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Amazon Business Benefits

There are a variety of discounts available on Amazon Business that your organization can take advantage of to unlock savings.

Business Pricing

Cheaper pricing available only for registered Amazon Business customers.

Business-Only Selection

 Business-only selection refers to items and offers that are only available for purchase by Amazon Business customers.

Quantity Discounts and Limited Time Deals/Coupons

Volume-tiered discounts

Amazon Business Analytics

• Use Amazon Business Analytics to view data about your orders, create and filter reports based on your business needs, and view both charts and tables. Click to learn more.

Price: \$24.59

Business Price \$23.99 (\$0.24 / Count)

You Save: \$0.60 (2%)

Buy more, 7 units 15 units save more: \$21.74 \$20.55 LOWEST PRICE Save 11% Save 16%

\$16²⁹ (\$1.02/Count) \$17.69
Save 20% with coupon

business prime

Take Advantage of Amazon of Business Prime Shipping

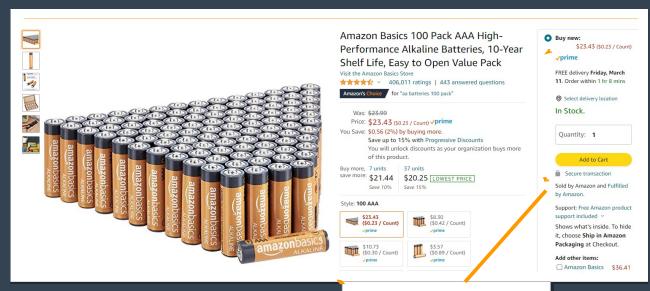
Once Business Prime Shipping has been purchased, it provides
Free Two-Day Shipping on eligible items for all users in the
business account. There are multiple pricing tiers to meet the
needs of businesses of all sizes. <u>Click</u> to learn more.

Prime Eligibility – Fulfilled by Amazon

• Prime eligible items are fulfilled by Amazon. We recommend searching for prime eligible items to ensure that your products arrive on time and as expected. All products clearly mark who the seller is on the product detail page.

What's not Included?

 Business Prime Shipping does not include additional Prime benefits such as Amazon Fresh, Pantry, Video, or Music.



Sold by Amazon and Fulfilled by Amazon.



Amazon Business Registration Scenarios

Depending on how you have used your work email on Amazon in the past, you will be prompted through a corresponding registration flow

Persona	Objective
New User	Has never used your organization's email domain on any Amazon account
Existing Amazon.com account used for Business Purchases	Amazon User has your organization's email linked to Amazon. Since they have only made business purchases in the past, their order history and account information (payment methods, addresses, etc.) should be converted/migrated to the centralized Business account.
Existing Amazon.com account used for <i>Personal Purchases</i>	Amazon User has your organization's email linked to Amazon. Since they may have made personal purchases, they would like to transfer all previous order history and account information to a personal email, and start a clear profile in the new centralized Business account.
Existing Amazon Business	Amazon <u>Business</u> User (your organization's email is linked to a separate AB account) who needs to either 1) merge the current account into the central Business account from an email invitation or 2) deregister the account (convert to a .com account) before joining the central account.

Accessing Amazon Business through Single Sign On

Accessing the Amazon Business account is simple when Amazon is integrated with your organization

How do you sign in?

- All registration flows when you click the link provided to access the centralized Amazon Business account. This will automatically log you into the appropriate account.
- For those who have not used their work email in the past, they will be immediately authenticated into the central account.
- For those who do need to take action to separate out their existing account, this is a *one time process* that they will be guided through. They will be authenticated automatically each subsequent time.

Account Invitations

How do Invitations Work?

 You received/will receive an emailed invitation to your work email from business@amazon.com

Call to Action:

- Click on the "Join Amazon business" link in the email to ensure you have access to your Amazon Business Account
- If you don't take action within 90 days, your invitation will expire

amazon business

Congratulations!

You have been invited to join your company Example Amazon Business account. Amazon Business combines the selection, convenience, and value you expect from Amazon, with features that can help improve your operations.

Ready to get started? You can join your team here:

Join Amazon Business

If you have any questions or need any tips on getting started, we are here to help. Visit <u>Amazon Business Help</u> or contact our <u>Customer Service</u>.

Thank you for choosing Amazon Business as a trusted partner for your business needs.

Please note: This email message was sent from a notification-only address that cannot accept incoming email. Please do not reply to this email.

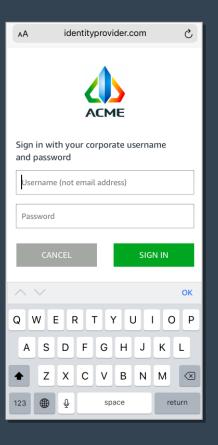
For Easier Access in the Future - Save this as a Favorite or bookmark in your web browser! <u>Amazon Business</u>

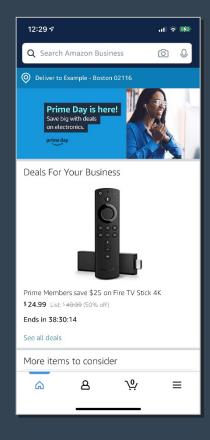
Accessing through Amazon Business Mobile App

The Amazon Business account can now be accessed via SSO on the Amazon Business Mobile App.

How to join the account and sign in?

- Download the AB Mobile App (iOS App or Android App)
- Reach out to internal IT team to request the link to access Amazon Business from your mobile device. This will take you to your identity provider (IdP) sign-in page to log in.
- Depending on how users have used their work email on Amazon in the past, they may need to take action to separate or migrate an existing account.
 - For those who have not used their work email in the past, they will be immediately authenticated into the central account.
 - For those who do need to take action to separate out their existing account, this is a one time process that they will be guided through. They will be authenticated automatically each subsequent time.

