

### Placing Amazon orders using an MSU Pcard

January 28, 2021





#### **Amazon Business**





### Welcome!

### Agenda

- Introductions
- Overview
- Amazon Catalog Demo
  - Shopping
  - Account Configuration
  - Analytics
  - Your Orders
  - Business Customer Support
- Q&A





### **MSU Purchasing Team**

- Melinda Phillips Strategic Contracts Manager
- Denise O'Brien MSU Pcard Program Manager

### Amazon Team

- Kain Anderson Senior Customer Success Manager
- James Herbert Senior Customer Advisor Education



### **Amazon Business Account Benefits**



#### Price and Quantity Discounts

#### **Business Prime**

#### **Exclusive Products**



### Important

- Check University Stores first
- Orders can only be placed using a Pcard
- Restrictions on items per the Pcard Manual and MBP
- Personal Amazon accounts tied to an MSU email address must be changed to a non-MSU address (Amazon will cover)







### **Amazon Catalog**

# spartan **marketplace**

#### Punchout process—locate the catalog logo





### **Process Differences**

Spartan Marketplace Checkout	Amazon	Other Catalogs in Spartan Marketplace
Displays a "Submit Order for Approval" button	$\checkmark$	×
Requires "Deliver To" and MSU account information	×	
Order is routed through KFS	×	$\checkmark$
Appears in Order History	$\checkmark$	$\checkmark$
Displays a Req or PO number in Order History	×	$\checkmark$



Submit order for approval

### Submit order for approval tile in Amazon catalog

- Click "Submit for Approval" tile to proceed placing order
- Orders approve automatically they do not route for approval
- After clicking the button, the order routes back to your cart in Spartan Marketplace. Click the "Checkout" button to send the order to Amazon

### Join the Amazon Business Account





### New to Amazon



### Existing Amazon.com



### Shopping on Amazon Business



## Amazon Business Benefits

#### **Business Prime Shipping**

 Provides Free Two-Day Shipping on eligible items for all Members in the business account. <u>Click</u> to learn more.

#### **Business-Only Selection**

• Business-only selection refers to items and offers that are only available for purchase by Amazon Business customers.

#### Amazon Business Analytics

• Use Amazon Business Analytics to view data about your orders, create and filter reports based on your business needs, and view both charts and tables. <u>Click</u> to learn more.

# Amazon Business Discounts

There are a variety of discounts available on Amazon Business that your organization can take advantage of to unlock savings.

#### **Business Pricing**

• Business pricing is cheaper pricing available only for registered Amazon Business customers. No action is needed to turn on business pricing and is available on select items.

#### **Quantity Discounts**

• Quantity Discounts are volume-tiered discounts, only available for registered Amazon Business customers. Quantity discounts appear on the product detail page and Members can review the tiered discounts available.

Was:	\$4.44
Business Price 👻	\$3.00 Jprime & FREE Returns -
You Save:	\$1.44 (32%)

Qty:	1 ~	
Buyin	g in bul	c?
Get th	is item f	or as low as \$18.97
each v	with Qua	ntity discounts 👻

# Search & Browse Optimization

Optimizing search functions in Amazon Business allows you to find the best products to meet your needs and compare prices to find the best value

- Amazon is the "everything store." With such a large selection, we do our best to make it easy for you and your end Members to find what you're looking for.
- Recommended filters:
  - Business Sellers
  - Prime Eligible
  - Brand
  - Average Customer Review/Rating
  - Diversity Credentials





# Search Optimization

Optimizing search functions in Amazon Business allows you to find the best products to meet your needs and compare prices to find the best value

- 1. Maximize Savings! Search All Departments & try using generic descriptors instead of brand names
- 2. Consider refining search results with filters available of left side of your screen, such as Prime or Business Seller
- 3. Sort results by options listed on the top left of your screen, such as Price: Low to High
- 4. In many cases, you can also Select Quantity Discounts to review quantity discounts and purchasing options
- 5. To compare offers, scroll down & select Used & new to pull up the Offer Listing page





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61



#### Take Advantage of Amazon Prime Shipping Benefits

• An easy way to ensure that your products arrive on time and as expected, is to order products fulfilled directly from Amazon. All products clearly mark who the seller is on the product detail page.

#### Prime Eligibility – Fulfilled by Amazon

• Prime eligible items are fulfilled by Amazon. We recommend searching for prime eligible items.

#### What's not Included?

• Business Prime Shipping does not include additional Prime benefits such as Amazon Fresh, Pantry, Video, or Music.



