

Punchout with Amazon Business – D365 TechTalk

Amazon Business | 1st August, 2024

Downloadable Resources



Self Service Integration Guides



PowerPoint Deck



Integration Workshops



Alexandra Ley

Amazon Business

Sr. Account Executive, UK



Everette Lopez-Lee

Amazon Business

Sr. Account Executive, US



Mahesh Reddi

Amazon Business

Integrations Leader



Lachlan Cash

Microsoft Dynamics 365 ERP

Principal R&D Solution Architect

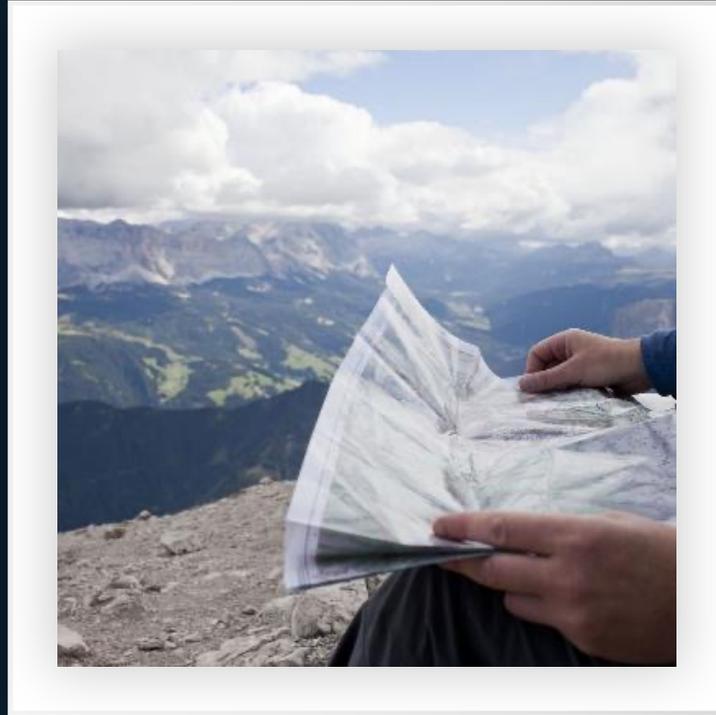
Agenda

- Introduction to Procurement Sourcing
- Amazon Business: Introduction
- Benefits of Amazon Business
- What is Punchout?
- MicrosoftDynamics365 – Amazon Business – Punchout Demo
- How to get started ?
- Dedicated integration workshops

Navigating procurement strategy



How much impact are you achieving with your Digital transformation in Procurement? How does it compare to your plans and ambitions?



How confident are you about your systems design and applications landscape for Procurement? And how future proof is it?



How easy are you making the Digital changes for your suppliers, business partners and Procurement team?

Our blueprint for AI-led ERP

Leading the way to autonomous ERP

M365 Experiences



Copilot for Finance

Powered by Copilot in Dynamics 365 Experiences

Finance



Supply Chain



Commerce



Human Resources



Project Operations



Business Performance Planning, Business Performance Analytics, Business Performance Insights

E2E Business Processes

Common Data and Analytics Foundation

Modular and Extensible

Microsoft Cloud

Connectors & Common Data Framework



Dataverse, Microsoft Fabric, Azure Data & AI

Collaboration



Microsoft 365 & Teams

Security, Privacy & Responsible AI



Microsoft Security

AI & Analytics



Azure Open AI & Power BI

Low-Code Agility



Power Apps, Power Automate, Power Pages & Copilot Studio

Sustainability



Cloud for Sustainability



Copilot

Extensibility | Industry solutions

Source to Pay End to End

Process and capabilities view



Direct, Indirect (Product and Services) procurement

Extend

| | | | | | | | |
|-----------------|---|--|---|---|---|---|---|
| MICROSOFT CLOUD | <p>Connectors & Common Data Framework</p>  | <p>Copilot</p>  | <p>Collaboration</p>  | <p>Security</p>  | <p>AI & Analytics</p>  | <p>Low-Code Agility</p>  | <p>Sustainability</p>  |
| | <p>Dataverse, Azure Synapse, Azure Data & AI</p> | <p>Microsoft 365 & Teams</p> | <p>Microsoft Security</p> | <p>Power BI</p> | <p>Power Apps, Power Automate & Power Pages</p> | <p>Cloud for Sustainability</p> | |

