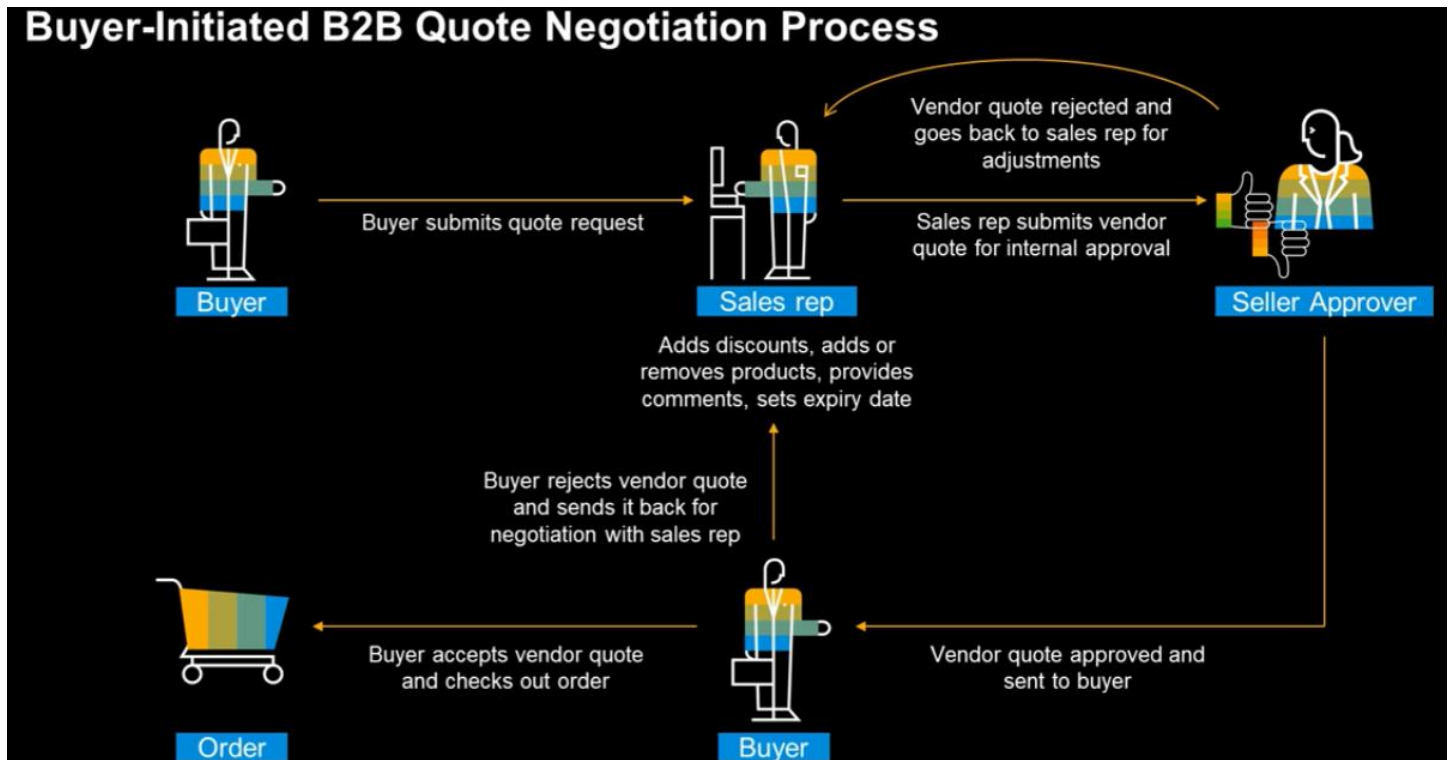


Scenario = Explain “Quote Negotiation Process” in B2B?



Below link gives lists of all of the sample users with their roles: -

<https://help.sap.com/viewer/4c33bf189ab9409e84e589295c36d96e/1811/en-US/8ae789ad86691014afcccba59ba613e9.html>

Step 1 = Login in B2B Site with “B2B Customer” role & Submit Quote request.

The screenshot shows the SAP B2B Commerce user selection interface. On the left, a sidebar lists various roles, with "B2B Customer" selected and marked with a green checkmark. The main area displays a table of users. The first user, Alejandro Navarro, is selected. A dropdown menu for "Groups" is open, showing "Services East", "B2B Customer Group [b2bcust...]", and "standardPermissions Rustic".

ID	Name	Customer ID
✓ alejandro.navarro@rustic-hw.com	Alejandro Navarro	0db38452-5b78-45af-ba26-6cfe

0 ITEMS SELECTED

Alejandro Navarro [alejandro.navarro@rustic-hw.com]

Groups

- Services East
- B2B Customer Group [b2bcust...]
- standardPermissions Rustic

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Powertools Site x +

← → ↻ ⚠ Not secure | localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/login

B2B Accelerator

Returning Customer

EMAIL ADDRESS

alejandro.navarro@rustic-hw.com

PASSWORD

.....

