amazon business



University of California San Francisco

Amazon Business Buyer Training

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Registration & Accessing the Amazon Business Account



Amazon Business Registration Scenarios

Depending on how you have used your work email on Amazon in the past, you will be prompted through a corresponding registration flow

Persona	Objective
New User (Scenario #1)	Has never used UCSF email domain on any Amazon account
Existing Amazon.com account used for <u>Business Purchases</u> (Scenario #2)	Amazon User has UCSF email linked to Amazon. Since they have only made business purchases in the past, their order history and account information (payment methods, addresses, etc.) should be converted/migrated to the centralized Business account.
Existing Amazon.com account used for <u>Personal Purchases</u> (Scenario #3)	Amazon User has UCSF email linked to Amazon. Since they may have made personal purchases, they would like to transfer all previous order history and account information to a personal email, and start a clear profile in the new centralized Business account.
Single User Amazon Business (Scenario #4)	Amazon <u>Business</u> User UCSF email is linked to a separate AB account) who needs to either 1) merge the current account into the central Business account from an email invitation or 2) deregister the account (convert to a .com account) before joining the central account.
Admin on Amazon Business with multiple users (Scenario #5)	Amazon <u>Business</u> User UCSF email is linked to a separate AB account with multiple users who needs to merge the current account into the central Business account from an email invitation and merge over all users

De-Registration



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De-Registration

When users with outside ("rogue") Amazon Business accounts try to access the central AB account via punchout, they will encounter an error message. To resolve and get access, they must complete the following steps:

- 1. User must login to previously registered Amazon Business account outside of the punchout environment by going to Amazon.com
- 2. <u>Download an Order History Report</u> to ensure all past group order history is available for future reference
- 3. Click De-registration link and follow all prompts (ignore account closure verbiage) <u>https://amazon.com/gp/b2b/manage/deregister</u>
- 4. Follow "User to Convert" instructions

Note: If the account has more than 5 users, they will need to remove the users first. If they do not, they will receive the below error message and can work directly with Customer service for support



Account Invitations

How do Invitations Work?

 Based off your scenario, you received an email on 8/23/23to your work email from <u>business@amazon.com</u>

Call to Action:

- Click on the "Join Amazon business" or "Sign In" link in the email you received to ensure you have access to your Amazon Business Account
- If you don't take action within 90 days, your invitation will expire

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Congratulations!

You have been invited to join your company Example Amazon Business account. Amazon Business combines the selection, convenience, and value you expect from Amazon, with features that can help improve your operations.

Ready to get started? You can join your team here

Join Amazon Business

If you have any questions or need any tips on getting started, we are here to help. Visit <u>Amazon</u> Business Help or contact our <u>Customer Service</u>.

Thank you for choosing Amazon Business as a trusted partner for your business needs.

Please note: This email message was sent from a notification-only address that cannot accept incoming email. Please do not reply to this email.

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Hello John,

Welcome to Amazon Business! Your Amazon account administrator created a business user account for you with email <a>@amazon.com as part of the <a>business account.

You will setup a password when you first sign in.



Am azon Business allows you to shop on Am azon using your organization's multi-user business account and track spending. Find what you need among the millions of business products on Am azon and get business pricing on select items.

Your account information, including order history, addresses, payment methods, and personal information will be visible to administrators of the business account. Any administrator of the business account will have the ability to manage or close this account. Your use of Amazon Business is subject to the <u>Amazon Business</u> <u>Accounts Terms & Conditions</u>.

Account Navigation



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Account Navigation

Hover over your name in the top right hand corner to access additional tools in your account



Start Your Shopping Experience

Utilize the Search bar, your Lists, to search for specific items

business prime)	All - Enter keyword or product nur	mber		Q -	Tips for gettin	g started 🕨
E Departments Back to Campu	s Add People Buy Agai	in Education Store Gift Cards Recommen	ndations 👻 IT Supplies 👻 Savings For You	EN ↓ ↓ Hell ⊕ ↓ ↓ Acco	lo, Alex ount for University of C	Lists - Jusiness	Prime - 2
Click here to shop by department and/or category	LINKS TO EX • Workplace E	(PLORE: Essentials: 4+ star rated work	< supplies, including top searche	d and purchas	Click here and mana You ca access list ed with	to create age lists. n also :s shared you.	Access your Shopping Cart Here
	 <u>PPE Workpla</u> <u>Featured pro</u> 	ace Essentials ograms and storefronts				-	
	• <u>Best Sellers</u> :	Shop best-selling items acro	oss all departments, updated ho	ourly			
	• <u>Today's Dea</u>	<u>ls</u> : Discover all current deals	, including coupons				
	• <u>Wholesale</u> : S	Save by purchasing items in	bulk, case packs, and large pack	S			
	 <u>Private Bran</u> Basics and n 	ds: Discover Amazon Busine nore	ess brands, including Amazon Co	ommercial, Ama	azon		