Requisition management

Employee self service and control

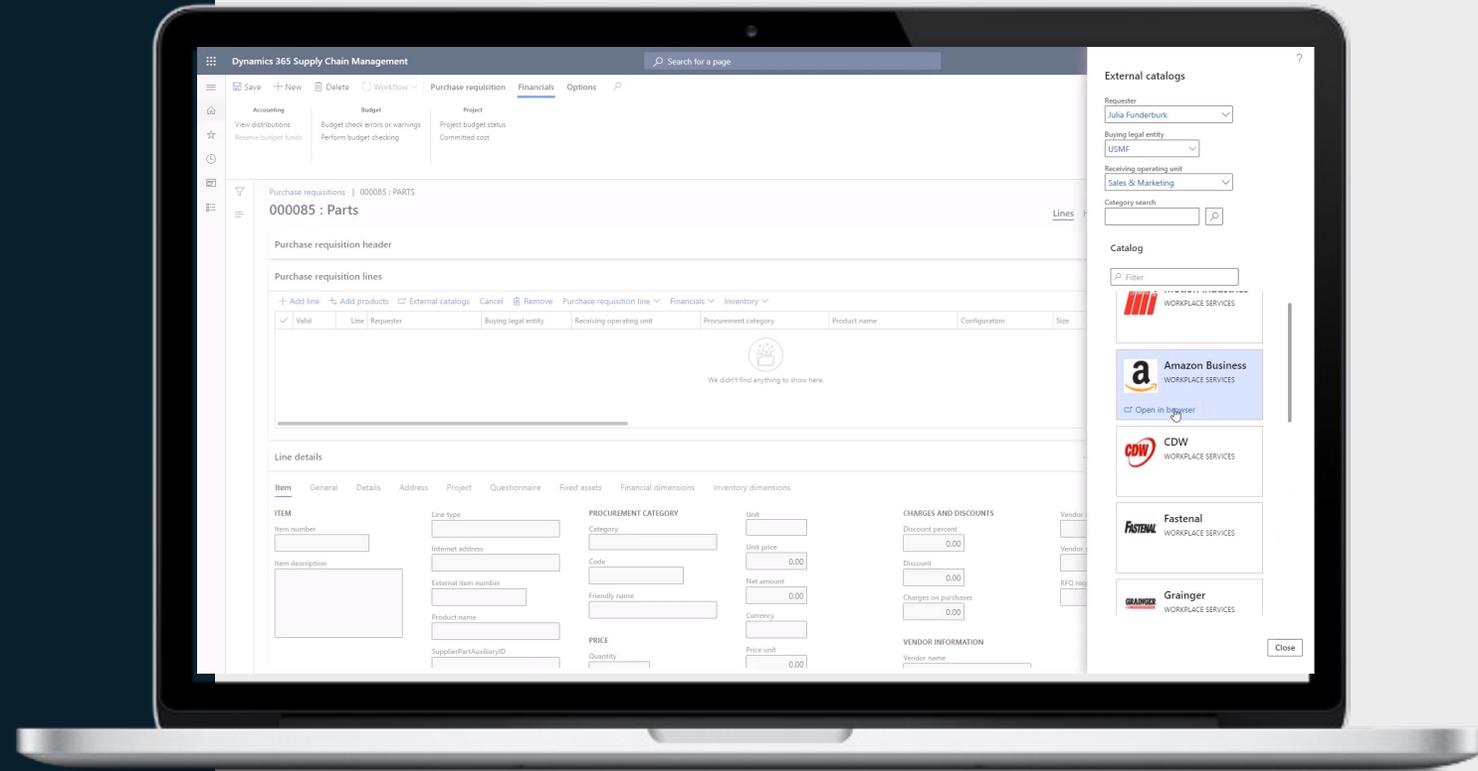
- Control what categories of products employees can purchase
- Control approvals via workflows
- Use spending limit and approval limit control
- Control pricing via purchase agreements
- Integrated with planning

Spend control

- Control by organization
- Authorization based on categories.
- Approval and workflow control.
- Budget control for spending management

Spot buy

- Demand consolidation optimize buying of products for best price. Adjust prices and discounts.



Overview of Amazon Business

More than 6 million business customers buy on Amazon Business world wide.



96

of the Fortune 100 are our customers

300k+

Certified sustainable products

200+

Integrations with leading procurement applications

10%+

Average savings on RFQs

Simplify purchasing and increase efficiency



Empower employees

User-friendly online buying makes finding and purchasing supplies easy, and built-in tools make approvals effortless.



Save administrators time

Consolidate spend into one channel where administrators can set spend limits and category restrictions, while monitoring compliance.



