## **Common B2B Scenarios - How-to Guide**

Credit Card authorization and integration

Category parent child example

Override unit price

Line item specs

Impersonating user orders

Pricing

* I need Accounts/Users/Buyers to have different pricing by product and/or category
  + In my buying network I need to price certain products based on the buyer’s geographical location because my warehouse and delivery costs drive product pricing. How do I make sure my widget costs $5.50 in the midwest but $6.75 on the east coast.
    - User Groups
    - Products
    - Price Schedules
* I need specific Accounts to receive bulk discounts on specific products.
  + In my buying network I want to entice my customers to purchase items in gross by offering discounts at specific volume points. For example, if someone is looking to purchase 100 widgets I want to entice them to purchase 1,000 at a lower price point.
    - Products
    - Price Schedules
    - Price Breaks
  + In my buying network there are sales staff that place orders for several of their territory buyers on one order. They need to order this product individually for each location they cover so they can set the proper shipping location, but I still need bulk discounts to apply across all the same products in the order.
    - Products
    - Price Schedules
    - Price Breaks
    - LineItems
* I need the price to be updated based on the selected attributes of a product.
  + In my buying network I have products with customization options that do not drive a specific SKU for inventory or warehouse management. For example, my customers wish to have their logo placed on different items they order. I need to allow this customization option and allow it to adjust the price of the item as selections are defined.

Ordering

* I need specific products to only be allowed to purchase in defined quantities
  + I need to set a Minimum or Maximum Quantity
    - In my buying network I sell a number of products that can be purchased in bulk. I need to control my inventory for these items to ensure my entire customer base has inventory available at all times. In order to do this I like to restrict the maximum amount that can be ordered at one time.
    - In my buying network I have a number of products that are costly to produce and deliver. I need to ensure a minimum amount is purchased each time to guarantee I’m meeting my cost obligations.
  + I need to offer products in Tiered Quantities (ie. purchase only in quantities of 5, 10, 15, etc)
* I need to allow backorders to be placed.
* I need to allow my Buyers to use more than one form of payment for an Order
  + In my buying network I have customers that need to split payments based on the items in their cart. For example, all supplies related to maintenance of our machinery are covered by a line of credit we have authorized but our base machinery products require a purchase order.
* I need to allow my buyers to enter variable text (Gift Messaging or Engraving) for specific products
* I need to distinguish between specific order types with different flows

Order Approvals

* I need all Internal/Corporate Office Orders to be approved by Finance.
  + To help prevent fraud my buying network needs all orders above a certain price point reviewed and approved by our finance director.
* I need orders to be approved by two separate parties, sequentially.
  + My buying network has particular products that can be ordered that require closer scrutiny. When this particular product is ordered I need the local franchise manager to approve the order and then have it passed to our corporate fulfillment manager as well. At any point in this management chain the order can be disapproved, but all points in the chain must approve it individually.
* I need orders over a certain quantity to go through an approval process.
* I need to reject an order and send back to the buyer to update.
* I need all orders that include a specific product to go through an approval.
* I need all orders that include a product from a specific category to go through an approval.
* I need all orders from a specific state to go through an approval.

Products

* Certain Users should only have access to specific subsets of my catalog
* I need to track inventory and allow customers to choose to be notified if inventory is less than X amount.
* Products need to allow for selection of different attributes. For example, size and color.
* I have products that are sold from multiple vendors, I need to allow my buyers to choose which vendor they want to buy from.
* I need to limit spec options based on the buyer (buyer A can choose option 1,2,3, but buyer B can only see 1,2)
* I need to tr

Shipping

* Buyers need to be able to ship lines on the same order to different locations
* Ability to select in store/warehouse pickup
* Ability to select delivery dates for perishable items.
* Ability to select freight / FTL shipping

Promotions

* Certain attribute selections should apply a one time flat markup, independent of how many of products are ordered
* I need to offer a Buy One Get One (max. 1) Promotion for an individual product
* I need to offer a promotion for 2 days only