

Amazon Business: Salt Lake County Buyers Training



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Amazon 🔍 Utah

amazon business



7,000 Full-Part Time

4 Delivery Stations

15,600 Indirect jobs

49K Independent Seller

\$4.8B added into Utah's GDP

\$5.6 Billion Invested in Utah Since 2010 (including infrastructure & Compensation to Employees

amazon

- Designed for individual consumer
- Amazon Video, Fresh, Music, etc
- Amazon Prime



- Business only pricing
- Business Prime
- Price ceiling opportunities
- Custom Quote Engine
- Bulk Buying

Amazon Business Benefits

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

Business Pricing

Cheaper pricing available only for registered Amazon Business customers.

Business-Only Selection

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

Quantity Discounts and Limited Time Deals/Coupons

• Volume-tiered discounts

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. Price: \$24.59 Business Price \$23.99 (\$0.24 / Count) You Save: \$0.60 (2%)



\$16²⁹ (\$1.02/Count) \$17.69 Save 20% with coupon

business prime

Take Advantage of Amazon of Business Prime Shipping

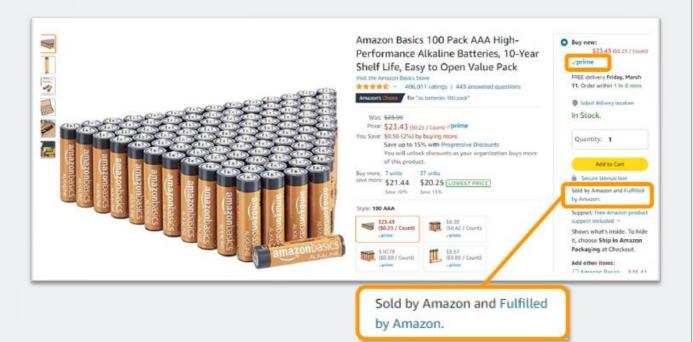
 Once Business Prime Shipping has been purchased, it provides Free Two-Day Shipping on eligible items for all users in the business account. There are multiple pricing tiers to meet the needs of businesses of all sizes. <u>Click</u> to learn more.

Prime Eligibility – Fulfilled by Amazon

• Prime eligible items are fulfilled by Amazon. We recommend searching for prime eligible items to ensure that your products arrive on time and as expected. All products clearly mark who the seller is on the product detail page.

What's not Included?

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



Account Navigation

Hover over your name in the top right hand corner to access additional tools in your account

$\underbrace{\textbf{business prime}}_{\equiv \text{ Departments}} \text{ Add People} \text{ Your Cata}$	EN Hello, User	Vholesale made easy ►
Page	Functionality	Account Details
Your Account	Standard Amazon account information including name, email address & password	Your Orders Manage your delivery
Your Orders	View and track your orders. Administrations can view orders others have placed on behalf of the organization	Business Analytics Manage Recurring Deliveries Bulk Ordering
Bulk Ordering	Create a new bulk order, continue saved bulk orders, or track your requests for quotes and quantity discounts	Your Interactions Receiving
Business Analytics	Create and filter custom reports based on your business needs to view your organization's orders	Switch Accounts Sign Out
Switch Accounts	Allows you to easily toggle between your different Amazon accounts	

Start Your Shopping Experience

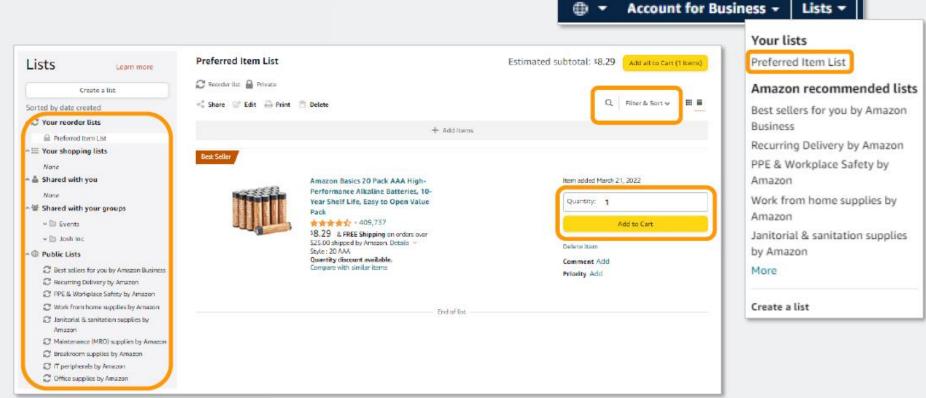
Utilize the Search bar, your Lists, or Your Catalog to search for specific items