Save Resources

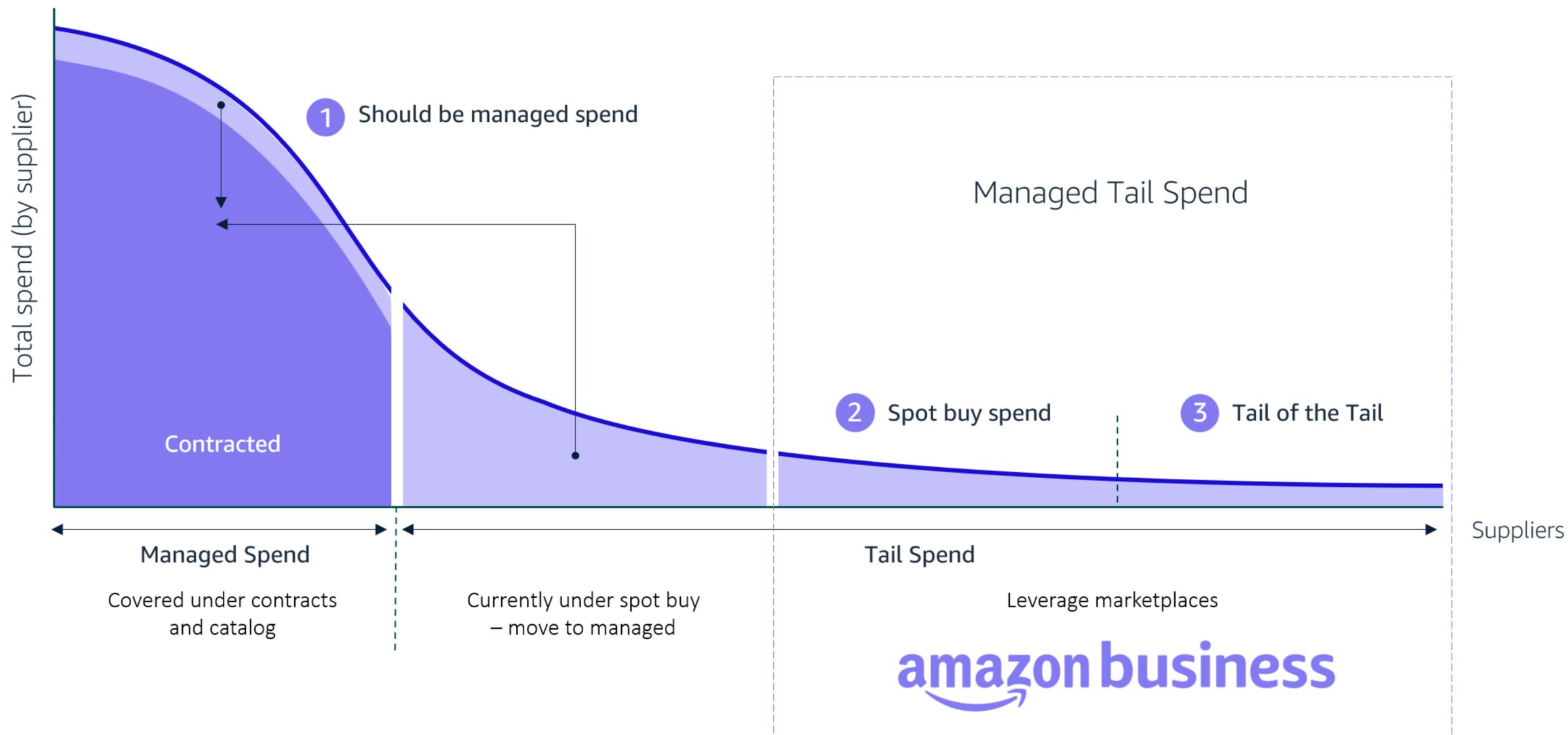
A user-friendly online buying experience makes finding and purchasing business supplies easy.



Centralized account management

Set up administrative policies to increase control, visibility, and reduce rogue spend.

Simplify and Manage Tail Spend with Amazon Business



Tail Spend is challenging to manage

P-Card or corporate credit cards



- Difficult to control
- May require travel to retail locations

Expense reimbursement



- Lack of visibility
- Time-consuming process

eProcurement special requests



- Uses valuable procurement department time
- Long lead times

Offline Requests



- Lack of guidelines
- Administratively expensive

What does Amazon Business offer you?