# 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. Any Member on Amazon Business can create a shopping list
- Choose between multiple list types depending on if you want the items to remain on a list after they are ordered
- To share your list, create a public list and use the URL to email it directly to your desired audience
- When a list is shared with you, you can save it to your own account or make a copy to edit yourself





### **Business Account Navigation**



business	All 🗸	Enter keyword or proc	luct number				Q	\$	) Discover <b>Busine</b> s	ss Pric	ing 》
	Supportin	ig: St. Jude Children's Resear	ch Hospital <del>-</del>								
Deliver to Ravenna Santa Bar 9310	03	Departments -	Today's Deals	Gift Cards	Manage Team	Help	Sell	EN ⊕ ▼	Hello, David Account for Ravenna Gar 🗙	Lists -	<b>№</b>
									Your Account Approve Orders Your Orders		
Busir	les	ss Acc	oun	tΝ	Javi	gā	atic	on	Manage Suppliers Business Analytics Recurring Deliveries		

Page	Functionality
Your Account	Standard Amazon account information
Your Orders	View and track your orders. Administrations can view orders others have placed on behalf of the organization
Manage Suppliers	Easily find suppliers on Amazon Business and add them to your list of Saved Suppliers. Learn more
<b>Business Analytics</b>	Create and filter custom reports based on your business needs to view your orders

# Checkout – Individual Payment Methods

When checking out on Amazon Business, be sure to enter the appropriate payment and shipping details. This information can be entered in **Your Account** or during the checkout process



- Each time you add a new address, be sure to indicate if weekend deliveries can be accepted at that location. If in doubt, we recommend opting for week day deliveries only.
- Be sure to indicate if an access code is required to deliver to a specific address.
- Previously used ship to addresses will automatically be saved and made available during future checkouts.



- Pcards are the only accepted form of payment for the Amazon Business account.
- The Amazon Business account is intended for business purchases only. No purchases should be made on a personal credit card.
- If you have access and permission to use multiple different cards, multiple cards can be stored in your account information.
- Payment instruments are visible to your account administrator and can be audited.

# Updating Your Address Preferences:

#### Your Account > Your Addresses > Edit Delivery Instructions



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### Updating Your Address Preferences

4 Enter weekend delivery p	references	<b>5</b> Select preferred package	drop-off location
Add delivery instructions	×	Add delivery instructions	×
Nile Test         325 9TH AVE N, SEATTLE, WA, 98109-5122, US         Is this address closed for deliveries on         Saturdays & Sundays?         Where should we leave your packages at this address?         Do we need a security code, call box number or key to access this building?         Do we need additional instructions to find this address?	Saturday Closed Open Sunday Closed Open	Nile Test         325 9TH AVE N, SEATTLE, WA, 98109-5122, US         Is this address closed for deliveries on Saturdays         & Sundays?         Where should we leave your packages at this address?         Do we need a security code, call box number or key to access this building?         Do we need additional instructions to find this address?	Select a location  Front desk  Constraints  Select a location  Select
Enter Building access inst Add delivery instructions Nile Test 325 9TH AVE N. SEATTLE, WA, 98109-5122, US	ructions (if applicable)	Add delivery instructions Nile Test	ructions (free text field)
Is this address closed for deliveries on Saturdays & Sundays?	Security code Security code for the door	Is this address closed for deliveries on Saturdays & Sundays?	Provide details such as building description, a nearby landmark, or other navigation instructions.
Where should we leave your packages at this address?	Call box Call box number or name	Where should we leave your packages at this address?	
Do we need a security code, call box number or key to access this building?		Do we need a security code, call box number or key to access this building?	
Do we need additional instructions to find this address?		Do we need additional instructions to find this address?	
	Save instructions		Save instructions

# Select ship-to Address During Checkout

#### Address defaults to Spartan Marketplace database





# Select ship-to Address During Checkout

If needed, change shipping address on final checkout screen



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## Order Confirmation

#### There are three order-related emails

- Spartan Marketplace Purchase Order Release sent from noreply@esmsolutions.com
- Amazon Order Confirmation sent from noreply@amazon.com
  - Check/confirm ship-to address
    - Contact customer support to correct/modify shipping address
- Shipment Notification sent from shipment-tracking@amazon.com
  - Includes "Track your package" link

# Halted Orders

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

- Multiple PunchOut Sessions Multiple PunchOut sessions will 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.
- 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.
- 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.

### Account Configuration



# Organization Restricted

Your Account Administrator has restricted categories for purchase within Amazon Business based on your organization's buying policies



# Organization Blocked



Your Administrator has blocked product categories that are prohibited based on your organization's buying policies. The "Add to Cart" option will appear greyed out for any product categories that are blocked.

