

eProcurement Buyer Training



THE Florida State University

AMAZON CONFIDENTIA

Joining the Florida State University Amazon Business Account



Amazon Business Registration Scenarios

Depending on how an end user has used their work email on Amazon.com or Amazon Business in the past, they will be prompted through the corresponding registration flow.

Persona	Objective
New User	Has never used FSU email domain on any Amazon account
User to Convert	Amazon.com User (FSU email linked to Amazon) who's order history will be migrated to the Centralized Business Account
User to Split	Amazon.com User (FSU email linked to Amazon) who would like to transfer all previous order history and account information to a personal email address, freeing up the business email and starting with a clear profile in the Centralized Business Account
User to De-Register	Amazon Business User (FSU email currently linked to an Amazon Business account) who needs to convert account to a consumer account prior to joining the central account

New User



amazon business | Professional Services

User To Convert

<complex-block><complex-block><complex-block></complex-block></complex-block></complex-block>	Sign in to join Amazon Business. We already have an Amazon account with your email address. Please sign in to see your options. Email (phone for mobile accounts) Image: Sign-In Password Forgot your password? Password Forgot your password? Sign-In By constrauling, you agree to Amazon's Conditions of Use and Privacy Notice. Iwe constrauling and Privacy Notice. Iwe expression of the system recognizes the email. Sign	Would you like to join in with your current account? Wour order history will be migrated and will be visible to your business account Administrator. Image:		
4. amazon business	in with existing password Review that the log in information is Amazon Business account and start s	history now an		

You are now a part of the giardia Amazon Business account.

Professional Services

amazon business

Start shopping

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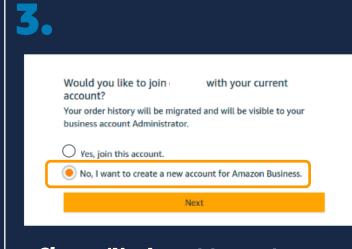
User To Split

ODEADMADT	✓ Lab Supplies 7						
SPEARMART TEST SITE!	Airgas Gaues / Cylinders	Disgnostics & LifeScien-Hosted	Fielder. Biological Supply- Hosted	ENO-RAD Lab products - Specialty	CARGLINA Biological Sopply	C C C C C C C C C C C C C C C C C C C	
If you have any problems and/or issues using this site, contact Procurement Services	Lab Supplies - Hosted	Milipanetigms - Lab Supplier	King Building VWR Stock Room	Lab Supplet			
Help Desk by calling (850) 644-6850 or email	✓ Books/Office Su	pplies				2	
SpearMart@fsu.edu.	Publication Material- PunchOut	Office DEPOT Office Supplies - PunchOut	amazon Amazon	RGH ^e			
	✓ Technology					2	
SPEAR MART ENHANCEMENT PROJECT	If Products & Acc PunchDut	A/ V Louip & Supples -PUNCHOUT	Apple Products & Access-Hosted	Punch-out & cont. PO	IT Products & Acc- PunchOut		
Click here for additional details.	✓ MRO/Facilities/F					1	
We are planning to implement a number of improvements to the requisition approval process to drive greater efficiency. One of the key changes will be that only purchases made on a hosted or purchaset	Testenne Toothy Maint/ Repair -PunchOut	SFERGUSON Toolu/ Maint/ Repair -PunchOut	GRAINGER Tocts/ Maint/ Repair PunchQut	Tooly Maint/ Repair -PunchOut	Louis Tool/ Mant/ Repair -Punchout		

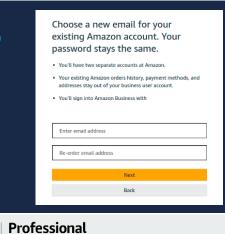
Begin the registration process from the welcome screen

Sign in to Business.	o join Amazon			
We already have an Amazon account with your email address. Please sign in to see your options.				
mail (phone for m	nobile accounts)			
assword	Forgot your password?			
	Sign-In			
y continuing, you a se and Privacy Noti	gree to Amazon's Conditions of ce.			
Keep me signed in. Details *				

The system recognizes the email. Sign in with existing password



Choose 'No, I want to create a new account for Amazon Business'



amazon business

Services

Enter the personal email address you want to split your account off to. Once complete, your previous order history will be associated with the account tied to your personal email address

