

Rowan University

Ways to save with Amazon Business

Power User Webinar

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Agenda

- **Introductions**
- **Basic Purchases | 4 Ways to save with Amazon Business**
 - Business Pricing
 - Quantity Discounts
 - Recurring
 - Departmental Discounts: *Education, Electronic, Janitorial*
- **Larger Purchases | 2 Ways to save with Amazon Business**
 - Bulk Ordering
 - Request a Quote
- **Q&A**

Finding Discounts is easy!

Business Pricing, Quantity Discounts, Recurring Deliveries, and MORE!

New Educator Discount

The image shows two Amazon product pages. The left page is for Zebra pens, and the right page is for Expo markers. Red callouts highlight specific features and discounts:

- Zebra Pens Page:**
 - Business Price:** \$12.33 (\$1.03 / Count) with Prime One-Day delivery and FREE Returns.
 - Quantity Discount:** Buy more, 20 units save more: \$12.18 (LOWEST PRICE).
 - Quantity Input:** Quantity: 1 with a callout for "Buying in bulk?".
- Expo Markers Page:**
 - Recurring Delivery:** Selected option for \$11.77 (\$0.98 / Count) with a 5% discount.
 - Educator Price:** A callout pointing to the "Educator Price" section, which shows a price of \$4.81 (\$1.20/Count) with a note that it's \$1.15 with quantity discounts.

Bulk Ordering:

- Best offers for orders with multiple line items
- Upload spreadsheet of items needed
- Great for recurring orders

Request a Quote:

- Request a discounted price on higher volume purchases (>\$10,000 / >999 units)
- Receive multiple bids = Typical savings of 15-20%
- Great for RFPs | RFQs with multiple bids from various supplier

Saving Time and Money in the Amazon Business Marketplace:

Climate Pledge Friendly
 Climate Pledge Friendly

Color
[Color selection grid]

Payment Plan
 Layaway Eligible

Amazon Prime
 prime

Eligible for Free Shipping
 Free Shipping by Amazon
All customers get FREE Shipping on orders over \$25 shipped by Amazon

Seller Type
 Business Seller

From Our Brands
 Amazon Brands

Featured Brands
 Idea Nuova
 Miaowater
 Delta Children
 burgkidz
 Lukeight
 Yoweenton
 THE CREW FURNITURE

Packaging Option
 Frustration-Free Packaging

Avg. Customer Review
★★★★★ & Up
★★★★☆ & Up
★★★★☆ & Up
★★★★☆ & Up

New Arrivals

business prime Deliver to City Seattle 98109 Education Enter keyword or product number

Departments Business Savings Event Buy Again Today's Deals Gift Cards Amazon Commercial Your Catalog Add People Quantity Discounts Savings Hub Recommendations PPE for Work Education Store IT Supplies Request for Quote

EN Hello, Demo Account for Alleima Lists Business Prime

Education supplies
Books
Furniture
Laptops, Tablets and Monitors
Classroom Supplies
Writing Instruments and Accessories
Paper and Notebooks
Arts and Crafts
Food Service
Toys
Cleaning Supplies and Equipment
Organization and Storage
Heating, Cooling and Filtration
IT Accessories
Baby Care
Snacks and Beverages
Data Storage and Networking

Other stores for businesses
IT Peripherals
Office Supplies
Janitorial and Sanitation
Breakroom
Healthcare and First Aid

Shop by Category
Books Furniture Laptops, Tablets & Monitors Classroom Supplies Writing Ac

Best sellers in Office & School Supplies
Amazon Basics Multipurpose Copy Printer Paper, 8.5 x 11 Inch 20Lb Paper - 8 Ream C...
\$1.56 (\$0.01/Count)
prime
Add to Cart
EXPO Low Odor Dry Erase Markers, Ultra-Fine Tip, Assorted Colors, 8 Pack
\$15.30 (\$1.91/Count)
Add to Cart
Apple Barrel Acrylic Paint in Assorted Colors (2 oz), 20501, Bright Red
\$0.50 (\$0.25/Fl Oz)
prime
Add to Cart

