

Epicor Brochure

Epicor Commerce

Grow your business online
with integrated eCommerce,
powered by Magento®

EPICOR

Are You Ready?

Give your buyers what they want

Digital commerce adoption is on fire. Gartner reports that 80% of buying and 85% of selling organizations have formal goals to increase web site purchasing. 65% cite fostering business innovation and 62% cite improving customer satisfaction as key drivers.¹

eCommerce is no longer reserved for smaller-ticket items and fast-moving parts. Today, McKinsey reports that 70% of B2B decision-makers are open to new, fully self-serve or remote purchases in excess of \$50K USD. One in three buyers would choose a vendor based solely on their ability to place, pay for, track and return orders online. That says a lot.²

In fact, McKinsey's research shows that more than three quarters of buyers and sellers now prefer digital self-serve and remote human engagement over face-to-face interactions, and only about 20% hope to return to in-person sales, even where field-sales models have traditionally dominated.

It's a critical opportunity for B2B. "The shift to virtual sales can help sales organizations lower their cost per visit, extend their reach, and significantly improve sales effectiveness — while delighting customers who are demanding these new ways of interacting stick long term and who are likely to reward suppliers that do it well."³

Epicor Commerce can help you gain new market share cost-effectively and enable your customers with a user experience that will increase their loyalty, and your profitability, wherever you are on your eCommerce journey. Your buyers are ready for eCommerce; are you?

1 2020 Gartner B2B Digital Commerce Study

2 2021 B2B Buying Process Report

3 These eight charts show how COVID-19 has changed B2B sales forever, McKinsey & Company





eCommerce is the #1 B2B Sales Tool

Does your site deliver?

Solve Your eCommerce Challenges

- Can your customers interact with you online?
- Do your sales channels include mobile and eCommerce?
- Are high support costs blocking profitability?
- Are you unable to expand your eCommerce capabilities to drive business growth?

With Epicor Commerce

- Create attractive, compelling, market-specific storefronts
- Deliver a seamless eCommerce experience across devices and channels
- Automate transactions and enable self-service
- Choose the eCommerce solution that's right for you — and scale up at any time



“Epicor gives us the ability to change and grow faster to better meet customer demands, which further accelerates our growth.”

*John White
President
American Refrigeration Supplies, Inc.*

Epicor Commerce

Complete

Rapidly grow sales with a modern and innovative digital commerce solution offering more rich features out of the box.

Connected

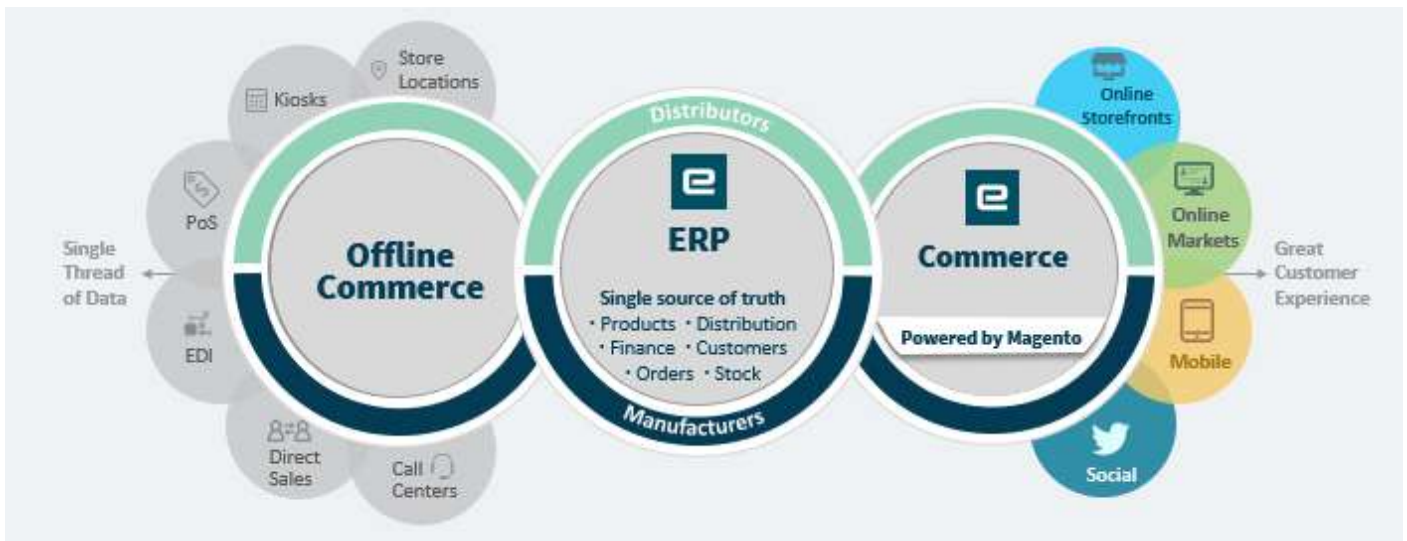
Lower your cost of commerce with cloud and tight integrations that extend your Epicor® ERP platform.

Customer-Proven

Outperform competitors with stunning websites that work with the world-leading Magento eCommerce platform.

