

Amazon Business Introduces New Technologies to Streamline Procurement for Businesses

October 4, 2024



Amazon Business, the company's online business-to-business procurement store, today announced a suite of new technology features designed to save time and reduce costs for large business customers.

These new features include the Amazon Business App Center, System for Cross-domain Identity Management, Integrated Quoting, and updates to Budget Management and Guided Buying solutions. These tools are aimed at helping businesses simplify and modernize their procurement processes.

"Amazon Business is committed to changing the way companies shop for supplies," said Shelley Salomon, worldwide vice president of Amazon Business. "We are constantly innovating to address the challenges our customers face and provide them with the tools they need to succeed."

Recent research conducted by Amazon Business revealed that U.S. procurement teams struggle with complex systems and multi-step processes, leading to inefficiencies. To address these challenges, Amazon Business has introduced several new tools, including:

- **Amazon Business App Center:** A one-stop shop for discovering and connecting third-party applications to Amazon Business accounts.
- **System for Cross-domain Identity Management:** Automatically syncs user and group data from an organization's identity provider with their Amazon Business account.

- **Budget Management:** Streamlines budget setting, review, and tracking, providing real-time visibility and notifications.
- **Guided Buying:** Helps leaders manage employee spending by steering buyers towards preferred products and restricting certain categories.
- **Integrated Quoting:** Generates custom quotes for bulk orders and other suppliers.

These tools empower businesses to make informed purchasing decisions, reduce costs, and improve efficiency.

Amazon Business has been a strategic partner to businesses in 10 countries, including Canada, France, Germany, India, Italy, Japan, Mexico, Spain, the United Kingdom, and the United States. With its focus on innovation and customer satisfaction, Amazon Business continues to transform the way businesses shop for supplies.

“Amazon Business has made a significant impact on our purchasing processes,” said Greg Long, purchasing manager at Seminole County Public Schools. “The Budget Management feature provides teachers with visibility into our budget, making it easier for them to stay within our annual budget.”