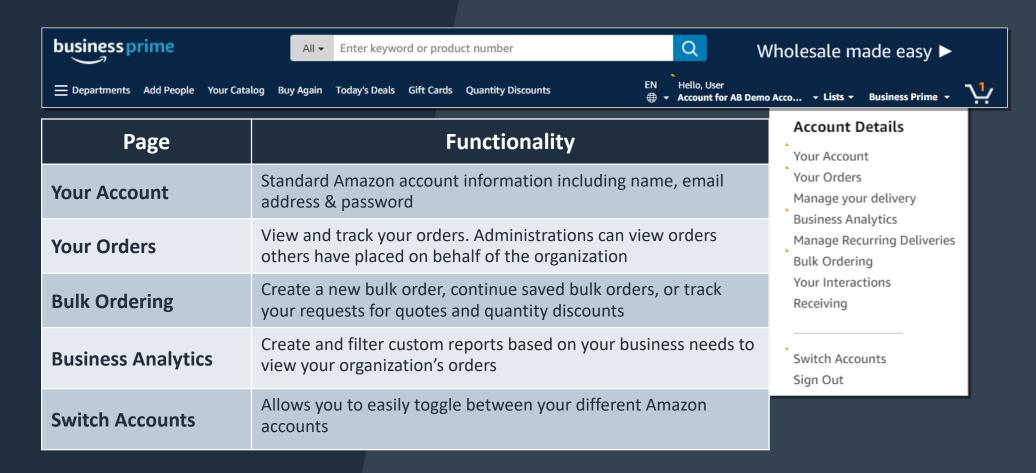






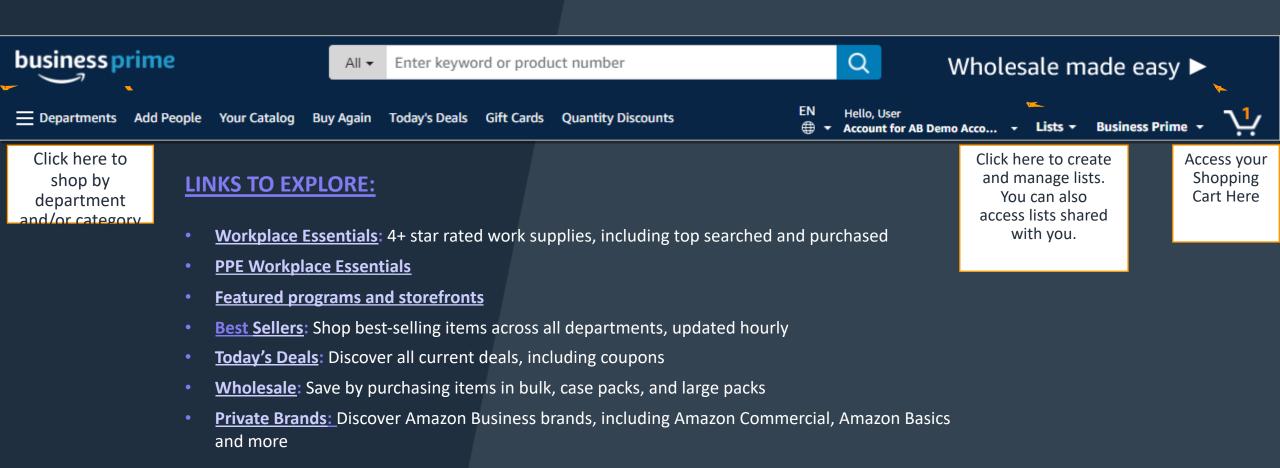
Account Navigation

Hover over your name in the top right hand corner to access additional tools in your account



Start Your Shopping Experience

Utilize the Search bar, your Lists, or Your Catalog to search for specific items



Amazon Business Homepage

Notification Panel

Order Summary & Recommendations

- Customized to Each User
 - Features and Programs you could benefit from

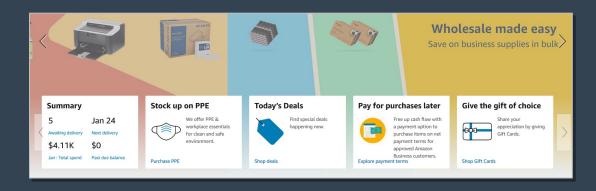
Explore departments Viewall

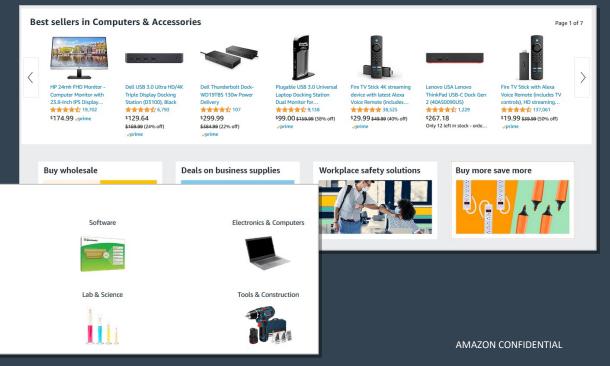
Office Products

Janitorial & Sanitation

Books

- Product Recommendations
- Purchased by Your Organization

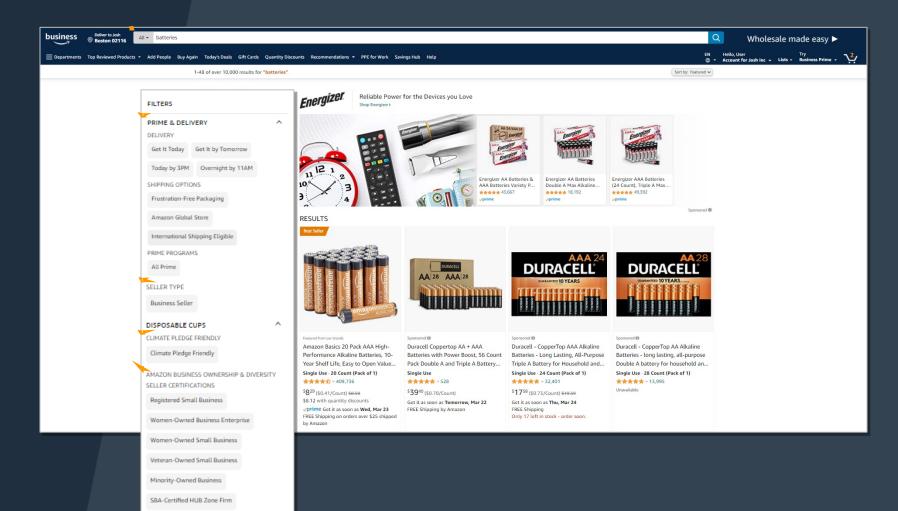




Traditional Marketplace Search

Search for and filter results to identify items you are looking for.

