

## USE CASE

## Automated payment solutions for B2B ecommerce marketplaces

### PROBLEM STATEMENT

The pandemic has forced B2B buyers to quickly adjust to digital purchasing solutions, leading to permanent changes in how commercial transactions take place. The adoption of ecommerce shopping has created a perfect environment for B2B ecommerce marketplaces to capture significant market share. However, in order to be successful, marketplaces will need to meet the growing expectations of their clients who demand a consumer-like shopping experience with integrated payment options, end-to-end automation, purchase transparency and data security.

### SOLUTION

The Boost Intercept platform goes beyond payment processing to facilitate a fully automated process that meets the needs of buyers and suppliers around the world. Our proprietary technology can help marketplaces by providing faster payments, lower costs, and actionable data for every purchase, resulting in happier customers and repeat shoppers. We can integrate directly into your existing systems with minimal tech development, getting you up and running quickly and easily.

### ABOUT BOOST PAYMENT SOLUTIONS

Boost is the global leader in B2B payments with a technology platform that seamlessly serves the needs of today's commercial trading partners. Our proprietary solutions eliminate friction and deliver process efficiency, data insights and revenue optimization.

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### AT A GLANCE

# 97%

of B2B buyers claim that they're willing to make a purchase in an end-to-end, digital self-serve model.

# 94%

of B2B buyers expect to be able to use a credit card for ecommerce purchases.

# 67%

of vendors say that insightful analytics has the potential to drive the B2B ecosystem in the future.

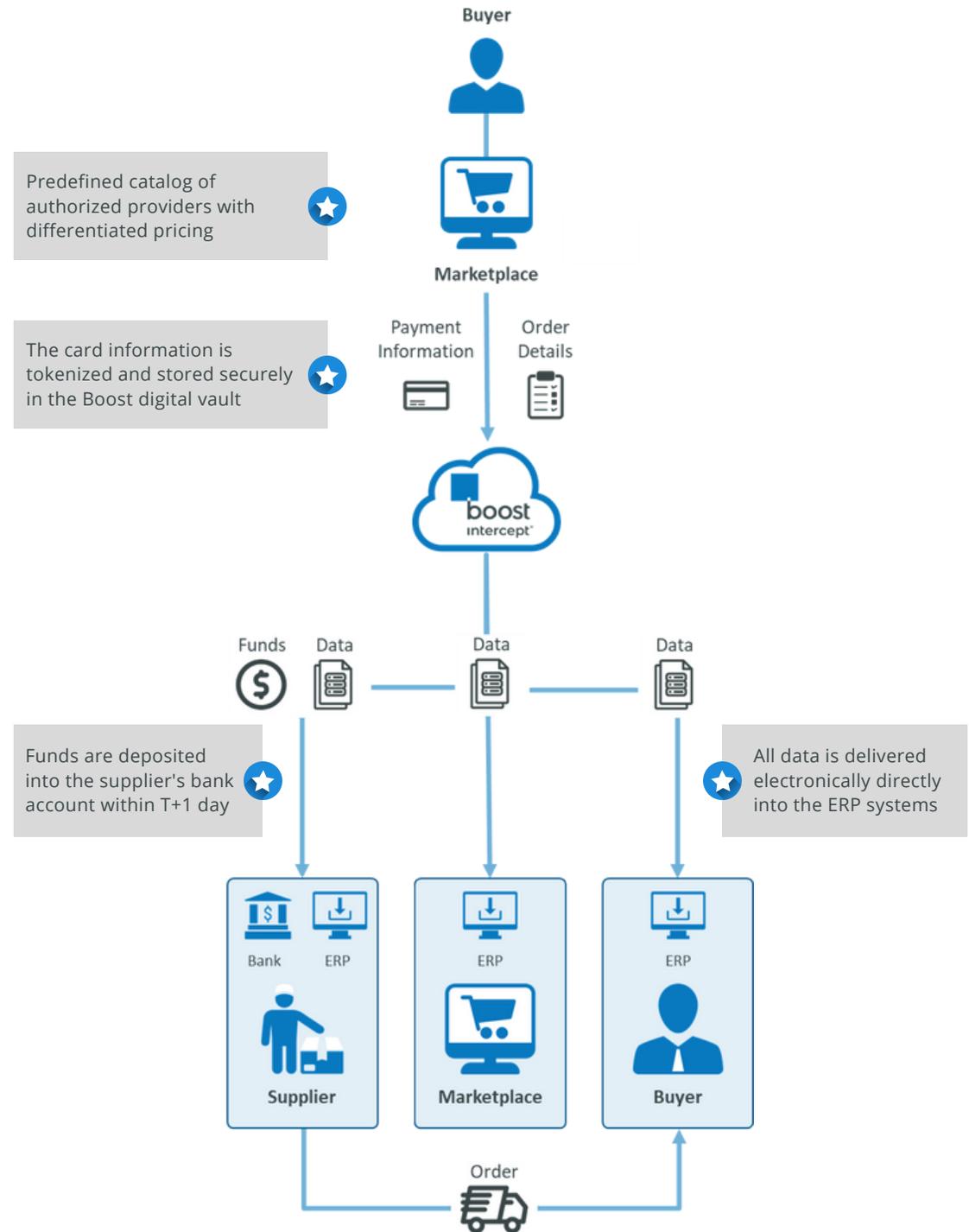
*Sources: McKinsey, Accenture, BigCommerce*

## B2B MARKETPLACE SAMPLE TRANSACTION FLOW

- Step 1** The buyer initiates an order through the predefined catalog on the marketplace website
- Step 2** The marketplace sends the buyer's payment card information and order details to Boost
- Step 3** Boost authorizes the transaction and delivers the payment to the supplier
- Step 4** Boost sends the reconciliation data to the shipper, marketplace and buyer
- Step 5** The supplier delivers the goods to the buyer

## BENEFITS

- Fully passive end-to-end experience
- Improved customer experience
- Consolidated reporting and insights
- Quick and easy implementation
- Optimized cost of acceptance
- Data security
- Customized solutions to meet your needs



*For illustrative purposes only.  
Recommended process for managing returns is under development.*