After login → Add items to cart & GoTo **Cart Page** → Request A Quote

Default Quote Request Threshold Value = 25000 USD. Change this value to 20 USD.

hybris administration console | C x +

← → ↻ ⚠ Not secure | localhost:9002/platform/config

apply all reset all Show unsaved only: ☐ OFF

Show 10 entries Search: quote.re

Key	Value
New key...	New value... <input type="button" value="add"/>
quote.request.initiation.threshold	25000 <input type="button" value="trash"/> <input checked="" type="checkbox"/>
quote.request.initiation.threshold.powertools.USD	25000 <input type="button" value="trash"/> <input checked="" type="checkbox"/> Change This To 20

Showing 1 to 2 of 2 entries (filtered from 3,566 total entries) Previous 1 Next

Your Shopping Cart | Powertools x +

← → ↻ ⚠ Not secure | localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/cart

B2B Accelerator

WELCOME ALEJANDRO MY ACCOUNT SIGN OUT

I'm looking for

POWER DRILLS ANGLE GRINDERS SCREWDRIVERS SANDERS MEASURING & LAYOUT TOOLS HAND TOOLS SAFETY

HOME / CART

Cart | ID: 00000004

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B2B Accelerator WELCOME ALEJANDRO MY ACCOUNT SIGN OUT

I'm looking for

POWER DRILLS ANGLE GRINDERS SCREWDRIVERS SANDERS MEASURING & LAYOUT TOOLS HAND TOOLS SAFETY

HOME / EDIT QUOTE

Minimum \$20.00 subtotal to submit a quote.

Cart | ID: 00000006 [NEW CART](#) | [QUOTES \(2\)](#)

CONTINUE SHOPPING CANCEL QUOTE **SUBMIT QUOTE**

THIS CART IS BEING QUOTED STATUS: Draft QUOTE ID: 00000005

NAME DESCRIPTION (OPTIONAL)

Quote 00000005 **Chena Redy RRRS Quote**

Results = [My Account → Quotes]

My Quotes SORT BY

2 Quotes found

NAME	QUOTE ID	STATUS	DATE UPDATED
Quote 00000005	00000005	Submitted	Aug 31, 2020 1:35 AM
Quote 00000002	00000002	Cancelled	Aug 31, 2020 1:31 AM

Step 2 = Sales Rep can manage the Quotes within Storefront using ASM.

Alternatively – Sales Quotes can be managed from: -

- 1) Backoffice Admin Cockpit (or)
- 2) Customer Support Cockpit

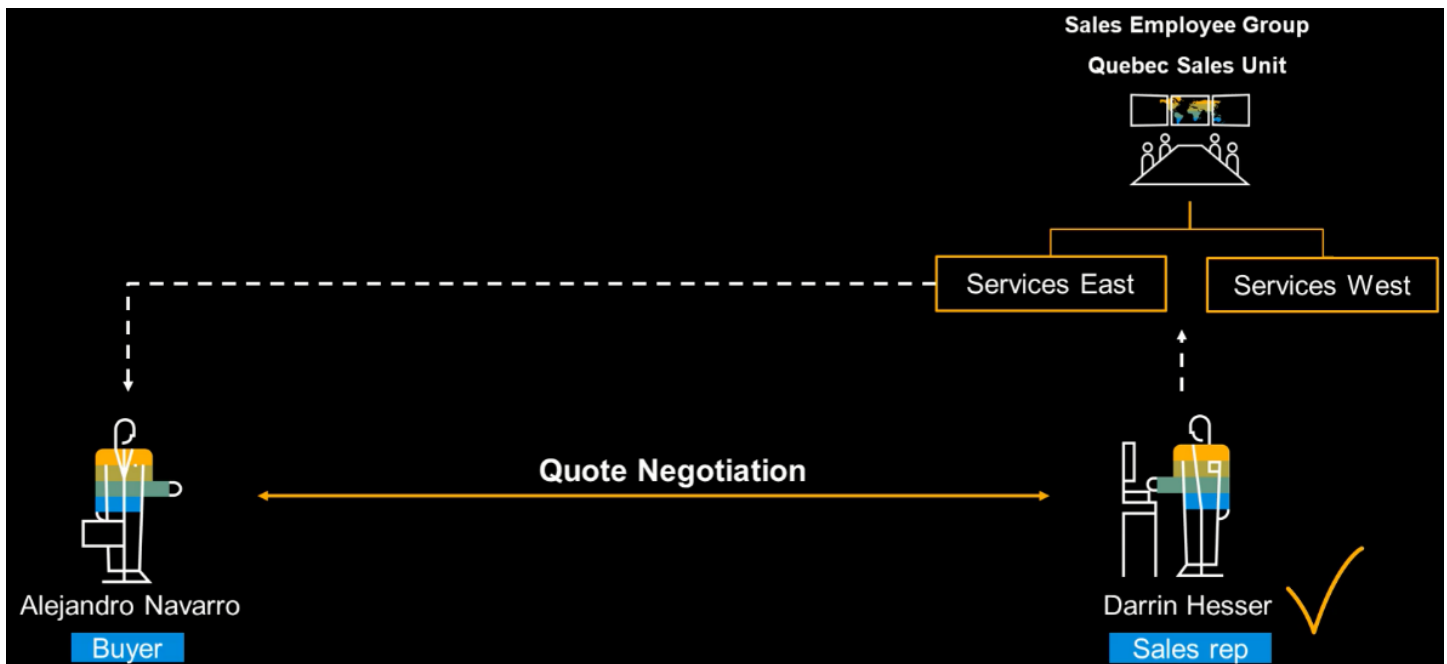
These will have deep link to Storefront ASM.

