



# Ecommerce, Marketplaces & Shipping

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# Help you understand the wonderful world of web and online sales





Who is currently  
selling online?

Ecommerce  
website

amazon

ebay

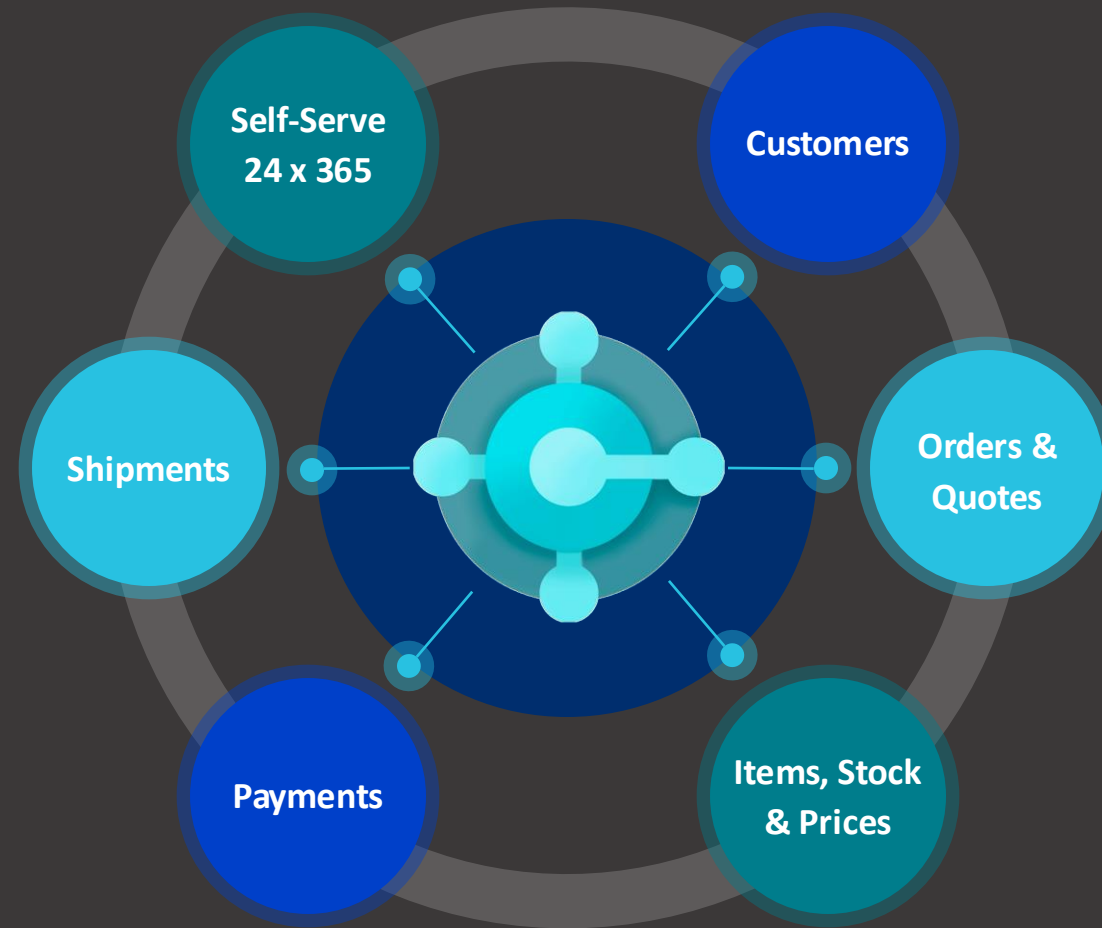


# What?

Your ERP is the 'source of all knowledge'

Surface your ERP data & processes to the web for external users

# Fundamentals



# Why?

- Centralised data management
- Automation
- Customer experience
- Simplify operations