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De-Registration

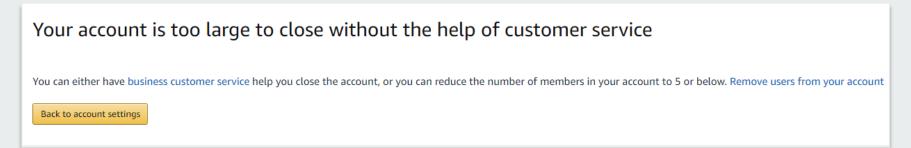


De-Registration

When the end user tries to access Amazon Business through the Punchout tile, 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 eProcurement system by going to Amazon.com
- 2. Download an Order History Report 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 Amazon Business 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





Error Messages



Error Messages

This section of the account provides additional detail regarding the status of all orders placed

Application Error

• End User will need assistance from SpearMart Admin to assist with their user's profile

Application Error					
You are not authorized to access the action you selected. Contact your application administrator if you believe you have received this message in error.					
Please reference the following information if you contact support Request Id: neo 1516726659063564 Error Code: 403 Fror Message: Unauthorized					
Click here to return to the application.					

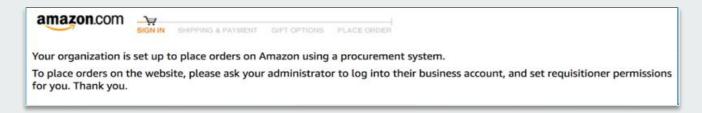
Amazon Error

 End User is receiving this message because they are attached to a separate Amazon Business account and need to de-register, and/or have their Admin remove them from the existing Amazon Business account they are tied to



Amazon Error

 End User is trying to place an order outside of SpearMart after they registered their account



Shopping on Amazon Business



Amazon Business Benefits

Business Pricing & Quantity Discounts

• Business pricing and quantity discounts are only available to registered business account customers on Amazon. <u>Click</u> to learn more.

Business Prime Shipping

• Once Business Prime Shipping has been purchased, it provides Free Two-Day Shipping on eligible items for all users in the business account. There are multiple pricing tiers to meet the needs of businesses of all sizes. <u>Click</u> to learn more.

Buying Policies

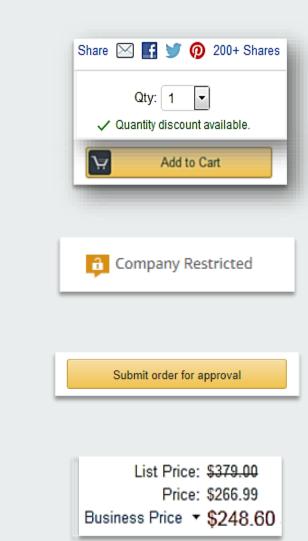
• Customize Amazon Business to your organization's buying standards and procedures. Features include approval workflows, negotiated pricing, and preferred suppliers and preferred products.

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.



business prime

Take Advantage of Amazon Prime Shipping Benefits

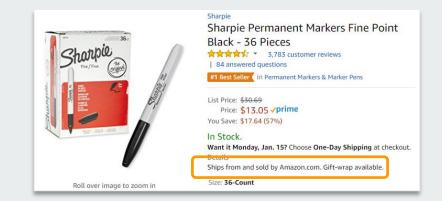
• An easy way to ensure that your products arrive on time and as expected, is to order products fulfilled directly from Amazon. All products clearly mark who the seller is on the product detail page.

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.



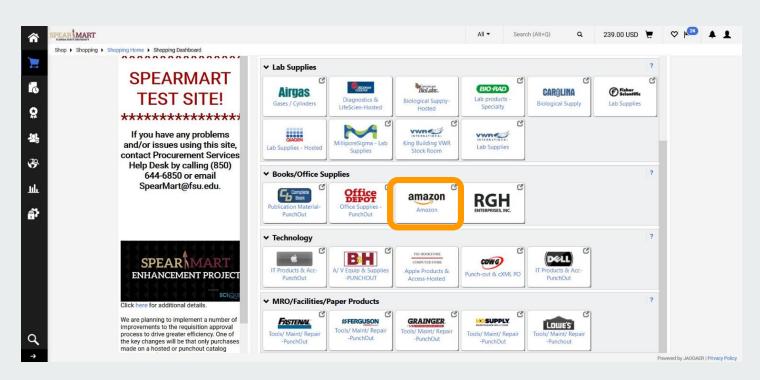
Ships from and sold by Amazon.com.



