



## PROBLEM STATEMENT

The existing BigCommerce connector available natively in Acumatica supports only B2C functionality. The connectivity with the BigCommerce B2B module (previously BundleB2B) was developed separate from the native B2C connector and has some limitations due to the data exchange going via BigCommerce (and the B2C connector) instead of directly syncing with Acumatica.

In addition, Fusion's BigCommerce B2B Connector provides additional capabilities by directly integrating with Acumatica's sales quotes and invoices, including ability to pay for pending invoices.

Experts in Ecommerce  
& ERP Solutions

## SOLUTION OVERVIEW

BigCommerce B2B connector for Acumatica is a full-featured solution that enhances the B2B capabilities of any BigCommerce store by leveraging the B2B customer data in Acumatica.

Some of the key functions of this solution include:

- Managing B2B customer accounts from a centralized location.
- Ability to define payment methods, credit limits, etc. directly from Acumatica.
- Manage company employees (contacts), roles, and permissions.
- Connect BigCommerce's Customer Address Book with customer locations in Acumatica.
- Create quotes within BigCommerce and sync them into Acumatica as sales quotes.
- Show invoices from Acumatica in BigCommerce and allow customers to pay online.
- Enhance BigCommerce's Add to Cart and checkout capabilities based on B2B buying behavior.

## HOW IT WORKS

1. Install Kensium Commerce Framework and the BigCommerce B2B Plugin on KCF.
2. Setup the BigCommerce B2B App on the BigCommerce store.
3. Navigate to Setup necessary parameters to configure the BigCommerce B2B plugin in Acumatica.
4. Define the configuration on the B2B App under the BigCommerce Admin portal.
5. Define the mappings in both the systems to match each other.

## KEY BENEFITS

- B2B capabilities on your BigCommerce store front-end (B2B registration, Quick order, etc.).
- Single source of truth – Acumatica
- Real-time updates from Acumatica to B2B App and vice versa.
- Accept payments for invoices via the B2B portal even if the invoice was created in Acumatica.
- Self-service capabilities to B2B customers to manage users, roles, locations, etc.
- Stay current with Acumatica updates and upgrades – continue using core BigCommerce connector for

