Maximize education savings and purchasing efficiency with Amazon Business
Agenda

1. Speakers
2. What is the value of Amazon Business for education?
3. Tools and features
4. Business Prime benefits
5. Bulk Ordering
6. Custom quotes
Introductions

HEIDI AXCELL
Sr. Customer Advisor

KEVIN JONES
Sr. Customer Advisor

COURTNI KENYON
Customer Advisor
Trusted by millions of customers of all types

More than 5 million business customers across industries around the world, including from the United States, Canada, United Kingdom, Germany, France, Italy, Spain, Japan and India, buy on Amazon Business.

Our customers include:

80+ on the Fortune 100

80% of the 100 largest enrollment education organizations

90 of the 100 most populous local governments
Amazon Business for education vs Amazon.com for consumers

- **Business pricing & selection**
  - Business only pricing, selection, and dedicated Education storefront

- **Drive compliance**
  - Buying policies to help encourage buyers to adhere to your organizations purchasing ethos

- **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
Find what you need from multiple sellers – all in our store

“The majority of San Diego Unified School District's 102K students come from vulnerable families. Through this challenging time, we’ve found a partnership in Amazon Business to help us provide teachers and students access to hundreds of supplies quickly...” - Andrea O’Hara, Director of Strategic Sourcing and Contracts, San Diego Unified School District

Broad selection
Hundreds of millions of products in our store
Comparison shop
Prices, fulfillment options, and seller ratings
Suggested products
Based on purchase history and what's popular among other customers like you
Simplify purchasing and increase efficiency

**Empower faculty and staff**
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 supplies for the classroom easy.

**Centralized account management**
Set up administrative policies to increase control, visibility, and reduce rogue spend.
Approval workflow

The average teacher spends 3.6 hours per week finding the items they need (online, in-store & from catalogs)*

- Approval workflow simplifies the purchasing process and helps get materials to the classroom faster
- On Amazon Business, more than 80% of orders are reviewed by the appropriate school or district approver in less than 24 hours

*CGCS, 2018, Performance Measurement & Benchmarking Report, From Requisition to PO
Budget Management

Manage spend across schools and departments

Actively manage spend
Actively manage your budgets by creating time-bound budgets with real-time usage tracking and reports that connect to Amazon Business Analytics. Easily edit a budget’s amount, duration, and active status.

Empower staff
Set spend thresholds to get ahead of overspending. Allocate budgets to your buyers so that they make informed purchasing decisions that are easily trackable to help drive compliance.

Take back your time
Create one PO instead of multiple, manual orders to decrease the amount of time spent auditing purchases so that you can focus on other priorities.
“Amazon Business’ Budget Management tool removes much of the bureaucracy from our ordering process. Teachers used to need to enter a requisition with an itemized product list. Now, they can submit orders directly on Amazon Business with pre-approved budgets, and we approve the orders online. The Budget Management tool saves us countless staff hours and gets the products to our classrooms faster while maintaining oversight.”

- Jeffrey Lewis, Director of Purchasing, Jurupa Unified School District
# Budget tracking

**ABC123 - Work From Home Supply**

## Details
- **Blanket PO number/name:** ABC123 - Work From Home Supply
- **Blanket PO description or usage:** Only for use by Deer Creek Elementary
- **Amount:** $5,000
- **Budget visibility:** Shown to requisitioners
- **Start date:** January 1, 2020
- **End date:** April 1, 2020

## Allocations
<table>
<thead>
<tr>
<th>Name</th>
<th>Allocated</th>
<th>Spending</th>
<th>Remaining</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ava Cruz (<a href="mailto:avacruz@acmec.com">avacruz@acmec.com</a>)</td>
<td>$200.00</td>
<td>$102.30</td>
<td>$97.70</td>
</tr>
<tr>
<td>John Stiles (<a href="mailto:johnstiles@acmec.com">johnstiles@acmec.com</a>)</td>
<td>$200.00</td>
<td>$0.00</td>
<td>$200.00</td>
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<tr>
<td>First Last (<a href="mailto:firstlast@acmec.com">firstlast@acmec.com</a>)</td>
<td>$200.00</td>
<td>$81.25</td>
<td>$118.75</td>
</tr>
</tbody>
</table>

## Status
- **Active**
- Available for requisitioners to use
- **Budget:** $5,000
- **Spent:** $359.55
- **Remaining:** $1,640.45

## Change history
- **3 Feb 2020:** Allocations modified: 1 removed, 1 added by Jane Roe
- **3 Feb 2020:** Allocations created: 25 new by Jane Roe
- **3 Feb 2020:** Budget amount increased from $4,000 to $5,000 by Jane Roe
Drive value. Increase compliance.