How to Access Amazon Business

Amazon Business is integrated with SpearMart. All SpearMart users will access Amazon Business through SpearMart regardless of how they have previously accessed Amazon

- All registration flows start when the buyer clicks on the SpearMart for the first time
- End users must have access to SpearMart in order to access the Amazon Business punchout
- End users should NOT access Amazon Business directly (i.e. trying to sign in from the Amazon.com home page)



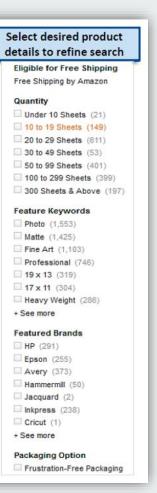
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Search & Browse Optimization

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 users to find what you're looking for.
- Recommended filters:
 - Business Sellers
 - Prime Eligible
 - Brand
 - Average Customer Review/Rating
 - Diversity Credentials

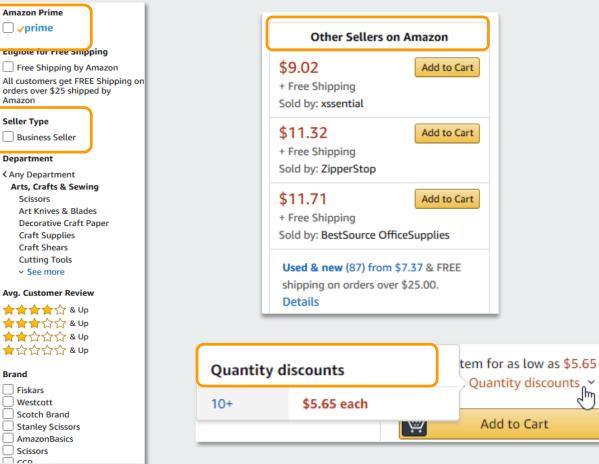




Search Optimization

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

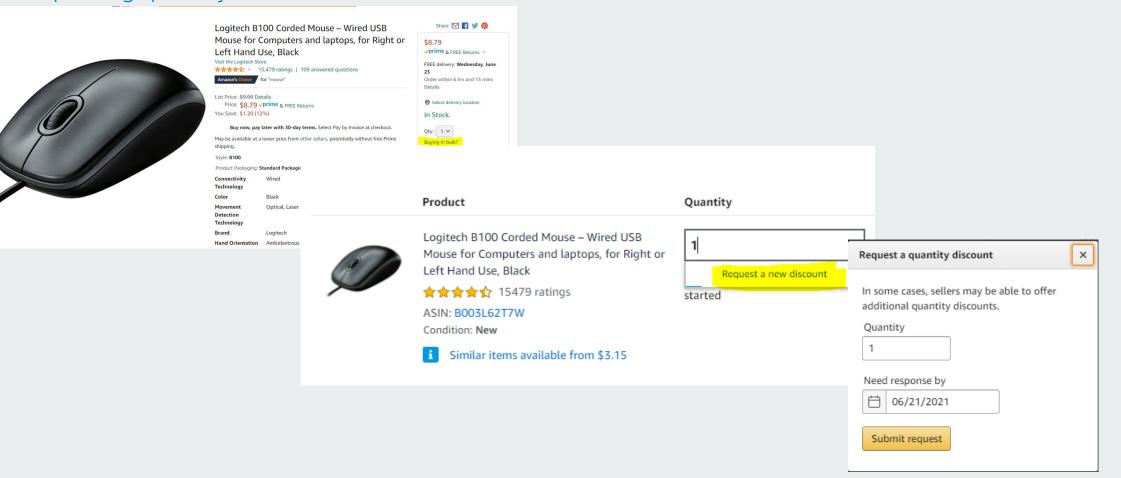
- 1. Maximize Savings! Search All Departments & try using generic descriptors instead of brand names
- 2. Consider refining search results with filters available of left side of your screen, such as Prime or Business Seller
- 3. Sort results by options listed on the top left of your screen, such as Price: 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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Bulk Orders / Quotes

If you are needing to order items in bulk, Amazon Business enables to you to do that in addition to requesting quantity discounts from sellers.