Enables Omnichannel Commerce

A modern online experience is a powerful component of a comprehensive digital strategy



Full Lifecycle Solution That Grows with You

Epicor Is Your eCommerce Partner





Create Attractive, Compelling Storefronts

Grow sales rapidly with an innovative digital commerce solution that integrates with your ERP and comes feature-rich out of the box.

Easily generate a consistent 'look and feel', select themes and brand your site, let your customers browse products and catalogs and view documents like RFQs, invoices, and more on the devices or marketplaces they choose.

Multiple languages and currencies and flexible payment options are available, along with support to build home and informational pages, and add social links, blogs and newsletters.

Automate Transactions

Lower your cost of commerce with cloud and tight integrations that extend your Epicor ERP platforms. Maintain a single source of truth and add a web channel that reflects accurate inventory data to collect orders and add value. Reduce errors, improve accuracy and lower overall operational costs. All with the convenience of a single vendor, as an Epicor ERP customer.

Drive Buyer Loyalty With Rate Shopping

Keep your buyer's shipping costs low and drive loyalty for your business. Quick Ship offers Rate Shopping at time of quote, order or shipment to keep your customers' shipping costs low and drive loyalty for your business. Calculated freight automatically flows back to your ERP platform for automated invoicing of freight charges. Epicor Commerce customers can pull these rates into ECC and rate shop at checkout; no need to maintain shipping rates in both applications.

Enable Self-Service

Enable personalized self-service so your customers see:

- Dynamic product and price lists
- Dynamic terms
- Accurate, timely estimates
- Access to complete account history
- Easy reordering and order customization
- Product recommendations

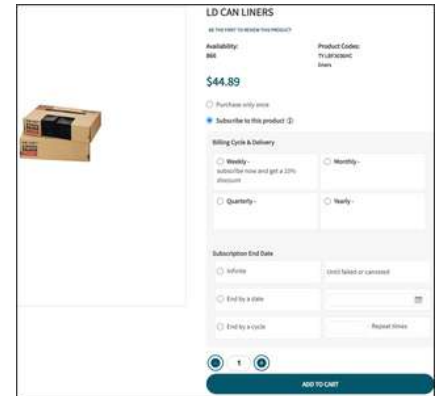
Enable Custom Quotes and Orders

Enhance buyer's quoting capabilities and facilitate self-service with the newly integrated Epicor CPQ configurator. Buyers can choose designs and other attributes, build products on the fly and add them to quotes.



Enable Product Subscriptions

Add efficiency for B2B buyers by offering product subscriptions with recurring payments.



Let Sales Reps Order for Their Customers

Our sales rep feature allows reps to:

- View available stock per plant
- Manage collections of products and rules around their availability efficiently
- Products – per customer type, customer, site, store and shopper
- Product Groups – which products can I sell?
- Restricted Purchases – which products can't I sell where?
- Price lists – customer special web pricing
- Pre-defined Bundles – items sold together
- Proprietary products – items sold to a restricted range of customers

Enhance Your Site

Leverage 'certified extensions' to add even more functionality for blogs, payments, shipping and more. Certified extensions include:

- Amasty Shipping Suite
- Magefan Blog
- Mageplaza SMTP
- Mailchimp
- Stripe Payment Gateway
- Amasty GeoIP

Choose a Solution for Today and Plan for Tomorrow

Feature	Epicor Commerce Express	Epicor Commerce Base	Epicor Commerce Signature	Epicor Commerce Advanced
Target Segment	B2B only	B2B/B2C	B2B/B2C	B2B/B2C
Market Position	No Front End or SEO Self-Service Quotes Only Product Pricing Inventory Lookup Automated Upgrades	Quick Setup Easier Design Options Full eCommerce Certified Extensions Elastic Search Automated Upgrades	Marketing Blocks Advanced theme Mega Menu Builder Brands Page Product Labels Category Images Lookbook Pro Automated Upgrades	Custom Coding Longer Upgrade Cycle QA Staff Required Custom Extensions Silk/Yoma Partners
Payments	AR Payment	Payment on Account Checkout (Credit Card, Terms, PayPal®, Amazon®)	Payment on Account Checkout (Credit Card, Terms, PayPal, Amazon)	Custom Integrations Supported
Deployments	SaaS Only	SaaS Only	SaaS Only	SaaS
Tax Auth	--	ERP	ERP	ERP and Third-Party Integration
Epicor CPQ	--	Catalog Integration	Catalog Integration	Catalog Integration
Epicor Quick Ship Rate Shopping (single package type)	✓	✓	✓	✓

EPICOR

We're here for the hard-working businesses that keep the world turning. They're the companies who make, deliver, and sell the things we all need. They trust Epicor to help them do business better. Their industries are our industries, and we understand them better than anyone. By working hand-in-hand with our customers, we get to know their business almost as well as they do. Our innovative solution sets are carefully curated to fit their needs, and built to respond flexibly to their fast-changing reality. We accelerate every customer's ambitions, whether to grow and transform, or simply become more productive and effective. That's what makes us the essential partners for the world's most essential businesses.

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