Consolidate suppliers
Use our selection of suppliers to reduce expensive overhead.

Integrate purchasing systems
Integrate with 150+ leading procurement systems including Tyler Technologies, Escape, and PeopleSoft.

Everyday savings
Exclusive prices and quantity discounts on more than 5 million products.

Payment solutions
Use p-cards or Pay By Invoice, a line of credit through Amazon Business that allows greater control, flexibility and visibility over spend.

Business Prime
Advanced analytics and dashboards, custom purchasing policy controls, and unlimited FREE Two-Day Shipping on more than 100 million items.

Single Sign-On
Maintain the same secure, one-click experience as with your existing Single Sign-On integrated corporate applications.
Cooperative contracts

Leverage a competitively awarded national or regional cooperative contract to purchase on Amazon Business across all categories.

- Adoptable by public entities, schools and universities
- Reduce the need for multiple quotes/lengthy RFP process
- Business-only pricing on millions of items

Amazon Business Education Contract Resources

Amazon Business has a library of executed contracts educators can tap into for any institution type, from K-12 to universities.

Common purchase categories

- Office supplies
- IT peripherals
- Education supplies
- Maintenance, Repair, and Operations supplies
Get the best of Amazon Business with **business**<sup>prime</sup>

- Fast, FREE Two-Day Shipping on over 100 million items. Get Same-Day or One-Day Shipping on eligible orders.

- Create purchasing policy rules, analyze spending patterns, and monitor compliance to inform your budgeting decisions.

- Access data insights with Spend Visibility. Access pre-built dashboards such as the Procurement, Supplier, and Seller Diversity dashboards, or create your own.

- Get 45- or 60-day payment terms with eligible Business Prime membership plans upon approval.
Guided Buying with Business Prime
Empower employees to make the right buying choices

- **Prefer sellers & brands**
  Make product offers from favorite sellers easier to find.

- **Restrict categories**
  Flag the product categories you want employees to avoid.

- **Prefer lists**
  Prefer a list of products and have them appear first in search results.

- **Spend limits for categories**
  Require approval or flag products over a set spending threshold for specific categories.
Dive deeper with Spend Visibility, a Business Prime benefit

Analyze patterns for insights to inform your budgeting decisions and buying policies

Procurement Dashboard
Analyze your trailing twelve months total spend by UNSPSC category, period, product, and more.

Policy Adherence Dashboard
Compare your restricted and non-restricted spend based on your Guided Buying policies.

Supplier Diversity Dashboard
Compare overall spend against spend with certified small and diverse sellers.
Amazon Private Brands

Backed by Amazon, the quality and value that organizations depend on

**amazon basics**
A wide variety of highly-rated and practical products offered at low prices.

**amazon commercial**
Designed for business needs, including bulk quantity options and specialized products.

**SOLIMO**
Everyday goods, from personal care and pet products to household supplies.

**Presto!**
Competitively-priced essentials like laundry, dish, and paper products.

**amazon elements**
Thoughtfully sourced and carefully developed wellness goods, like vitamins, supplements, and protein powders.

**HAPPY BELLY**
Quality food and beverage favorites, all at friendly prices.
Bulk Ordering with Amazon Business

Custom Quotes
Custom quote for bulk purchasing

Save with competitive prices from a comprehensive selection of 60 million products with quantity discounts and bulk suppliers who compete to offer the best pricing.

Access hundreds of pre-vetted bulk suppliers

Custom offers tailored to your organization's needs

Typical savings of 10%
How does Customer Quotes work?

1. Go to www.business.amazon.com and find a product
How does Customer Quotes work?

2. Toggle “Buy new” and click on “Buying in bulk?”
How does Customer Quotes work?

3. Change the Quantity and/or click “Request a Quote”
How does Customer Quotes work?

4. Change all relevant fields and click “Request Quote”
How does Customer Quotes work?

5. Check your Bulk Ordering list and click "View request"
How does Customer Quotes work?

6. Review status until quote is received
Learn more about Amazon Business for Education

- Contact your Amazon Business Customer Advisor
- If you do not know who your Customer Advisor is, email amz-casbo@amazon.com
- Amazon Business Enterprise Customer Support Direct Line – 888-281-3847
Thank You

Learn more at business.amazon.com