Back to results

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Checkout Experience – with Checkout Based Punchout



Find Item and Add to Cart

O A https://www.amazon.com/s?k=nitr	rile+gloves&i=specialty-aps&	ksrs=212029780	11&ref=nb_sb_noss_								ជ	Ξ
business prime PPE &	Work Safety Essentials -	nitrile gloves					Q	Save on ed	lucator su	pplies	×	
Punchout C	Group: FSU SpearMart Punchout											
All O Tallahassee, 32304	Buy Again PPE for Work	Savings Hub	Quantity Discounts	Today's Deals	Workplace Essentials	EN ⊕ ▼	Hello, Mitchell Account for Florida	State List	s - Busin	ess Prim	ne 😲	
1-16 of 67 results for "nitrile gloves"										Sort by:	Featured V	
Amazon Prime → vprime Department Home & Kitchen Industrial & Scientific Health, Household & Baby Care Tools & Home Improvement Company policies Include blocked items	Price and other deta	reble Multi puper e Gover c & S	Nitrile \$1966	Disposable ☆ ~ 9,009	Gloves Powder Free L	atex 100Pc	s 3Mil Disposable	e Exam Gloves	i			
		Medium		de Powder-	Free Nitrile Exam Glo	ves, Mediur	m, Case/1000 (10	0 Boxes of 100))			
	M. 65			(\$168.77/Cou with quantity c								
Hello, Mitchell L.									Get Help	-	Cancel Sess	sion
s.amazon-adsystem.com												

Begin Checkout Flow

business prime AII - Enter keyword or product number	Q	Early Prime Day deals
Punchout Group: FSU SpearMart Punchout — All Buy Again Add People PPE for Work Savings Hub Quantity Discounts Today's Deals Workplace Essentials Gift Cards Help Recommendations +	EN Hello, Mitche ⊕ - Account for	sil Florida State • Lists • Business Prime 1
don't forget about Pay by Invoice. The purchasing line that lets you buy now and pay later		Subtotal (1 item): \$19.99 This order contains a oift Proceed to checkout
Shopping Cart	Price	Sponsored Products related to items in
Nitrile Disposable Gloves Powder Free Latex 100Pcs 3Mil Disposable Exam Gloves ************************************	\$1966 Business Price	\$23.89 >prime See all buying options #10 Security Tinted Self- \$8.99 >prime See all buying options
5	Subtotal (1 item): \$ 19 ⁶⁶	Mailing Envelopes Self 2,217 \$14.95 \prime See all buying options
Your Items No items saved for later Buy it again No items to Buy again.		ValBox 500 Count #10 ★★★★★ 35 \$26.89 √prime See all buying options

Do you have a gift card or promotional code? We'll ask you to enter your claim code when it's time to pay.

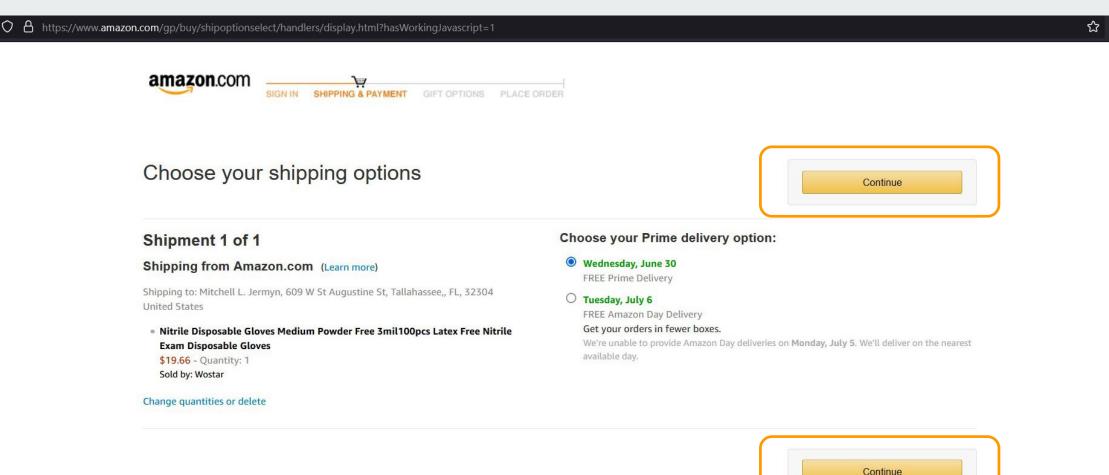


Choose your shipping options

Professional

Services

amazon business



sodo? Woll ack you to optor your claim code when it's ti

Payment Screen – payments to be made via Invoice (default selection)