“Amazon Business helps our colleagues and stakeholders find what they need fast, allowing them to focus time and effort on their role, not complex processes and policies” - Vincent Gautheron,
Head of Services Portfolio, Centrica



Breadth and Depth of Selection

Deal with 1 supplier, but get access to 100s of millions of products across a range of categories



Visibility and Control

Consolidate all Amazon Business purchasing through one centralized account to gain insight into your business' spend



Purchasing optimization

Competitive pricing + easy and familiar buying experience = reduction in the total cost of buying

Amazon Business Benefits



Business pricing & selection

Business only pricing and quantity discounts on millions of products.



Drive compliance

Buying policies to help encourage buyers to adhere to your organizations purchasing policies and preferences



Multi user account

One centralized account for your schools and departments



Business analytics

Gain visibility into spend and monitor activity with Amazon Business analytics



Bulk ordering

Leverage the Amazon Business Store for large bulk orders



Business Prime

Unlimited FREE Two-Day Shipping on over 100 million Prime eligible items + Guided Buying and Spend Visibility

Punchout Integration

What



Seamless integration between your Amazon Business account & Dynamics365

Why



Give your staff easy access to Amazon Business while helping comply with your procurement policies and controls



Simplify buying experience
Drive Compliance
Increase visibility into spend

How



Generate unique Punchout credentials within your Amazon Business account and plug them into Dynamics365

Punchout Order Journey (Punchout Level 1)

How to purchase on Amazon Business with a Punchout integration

Procurement System



click on AB catalogue and **punchout** to AB



shopping cart passes **approval workflows**



purchase order will be submitted automatically



Amazon Business



add items to the **shopping cart**



complete checkout process and **submit for approval**



order confirmation will be issued



invoice will be created and send automatically when the delivery was **shipped**

How to enable Punchout With Amazon Business?



Configure Punchout

- Create Amazon Business account
- Create Punchout Group
- Generate Punchout credentials to configure in Dynamics365 platform.



Create External Catalog

- Create External Catalog in Dynamics365.
- Configure Punchout credentials received from Amazon Business
- Configure Purchase order.



Test Punchout Configuration

- Validate Punchout connectivity.
- Test Punchout and PO integration.

Amazon Business Punchout Configuration

Create Group

Group name
MicrosoftDynamics365Punchout

Turn off purchasing for this group

Payment methods
Which payment methods should members of this group use to place orders?

Individual Payment Methods – Employees provide their own
 Shared Payment Methods – Admins will provide payment methods for the group to use
 Both Shared and Individual Payment Methods – Admins can provide payments for the group, employees can also use their own

Shipping addresses
Which shipping addresses can members of this group ship orders to?

Individual Addresses – Employees provide their own
 Shared Addresses – Admins will provide addresses for the group to use

PunchOut (optional)
Assign PunchOut orders to:
Business unit / Department name / Cost center

[Add Group](#) [Cancel](#)

 **System integrations**
Connect Amazon Business with other purchasing, tracking, and financial programs you use

[Configure purchasing system](#) [Domain verification](#)

[E-Invoicing](#) [UNSPSC product classification](#)

[Single Sign-On \(SSO\)](#) [Identity management \(SCIM\)](#)

[Amazon WorkDocs](#) [App Center](#)

[Back to MicrosoftDynamics365Punchout](#)

Purchasing System

Use the settings below to configure MicrosoftDynamics365 to connect with Amazon Business. You can also [email these settings](#)

MicrosoftDynamics365 punchout connection to Amazon Business
Download [MicrosoftDynamics365 integration guide](#).

"From Identity" in cXML
MicrosoftDynamics365Punchout8838314202

"Shared Secret" in cXML
sYjFqFNN8fk2o7Fec1616608upLVB0

Punchout URL
<https://www.amazon.com/eprocurement/punchout>

Purchase order request URL
<https://https-ats.amazonsedi.com/23cc1fec-10ba-4dc5-84b4-1daccb5fb7cc>

Status : Test
Purchase orders placed in Test mode are only used to verify connectivity. We will not charge or ship these orders.

[Start testing punchout setup](#)

[Switch to Active mode](#)

[Search for purchase orders](#)

[Back to MicrosoftDynamics365Punchout](#)

Set up your purchasing system

Amazon supports cXML and OCI based punchout systems and cXML and OAG based ordering systems.

[MicrosoftDynamics365](#)

[Need help?](#)
[Learn more about configuring your purchasing system to connect to Amazon.](#)
For questions, contact [Amazon Business Customer Service](#).