Quote negotiation is between the **B2B Customer** and **Sales staff**.

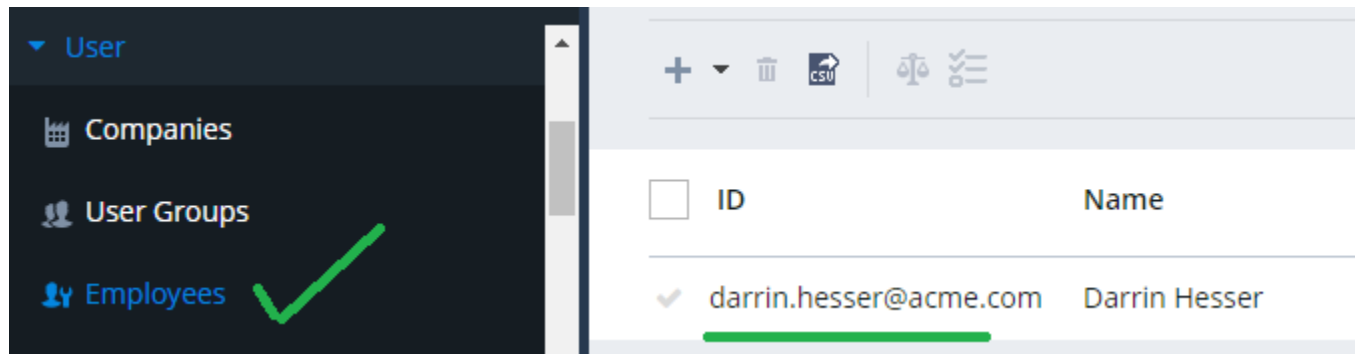
Darrin Hesser is a member of the sales employee group, Quebec sales unit, and assigned to both the **Services East** and Services West units.

Since **Alejandro** is in the Services **East unit**, Darrin is one of his sales representatives.

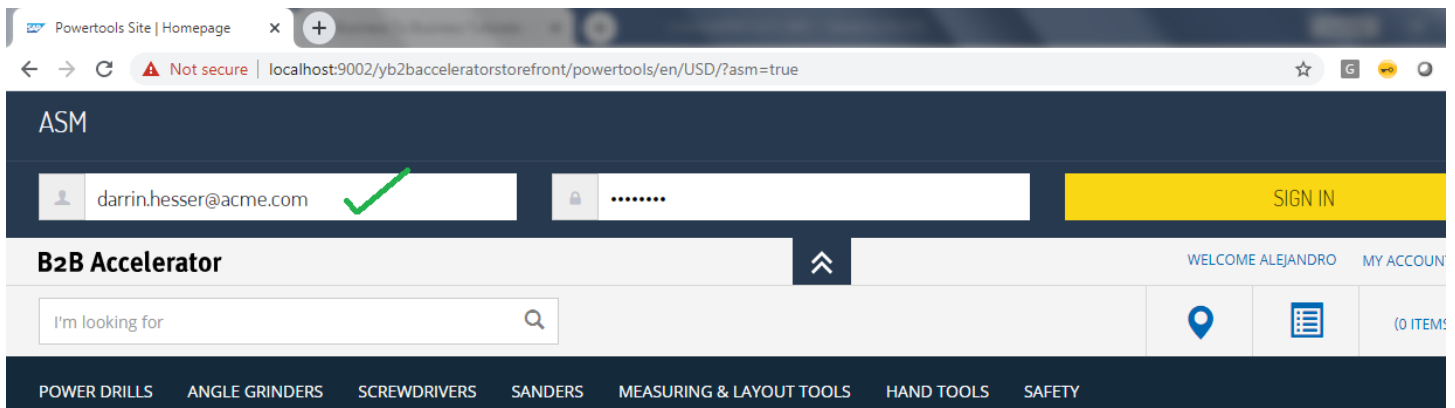
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So – Login into B2B Site as Sales Reg using ASM Mode



URL = <https://localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/?asm=true>



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Note = There are **multiple ways** to pull the customers to access the quotes: -