SIGN IN SHIPPING & PAYMENT GIFT OPTIONS PLACE ORDER	
Select a payment method	
FSU SpearMart Punchout line of credit	Continue
 Pay By Invoice Provided by your organization 	You can review this order before it's final.

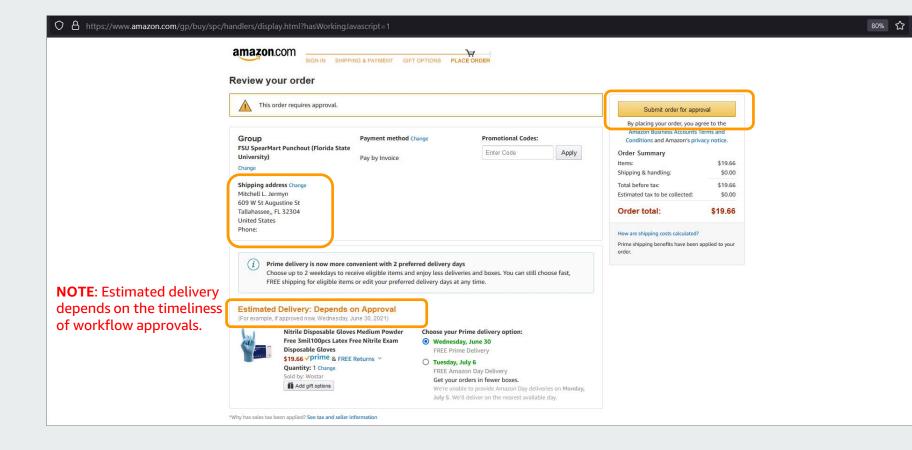
Do you need help? Explore our Help pages or contact us

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Review Order Details + Submit for Approval

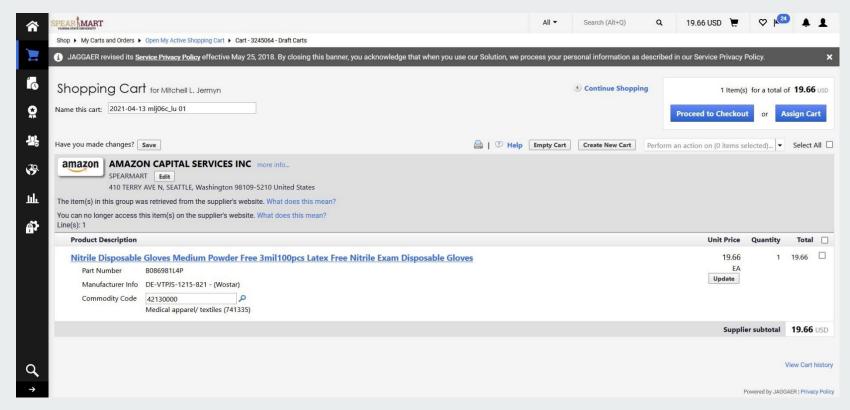
 Selecting "Submit order for approval" transfers your shopping cart back to SpearMart.





Cart returned to Jaggaer for approvals

 Once the cart is transferred from Amazon Business to SpearMart, the normal approval process dictated by your business will start and complete before the Purchase Order is sent to Amazon for fulfillment



