tailored to individual buyer needs and buying requirements?

3. Can my B2B customers set up their own order approval workflow processes with specific roles and permissions for staff members?

4. Can my B2B customers view their account balances online and settle invoice payments online using a secure payment gateway?

5. Can my customers use devices such as smartphones and tablets and still experience a consistent and streamlined ordering process?

6. Are my customers able to access live Business Central/NAV reports online?

7. Can my customers set up multiple pre-defined order lists for speedy re-ordering?

8. Can I create submission forms such as Account Applications and Request a Catalog in BC/NAV for customers to access online and submit back electronically?

9. Can my vendors use my B2B portal to bid on RFQ, update shipping, and supply product information updates?

10. Can my customers process a product return or exchange online?

IF YOU ANSWERED "NO" TO ANY OF THE ABOVE, YOU'RE MISSING OUT. HERE ARE SOME CAPABILITIES OF AN INTEGRATED B2B PORTAL:

Customer Specific Pricing and Personalization for B2B Customers: As B2B clients log in to the web-store, they are able to view prices and discounts relevant to their account. A customer dashboard can be created in BC/NAV to include client-specific content such as key messaging, upcoming events, and helpful reminders. Recommended products can also be featured together with frequently bought items.

Multiple Catalog Capability: Create catalogs within the B2B portal targeted at specific customers to tailor the buying experience. This means that catalogs with specific product categories can be produced without the need to build separate websites.

Roles and Permissions: Roles and permissions in the Nav-to-Net™ B2B solution can help customers manage their ordering procedure. Roles can grant or restrict access to areas and functions of the website while permissions define what the user can perform within the roles. An approver level can be applied to manage a tiered workflow of orders. This can apply cost limits to orders placed by company individuals and ensure the order is authorized before it is processed.

Check Account Balances and Make Online Payments: The Nav-to-Net™ B2B portal allows buyers to view account balances at any time without the need to refer to invoices or request a balance check. Direct payments can also be made online using a secure payment card option.

Use Mobile Devices: Built with Responsive Design, Nav-to-Net™ allows buyers and sales representatives to place orders using any device, be it tablets or smart phones, anywhere in the field or company location. The screen layout adapts depending on the device used to maximize the viewport and simplify navigation. Click here for further info.

Access to BC/NAV Reports: Nav-to-Net™ is pre-configured with Accounts Receivable and Sales Order Status reports which customers can access online.

Order Lists: The creation of order lists is an invaluable tool giving the user the option of re-ordering from a pre-defined order list or using the items on a previous order to create a new order. This makes for more convenient and ultimately more valuable business relationships.

Submission Manager: Submission Manager enables the creation of forms, large or small, directly within BC/NAV. Customers access these forms via the website and fill in their details. The information is relayed electronically back to BC/NAV or emailed to an administrator to process the information. Forms can be constructed using several different forms of questions like checkbox, drop down lists, ratings, and free text fields to obtain the information required. Click here for further information.

Vendor Portal: A Vendor Portal is an integrated channel to aid communication with suppliers. The Vendor Portal manages shipping dates, enables requests for quotes, and allows vendors to supply new product information or update current product information such as pricing. Click here for further information.

Manage Returns Online: RMA's, Return Merchandise Authorizations, can be submitted online for shipped items which need to be returned. This eliminates lengthy emails or phone calls to facilitate the returns process, keeps the corresponding data within BC/NAV, and minimizes return fraud.

To learn more about how you can make the most of your existing Business Central/NAV, talk to DVP or visit:

www.dvp.net/requestdemo

NAV-to-NET™ is a popular webshop solution created by Digital Vantage Point. We're here to make you fall in love with technology again by offering powerful webshops that are fully managed from within Microsoft Dynamics™ Business Central and NAV ERP. Contact us today to see how we do it.

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