- 1) Enter Customer Name / Email Address
- 2) Cart ID / Order ID Number

ASM

CUSTOMERS 08:11 min RESET

Alejandro ✓ Cart ID/Order ID Number ✓

START SESSION

Alejandro Navarro alejandro.navarro@rustic-hw.com 29/08/2020

- 3) → Customers → Select My Organization Customers

ASM

CUSTOMERS 07:15 min RESET Darrin Hesser Not Assigned SIGN OUT

My Organization Customers

Search Name or Account

NAME (ASC) 17 Customers

NAME	EMAIL/ID	PHONE	ACCOUNT	CART	ORDERS	360 VIEW
Alejandro Navarro	alejandro.navarro@rustic-hw.com	-	Services East			

→ My Account (Alejandro) → Quotes

ASM

CUSTOMERS 09:49 min RESET Darrin Hesser Not Assigned SIGN OUT

Alejandro Navarro 00000008 CUSTOMER VIEW END SESSION

B2B Accelerator

WELCOME ALEJANDRO MY ACCOUNT SIGN OUT

POWER DRILLS ANGLE GRINDERS SCREWDRIVERS SANDERS MEASURING & LAYOUT TOOLS HAND TOOLS SAFETY

HOME / QUOTES / QUOTE 00000005

QUOTE ID	VERSION	STATUS	DATE UPDATED	EDIT QUOTE
00000005	2	Requested	Aug 31, 2020 1:35 AM	
DATE PLACED	EXPIRY DATE			SUBMIT QUOTE
Aug 31, 2020 1:31 AM				
NAME				
Quote 00000005				
DESCRIPTION				

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➔ Edit Quote ➔ Discount [Give 10% Discount] ➔ Done

Quote Edit | Powertools Site

Not secure | localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/quote/00000005/edit/

ITEM (STYLE NUMBER)	PRICE	QTY	DELIVERY	TOTAL
GOP 10,8 V-LI 4567189 In Stock			SHIP	\$178.00

EXPORT CSV

Discount 00000005

Discount By Percentage % ☒ 10

Discount By Amount \$

Adjust Total \$

Original Subtotal: \$178.00

New Subtotal: \$160.20

\$178.00
Discount
\$178.00

*No taxes are included in the total

Now – Sales Rep can see the Discount applied ➔ Select Expire Data if needed ➔ Submit Quote

Quote Edit | Powertools Site

Not secure | localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/quote/00000005/edit/

ASM

CUSTOMERS 08:45 min RESET Darrin Hesser Not Assigned SIGN OUT

Alejandro Navarro 00000011 CUSTOMER VIEW END SESSION

B2B Accelerator

WELCOME ALEJANDRO MY ACCOUNT SIGN OUT

I'm looking for

Cart | ID: 00000011

NEW CART | QUOTES (2)

CONTINUE SHOPPING

EXPIRY DATE mm/dd/yyyy

SUBMIT QUOTE

Subtotal: \$160.20

Quote Discount: 10.00% OFF - \$17.80

ORDER TOTAL \$160.20

Sales Rep can specify Expiry Date

After Submit Quote

➔ End Session

➔ Sign Out

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Step 3 = Login into B2B Site as “B2B Customer” & check the Quote [Status = Vendor Quote]

My Quote Details | Powertools Site

Not secure | localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/my-account/my-quotes/00000005/

B2B Accelerator

WELCOME ALEJANDRO MY ACCOUNT SIGN OUT

I'm looking for

POWER DRILLS ANGLE GRINDERS SCREWDRIVERS SANDERS MEASURING & LAYOUT TOOLS HAND TOOLS SAFETY

HOME / QUOTES / QUOTE 00000005

QUOTE ID 00000005	VERSION 4	STATUS Vendor Quote	DATE UPDATED Aug 31, 2020 2:08 AM	ACCEPT AND CHECKOUT EDIT QUOTE CANCEL QUOTE
DATE PLACED Aug 31, 2020 1:31 AM	EXPIRY DATE Sep 30, 2020 11:59 PM			
NAME Quote 00000005				
DESCRIPTION N/A				

Assume that – B2B Customer satisfied with this then can “Accept and Checkout” & Place Order.

Checkout | Powertools Site

Not secure | localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/checkout/multi/payment-type/choose

B2B Accelerator

I'm looking for

POWER DRILLS ANGLE GRINDERS SCREWDRIVERS SANDERS MEASURING & LAYOUT TOOLS HAND TOOLS SAFETY

HOME / CHECKOUT / PAYMENT TYPE

Secure Checkout

1. Payment Type

☒ CARD PAYMENT


☐ ACCOUNT PAYMENT

P.O. NO.

NEXT

Order Summary

Items to be delivered

	GOP 10,8 V-LI Item Price: \$178.00 QTY: 1	\$178.00
---	--	----------

Subtotal: \$160.20

Quote Discount: -\$17.80

ORDER TOTAL \$160.20

For “SAP Commerce Cloud” --- Contact Us = ChennaReddyTraining@RRRS.CO.IN

Order Confirmation | Powertools x

Not secure | localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/checkout/orderConfirmation/00000014

B2B Accelerator WELCOME ALEJANDRO SIGN OUT

I'm looking for

POWER DRILLS ANGLE GRINDERS SCREWDRIVERS SANDERS MEASURING & LAYOUT TOOLS HAND TOOLS SAFETY

THANK YOU FOR YOUR ORDER!