business prin	ne	All - Enter keyword or product number	Wholesale made easy 🕨
	d People	e Your Catalog Buy Again Today's Deals Gift Cards Quantity Discounts EN Hello, User	emo Acco • Lists • Business Prime •
Click here to shop by department and/or category	<u>L</u>	INKS TO EXPLORE: Workplace Essentials: 4+ star rated work supplies, including top searched and purchased	Click here to create and manage lists. You can also access lists shared with you.
		PPE Workplace Essentials	
	•	Featured programs and storefronts	
	•	Best Sellers: Shop best-selling items across all departments, updated hourly	
	•	Today's Deals: Discover all current deals, including coupons	
	•	Wholesale: Save by purchasing items in bulk, case packs, and large packs	
	•	Private Brands: Discover Amazon Business brands, including Amazon Commercial, Amazo Basics and more	n

Search & Order From Within Your Lists

Lists make it easy to keep track of the things you need and are easy to share with others. Any User on Amazon Business can create a shopping list

- Review lists that have been shared with you
 - Shared with you
 - Shared with your groups
 - Public Lists
- Add items from your lists directly to your cart
- Utilize Search functionality to find specific items within the list



Hello, User

EN

Checkout

- 1. Group selection defaulted
- 2. Optional Enter Business Order Information
- 3. Select Shipping Address
- 4. Enter Payment Method
- 5. Review items and Select Shipping Speed and Place your order

					2	Business order information	
1	Group	12000 Fire Group under City of Sacrame	into	Change		PO number (optional)	
2	Business order information	PO number: No value entered COVID-19: No value entered		Change		COVID-19 (optional)	
3	Shipping address	CITY OF SACRAMENTO 2512 RIO LINDA BLVD FIRE STATION 20 SACRAMENTO, CA 95815-22 Edit delivery preferences	19	Change	3	Cominue Choose a shipping address	
4	Payment method	VISA Vise ending in 6269 Billing address: Amazon Busi Add a gift card or promo	ness Professional Services, 30 tion code or voucher Apply	Change		Keep operating hours up to date If your hours ever change at an address, click Edit delivery prefere Does this order need to be delivered to a recipient other than the	-
5		ckout settings as the de	fault for future orders			Deliver Toc Enter Recipient Name Search addressest Q	This will be applied to only this order.
	If your hours ever chan Business Prime Exclus Save when using Am as your default delive	ive azon Dayl Get up to 1% back on ry option, up to the yearly cost o	very preferences to update them. eligible items shipped with Amazon Day wh of your organization's Business Prime membe hipping at any time. Terms and Conditions ap	ership fee.		Group 12000 Fire addresses CTY OF SACEANENTO 2512 RIO LINDA BLVD, FRE STATION J States, Phone 916-264-5011 Edit address Edit delivery prefe CTY OF SACEANENTO 1901 CLUB CENTER DR, FIRE STATION States, Phone 916-264-5011 Edit address Edit delivery prefe CTY OF SACEANENTO 785 FLORN RD, FIRE STATION 11, SAC Phone: 916-264-5011 Edit address Edit delivery prefe FIRE DEPARTMENT 3230 J ST, EMERGENCY MEDICAL RESPON States, Phone: 916-264-5011 Edit address Edit delivery prefe FIRE DEPARTMENT 2409 DEAN ST BLDG 686 STE 128, FIRE TR 2305, Liaited States, Phone: 916-264-5011 Edit address Edit delivery prefe	erces 30, SACRAMENTO, CA, 95835-1676, Unite erces RAMENTO, CA, 95828-3449, United State SE, SACRAMENTO, CA, 95816-4405, Unite erces NINING ACADEMY, McCLELLAN, CA, 9565 Jolivary preferences
	Items shipped from Ama 8-12 Cup Unbleact \$14.99 Qty: 1 v Sold by: R	p Basket Coffee Filters (Natural hed, 500) /prime & FREE Returns ~	hours and 43 minutes (Details) Choose your Prime delivery option: (a) Monday, May 15 FREE Prime Delivery (b) Monday, May 15 FREE Amazon Day Delivery Set Amazon Day as your default deliver get money back Change delivery day Or choose your Prime pickup option: Pick Amazon Campus (View Location) (c) Saturday, May 13 FREE Two-Day Pickup		4	Add a credit or debit card Aroape accosts all may or or bit cards and and or certain or debit cards and and or	UCERNENT REVIEW, SACRAMENTO, CA, Edit delivery preferences VERSITY OUTREACH & RECRUITMENT, 4-5011 Edit address Edit delivery
	Place your order By	rder total: \$16.30 placing your order, you agree to the A wacy notice.	kmazon Business Accounts Terms and Conditions an	d Amazon's		Acta e creat or debit calds Amazon accests all major or	HT GRUS.