- Enter item or key word(s) in the search bar. Search All Departments & try using generic descriptors instead of brand names
- Consider refining search results with filters available on left side of your screen, such as Prime or Business Seller or Climate Pledge Friendly
- Sort results by options listed on the top left of your screen, such as Price: Low to High

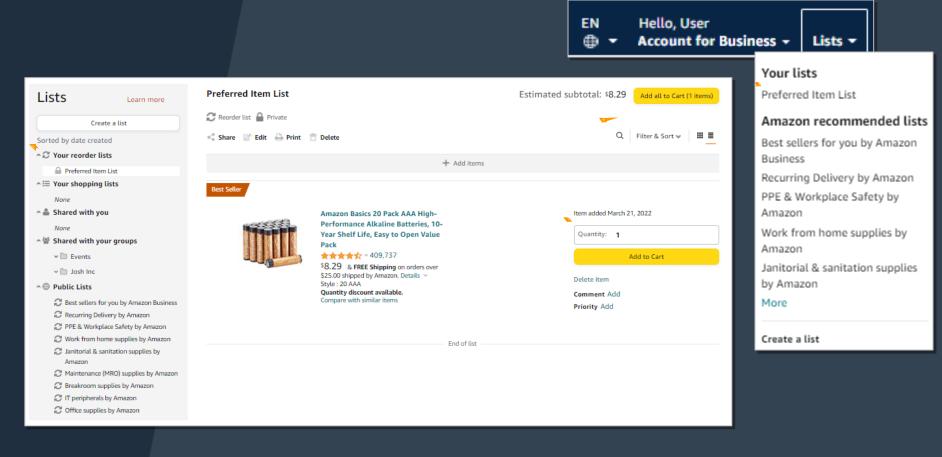




Search & Order From Within Your Lists

Lists make it easy to keep track of the things you need and are easy to share with others. Any User on Amazon Business can create a shopping list

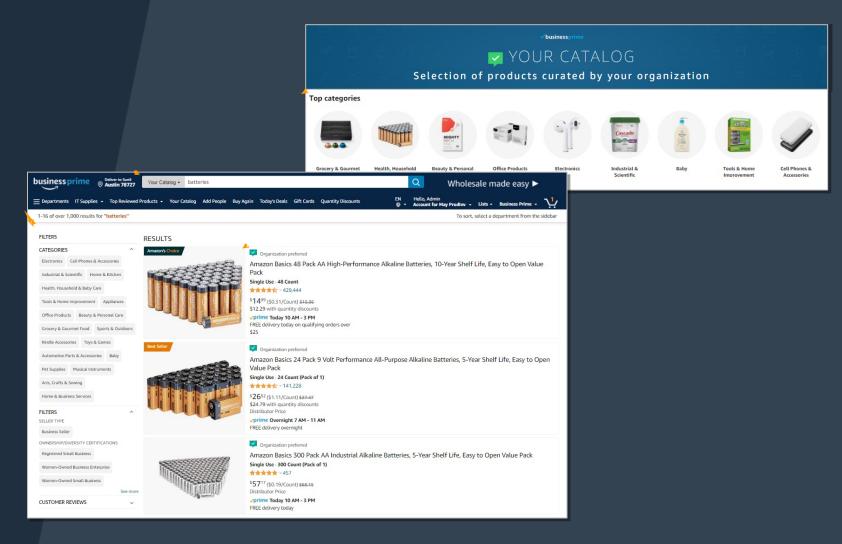
- Review lists that have been shared with you
 - Shared with you
 - Shared with your groups
 - Public Lists
- Add items from your lists directly to your cart
- Utilize Search functionality to find specific items within the list



Search Within Your Catalog

Your Catalog provides a catalog of curated offers and products that have been preferred by your organization.

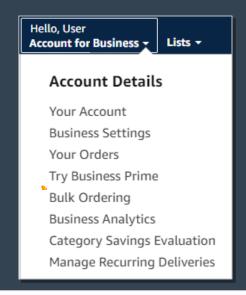
- Browse top categories from the Your Catalog home page
- Search from curated and recommended products selection
- Refine search results
 with filters available of
 left side of your screen,
 such as Prime or
 Business Seller or
 Ownership/Diversity
 Certifications

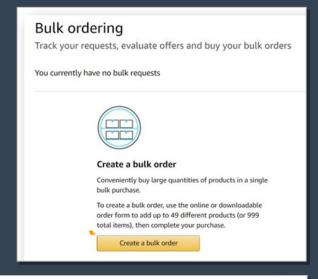


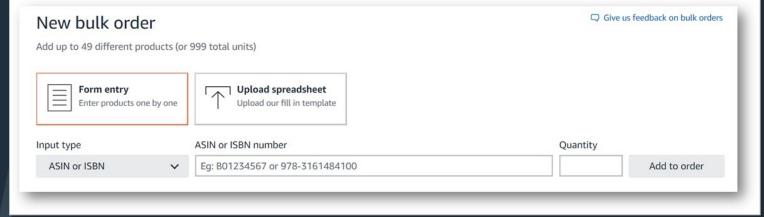
Bulk Buying Tool

Access the Bulk Ordering tool from the drop down menu of your business account

- Create bulk orders when you need more of something
- You can <u>Buy in Bulk by Category</u>
- Request custom quotes directly from sellers based on your business needs
- Search for and Order Books in Bulk using ISBN or ASIN numbers





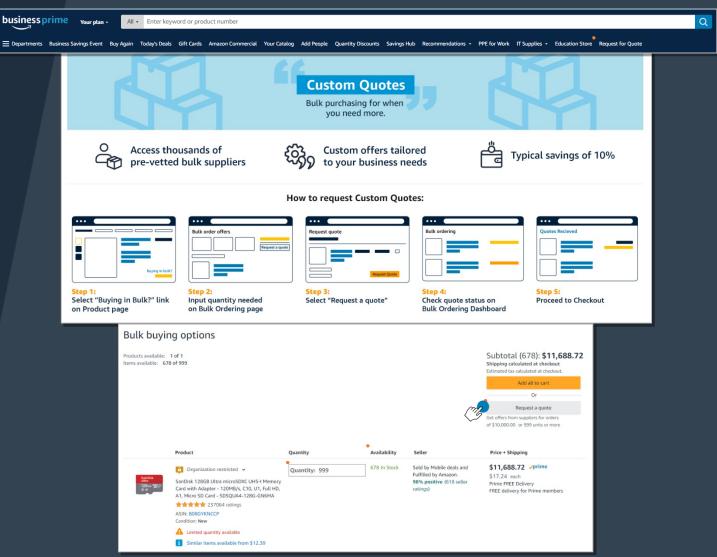


Custom Quote Engine (CQE)