Your Order Number is **00000014**

A copy of your order details has been sent to alejandro.navarro@rustic-hw.com

Order Summary

ORDER NUMBER	DATE PLACED	COST CENTER
00000014	Aug 31, 2020 2:15 AM	Services East
P.O. NUMBER	ORDER PLACED BY	TOTAL
1123123	Mr Alejandro Navarro	\$170.19
ORDER STATUS	PARENT UNIT	QUOTE ID
Created	Services East	00000005

=== Now B2B Customer can see “Quote To = XXX” In Order Confirmation Page.

If we click on **quote ID**, it takes me to the **quote details page**, where we can see **Requote** button. If we click **Requote**, it creates a new cart filled with the same product and quantity and kicks off the new quote request step for it.

My Quote Details | Powertools S x

Not secure | localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/my-account/my-quotes/00000005

B2B Accelerator WELCOME ALEJANDRO MY ACCOUNT SIGN OUT

I'm looking for

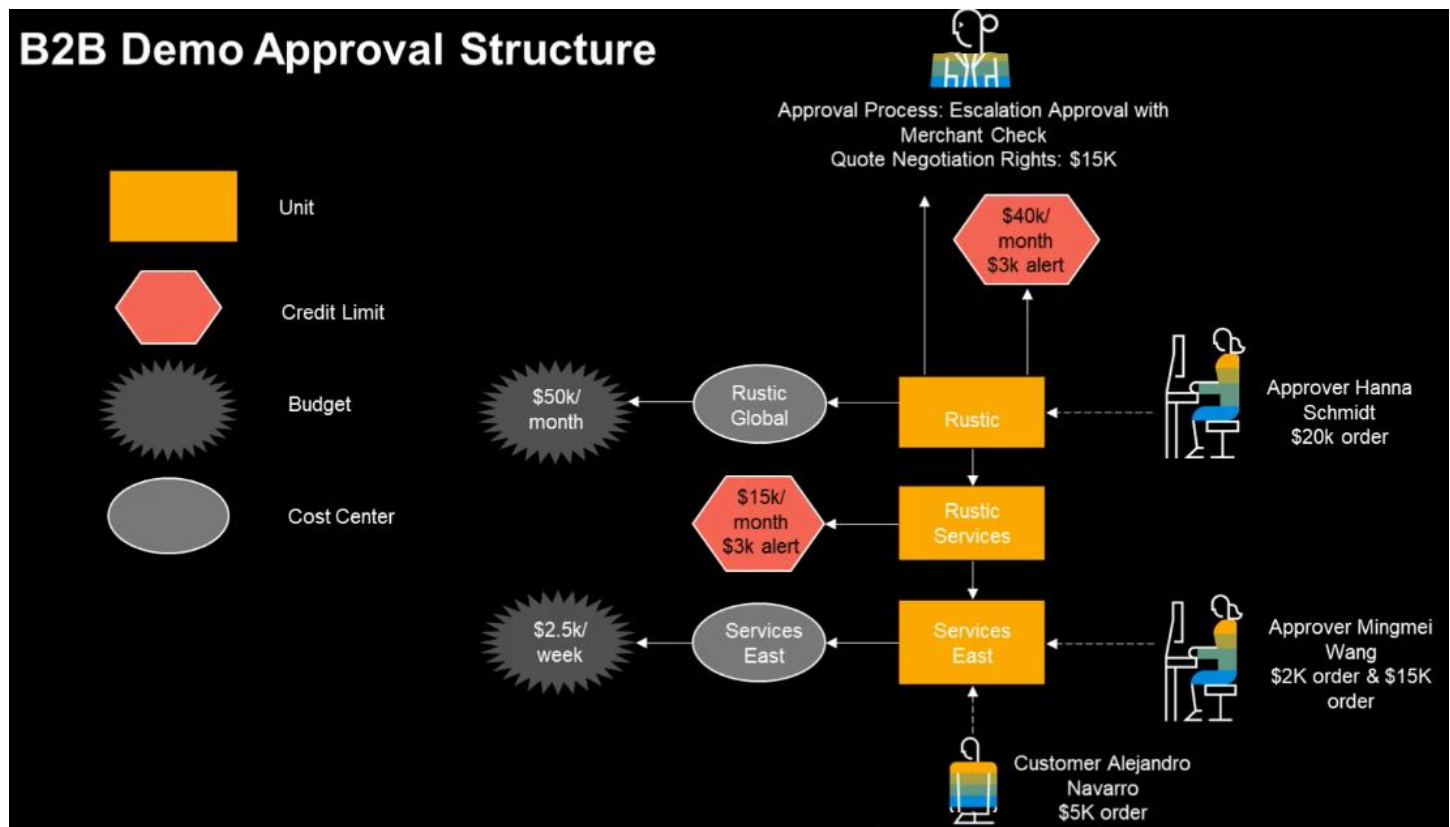
POWER DRILLS ANGLE GRINDERS SCREWDRIVERS SANDERS MEASURING & LAYOUT TOOLS HAND TOOLS SAFETY