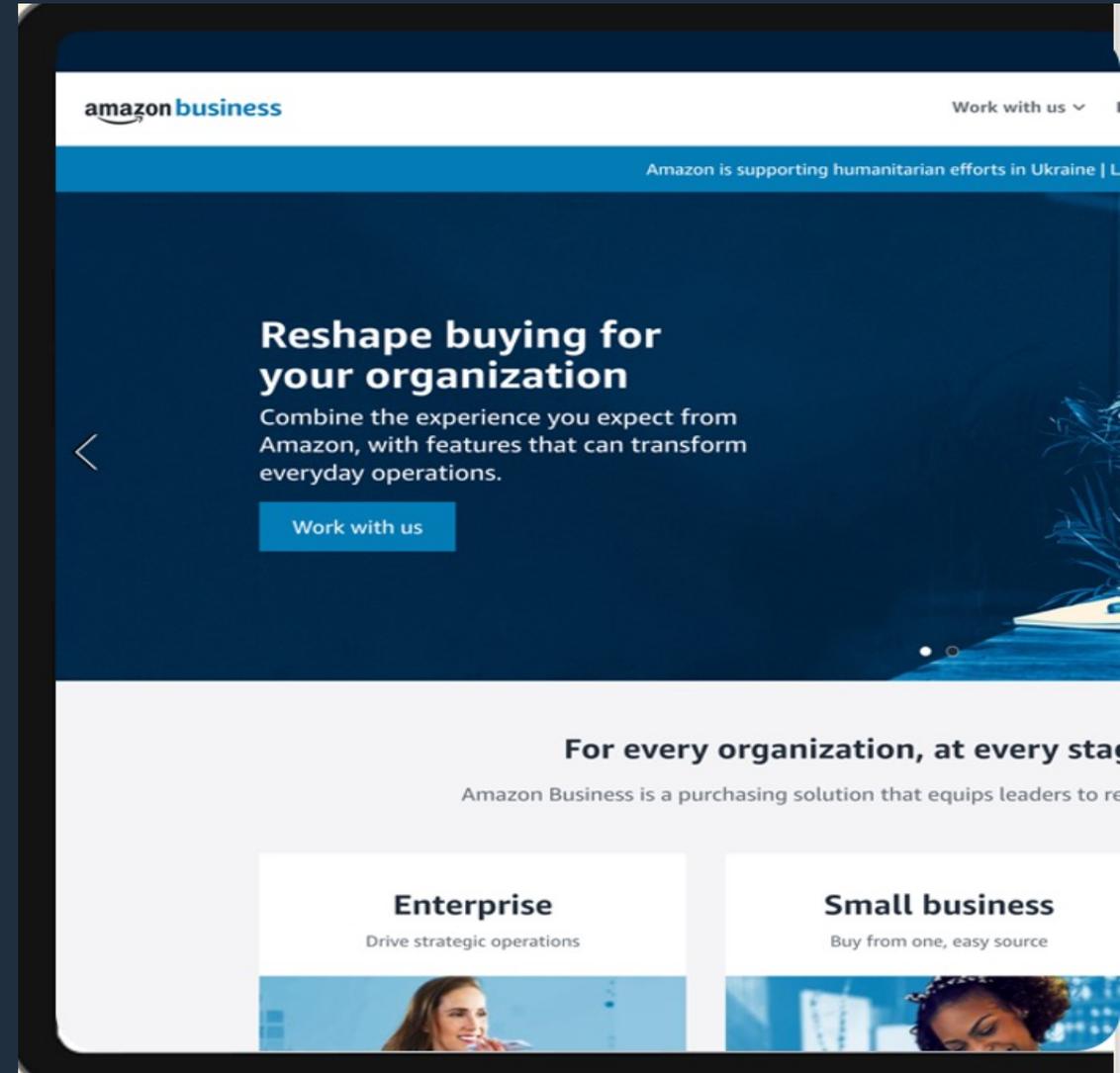
Demo

MicrosoftDynamics365/Amazon Business

Setting up external catalog

and

Punchout Demo



Getting Started

Three easy steps to get started

Step 1:



Set up your Amazon Business account and generate Punchout credentials (5-10 minutes)

Step 2:



Enter your Amazon Business Punchout credentials in Dynamics365 (10-15 minutes)

Step 3:



Conduct one end-to-end test order to validate connectivity (5 minutes) **Ready for launch!**

Dedicated workshop for your Punchout set up

- We will set up your end to end integration on a 30 minute call!
- When are they held? How do I sign up?
 - August 5th to 7th
 - *Look out for sign up links in post webinar email
- Who will be present?
 - Amazon Business Technical Team
 - Your Purchasing Manger and You!



Questions?

Connect with your Amazon Business account management team

Email: contact-AmazonBusiness@amazon.com

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Integration Workshops

Questions?

Thank You

Learn more at business.amazon.com