A tool Amazon Business customers can use when looking for quotes on orders of

units or > \$7,500

- <u>Custom Quotes</u> allows you to receive customer offers tailored to your business needs
- Request custom quotes directly from sellers based on your business needs
- Typical savings of 10%

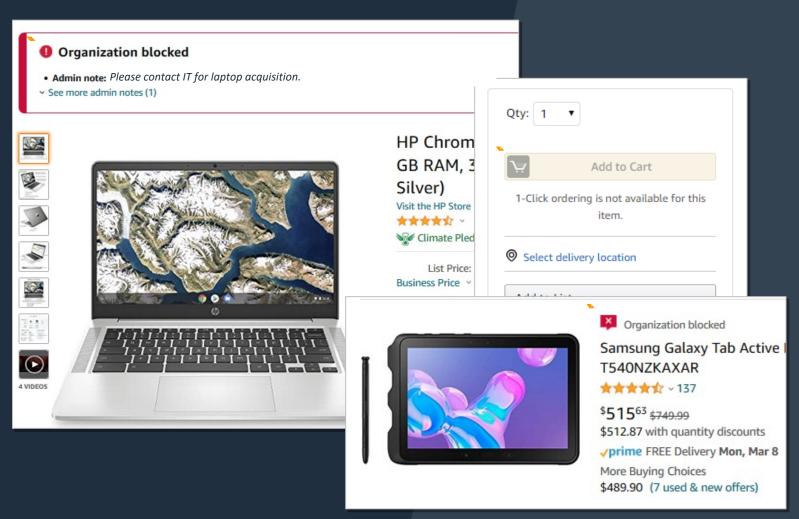


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Blocked Policies



Your organization may have blocked certain product categories based on its internal buying policies

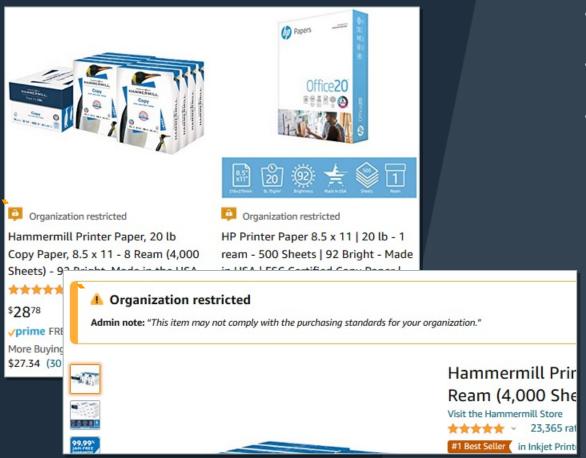


- Blocked products will be clearly marked throughout the buying process
- Blocked products cannot be added to cart, the cart will be grayed out

Restricted Policies



Your Account Administrator may have restricted categories for purchase within Amazon Business based on your organization's buying policies

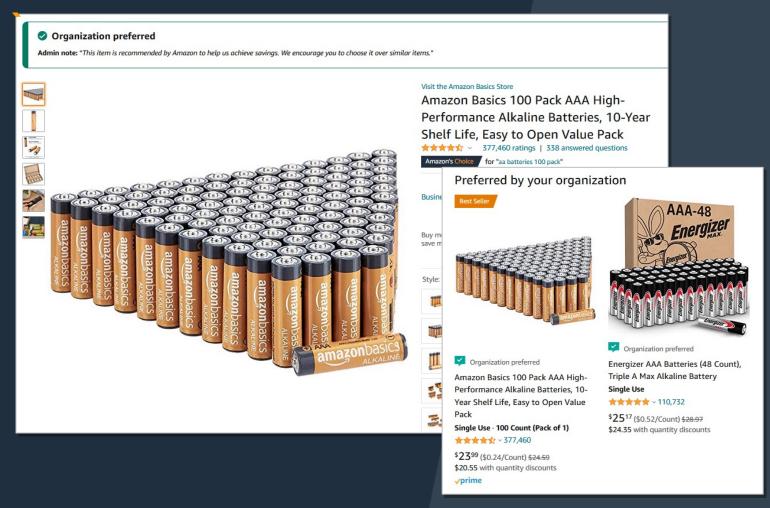


- Restricted products will be clearly marked throughout the buying process
- Purchases with Restricted items may require additional approval
- Administrators have direct visibility into any restricted purchases via Business Analytics

Preferred Products/Sellers



Your Account Administrator may mark specific products as preferred to ensure you can easily find them. This messaging is visible throughout the shopping experience, search results, and on product detail pages

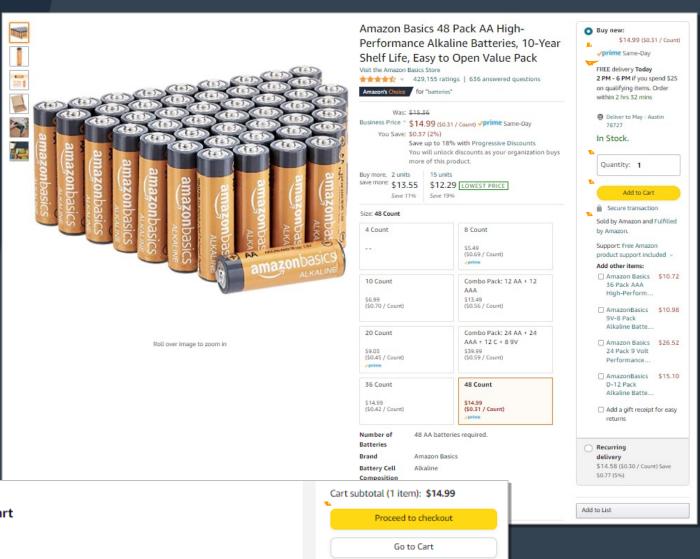


- Preferred products will be clearly marked throughout the buying process
- Purchases are recommended for products identified as Preferred
- Administrators may share preferred lists with the organization in addition to setting preferred policies