[HOME](#) / [QUOTES](#) / [QUOTE 00000005](#)

QUOTE ID	VERSION	STATUS	DATE UPDATED	REQUOTE
00000005	5	Ordered	Aug 31, 2020 2:15 AM	
DATE PLACED	ORDER NUMBER			
Aug 31, 2020 1:31 AM	00000014			
NAME				
Quote 00000005				
DESCRIPTION				
N/A				
PREVIOUS ESTIMATED TOTAL				
\$0.00				

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Scenario = Explain “Approving Orders in B2B”?



Let's see how **Alejandro** has permissions to place an order up to \$5,000 [Also, weekly East Cost Center limit = 2500\$]. But once it goes over that amount, it requires approval.

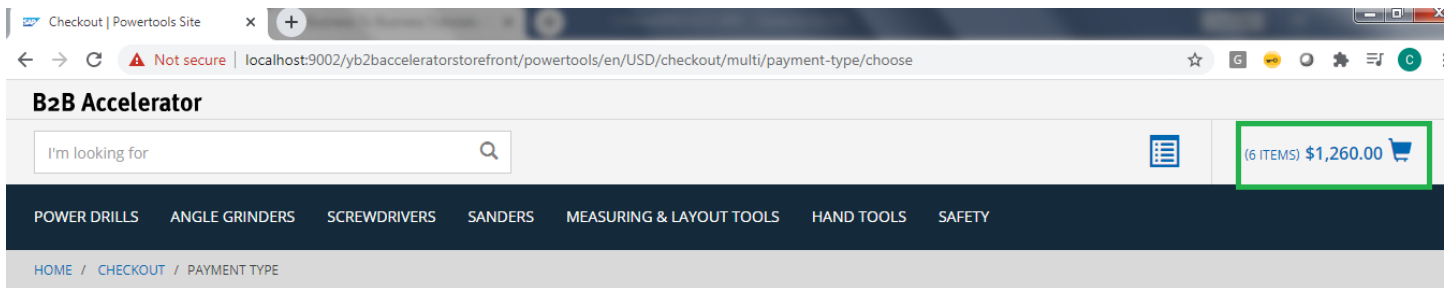
Step 1 = Login to B2B Site ... Add items to cart ... Cart total <5K \$ & Place Order.

The screenshot shows the B2B Commerce interface. On the left, the navigation menu includes B2B Commerce, Document, PunchOut Credential, B2B PunchOut Mapping, B2B Unit, and B2B Customer (highlighted with a green checkmark). The main area displays a table of users:

ID	Name	Customer ID
✓ Alejandro Navarro	Alejandro Navarro	0db38452-5b78-45af-ba26-6cfa20090d8d

Below the table, a green line indicates the user's permissions. The bottom section shows the shopping cart with 6 items totaling \$1,260.00. The cart is titled "Your Shopping Cart | Powertools" and the URL is "localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/cart". The B2B Accelerator header includes a search bar, a location pin icon, a document icon, and a shopping cart icon. The navigation bar lists categories: POWER DRILLS, ANGLE GRINDERS, SCREWDRIVERS, SANDERS, MEASURING & LAYOUT TOOLS, HAND TOOLS, and SAFETY. The footer includes a "HOME / CART" link and a "Help" link.

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Secure Checkout

1. Payment Type

☐ CARD PAYMENT

☒ ACCOUNT PAYMENT

P.O. NO.

1123123

COST CENTER

SERVICES EAST

Automatically Selected

Order Summary

Items to be delivered



GWS 24-230 LVI
Item Price: \$210.00
QTY: 6

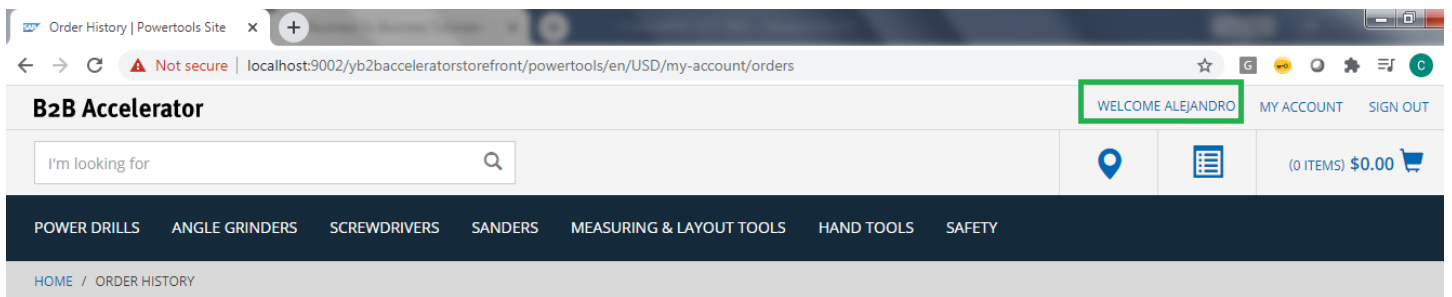
\$1,260.00

Subtotal:

\$1,260.00

ORDER TOTAL

\$1 260 00



Order History

SORT BY

DATE

2 Orders

ORDER NUMBER	P.O. NUMBER	ORDER STATUS	DATE PLACED	TOTAL
00000014	1123123	In Process	Aug 31, 2020 2:15 AM	\$170.19

After placing the Order

--> My Account --> Order History

=== If Order Status = In Process

Means ... Order is placed successfully & Auto Approved.

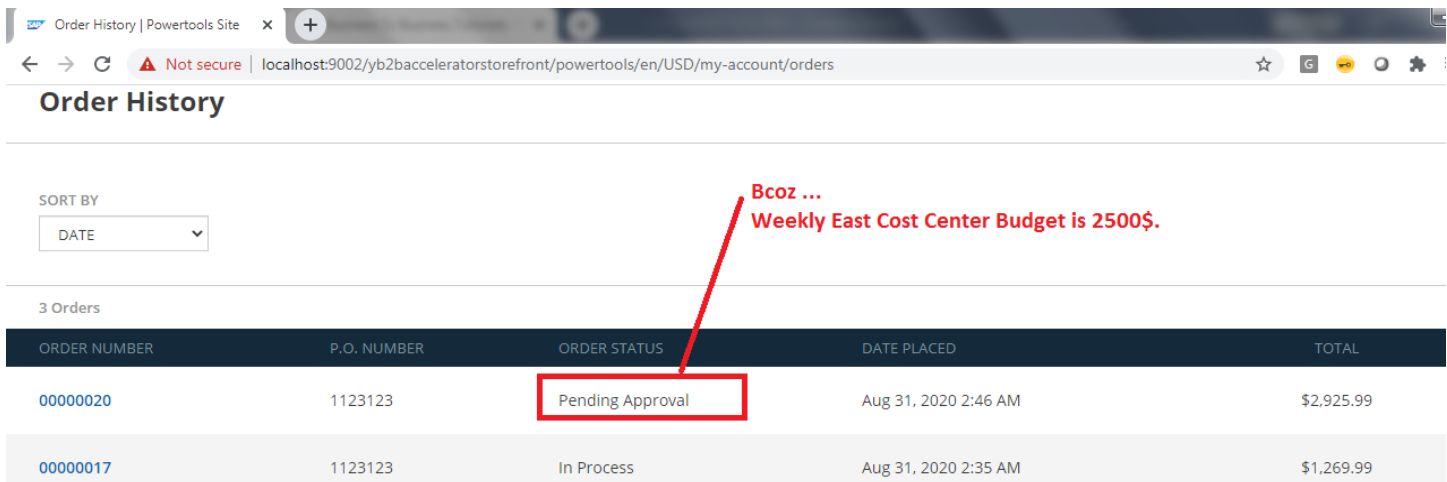
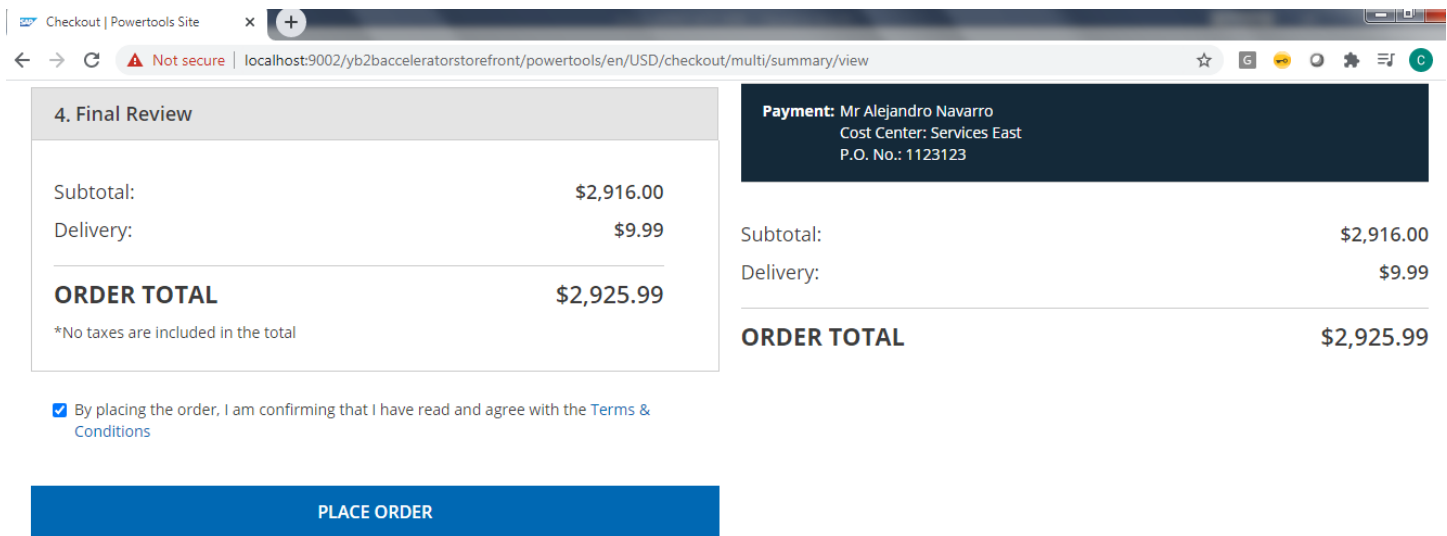
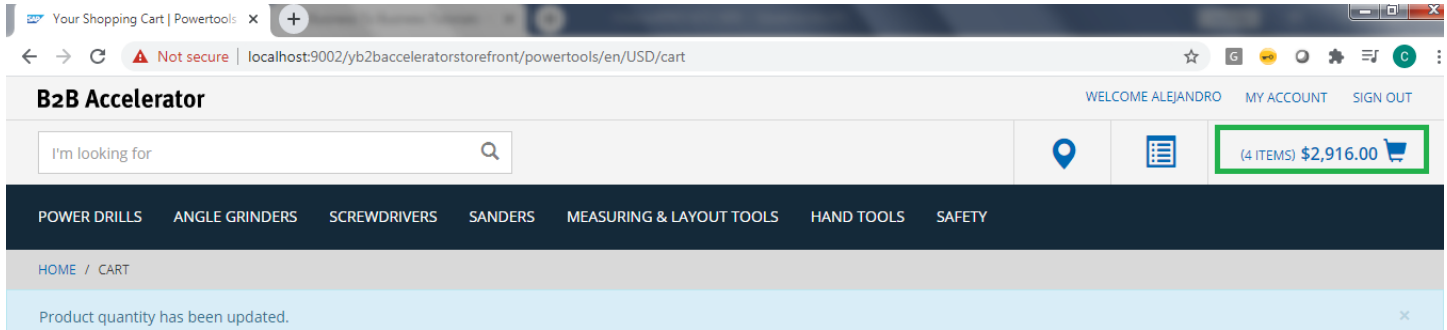
=== After placing the order ...