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Amazon Business Homepage

- Notification Panel
 Order Summary & Recommendations
- Customized to Each User
 - Features and Programs you could benefit from
 - Product Recommendations
 - Purchased by Your Organization

Explore departments View all

Janitorial & Sanitation

Books

Safety



Search & Shopping Experience



Preferred Products/Small & Diverse Sellers





Climate Pledge Friendly

amazon.com/s?k=pens&rh=p_n_cpf_eligible%3A21512497011&dc&crid=73NGKSTSTFED&qid=1692992788&rnid=21512496011&sprefix=pen%2Caps%2C172&ref=sr_nr_p_n_cpf_eligible_18

10

4.5 *****

V Climate Pledge Friendly

\$18²⁵

√prime

Organization preferred

Talking Tables Phenomenal Women Ball

Her, Inspirational, Motivational Back to

Point Pen-Pretty Ladies Stationery Gifts for

School, Teachers, Mother's Day Present, Black

Preferred by your organization

.

+9 colors/patterns

Schneider Slider Basic XB (Extra Broad)

Blue Ink, Box of 10 Pens (151203)

\$21³⁵ (\$2.14/Count) Price: \$22.30

Ballpoint Pen, 1.4 mm, Transparent Barrel,

🔽 Organization preferred

4.6 ******

Save 8% on 8+ units

More Buying Choices

\$15.60 (9 new offers)

ver Climate Pledge Friendly

😑 Departments Back to Campus Buy Again Set Spend Limits Education Store Gift Cards Recommendations - Savings For You IT Supplies - Business Savings Amazon Basks Request for Quote Quantity Discounts Today's Deals Amazon Business Card



for Her, Inspirational, Motivational Back to School, Teachers, Mother's Day Present, Black : Office Products - Google Chrome

K79WS/ref=sxts_b2b_ccp_search_w_op?content-id=amzn1.sym.5b4ffd46-5d67-49f6-8205-cc9b687c425b%3Aamzn1.sym.5b4ffd46-5d67-49f6-8205-cc9b687

Savings For You IT Supplies - Business Savings Amazon Basics Request for Quote Quantity Discounts Today's Deals Amazon Business Card

lies * Knitting & Crochet * Jewelry-Making * Storage & Organization



Organization preferred

M

Admin note: "This product is part of the Climate Pledge Friendly program. You're encouraged to buy this product over other alternatives."





FREE delivery Monday, August 28. Order within 11 hrs 12 mins

See policies affecting this product

Group: U

O Deliver to UCSF - San Francisco

Professional amazon business Services

Amazon.com: Pens - Climate Pledge Friendly - Google Chrome

Deliver to Lian San Franc... 94103

All - pens

Punchout Group: UCSF Jaggaer Punchout Group - Production

Gel Ballpoint

Rolling Ball Retractable ✓ See more

Delivery

All Prime

Seller Type Business Seller More-sustainable Products Climate Pledge Friendly Departmen Ballpoint Pens

Rollerball Pens

Gel Ink Pens

Porous-Point Pens

Customer Reviews

the sup

444 Up

Brands

Price

Schneider

✓ See All 4 Departments

Liquid Ink Rollerball Pens

42 results for "pens" Popular Shopping Ideas

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Restricted Policies



Blocked Policies





What Is Custom Quote Engine?



Is a new tool which helps Amazon Business Customers request a specific, discounted price on higher volume purchases (>\$7.5K -\$10K / >999 units).



Our Goal - Help Customers leverage:

- Amazon's supplier network and competitive marketplace
- ✓ Get better pricing on bulk purchases
- ✓ All while meeting bid requirements.

Example: The School of Medicine wants to
buy 5000 keyboards to be delivered by
end of September. Existing offers on
Amazon are good, but the department
wants a deeper discount on the purchase.