Adding Items to Your Shopping Cart

Product considerations

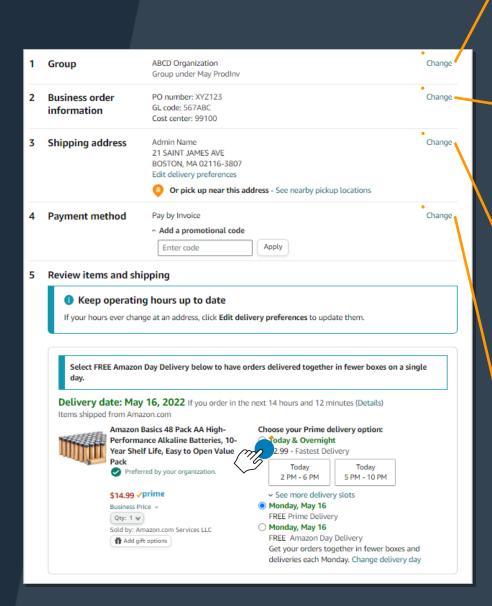
- Prime eligibility
- Expected delivery time
- Quantity
- Seller and fulfillment

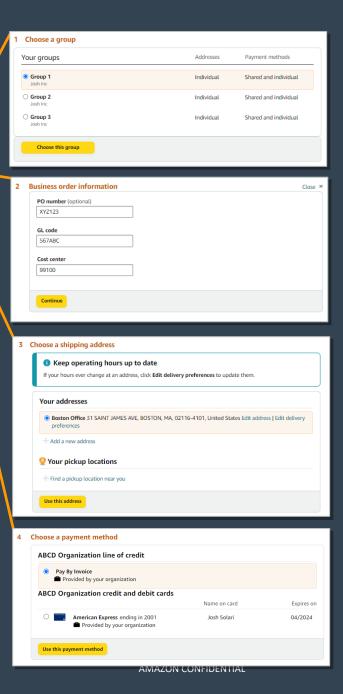




Checkout

- 1. Select group for which you are purchasing (if more than one)
- Enter Business Order Information (if required)
- 1. Select/Enter Shipping Address
- 1. Select/Enter Payment Method
- 1. Review items and Select Shipping Speed and Place your order



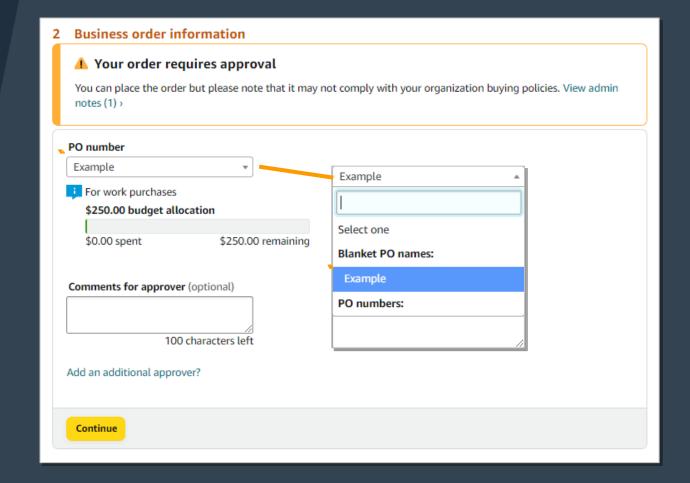


Blanket Purchase Orders (BPO)

BPO Allocations

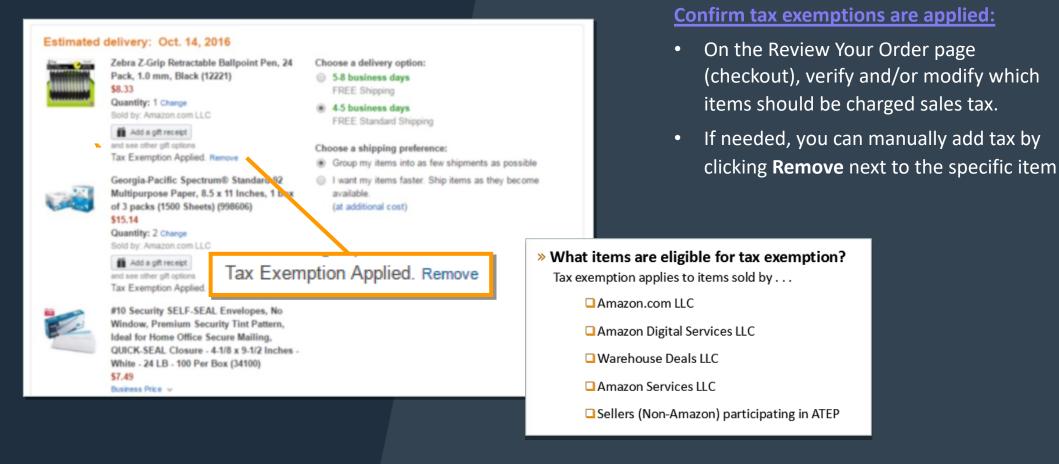
 Your organization may have set up budgets to be utilized at check out. If a budget has been applied to your account, you will select the budget from the PO Number drop down list.

Ensure you have selected the correct Blanket PO name when navigating through the checkout process



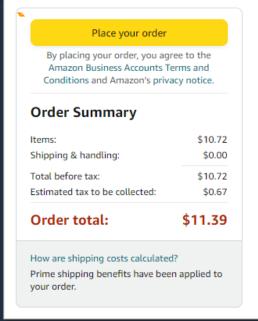
Checking out with Tax Exemptions

All products purchased from Amazon or any of the third party sellers who participate in ATEP will automatically reflect that tax exemptions have been applied during the checkout process



Checkout — Review and Finalize Order



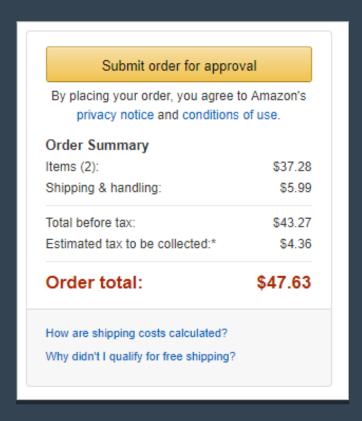


Checkout – Approvals

Some orders or all orders placed on the account may be subject to approval before being fulfilled

How do I order with Approvals configured?

