

# Ways to save with amazon business

## Help get your organization back to work with a one-stop shop that delivers



Selection



Convenience



Value



Visibility



Control

By using digital purchasing tools and features, organizations can **save time and money** while empowering employees to get what they need.

## From Agribusiness to Transportation & Logistics, Startup to Enterprise, Public Sector to Commercial, there's a way to save

We serve more than **5 million businesses**<sup>1</sup> worldwide, including:



**80+**  
on the Fortune 100.



**92**  
of the largest  
hospital systems.



**90**  
of the 100 most populous  
local governments.

Increased cash flow + Empowered employees + Faster delivery  
**= Happy business partners**

## Here are 5 ways to save with Amazon Business

### 1. Save on the price you pay for what you need across top categories

Find the best type of discount available from multiple Selling Partners. Between business-only pricing and Quantity Discounts, you can **save on over 53 million items**.

**Breakroom**  
+2 million products  
**16%** savings



**Office supplies**  
+12 million products  
**9%** savings



**IT peripherals**  
+38 million products  
**2.2%** savings



**Janitorial & Sanitation**  
+1 million products  
**10%** savings



**MRO**  
+33 million products  
**4%** savings



Savings and selection parity estimates are based on comparisons with same, similar, or alternate products and are not a guarantee of potential savings or selection.

### 2. Equip your teams wherever they work while maintaining visibility and control



**In the office**  
PPE & workplace essentials  
Cleaning & Sanitation  
Safety  
Breakroom



**At home**  
Office supplies  
IT peripherals  
Office furniture



**In the field**  
Specialty supplies for  
Education and Healthcare  
MRO

"Everyone is getting what they need, when they need it, and we're saving a lot of money and time."

- Kevin Jackson, Logistics Execution Manager, Mid-Continent Business Unit, Chevron

### 3. Manage how your organization purchases

Identify greater savings through reporting that helps you identify trends that can further cut costs.



Establish **purchasing guidelines** and workflows for your account and use out-of-the box features to manage users and track spend.



Meet **diversity spend goals** by accessing hundreds of millions of products, including those from small, minority, woman, veteran, and LGBT-owned sellers.



Use **Account Authority** to help reduce rogue spend and enforce best practices across your organization.



Enable **single sign-on (SSO)** capabilities to streamline user access and reduce risk.

### 4. Buy more, save more with easy wholesale purchasing

**Up to 10% savings**<sup>2</sup> with business-only prices



**Case packs**  
Find case packs in the category you need that are ready to ship.



**Quantity Discounts**  
Save on **+40 million products** with discounts starting at just two of the same item. Save more as you buy more.



**Bulk supplies**  
Learn about spot buy orders and bulk buying solutions.

### 5. Discover more savings with business prime



Get **free one-day and same-day delivery** on eligible orders and unlimited two-day shipping on over **100 million items**.



Buy now and pay later with no upfront interest or fees. Get **45- or 60-day payment terms** with eligible membership plans upon approval.

Examine the potential ROI of Amazon Business with Business Prime

**+\$130k**

estimated savings over three years for organizations spending +\$1.2M with 110 purchasers.<sup>3</sup>

**555%**

potential ROI over three years.

**3 months**

average for total implementation and deployment time.

<sup>1</sup> We are counting the 5 million as active Amazon Business accounts (not users) and "active" means a customer has made a purchase in the last 12 months.

<sup>2</sup> Savings and selection parity estimates are based on comparisons with same, similar, or alternate products and are not a guarantee of potential savings or selection.

<sup>3</sup> Based on a Forrester-developed composite organization built from data gathered from customer interviews to reflect the value that Amazon Business could have on an enterprise organization that uses Business Prime and spends \$1.2M yearly on Amazon Business with 110 purchasers.

## How can we help you save?

Start saving.