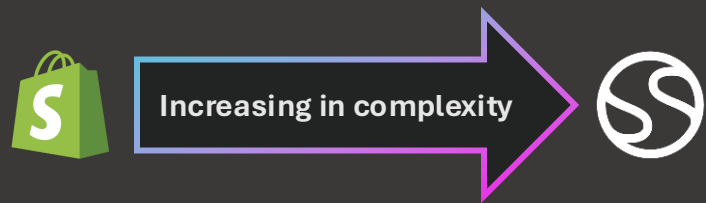
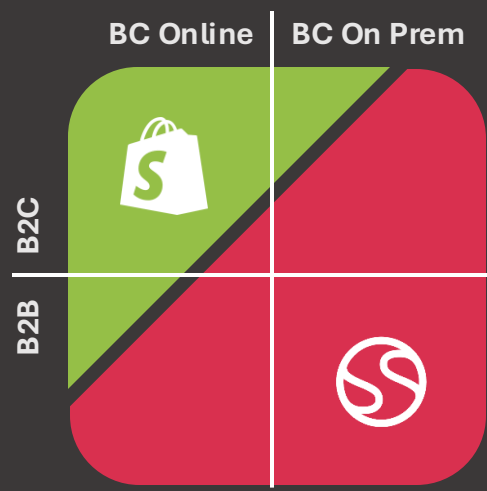
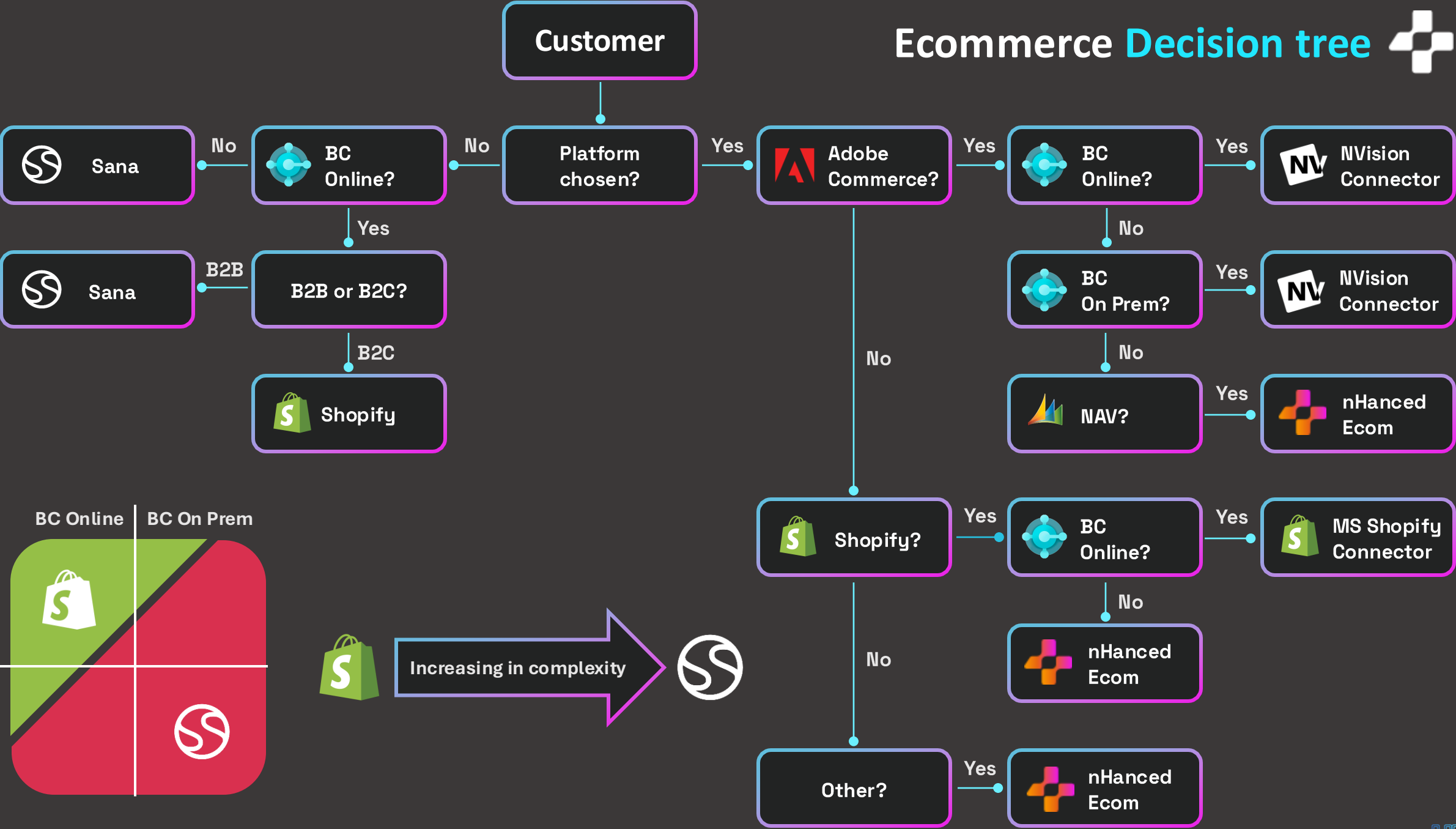