→ My Account → Order History

If Order Status = In Progress ==> Means, Order is placed successfully & It's auto approved, because **order value <5000\$** and **weekly East Unit [Cost Center] limit <2500\$**.

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Step 2 = Now, Let's place another order with more total value [Exceeds weekly cost center limit = 2500]



Mingmei Wang would have enough permission to approve the order, but she also belongs to the Services East cost center, which has the budget limit of **\$2,500 per week**.

So, **Mingmei cannot approve**. Means Approval goes further up in **approval** hierarchy = **Hanna**.

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Step 3 = Login to B2B Site as Approver = Hanna

The screenshot shows the SAP B2B Commerce navigation menu on the left with 'B2B Customer' highlighted with a green checkmark. On the right, a table lists users:

ID	Name	Customer ID	Customer Type
✓ hanna.schmidt@rustic-hw.com	Hanna Schmidt	b38eb920-73e5-4567-97c6-5d9a8d8efd84	Registered
✓ hanna.schmidt@pronto-hw.com	Hanna Schmidt	db1f981a-97ca-49c4-9cb3-9f4dfb0a3e0a	Registered

The screenshot shows the 'B2B Accelerator' login page. It includes a 'Returning Customer' section with an 'EMAIL ADDRESS' field containing 'hanna.schmidt@rustic-hw.com' and a 'PASSWORD' field with masked characters. The browser address bar shows 'localhost:9002/yb2bacceleratorstorefront/powertools/en/USD/login'.

→ My Account → Approval Dashboard → Accept Order

The screenshot shows the 'Order Approval Details' page for order 00037022. It includes a navigation bar with 'WELCOME HANNA', 'MY ACCOUNT', and 'SIGN OUT'. The main content area displays order details: ORDER NUMBER 00037022, DATE PLACED Mar 25, 2020 1:53 PM, COST CENTER Services East, P.O. NUMBER 12345, ORDER PLACED BY Mr Alejandro Navarro, and TOTAL \$881.99. A green box highlights the 'ACCEPT ORDER' button.

Step 4 = After Approved ... Login to B2B Site [Order Creator] & check Order Status = In Progress

The screenshot shows the 'My Account' page with the 'WELCOME ALEJANDRO' message highlighted. Below the navigation bar, a table lists orders:

ORDER NUMBER	P.O. NUMBER	ORDER STATUS	DATE PLACED	TOTAL
00000020	1123123	In Progress	Aug 31, 2020 2:46 AM	\$2,925.99

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