Request a Quote

Bulk Ordering

Account Details
Your Account
Your Orders
Business Settings
Business Analytics
Bulk Ordering
Business Prime
Category Savings Evalu
Your Catalog
Your Interactions

Manage Your Business
Buying Policies & Approvals
Billing & Shipping
Members
Tax Exemption & Licenses
System Integrations

Quick Actions
Add People
Manage Budgets
Set Spending Limits
Approve Orders
Receiving (3-Way Match)

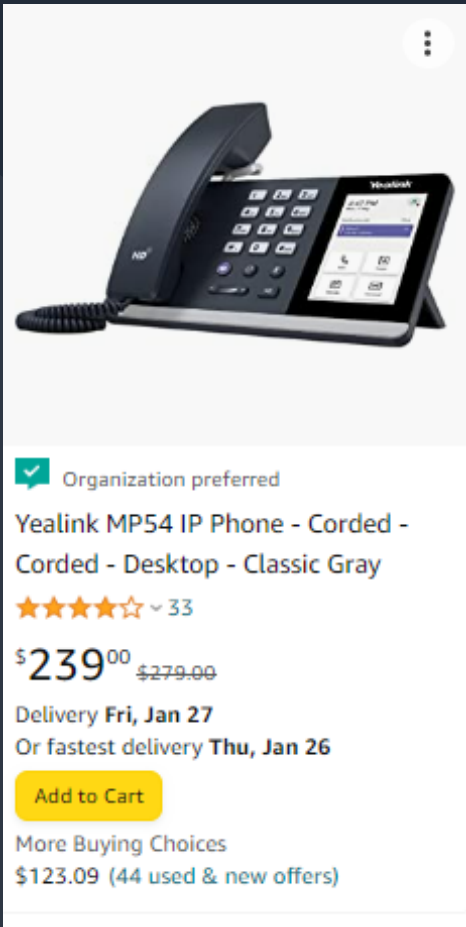
Customer Service
Switch Accounts
Sign Out

Hot new
\$99.89
SeekFancy Pego300, P
★★★★★ 1

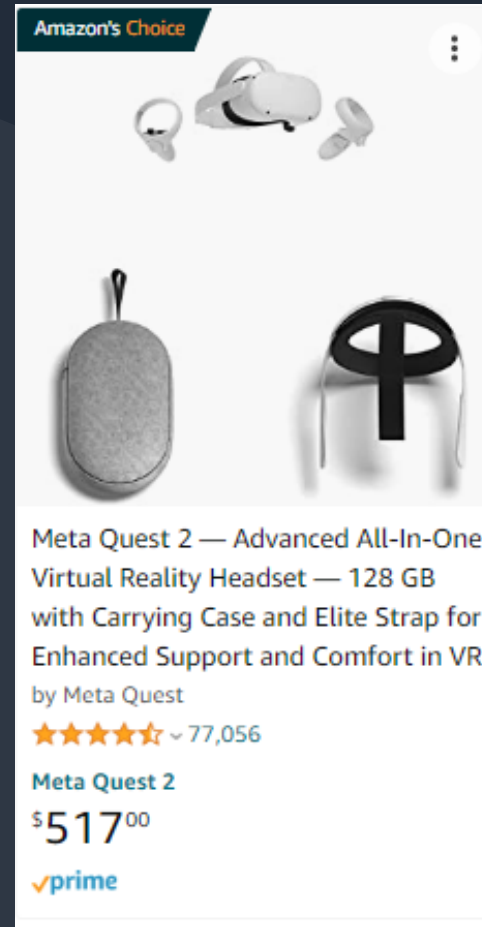
Recom
\$37.74
\$49.99
prime
Delta Child with Stora
★★★★★ 2

Early Childhood **K-12** **Higher Education**

Exclusive pricing on education supplies Shop



Purchased 250 qty at a price of \$162.50/ea.
Original Price: \$170.12/ea.
Savings: \$1,905.00



Purchased 54 qty at a price of \$475.98/ea.
Original Price: \$501.74/ea.
Savings: \$1,391.04

Questions?...





amazon business

Thank You!