# How?

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# Ecommerce Decision tree





# Shopify

## Features


- Plug & play
- Integration & synchronisation
- Order import
- Multiple shop support
- User-friendly interface
- Extensive app store



# Shopify

## Downsides



- Limited ERP integration
- Customisation & extensibility
- Complexity for B2B 
- Dependency on third-party partners



BC Online



BC On Prem



NAV



# What's Integrated?





Demo

# Shopify

## Recap



- Good for B2C ✓
- Easy to setup ✓
- Easy to integrate ✓
- Easy to manage ✓
- Limited ERP integration ✗
- No extensibility ✗





[www.sana-commerce.com](http://www.sana-commerce.com)

# About Sana

- Sana Commerce is a ready-to-use commerce platform engineered for B2B
- Sana have paired decades of B2B expertise with smart, integrative software to help customers easily bring complex processes online, unburden teams and drive value faster



**Gartner**

Cited in Gartner Magic  
Quadrant™  
2022, 2023, 2024

**Microsoft  
Partner**



Gold Data Analytics  
Gold Enterprise Resource Planning  
Gold Application Development  
Gold Cloud Platform  
Silver Datacenter



**+30%**  
YoY growth



**9**  
Offices



**400+**  
Employees



**100+**  
Partners



**1500+**  
Customers

**JFC** | AGRI

**Robert  
Scott**  
Serious cleaning know-how

**STRINGS  
& THINGS**  
LTD.

**FUJITSU** | AIR CONDITIONING

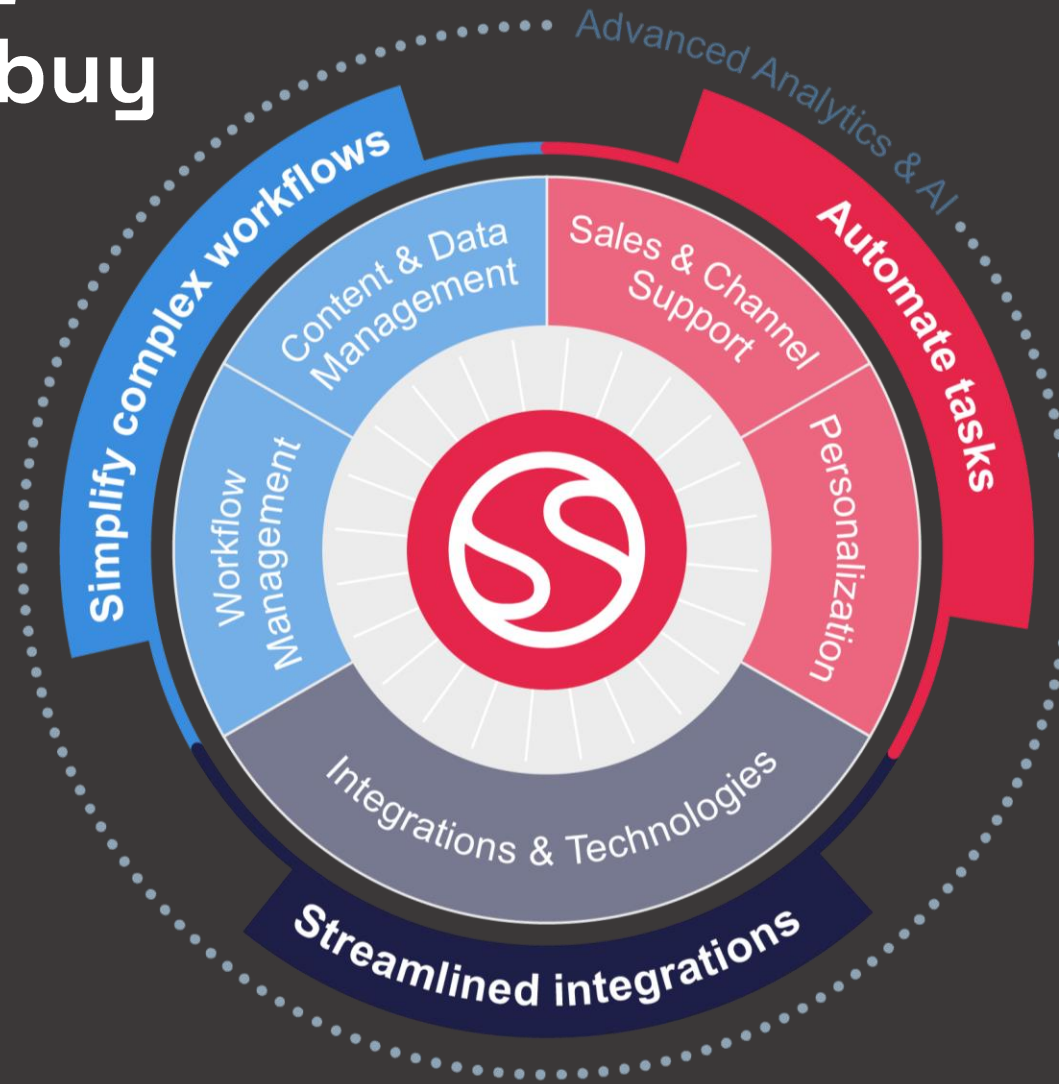
**moss**

**RODO**

**HALL & WOODHOUSE**

# Transform how professionals buy and sell

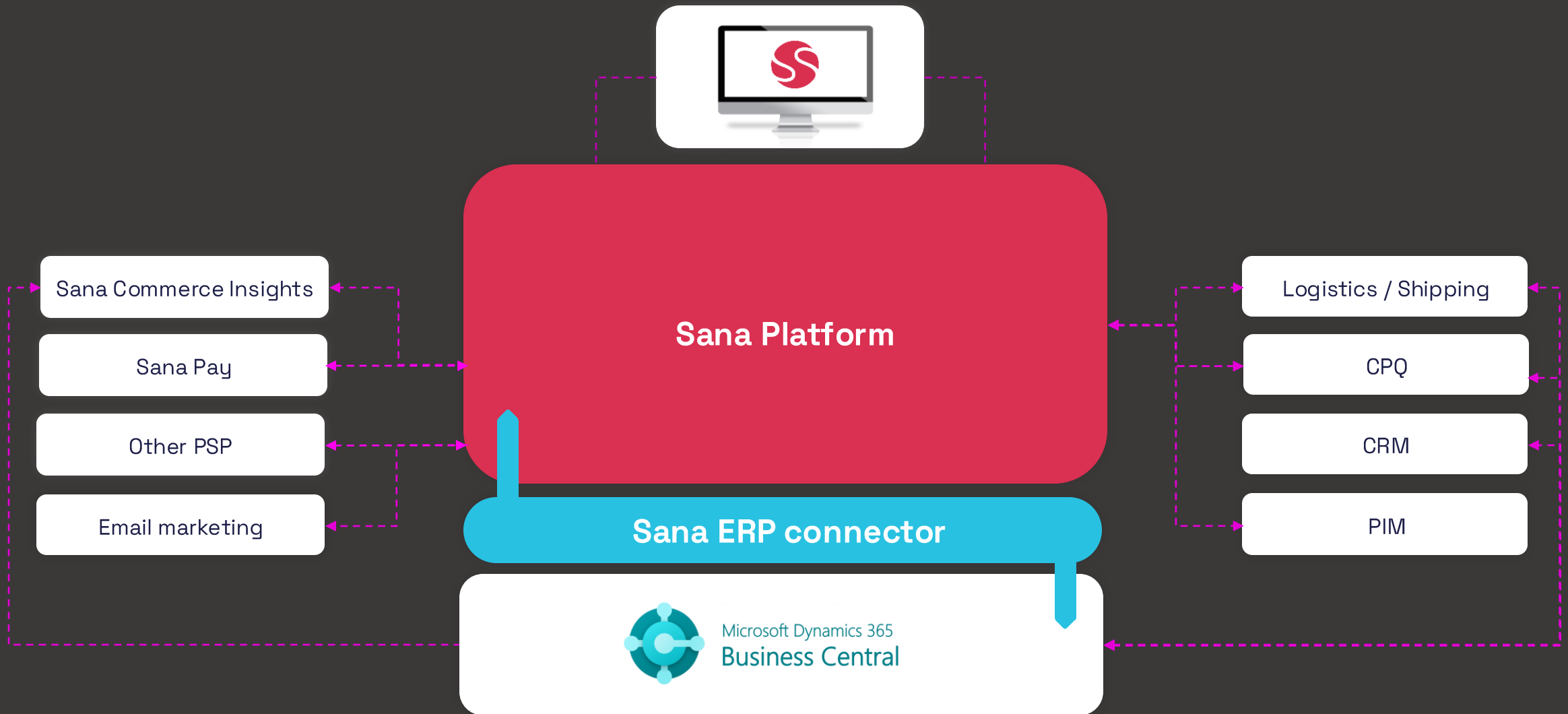
Manage complex workflows *by* easily bringing complex processes online



