

OSF | DIGITAL

emerce®
everything energy

POSITIONING EMERCE FOR B2B SUCCESS WITH SALESFORCE B2B COMMERCE

OSF Digital – emerce GmbH

ABOUT EMERCE GMBH

emerce GmbH was founded in 2018 as a subsidiary of SMA Solar Technology AG, the leading global specialist in photovoltaic system technology. The company offers its customers the best and future-proofed smart home energy systems and services.



EMERCE'S CHALLENGES

Need for a Reliable Implementation Partner



emerce was looking for a :

LONG-TERM RELIABLE
implementation partner



The company sought to:

1. EXTEND THE CAPABILITIES
of its existing B2B shop.

2. LAUNCH SEVERAL NEW PROJECTS
based on the new B2B commerce solution.

OSF'S SOLUTION

Salesforce B2B Commerce Implementation

OSF Digital implemented Salesforce B2B Commerce Cloud to help emerge enhance and extend the capabilities of its existing B2B solution, including:

MARKETPLACE
FUNCTIONALITY



SOFTWARE PRODUCT
ORDER OPTIONS:

- one-time purchase
- subscriptions

OSF'S SOLUTION

Third-party Integrations

To enrich the capabilities of emerce's B2B ecommerce shop, OSF integrated the following solutions

FLEXera

Software subscriptions



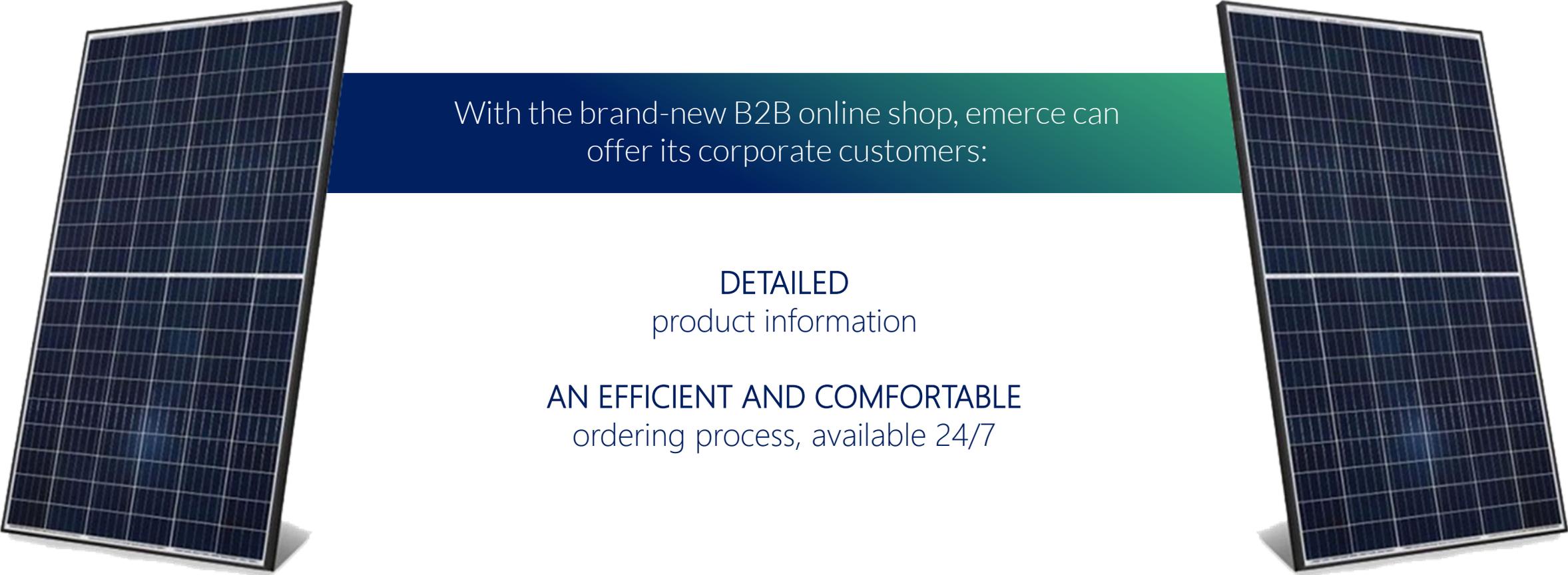
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SAP S/4 HANA

Product information

RESULTS

Enhanced B2B Ecommerce Capabilities

The image features two large, dark blue solar panels with a white grid pattern, positioned on the left and right sides of the slide. They are slightly tilted and cast soft shadows on the white background. A horizontal bar with a blue-to-green gradient is positioned behind the central text.

With the brand-new B2B online shop, emerce can offer its corporate customers:

DETAILED
product information

AN EFFICIENT AND COMFORTABLE
ordering process, available 24/7

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THANK YOU!

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