Halted Orders



Halted Orders

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

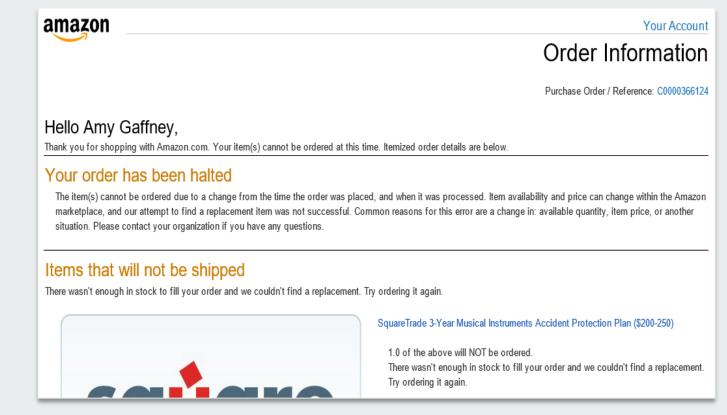
- **Safeguards** If the approval is not completed within the seven day cart lock, and the order falls outside of the safeguards (set by your organization) at the time of approval, the item or order will be halted and a new order will need to be created and submitted.
- **Multiple PunchOut Sessions** 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 (modifications occur in Jaggaer after cart is transferred from Amazon Business), the order will be rejected and a new order will need to be created and submitted.
- Address on Final PO Differs From Address at Checkout If the checkout address is in the contiguous US, but the address on the final PO is outside the contiguous US, the order will be cancelled and a new order will need to be created and submitted with the correct shipping address.
- **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 in Amazon Business and the item is set for next day delivery, the order will be cancelled and a new order will need to be created and submitted.

Halted Orders

Amazon Business sends this email if an order hits 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.



Buying Policies



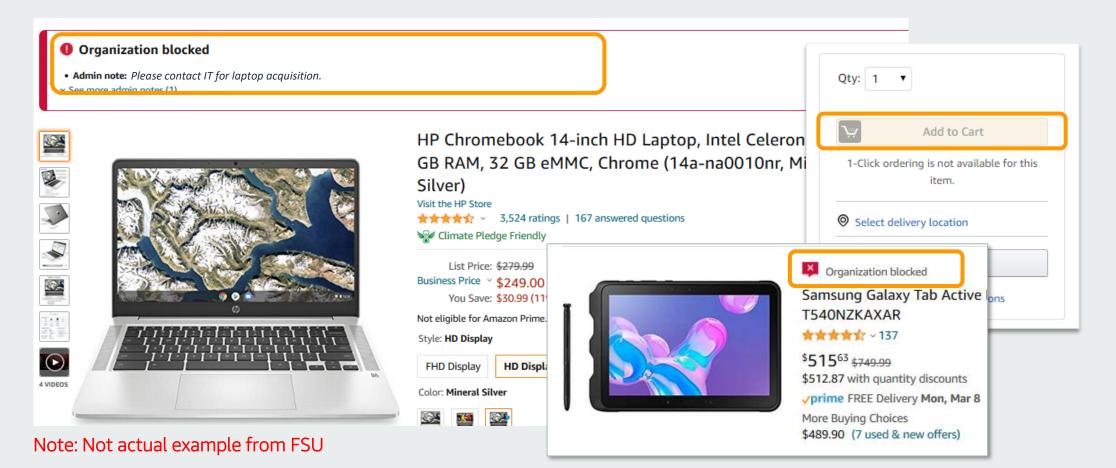
Restricted Policies 📮

Administrators can customize messaging (up to 120 characters) to let end users know IF and WHEN they can purchase certain categories on Amazon Business

 Noncompliant item This item does not comply with the purchasing standards for your business. For more information, contact your business. For more information, contact your business. For more information, contact your business. Some of the state of the	
	Your cart contains noncompliant items One or more items in your cart do not comply with the purchasing standards of your business. For more information, contact your business administrator.
	Test, get a \$50 Amazon.com Gift Card instantly upon approval Savings: for the Amazon Rewards Visa Card Sol instant gift card Savings Remaining: Savings Remainings Remainings Remainings Remainings Remainings Remai
	Shopping Cart Price Quantity
	Fire Tablet with Alexa, 7" Display, 8 GB, Black - with Special \$49.99 1 ≠ Offers by Amazon In Stock ABCDEF - Level Test Group employees: Defer to our existing IT contracts before purchasing consumer electronics Show all admin messages * Eligible for FREE Shipping This is a gift Learn more
Note: Not actual example from FSU	Delete Save for later