Make online selling the preferred choice by flawless automation of tasks

Eliminate data silo's by using pre-built integrations for your most critical systems

# Sana Commerce Cloud Architecture



# Engineered for B2B



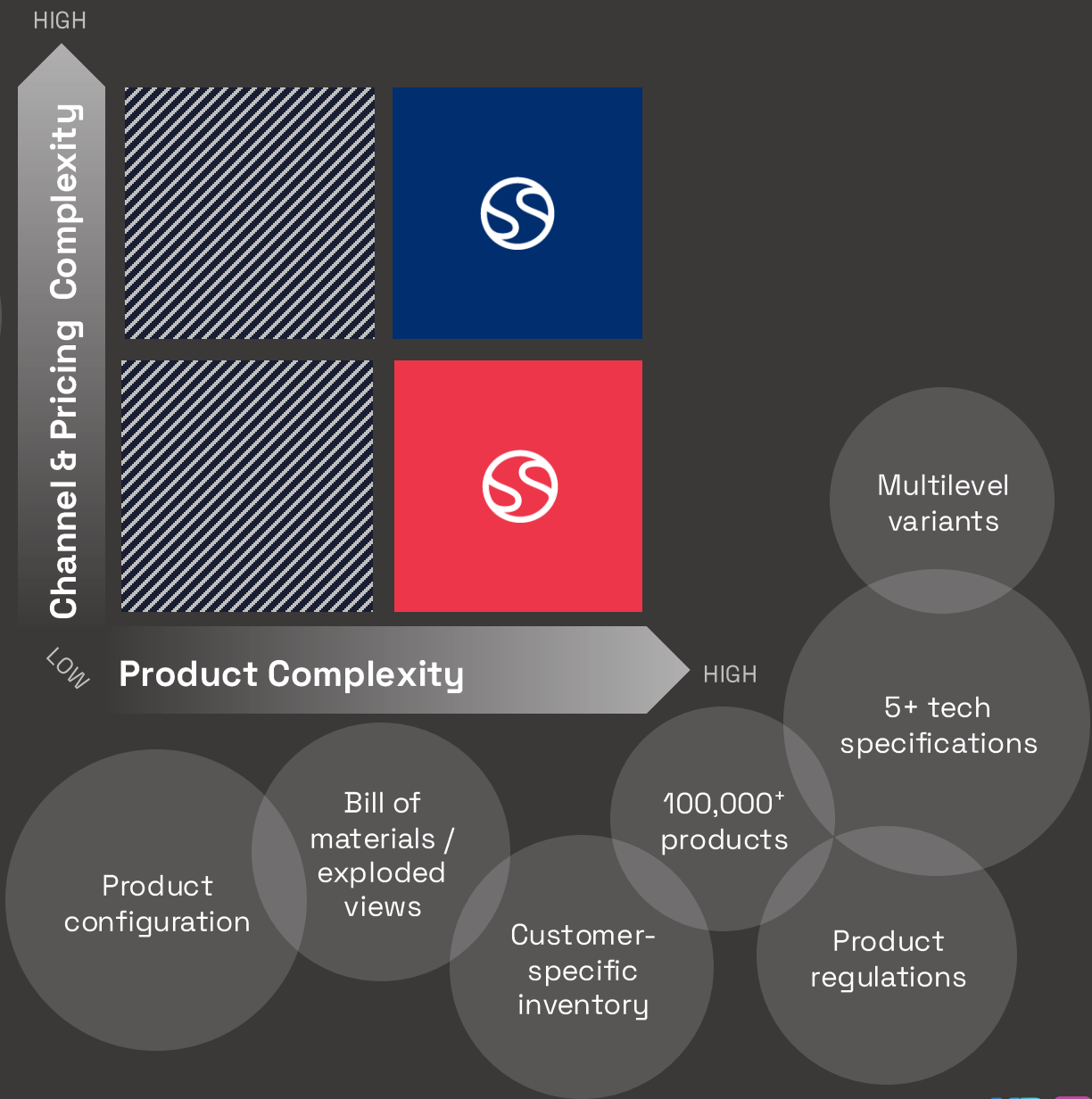
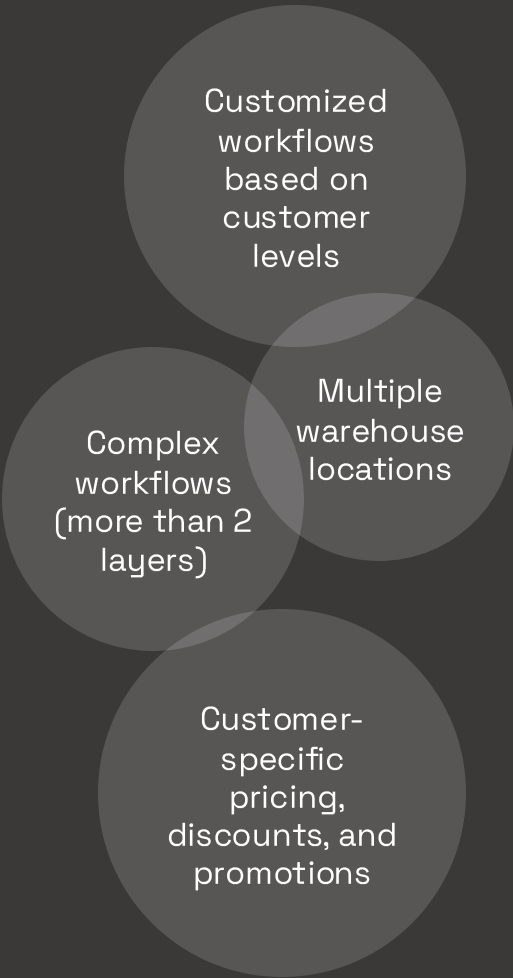
NOT CHALLENGING

Any mainstream commerce



CHALLENGING

Sana's Value Add



# Customer Portal





[www.sana-commerce.com](http://www.sana-commerce.com)





**Tys van den Heuvel**

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# Turn your Business Central into an ecommerce engine

NVision is an ISV that focuses purely on Business Central – Ecommerce integrations.

All extensions can be used stand-alone or combined.

Extensions are designed to be both user friendly and developer friendly.



