

INFOSHEET

Adobe Commerce B2B

The best e-commerce platform to sell to anyone, anywhere, in any channel.

B2B & B2C from one platform

Operate a marketplace

Quoting

Cloud-native architecture

Global multi-site architecture

Customer negotiated pricing

Global partner network

A.I. Site Search

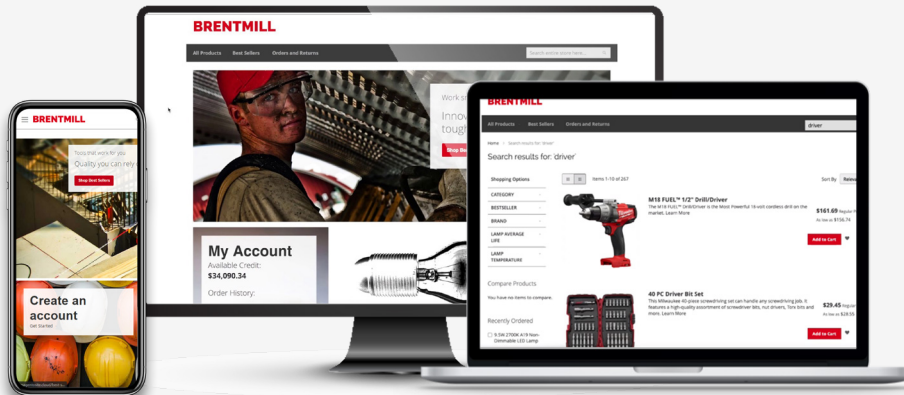
Sales-rep Log-in

A.I. Product Recommendations

Sell on Amazon Business

Custom catalogs and price books

Over 4,000 verified 3rd party extensions



Global B2B Businesses Trust Adobe Commerce

Manufacturing

Honeywell



Distribution

watsco

WESCO



Customer Product



PACCAR Inc.



Canon

L'ORÉAL



L'ORÉAL

“ Today, sales reps are utilizing Adobe Commerce not only as a sales tool, but as a business building tool! ”

GABBY HELMS
Director, eCommerce, L'Oréal



Extensive B2B Functionality

B2B e-commerce is a multi-trillion dollar market and it's not likely to slow down anytime soon. Your customers expect you to provide a simple, convenient digital buying experience that allows them to place orders when they want without having to place a phone call or send an email. That's why the world's largest manufacturers and distributors choose Adobe Commerce for their B2B buying portals.

It allows you to launch a global B2B buying portal that includes:

	Adobe Commerce	Other Platforms
B2B Commerce	✓	✓
Request for Quote	✓	✓
Customer Price Books & Catalogs	✓	✓
Buyer organization management & budgeting	✓	✓
B2B SaaS Site Search included with subscription	✓	×
B2B SaaS AI powered Product Recommendations Engine included with subscription	✓	×
Launch B2B & B2C from one platform	✓	×
Launch hundreds of sites in multiple countries in weeks	✓	×
Out of the Box Storefront	✓	×
Headless APIs	✓	×
Ability to extend and customize	✓	Limited
Deploy to any cloud or on-premise	✓	×
Platform architecture	Open PaaS	Closed SaaS or On-premise

Visit business.adobe.com for more information

FORRESTER®

Named a Strong Performer in
The Forrester Wave™: B2B
Commerce Suites, Q2 2022

IDC

Named a Leader in the IDC
MarketScape: Worldwide B2B Digital
Commerce Platforms, 2020

Gartner

Named a Leader in the Gartner®
Magic Quadrant™ for Digital
Commerce 2022

Partner
For Success
with a global network of
B2B commerce experts.

7,330

Global Solution
Partners

687

Technology
Partners

4,000+

Off-the-Shelf
Extensions



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