We are thinking bigger with bulk:



Benefits of Custom Quote Engine



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Request for Quote

Basket Level Quoting

- Allows Customers to request multiple ASIN's in a single request.
- Customers can request pricing on multiple items, receive multiple quotes on each item, and select which offer(s) they would like to purchase.
- Example: Customer needs to order 100 laptops, 100 keyboards, and 100 headsets for a group of new employees scheduled to start on August 1st



Bulk ordering / Bulk buying options / Request quotes

Request quote

Send a quote request to multiple suppliers and get offers in as little as 1 day. Get offers from suppliers for orders of \$10,000.00 or 999 units or more

		Quantity	Target price/ea	Price range	Total	
	TEST DATA 3 (Don't Buy Please)	1	\$ 0.01	+/-2% ¥	\$0.01	Delete
			Current Andron Business price:	50.01		
	Test ASIN	14	5	+/- 2% 🗸	\$0.00	Delete
8 80	Test_ASIN_BBQ_AUTO1	70	1 I	*/-2% ~	\$0.00	Delete
	white					
amazon	US Test Item 4	\$00	\$ 50.67	+/-2% ¥	\$25335.00	Delete
TEST			Current Amonon duniness prices	110.07		
Hamit 221 a	of available for evention					No. 10
Items (2) n	ot available for quoting					×
Items (2) n Quote name Basket-c13b-	ot available for quoting					~
Items (2) n Quote name Basket-c13b-	ot available for quoting 07/19/2023 er name for your reference and will not be to	haved with the				~
Items (2) n Quote name Basket-c13b- This is a decripti laten Expected pure	ot available for quoting 07/15/2025 we name for your reference and will not be a hase by	Jureal with the				~
Items (2) n Quote name Basket-c13b- This is a descripti fertion. Expected purc	of available for quoting 07/19/2023 er name for your reference and will not be a hase by	haven't with the				×
Items (2) n Quote name Basket-C13b- This is a descripti seter. Expected purc Allow at least 5 8	of available for quoting 07/18/2023 er name for your reference and will not be a hase by 	haved with the two offer a question				×
Items (2) n Quete name Basket-c33b- This is a decription form. Expected purch Allows at least 5 in Deliver by	ot available for quoting 07/19/2023 07/19/2023 hase by usines days or larger to give supplier time	haved with the				×
Items (2) n Quote name Basket-c33b- This is a description Expected purch More or least 5 is Deliver by Providing more is	of available for quoting 07/15/2023 07/15/2023 hase by uthen days or larger to give supplies time uther days or larger to give supplies to offer compe	haved with the 1 to offer a quatm. DDer guetes.				×
Items (2) n Quote name Basket-CT3b- This is a description Expected purc Allows at issue 0 is Deliver by Providing more is Country/Regis	ot available for quoting 07/19/2023 07/19/2023 hase by astrong days or larger to give supplies the on on Deliver ray alow signifies to offer coope on Delivery sign code	haved with the r to offer a quase. bitse guotes.				~
Items (2) n Quota name Basket-CSb- Pite & a description of the analysis of the second Pite and the second second Second Second Second United Stati	ot available for quoting 07/19/2023 07/19/2023 hase by ustness days or larger to give supplies the offer only of larger to give supplies the offer only other signifies to offer coope on Delivery zip code S ×	haved with the r to offer a quase.				~
Items (2) n Quote name Banket-CI3b- Tris is a decryption and the second second Second Second Second Country/Regis United Stati Supplers are thin	ot available for quoting 07/19/2023 er name for your reference and will not be a hase by unitere days or larger to give supplies the of the range allow supplies to after competence in Delivery sign code in Delivery sign code information to determine best delivery met	Named with the ran offer a quant				~
Iterris (2) n Quote name Banket-c33b- This is a decription failed and a second for Allow or react for Deliver by Providing more in Country/Regis United Stati involvers are thin Can we share of	ot available for quoting 07/19/2023 er name for your reference and will not be a hase by united data or larger to give supplies the of these may allow supplies to offer compe n Oelivery sig code of Oelivery sig code of ormation to determine best delivery met your business name with suppliers?	Named with the recoffer a quant trive quotes.				~

Placing an Order



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Begin Checkout Flow by Punching Out via BearBuy

Begin by selecting the Amazon Business tile within your punchout catalog in BearBuy.