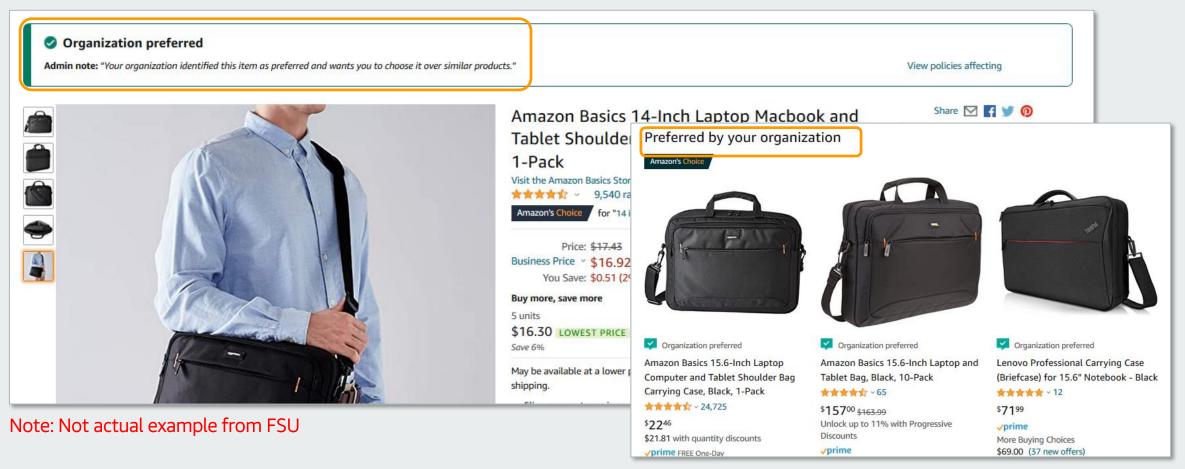
Organization Blocked 💴

Hard blocking product categories prevents an end user from adding these product to their cart. The add to cart option will appear greyed out for any product categories that are blocked



Preferred Products 🗾

Mark specific products as preferred to ensure your end users can easily find what they are looking for. This messaging is visible throughout the shopping experience, search results, and on product detail pages.



Business Account Navigation



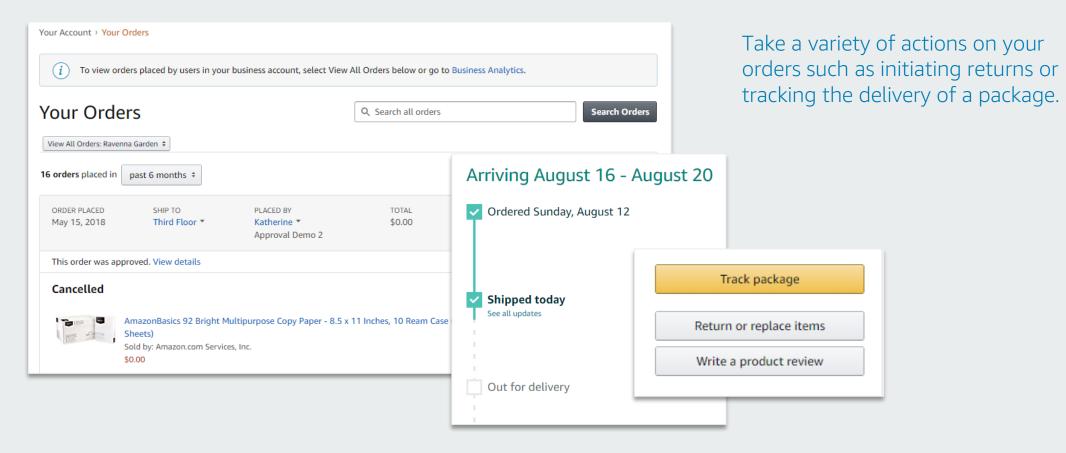
business prime PPE	& Work Safety Essentials - nitrile gloves Q Save on educator supplies -					
Punchoi	at Group: FSU SpearMart Punchout					
All O Deliver to Mitchell Tallahassee, 32304	Buy Again PPE for Work Savings Hub Quantity Discounts Today's Deals Workplace Essentials					
Busines	A count Navigation Vour Account Vour Orders Manage Suppliers Business Analytics Recurring Deliveries					
Page	Functionality Switch Accounts Sign Out Sign Out					
Your Account	Standard Amazon account information					
Your Orders	Your Orders View and track your orders. Administrations can view orders others have placed on behalf of the organization					
Business Analytics	Business Analytics Create and filter custom reports based on your business needs to view your organization's orders					
Recurring Deliveries	Have essential items delivered automatically, based on a schedule you choose. Learn More.					