Checkout – Review and Finalize Order

Place your order		
By placing your order, you ag		
Amazon Business Accounts T Conditions and Amazon's priv		
Order Summary		
Items:	\$10.72	
Shipping & handling:	\$0.00	
Total before tax:	\$10.72	
Estimated tax to be collected:	\$0.67	
Order total:	\$11.39	
How are shipping costs calculate	d?	
Prime shipping benefits have bee	n applied to	

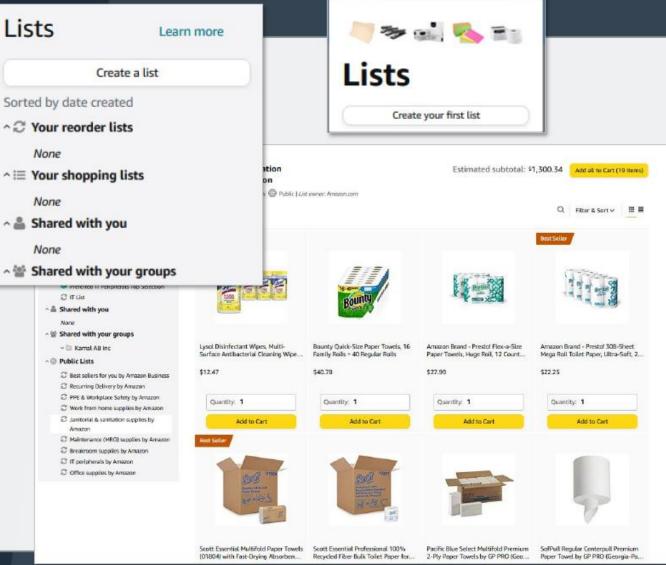


Reorder & Shopping Lists

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. Choose between multiple list types depending on whether or not you want the items to remain on a list after they are ordered.

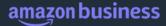
- <u>Create a List</u> Any User on Amazon Business can create a shopping list
- <u>Share a List</u> Create a public list and share with your desired audience
- <u>Review a Shared Shopping List</u> When a list is shared with you, you can save it to your own account or make a copy to edit yourself