You'll be redirected to the centralized Amazon Business account homepage.



Search and Browse the Marketplace

Search catalog and identify item(s) to be purchased.

Select the product you wish to review to navigate to the product detail page.



Halted Orders

There are five instances in which orders can be halted/cancelled

- Safeguards If the approval is not completed within the seven day cart lock, and the order falls outside of the safeguards at the time of approval, the item or order will be halted.
- Multiple PunchOut Sessions Multiple PunchOut sessions can result in a cancelled order. When shopping on Amazon Business through PunchOut, make sure to use one PunchOut Session per order.
- Changing or Modifying Cart If PO is sent with deleted line items or modified quantities, the order will be rejected.
- Address on Final PO Differs From Address at Checkout If the checkout address is in the contiguous US, but the address on the PO is outside the contiguous US, the order will be cancelled.
 - If default addresses are set up in the account and orders are being shipped outside the contiguous US, please make sure to contact your administrator to add in a default address with your ship-to location.
- Zip Code Change for Next Day Delivery If the zip code on the final PO differs from the zip code used for the address at checkout and the item is set for next day delivery, the order will be cancelled.

Halted Orders

Amazon Business will send this email if an order triggers one of the business rules (called "Safeguards") set by your organization.

Things to note:

- Refer to details provided in the email. Or, contact Customer Service for more information.
- If an Amazon Business order has been halted, the end user will need to start over and place a new order.





1.0 of the above will NOT be ordered.
 There wasn't enough in stock to fill your order and we couldn't find a replacement.
 Try ordering it again.

Things to Know



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Reorder & Shopping Lists

How do Lists work on Amazon Business?

Lists make it easy to keep track of the things you need, and are easy to share with others. Choose between multiple list types depending on whether or not you want the items to remain on a list after they are ordered.

- <u>Create a List</u> Any User on Amazon Business can create a shopping list
- <u>Share a List</u> Create a public list and share with your desired audience

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 <u>Review a Shared Shopping List</u> - When a list is shared with you, you can save it to your own account or make a copy to edit yourself



Amazon's Private Brands

Private Brands

- High-quality and durable products, Average Rating 4.2+ stars
- Over 48,000 products in 352 categories and growing
- Cost-effective options, including quantity discounts and lower-priced alternatives to national brands
- Quantities needed to get the job done, including large pack sizes and case packs
- End-to-end purchasing solutions for work, from everyday essentials to professional-grade selection



Socially Responsible Storefronts

- <u>Socially Responsible Purchasing</u>
- <u>Climate Pledge Friendly</u>
- Women-Owned Businesses
- <u>Black-Owned Businesses</u>
- Veteran-Owned Businesses
- <u>Small & Local Businesses</u>



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 New
 FREE delivery January 3 - 5.
 Add to Cart

 \$1099
 FREE delivery January 3 - 5.
 Add to Cart

 (\$0.92 / Count)
 Order within 9 mins. Details
 Add to Cart

 Ships from
 Aventis Systems
 Aventis Systems

 Sold by
 Aventis Systems
 ★★★★☆ (4655 ratings)

 76% positive over last 12 months
 Seller Certifications
 Registered Small Business

Shop and support women-owned businesses



AMAZON BUSINESS OWNERSHIP & DIVERSITY SELLER CERTIFICATIONS Registered Small Business Women-Owned Business Enterprise Women-Owned Small Business Economically Disadvantaged Woman-Owned Small Business Veteran-Owned Small Business Service Disabled Veteran Owned Small Business Minority-Owned Business SBA-Certified HUB Zone Firm LGBT Business Enterprise

Amazon Business Analytics

Amazon Business Analytics provides the ability to:

- Aggregate purchases to compare and track spend over time
- Monitor and track 60+ data fields including customer info, shipment info, payment info, and seller info
- Customize and save report templates to meet business needs
- Download CSV files to analyze your data in excel



Your Orders

This section of the account provides additional detail regarding the status of all orders you have placed within the Business Account

