

Chemicals & Industrial

owned by Patrick Gavinski

Chemicals & Related Products · Mining, Metals & Industrial Materials

Hazmat classification, contract pricing per account, and buyers who reorder the same drum forever. A consumer-shaped storefront fails quietly here.

■ **BigCommerce builds** our BigCommerce clients in this vertical

 **WATERLINE TECHNOLOGIES, INC.**

Waterline Technologies

Water treatment chemicals. BigCommerce build and maintenance, 2018.

ALSO IN THIS SECTOR — DELIVERED ON OTHER PLATFORMS, NOT BIGCOMMERCE

Spectrum Chemical Manufacturing



Western Rubber & Supply

PLATFORM FIT AT A GLANCE

B2B Edition

Contract pricing

Hazmat / SDS

ERP integration

Account hierarchies

WHAT WE DO HERE

- Customer-specific contract pricing and net terms on B2B Edition.
- Hazmat classification, SDS documentation and shipping restrictions surfaced at the right moment.
- Reorder, quote-to-order and ERP-integrated stock and pricing.
- Bulk, drum and pallet quantities with break pricing native to the catalog.
- Account hierarchies — buyer, approver, multi-site shipping.

WHY BIGCOMMERCE WINS THIS VERTICAL

- B2B Edition covers price lists, quotes and account hierarchy without custom build.
- Open APIs integrate the ERP that already owns pricing and stock.
- Enterprise capability at a licence cost that suits a distributor's margin.

QUALIFY IT IN FOUR QUESTIONS

- 1 Does every account see a different price, and where does that come from?
- 2 How much of the catalog carries shipping or handling restrictions?
- 3 What proportion of orders are repeats of a previous order?
- 4 Which ERP holds stock and pricing, and is it integrated today?

WHAT A FIRST ENGAGEMENT LOOKS LIKE

Pricing model and ERP integration first — everything else depends on them. Then catalog, restrictions, and reorder.

THE OFFER

Implementation included under the BigCommerce partner programme — up to the \$20M cap, extendable with an approved partner incentive. We scope, migrate and build; the platform investment is covered within that envelope.

