

Top 10 B2B terms

- 1 B2B**
A B2B or eProcurement connection is an electronic commerce transaction that allows the buyer and seller to connect electronically. These connections differ from standard web-based transactions in that there is a direct connection from the customer's procurement system to the vendor's procurement system.
- 2 Hosted catalog**
A formatted file containing a list of vendor products with account-specific pricing
- 3 Punchout**
The industry standard for eProcurement is the punchout catalog also referred to as a supplier hosted, Round Trip, or OCI connection. Punchout allows access to the thermofisher.com shopping experience from the customer's own eProcurement system.
- 4 Level 2 punchout**
Level 2 punchout combines catalog file results with the rich content & real time data from the punchout site to create a single shopping environment for customers within their own eProcurement system. It allows limited customization of product selection, while still giving access to thermofisher.com product detail pages.
- 5 Punchout with SCMS**
Punchout as previously noted, but also includes a Supply Center Management System module
- 6 Procure-to-pay cycle**
Digital solutions optimized for commerce and order transparency providing a seamless transaction process that reduces cost, automates approvals
- 7 Electronic purchase orders**
Electronic version of a purchase order (PO) used to submit an order for goods or services; this document generally provides the same information you would find on a paper PO document, including: item number, prices and quantities
- 8 Electronic PO confirmation**
An electronic document sent to the buyer system that confirms the PO has been received and is being filled as requested
- 9 Electronic shipment notifications**
An electronic document sent to the buyer system of a pending delivery; this document generally provides the same information you would find on a paper packing list, including: order information, items in shipment, and carrier information
- 10 Electronic invoices**
An electronic version of a paper invoice sent to the buyer system in response to a PO once the goods have shipped or services are provided

Find out more at: thermofisher.com/eProcurement