# What is B2B Connected Commerce?

B2B Connected Commerce bridges the gap between supplier eCommerce systems and buyer eProcurement or ERP systems through integrations such as PunchOut, Purchase Order, and Invoice Automation.

This strategic integration replaces manual processes and one-to-one system connections with automated solutions that facilitate the seamless flow of purchasing data throughout every step of the buying process.

**75+** eCommerce platforms

**150+** eProcurement solutions

## How B2B Connected Commerce Separates Leaders From the Pack

Companies leveraging B2B connected commerce solutions can better accommodate integration requests and improve the customer experience by:

- Providing real-time, accurate data on negotiated prices and inventory
- Automating the flow of purchasing data between supplier and buyer systems

## Key Benefits of B2B Connected Commerce:

**1** Revenue growth with existing buyers and attract new customers

**2** Optimized order-to-cash processes and reduced friction within transactions

**3** Improved efficiency by reducing manual effort on PO management

# Level Up from Manual Processes & Join The World of B2B Connected Commerce

A B2B connected commerce strategy requires integration. Enable seamless supplier-to-buyer transactions with PunchOut, PO Automation and Invoice Automation.

## PunchOut

PunchOut allows buyers to shop a supplier's eCommerce store from within their internal purchasing system.

Buyers are authenticated into the supplier's storefront, where they can see their custom product catalogs, negotiated pricing and availability. The buyer can then build a requisition without having to manually re-key data back into their purchasing system.

- Grow revenue from new and existing customers
- Enhance visibility among buyers
- Reduce manual effort
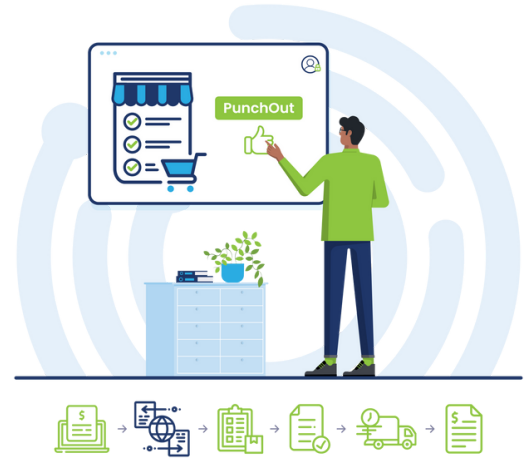
## Purchase Order Automation

Purchase Order Automation replaces manual ordering, resulting in reduced data entry errors and streamlined fulfillment processes.

After a buyer shops a supplier's eCommerce store, TradeCentric's PO Automation integration translates and transforms PO data into the required formats to seamlessly deliver from the buyer's eProcurement solution into the eCommerce system.

- Improve the speed and accuracy of PO fulfillment
- Accelerate PO submission and approval processes
- Reduce costs associated with manual processing

## Invoice Automation

Invoice Automation streamlines the invoicing process by translating and delivering supplier invoice data electronically into buyer eProcurement solutions.

When combined with PO Automation, TradeCentric can enrich and validate the invoice based on the original PO, improving data matching and accelerating time to payment.

- Enhance the PO-invoice reconciliation process
- Reduce manual invoice processing for AP
- Enable faster payment and decrease outstanding AR