Your Orders



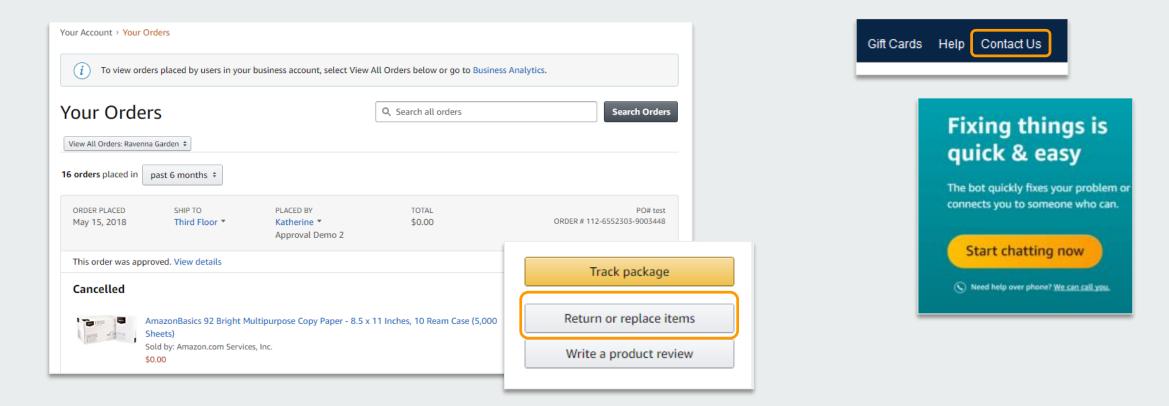
Your Orders

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 Analytics



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

Reports Use our reports to get line-item details about your organization's orders and access important documents like in	nvoices. Start with one of our curated reports, then customize it to your needs.
Reconciliation	Orders
Compare order and payment history to your records.	Get detailed payment, product and seller info on an order.
Shipments New	Returns
Get detailed shipping, product and seller info on an order.	Monitor what items are being returned and the reasons why.
Refunds	Related offers
Track the payment, product, and status of a refund.	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	Business analytics Reports 🗸								
Reco Add title		tion ve to your templates	Time p Mont	beriod h to date					
∇		Transaction Date	Payment Reference ID	Transaction Type	Payment Amount	Account Group			
Filter		11/08/2018	K3TRZEKRUWL	Charge	\$13.47	Timberlands-Western			
		11/08/2018	2FL26BHF590	Charge	\$357.88	Timberlands-Western			
Adjust columns		11/08/2018	411MW1ZL1Y5	Charge	\$51.62	Timberlands-Southern			
\Box		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			

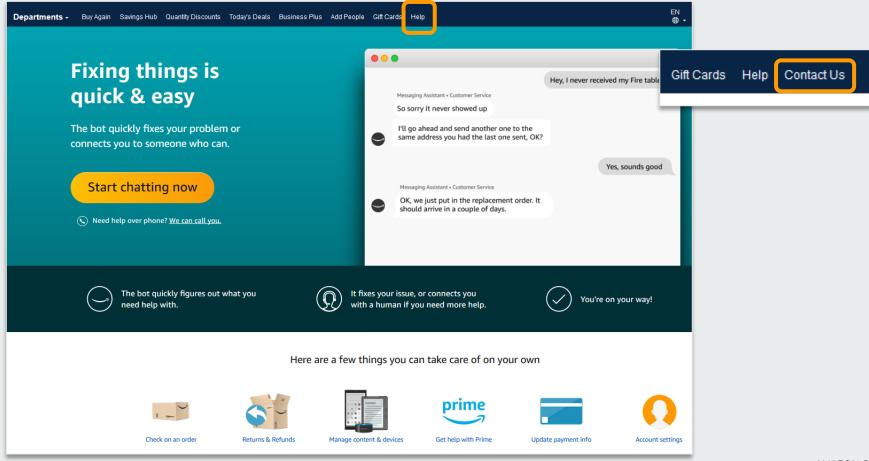
Business Customer Service



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 users as well as 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

Call Business Customer Support:

• 888.281.3847

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>

Your Customer Advisor – Candace Pinataro – pinataro@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

business



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