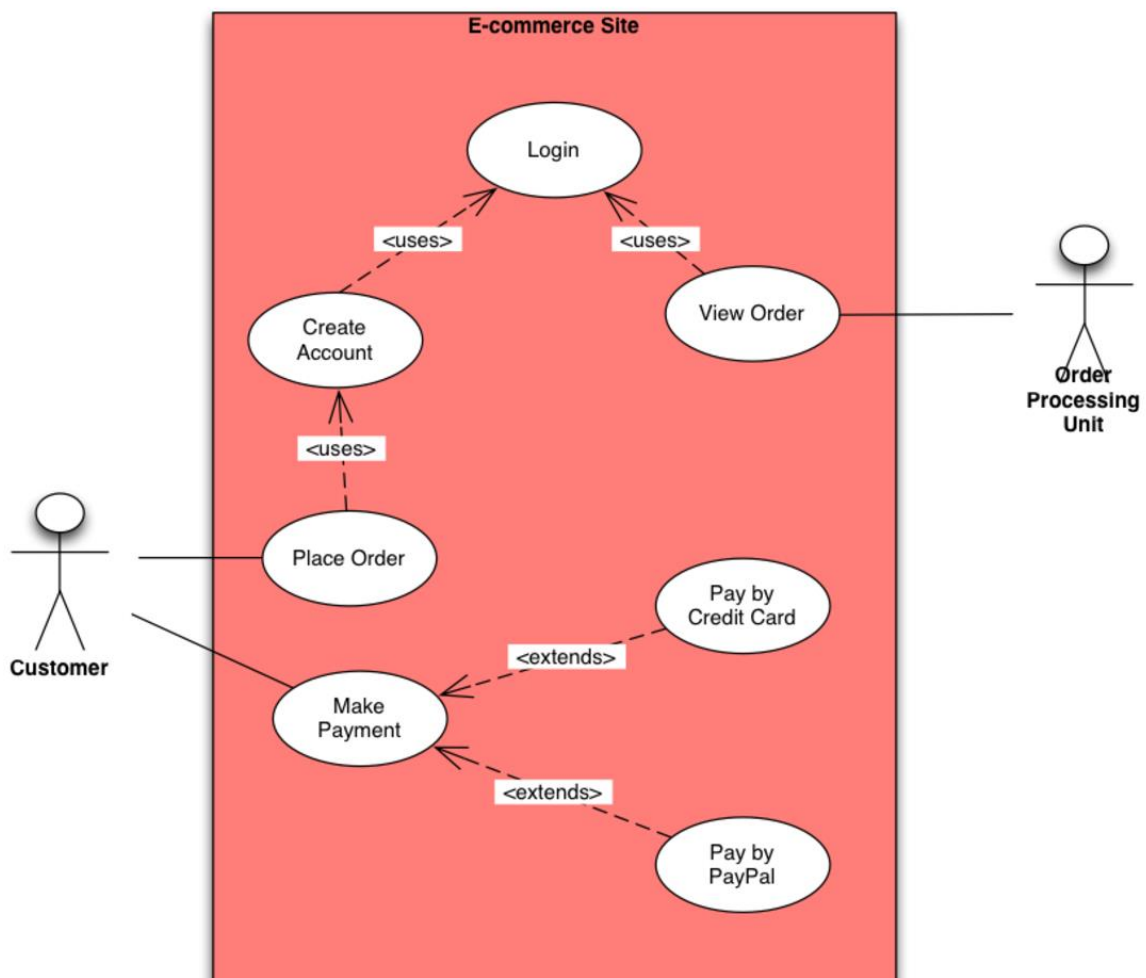


B2B ECOMMERCE WEBSITE BLUEPRINT

B2B e-commerce, short for **business-to-business electronic commerce**, is the sale of goods or services between businesses via an online sales **portal**. In general, it is used to improve the efficiency and effectiveness of a company's sales efforts.

| Use-Case:

When customers will place order firstly they will have to register in to their account and finally authenticate themselves into their dashboard. As a result order processing unit views the placed order and processes the request. Same as with payment integration he/she will have option to make payment either using paypal or by a credit card.



Steps to start B2B Ecommerce website

1. Start by defining your e-commerce goals
2. Focus on your B2B customers' needs
3. Form a winning e-commerce project team
4. Communicate your e-commerce plans and align internally
5. Specify your e-commerce product requirements (MVP)
6. Get your data and content ready for your e-commerce website
7. Set up a timeline for your e-commerce project
8. Establish the right budget for your B2B e-commerce implementation and maintenance
9. Make use of your vendor's e-commerce project expertise
10. Take the leap: Launch your e-commerce site!
11. Digital Marketing
12. Evaluating and upgrading website performance.

A proper flow chart representation is being attached with this pdf. It can be referred for better understanding.