Business Prime +

Lists -

amazon business Professional Services



•LEVERAGING YOUR ACCOUNT



BULK ORDERS & Custom Ouote Engine

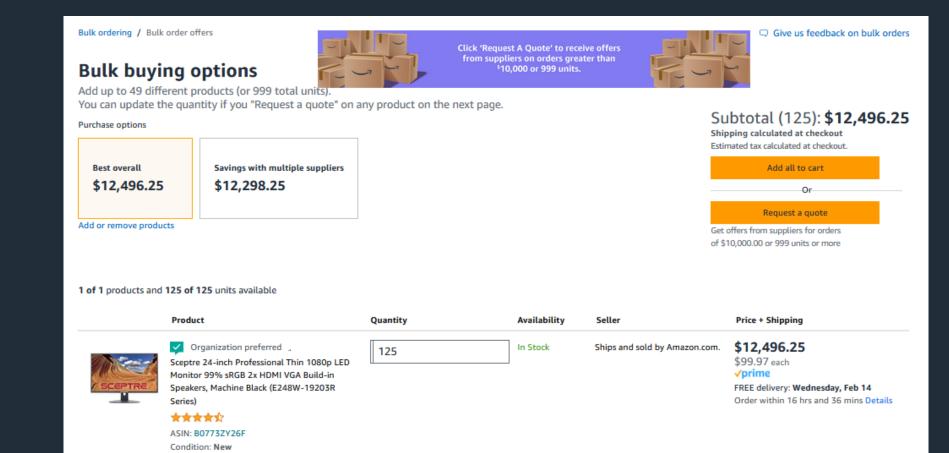
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	gs Event Black-Owned Businesses	Buy Again Your Catalog Gift Cards Recomme	ndations 👻 IT Supplies 👻 Savings For You 👘	Business Savings Amazon Basics Top Categories	Today's Deals Quantity Discounts Add People	EN Hello, Noah	shington Co Lists - Business Prime - 🔱
iuide buyers in your org							Group: Watermaster View other policies 🗸
Computers	Laptops	Desktops	Monitors	Tablets	Computer Accessories	PC Components	PC Gaming Deals
			Maxfree S1 Laptop Screen Extende 会会会会 72	er - 14'' Laptop Monitor Extender	\$199.99 vprime Save \$10 more with coupon	Shop now	
		< Back to results					Sponsored
		Organization preferrer Admin note: "This item is recommen View other products from Your Catal	ded by Amazon to help us achieve savings. We encou	urage you to choose it over similar items."		See policies affecting this product	
		VIECOS VIECOS	7.02"	Monitor 99% sl Speakers, Mach Series) Visit the Sceptre Store 4.6 ***** * 31,3 9K+ bought in past month List Price: \$ Curated Catalog Price: \$ Fill You Save: \$ May be available at a lower p shipping. Buying mult Style: 24" 75Hz 24" 75Hz 27" 75Hz	85.68 prime Two-Day REE Returns 24.29 (22%) arice from other sellers, potentially without free Prime iple items? Go to multi-select 24* Gaming 100Hz DP HDMI 1 option from \$119.99 27* Gaming 100Hz DP HDMI 27* Gaming 100Hz DP HDMI	 \$85.68 ✓prime Two-Day FREE Returns ✓ FREE delivery Wednesday, February 14. Order within 16 hrs 38 mins © Delivering to Portland 97223 - Update location In Stock Qty: 1 ✓ Buying in bulk? Add to Cart Secure transaction Sold by Amazon and Fulfilled by Amazon. Return policy: Eligible for Return, Refund or Replacement within 30 days of receipt × Support: Product support included ✓ This item has been tested to certify it can ship safely in its original box or bag to avoid 	
			Roll over image to zoom in	\$99.97	\$109.97	unnecessary packaging. Since 2015, we have reduced the	
				Senson Size 244	schoe	weight of outbound packaging	

Professional Services

amazon business

BULK ORDERS – Phase 1: less than 1000 units or less than \$7500K

amazon business



amazon business | Professional Services

BULK ORDERS: Phase 2 – 1000+ units or amazon business



Bulk ordering / Bulk buying options / Request quotes

Request quote

Send a quote request to multiple suppliers and get offers in as little as 1 day. Get offers from suppliers for orders of \$10,000.00 or 999 units or more

Total: 1 products	and 1050 units	1				Subtotal (1): \$97,125.00
Product			Quantity	Target price/ea	Price range	Total
SCEPTRE	LED Mon HDMI VG Speakers	24-inch onal Thin 1080p nitor 99% sRGB 2x A Build-in s, Machine Black 19203R Series)	1050	\$ 92.50 Current Amazon Business pri	+/- 2% ∨ ce: \$99.97	\$97125.00
Add or rem	ove produ	cts				
Quote name						
Sceptre 24-in	ich Professio	nal Thin 1-02/12/2024				
This is a descript the Seller.	ive name for yo	our reference and will not be sl	nared with			
Expected pure	hase by					
02/19/2024						
Allow at least 5 l quote.	business days o	or longer to give suppliers time	to offer a			
Deliver by						
03/01/2024						
Providing more l quotes.	ead time may a	allow suppliers to offer compet	itive			
Country/Regi	on	Delivery zip code				
United Stat	es 🗸	97124				
Suppliers use thi	s information t	to determine best delivery meti	nod and cost.			
Can we share	your busine	ss name with suppliers?				
Yes (Recon	nmended)					
◯ No						
Sharing business	name can helj	p suppliers provide more favor	able offers.			