- Depending on your role, some or all of your orders may require approval.
- There are no additional steps to take to submit your order for approval.
 Check out as you normally would and you will see the option at checkout.
- Your order will not be processed until it is approved by the appropriate approver. Keep this in mind for shipping timelines.
- You will be notified over email once your order is submitted and then again once your order has been approved and processed. Just as with a normal order on Amazon, you will also receive relevant shipping updates.
- If your order is not approved within 7 days, the order will automatically be canceled; however, the items in your order will not be deleted. If your order is canceled, you will need to submit the order again for approval.

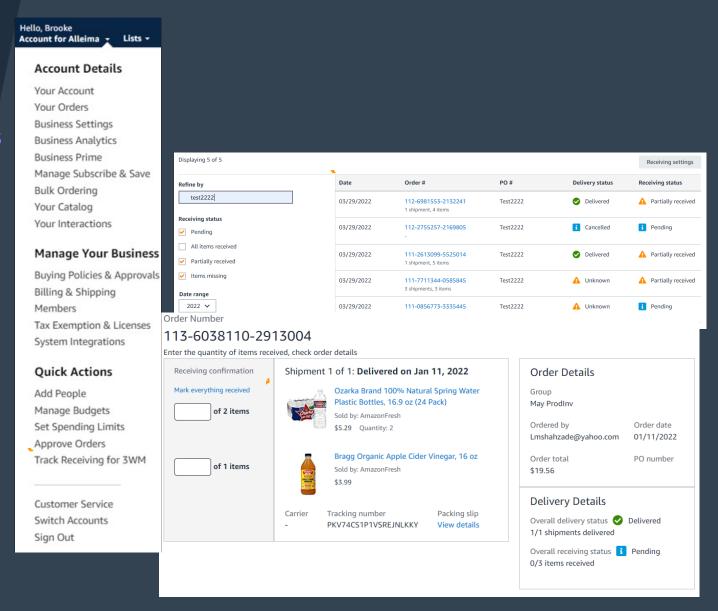




3 Way Match – Receiving on Website

We have revised the way you communicate your Amazon Business orders have been received to simplify internal processes, automate and save time. Update your orders as "Received" with a few clicks.

- Log into your AB account > Hover over your name>
 Click on "Track Receiving for 3WM"
- 2. On the **Receiving** page, select the order you want to update.
- For each item in the shipment, enter the quantity of items received or select Mark everything received to mark all items as received.
- 4. Select **Save** to save the details.



3 Way Match – Mobile Barcode Scanning

New! Scan codes and track receiving with 3-Way Match. Get the latest Amazon Business app

Barcode and QR scanning through the AB app offers the ability to scan codes on packages to update the receiving status.

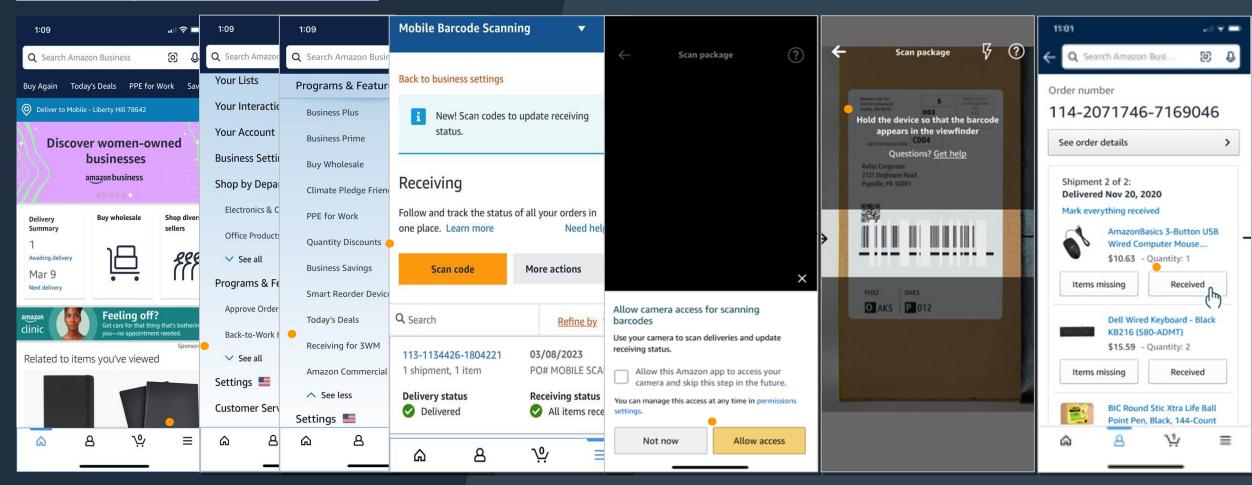
iOS App Android App





How to Scan Packages on the AB App

Link to Comprehensive How to Guide



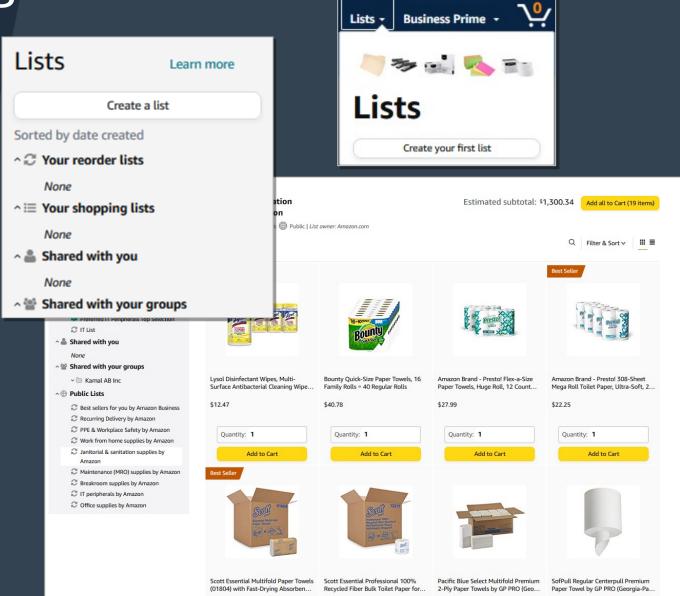


Reorder & Shopping Lists

How do Lists work on Amazon Business?