# Magento & Adobe Commerce

- Over 300.000 stores worldwide
- B2B & B2C
- Lightning-fast
- Multi-store
- No transaction fees
- Fully integrated with BC

# ChannelEngine

- Connect once, sell everywhere
- Over 950 marketplaces
- Intelligent repricing engine
- Fully integrated with BC

# Sendcloud

- Over 100 carriers integrated
- Shipping and returns
- Supports Tasklet & MobileNAV
- Shipping intelligence
- Fully integrated with BC

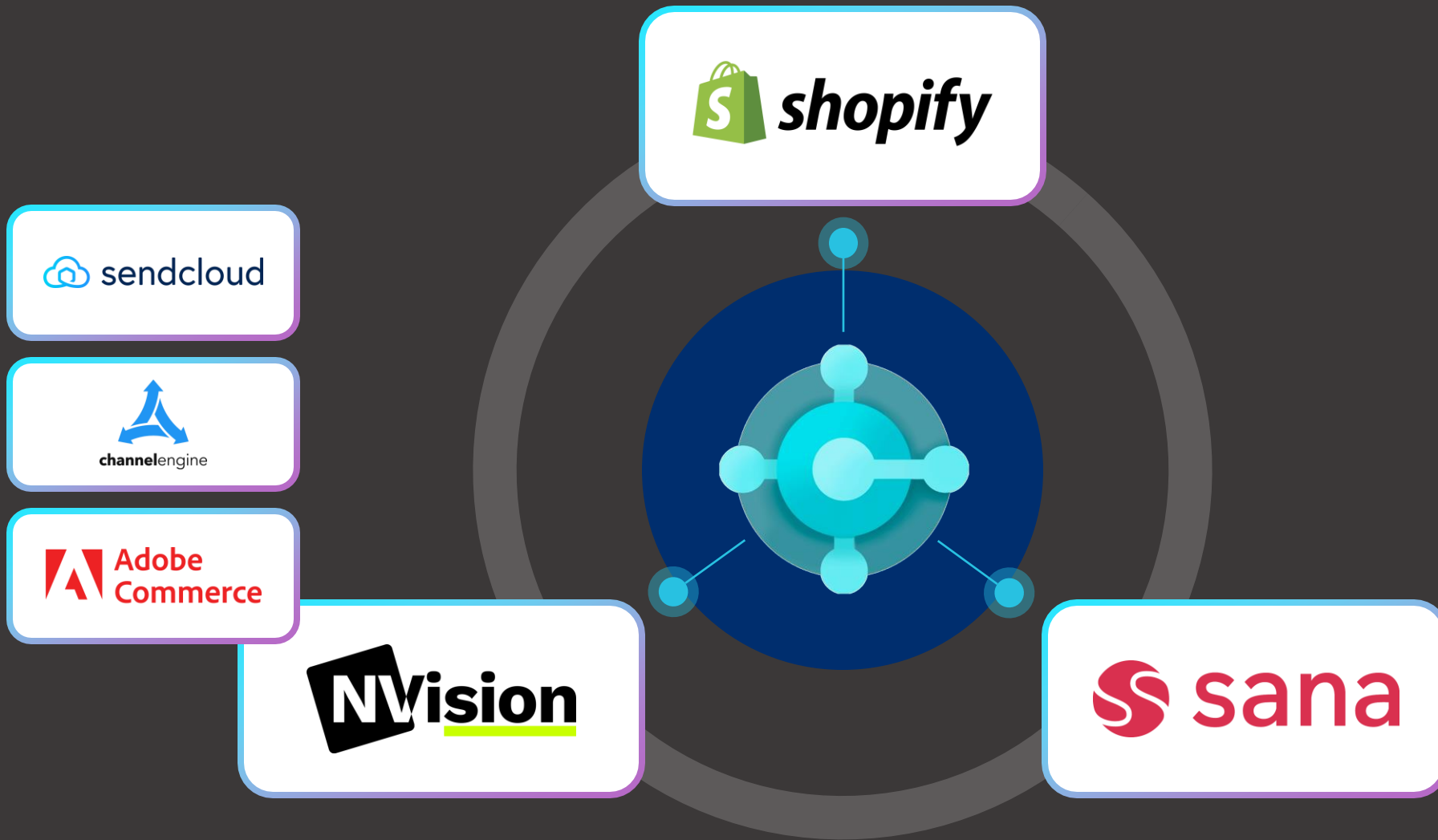