	10	
HP 13MP Camera Take stunning, high-resolution photos with crisper, more life-like colors	HP ENVY x2 12-inch Detachable Laptop with Stylus Po Processor, 4 GB RAM, 128 GB flash storage, Windows	Add to Cart 1-Click ordering is not available for this
Nano-SIM card slot Take your data plan, contacts, and texts	Prime   Try Fast, Free Shipping * In Stock. Want it tomorrow, June 147 Order within 2 hrs 41 mins and choose One-Day Shippin Ships from and sold by Amazon.com. Gift-wrap available,	item.
	Company Blocked	Add to List
	Chapter 1 ppi), Waterproof, Built	Add to your Dash Buttons
Headphone-out/ microphone-in combo jack USB-C™ to USB-A dongle	Second varies to de deux i velos and con tre sump arie et os vertes to la aux visue de domay of the server as repeting the la harvitane to domay of the server as repeting the la harvitane to domay of the server as repeting the landschement of the domay attack the mouth the vertex to the server as the landschement of the server as the landsc	

# Checking out with Tax Exemptions

All products purchased from Amazon or any of the 95% of third party sellers who participate in ATEP will automatically reflect that tax exemptions have been applied during the checkout process



#### Confirm tax exemptions are applied:

- On the Review Your Order page (checkout), verify and/or modify which items should be charged sales tax.
- If needed, you can manually add tax by clicking **Remove** next to the specific item
- What items are eligible for tax exemption? Tax exemption applies to items sold by . . .
   Amazon.com LLC
   Amazon Digital Services LLC
   Warehouse Deals LLC
   Amazon Services LLC
   Sellers (Non-Amazon) participating in ATEP

### **Business Analytics**



# Amazon Business Analytics

#### Amazon Business Analytics provides the ability to:

- Aggregate purchases to ٠ compare and track spend over time
- Monitor and track 60+ data ٠ fields including customer info, shipment info, payment info, and seller info
- Customize and save report ٠ templates to meet business needs
- Download CSV files to ٠ analyze your data in excel



#### Reports

Use our reports to get line-item details about your organization's orders and access important documents like invoices. Start with one of our curated reports, then customize it to your needs.

#### Reconciliation

Compare order and payment history to your records.

#### Shipments New

Get detailed shipping, product and seller info on an order.

#### Refunds

Track the payment, product, and status of a refund.

#### Orders

Get detailed payment, product and seller info on an order.

#### Returns

Monitor what items are being returned and the reasons why.

#### Related offers

See what other offers were available at the time of an order.

# Reporting & Reconciliation

Use the Reconciliation Report to view data including transaction info, customer info, and order info.

Simplify the reconciliation process by matching corporate credit card charges to each item in a shipment.

- Match the Payment Reference ID in the Reconciliation Report against your credit card statement
- Customize report columns and filters at the left to find required information

Busi Recor	ness ncilia and sa	analytics Rep Ition ve to your templates	orts 🗸 Time j Mont	period h to date  ❤		
V		Transaction Date	Payment Reference ID	Transaction Type	Payment Amount	Account Group
Filter		11/08/2018	K3TRZEKRUWL	Charge	\$13.47	Timberlands-Western
Ī		11/08/2018	2FL26BHF590	Charge	\$357.88	Timberlands-Western
Adjust columns		11/08/2018	411MW1ZL1YS	Charge	\$51.62	Timberlands-Southern
$\square$		11/08/2018	5HQ2R3I0KBKO	Charge	\$60.99	CorpFunc-GeneralCounsel&Corp
Get order documents		11/08/2018	115KCMP9G09	Charge	\$27.92	WP-Mid South Region
		11/08/2018	0000001LOQ4L	Charge	\$18.59	Timberlands-Southern
		11/08/2018	2LNKETGK4AJJ	Charge	\$22.48	WP-Eastern Region
		11/08/2018	66JHB47PP1I	Charge	\$34.35	CorpFunc-CompBenefits&HR

### Your Orders

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# Your Orders

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



## Return an Item

#### Navigate to Your Orders from the dropdown



### Business Customer Support



# **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>.



# Common Customer Support Questions

See below for quick resolutions to frequently asked questions from your end Members as well as contact information for a variety of support resources

#### Contact Business Customer Support: CLICK HERE

• Provides end Members 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 Member 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>

#### Your Customer Advisor – James Herbert – jhherber@amazon.com

• This person is your point of contact for anything related to the Amazon Business account structure, new features and functionality, and questions that do not fall into the above categories

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