Lists make it easy to keep track of the things you need, and are easy to share with others. Choose between multiple list types depending on whether or not you want the items to remain on a list after they are ordered.

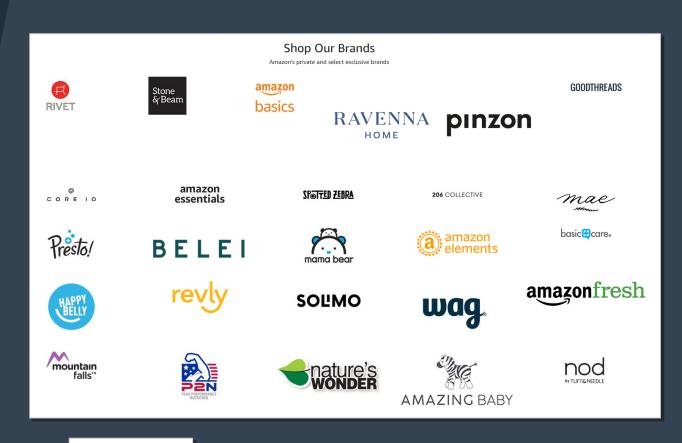
- <u>Create a List</u> Any User on Amazon Business can create a shopping list
- Share a List Create a public list and share with your desired audience
- Review a Shared Shopping List When a list is shared with you, you can save it to your own account or make a copy to edit yourself



Amazon's Private Brands

Private Brands

- High-quality and durable products,
 Average Rating 4.2+ stars
- Over 48,000 products in 352 categories and growing
- Cost-effective options, including quantity discounts and lower-priced alternatives to national brands
- Quantities needed to get the job done, including large pack sizes and case packs
- End-to-end purchasing solutions for work, from everyday essentials to professional grade selection



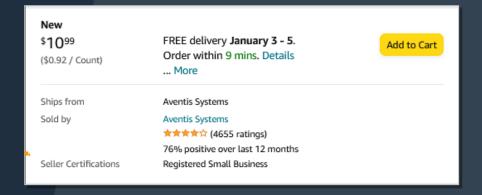
From Our Brands
< Clear
Our Brands

Learn more in this <u>video</u>

Socially Responsible Storefronts

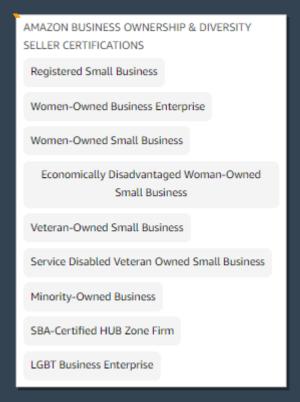
- Socially Responsible Purchasing
- Climate Pledge Friendly
- Women-Owned Businesses
- Black-Owned Businesses
- Veteran-Owned Businesses
- Small & Local Businesses





Shop and support women-owned businesses

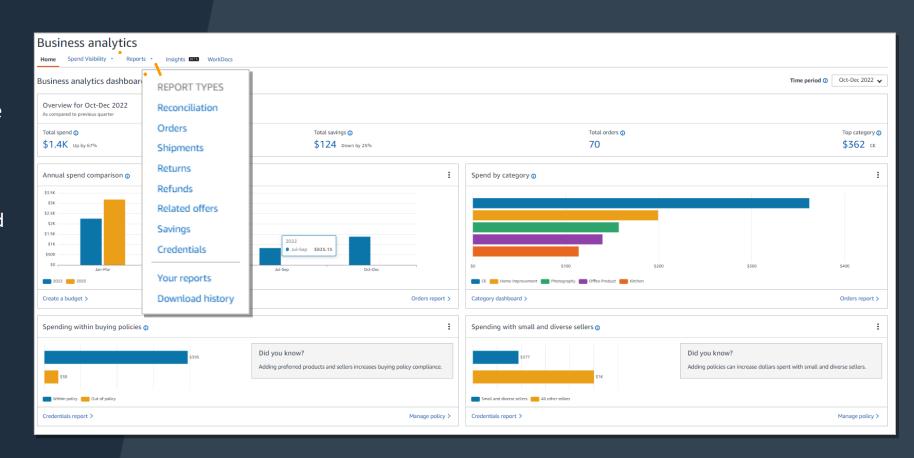




Amazon Business Analytics

Amazon Business Analytics provides the ability to:

- Aggregate purchases to compare and track spend over time
- Monitor and track 60+ data fields including customer info, shipment info, payment info, and seller info
- Customize and save report templates to meet business needs
- Download CSV files to analyze your data in excel

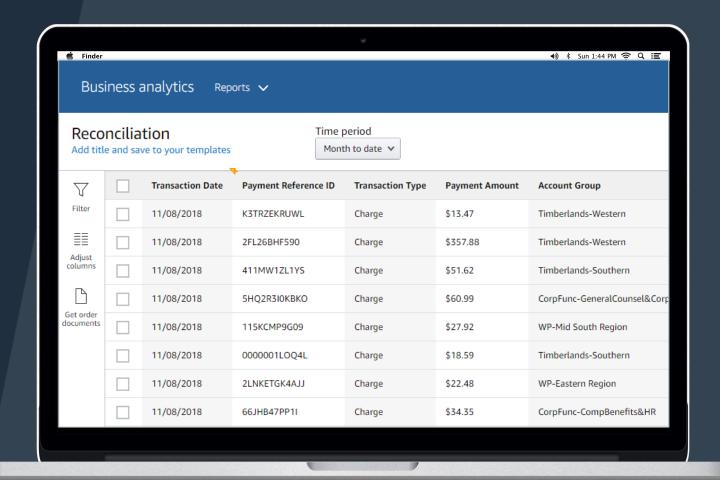


Reporting & Reconciliation

Use the Reconciliation Report to view data including transaction info, customer info, and order info.