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# 30%

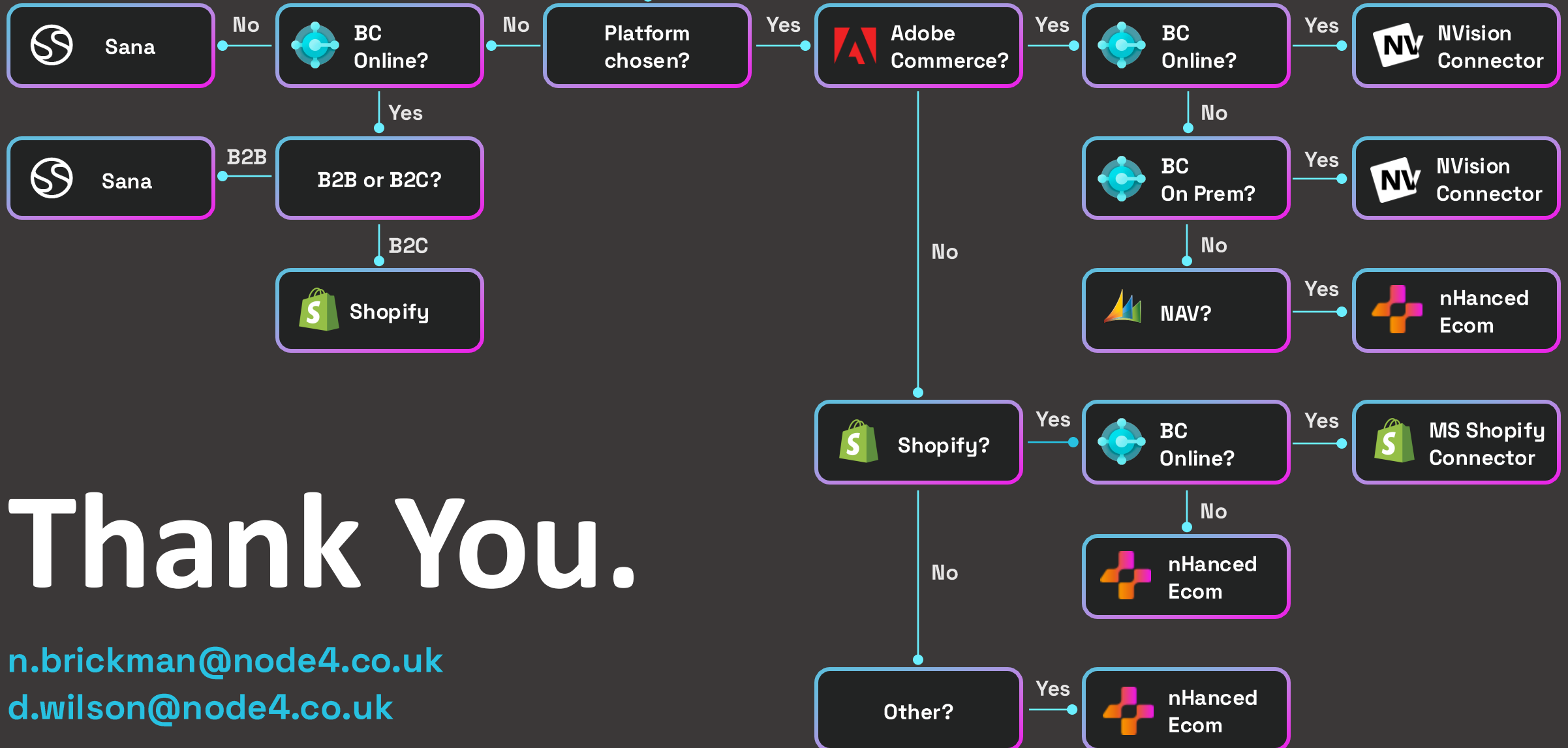
Source: Gartner

By the end of 2025, Gartner, the American technological research and consulting firm, predicts that 80% of all B2B transactions will be online – this figure is currently 30%.



Customer

# Ecommerce Decision tree



# Thank You.

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# Please rate all sessions

let us know how we did

