NOMAD

SITES. RECEIVABLES. PAYMENTS.

Partner Reference Guide

Nomad eCommerce
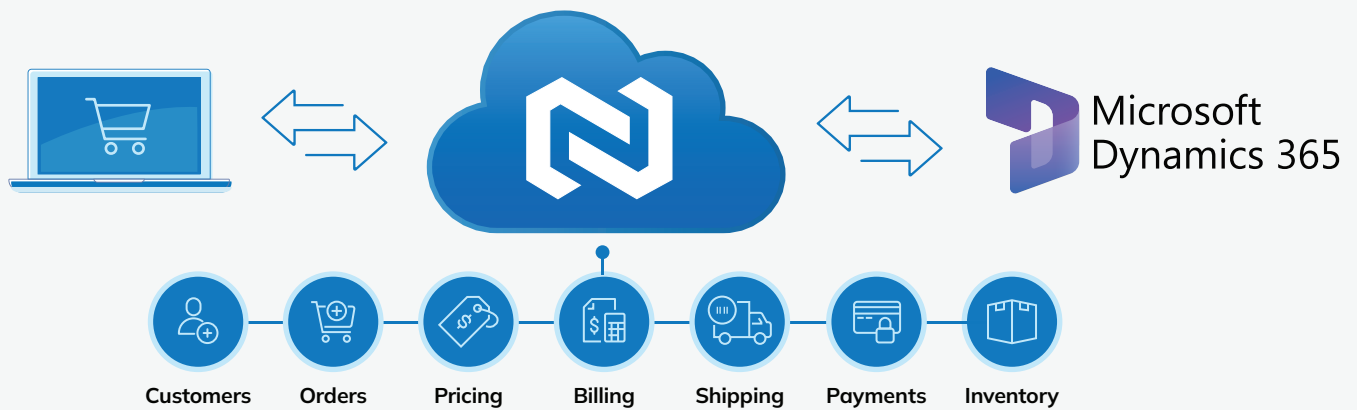## for Microsoft Dynamics 365

Product Description

A suite of cloud-based solutions that digitally transform how manufacturers and distributors collaborate with their customers.

Customers expect a personal experience when doing business with you. This translates to the web as well. When customers log onto your site, they want to see information that is tailored to their needs. Nomad was built to leverage the data in Microsoft Dynamics 365 (MD365) to help create this custom experience. Whether it's ordering product or managing their accounts receivable aging, customers get access to their specific data, without the need to contact sales or customer service.

MD365 customers can enter and maintain data in their ERP and ensure that the information used on their site is accurate. Nomad consults with each customer on a custom design for their site that incorporates their look, feel and company branding. Our design team creates a unique website and shopping cart experience that caters to the desired customers expectations.

Microsoft
Dynamics 365

Customers | Orders | Pricing | Billing | Shipping | Payments | Inventory

Nomad eCommerce provides extensive benefits, including:

ERP Integration
Customer, order, and item data are entered and maintained in MD365 and leveraged with your site.

Custom Design Approach
We begin with an extensive design process for each project. We capture customers' branding and the experiences they want to create for their customers.

Complex Pricing Support
All pricing models constructed within MD365 are available for use on your site. Pricing maintained outside of MD365can be supported as well.

Payment options
Expanded payments options beyond credit cards are available and supported across multiple channels.

Predictable Cost Model
Customers understand the total cost to deploy their site and how much it will be to maintain the solution year over year.

Extensive 3rd Party Integrations
Customers do not have to switch current providers they currently use or prefer for shipping, tax calculation, credit card payment gateways (including Payment Solutions for MD365, etc.

Self-Service Option
We offer a secure account portal for customers to manage their accounts receivable and other transactions.

Pricing: Annual subscription starts at $25,000 & includes:

- B2B or B2C site integrated to MD365
- Solution hosted in Nomad Data Center
- Up to 20,000 web orders/320,000 transactions processed

- AWS CDN and SSL certificate
- Functional / Technical updates every three to four weeks
- Additional pricing tiers based upon a greater number of orders/transactions

Why Nomad?

☑ Specialized in eCommerce solutions since 2002

☑ A custom design approach to sites which incorporates a customer's look, feel, and brand into their site

☑ Focused on specific ERP integration markets

☑ The predictable cost model includes hosting, ERP integration & monthly solution upgrades

Read more about Nomad Sites, Receivables and Payments

Qualifying **Questions:**

- Is B2B (Business to Business) or B2C (Business to Consumer) functionality needed?
- Do you need to provide access to customers for account information, entering requests for quotes, or other collaboration?
- Do you have customers calling your internal customer service team asking for basic information such as items, availability, pricing, shipping lead times, account receivable balances, etc.?
- Do you have a web presence now?
- Is your current site integrated with MD365? Is the integration managed by your eCommerce provider or a different vendor?
- Is online credit card authorization a requirement on your eCommerce site? Who is your current credit card processor?
- Is integrated shipping or rate quoting a requirement?
- Do you require inventory availability information on your eCommerce site?
- How many orders do you process (or expect to process) per month?
- Are their special pricing rules in effect? Consistent across all customers? Any special pricing for specific customers?
- Is all pricing reflected in MD365?

Objection **Handling:**

Q. I am running my site, and this is more money; what am I getting?

A. You are getting a full subscription that includes hosting, AWS CDN, data integration to/from the ERP, SSL Certificate, support, and monthly upgrades to the latest version.

Q. I just want our current site connected to our ERP. Can Nomad do that?

A. To properly connect all facets of the integration points, Nomad needs to control the site. In a Nomad project, site redesign and user interface are typically the more manageable portion of a project. Therefore, taking the prospect's existing design is usually not difficult to transfer to Nomad.

Q. Nomad doesn't grant access to the source code, but I believe that I need it. Can we have access to it?

A. Nomad eCommerce is not an open-source application and Nomad maintains control of the solution to properly support and manage version control across all of their customer's sites. However, they give all access that most companies need to configure and manage the site to your specific requirements properly.

Q. I have 3rd party integrations on my site, can you connect your solutions to them?

A. Nomad integrates with most 3rd party applications that MD365 works with to create an all-encompassing solution. There is a partial 3rd party integration list on their website and we know they support other applications as well.

Q. MD365 is heavily customized, and integrating it might not work. How would you handle this?

A. Nomad's MD365 integration is easily modified with SQL stored procedures. Most MD365 environments they integrate to are customized and require modifications to the Nomad Connector; this is a standard process they are accustomed to.

Q. What if all my customer pricing is not in MD365?

A. This is not uncommon. Nomad has other options to get customer-specific pricing outside of MD365 into their solution.

Target Buyer

- Running MD365 ERP
- Requires a B2B and or B2C online presence
- Gets repeated calls to the internal customer service team for customer-specific data
- Wants to create a "Digital Shelf" for customers to search on and buy products
- Need complicated Order to Cash processes that have to be duplicated on their website

Sales Tools Available

- View our MD365 ERP page
- Review the ROI calculator on our homepage
- View our blog page
- Read more about current customers

Contact Us:

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