By requesting quotes, you agree to the Spot Buy section of Terms and Conditions

Cancel

First Responder Store Front

First Responders









EMERGENCY MEDICAL SERVICES (EMS)



Featured Apparel & Uniforms





\$1860

***** (94)



Pants Military Carg... Rothco \$34⁰¹





Rothco Solid Color BDU Shirts Battle D... Rothco \$39⁵⁹ \$39.99 \$39.59 (5)



KwikSafety -Charlotte, NC - TOR... KwikSafety





amazon business | Professional Services

Fleet Store Front

Commercial Automotive Supplies Deals and savings for auto repair and maintenance





Shop Quantity Discounts by category for Amazon Business customers

ACCESSORIES	APPEAI	RANCE CHEMICALS	AUTOMOTIVE EQUI TOOLS	PMENT &	HAND TOOLS
HEAVY DUTY VEHICLE	PARTS C	NL & FLUIDS	PERFORMANCE F	PARTS RE	PLACEMENT PARTS
Sponsored Prod	ucts				
GEARWRENCH 6 Piece 1/4", 3/8", 1/ GEARWRENCH	GEARWRENCH 300 Piece Master Mecha GEARWRENCH	GEARWRENCH 15 Piece 1/2" Drive Ra GEARWRENCH	GEARWRENCH 4 Piece 1/4", 3/8", an GEARWRENCH	GEARWRENCH 3 Piece 1/4", 3/8", 1/ GEARWRENCH	GEARWRENCH 6 Piece 1/4" Drive He GEARWRENCH
\$ 46 ² ⁸ ★★★★☆ (146)	^{\$} 858 ²⁸ ★★★☆☆ (118)	\$175 ⁷⁷ \$182.47 ★★★★★ (453)	\$ 120 ⁹⁸	\$ 44 ⁹⁹ ★★★★☆ (124)	^{\$} 21 ⁹⁹ ★★★★☆ (388)

amazon business | Professional Services

Amazon 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>.

Hello, Dan Account for Alleima Lists -

Account Details

Your Account Your Orders Business Settings Bulk Ordering Business Analytics Category Savings Evaluation Your Catalog Business Prime Manage Subscribe & Save

Manage Your Business

Buying Policies & Approvals Billing & Shipping Members Tax Exemption & Licenses System Integrations

Quick Actions

Add People Manage Budgets Set Spending Limits Approve Orders Track Receiving for 3WM

Customer Service Switch Accounts Sign Out

A delivery, order	or return	Paymen	ts, Charges, and Gift Cards	Q Invoi	ices, tax
Manage Busines	s Account	Individu Privacy	al Account settings and Data	prime Busir	ness Prime
Report Somethin	ng Suspicious	••• Somethi	ing else	Chat	with us (Administrators)
Get to Know Us	Let Us Help You	Work with Amazon	Business Solutions	Business Settings	Buy For Your Business
Get to Know Us Careers Blog	Let Us Help You Customer Service Shipping Rates & Policies	Work with Amazon Sell on Amazon Business Fulfillment By Amazon	Business Solutions Amazon Business app Amazon Business Solutions	Business Settings Add people Billing & shipping	Buy For Your Business Buy wholesale Today's Deals
Blog About Amazon	Shipping Rates & Policies Business FAQ Contact Us	Fulfillment By Amazon Advertise on Amazon Sell Services on Amazon	Amazon Business Solutions Manage Suppliers Purchasing Systems	Billing & shipping Manage your Budgets (Blanket PO) Buying Policies & Approvals	

amazon business

THANK YOU!