Your Account → Your Orders				Take a	variety of actions on Your Orders:	
(<i>i</i>) To view orders placed by users in your business account, select View	All Orders below or go t	o Business Analytics.		• Tra	ck Packages	
Your Orders	Q Search all orders		Search Orders	• Inici	Iale a Relum	
View All Orders: Ravenna Garden 🗧	Г				Use Contact Us or our Chat	
16 orders placed in past 6 months \$		Arriving August	16 - August 20		feature for assistance with F	Returns
ORDER PLACED SHIP TO PLACED BY May 15, 2018 Third Floor ▼ Katherine ▼ Approval Demo 2	total \$0.00	✓ Ordered Sunday, Au	igust 12			
This order was approved. View details					Let US help fou	
Cancelled AmazonBasics 92 Bright Multipurpose Copy Paper - 8.5 x Sheets) Sold by: Amazon.com Services, Inc. \$0.00	11 Inches, 10 Ream Ca	See all updates	Track pac Return or repl Write a produ	kage ace items ct review	Customer Service Shipping Rates & Policies Business FAQ Contact Us	
		Out for delivery				

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Additional Resources



Amazon Business Customer Support

Dedicated U.S. based <u>Business Customer Support</u> can be reached a number of ways including email, chat and phone. *Not sure what you're looking for? Learn more about the features and benefits on Amazon Business* <u>HERE</u>.

ry, order or return Business Account omething Suspicious	Payments, Charges, and Gift Privacy Something etse	t Cards and Data prime Business Prime (2) Chat with us (Admin	strators)
Business Account omething Suspicious	Individual Account settings Privacy Something else	and Data Business Prime Business Prime Chat with us (Admin	strators)
iomething Suspicious	Something else	Chat with us (Admi	strators)
ibrary			
question about a charge"			
cs Find a n Most pack "delivered	missing package that shows as "Delivered" clagss arrive on time, but, sometimes, the tracking may show as of and you don't have your package.	Unknown Charges There are several reasons why you might not recogniz	a charge.
ery Track Ye Vou can st iness Contac	Your Return stay on top of your returns by tracking them in Your Orden.	Find a missing item from your package If an item is missing from your package, it may have b	n shipped separately.
Third-part detail page	er oner on ry detter ry stefers can be cartacted in two ways. Pre-order via the preduct op and post-order via Your Orders.	Amazin Businesa Lata Amazin Businesa Lata allow you to boolomark your pr products frequently, remember products for later, or h	erred products, rearder hlight products you
	detail p	the provide the second se	Inter party solution can be considered in their ways. Pre order to integrational dispetential assessment for memory and providers for a solution for a solution of the assessment for memory products frequently, remember products for large or high

Your Interactions

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Built in Amazon Business tool to track the issues that remain unresolved after the initial contact with Amazon **Business Customer Support**

Hello, AB Account for AB Demo Acco	· • •	
Account Details		
Your Account		
Your Orders		
Business Settings	Your Account / Your Interactions	
Business Analytics		
Try Business Prime	Your Cases	
Manage Recurring Delive	Active Cases 🗸	
Bulk Ordering	9 Caror	
Category Savings Evalua	o Cases	
Your Interactions	Delivery date was changed	Active:Your Action Required
	Last update: 0 minutes ago	Case ID: 10613543421
	Heavy Bulky item - Carrier refused to deliver	Active
	Last update: 6 hours 49 minutes ago	Case ID: 10613305991
	Shipment not delivered, past delivery date	Active
	Last update: 6 hours 51 minutes ago	Case ID: 10589847591

One-stop location to track progress of open support issues. Allows users to monitor progress and reopen cases on their account without requiring follow-up.

How it works?

When a customer reaches out to a support team or selling partner with an issue, a ticket is created that customers can directly reference from their account at any time.

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Common Amazon Business Support Questions

Quick resolutions to frequently asked questions and contact information for a variety of support resources



Contact Business Customer Support: CLICK HERE

• Provides end users the option to call, email, or live chat. Please use this method of contact for anything relating to an order, transaction, charge, or shipment



Cancel an Individual Prime Membership:

- Your Account > Manage My Prime Membership > End Membership
- The end user must follow the steps to receive a pro-rated refund



Request a Tax Exemption Refund:

- Your Orders > Locate Order > Contact Seller > Request refund through email
- Additional tax queries can be emailed to <u>tax-exempt@amazon.com</u>

How To Guides and Helpful Videos





• Training Videos

Training Videos

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A portfolio of videos tailored for building the capabilities customers need to create a successful, data-driven procurement program.

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Thank You