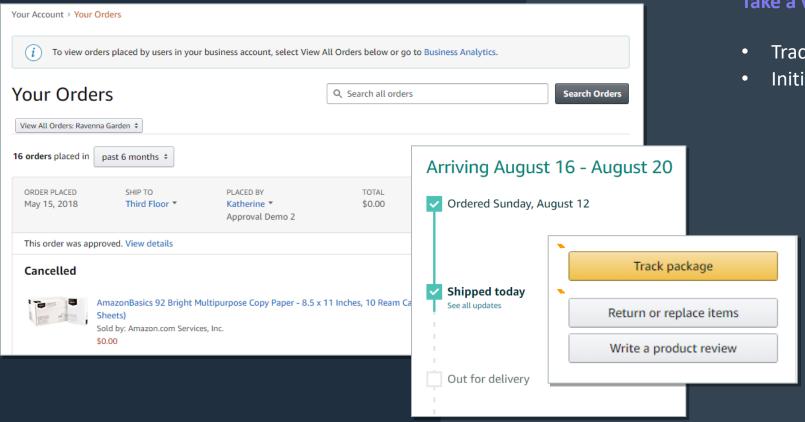
Simplify the reconciliation process by matching corporate credit card charges to each item in a shipment.

- Match the Payment Reference
 ID in the Reconciliation Report against your credit card statement
- Customize report columns and filters at the left to find required information



Your Orders

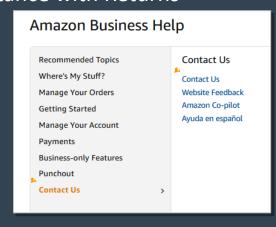
This section of the account provides additional detail regarding the status of all orders you have placed within the Business Account



Take a variety of actions on Your Orders:

- Track Packages
- Initiate a Return

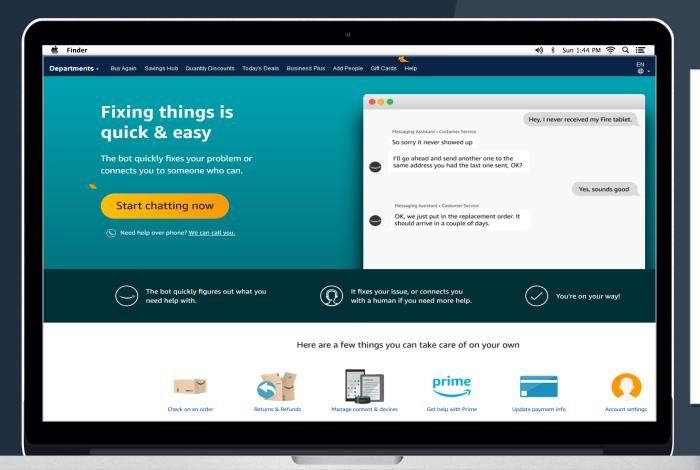
Use **Contact Us** or our **Chat** feature for assistance with Returns

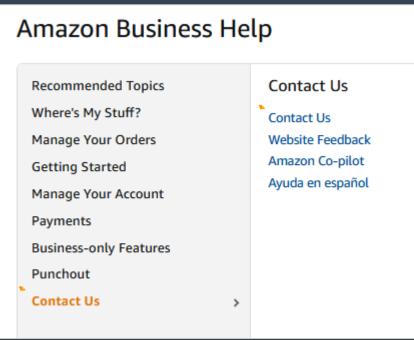




Amazon Business Customer Support

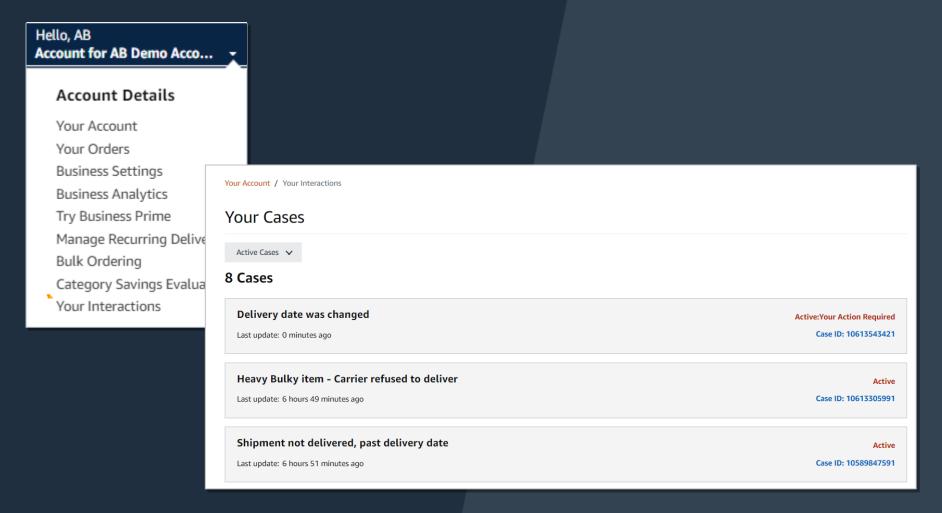
Dedicated U.S. based <u>Business Customer Support</u> can be reached a number of ways including email, chat and phone. *Not sure what you're looking for? Learn more about the features and benefits on Amazon Business HERE.*





Your Interactions

Built in Amazon Business tool to track the issues that remain unresolved after the initial contact with Amazon Business Customer Support



One-stop location to track progress of open support issues. Allows users to monitor progress and reopen cases on their account without requiring follow-up.

How it works?

When a customer reaches out to a support team or selling partner with an issue, a ticket is created that customers can directly reference from their account at any time.

Common Amazon Business Support Questions

Quick resolutions to frequently asked questions and contact information for a variety of support resources



Contact Business Customer Support: CLICK HERE

 Provides end users the option to call, email, or live chat. Please use this method of contact for anything relating to an order, transaction, charge, or shipment



Cancel an Individual Prime Membership:

- Your Account > Manage My Prime Membership > End Membership
- The end user must follow the steps to receive a pro-rated refund



Request a Tax Exemption Refund:

- Your Orders > Locate Order > Contact Seller > Request refund through email
- Additional tax queries can be emailed to <u>tax-exempt@amazon.com</u>

How To Guides and Helpful Videos

Self Service Resources



Training Videos



amazon business

Thank You