

Powering Tomorrow: Understanding Magento 2.2



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2.2 Milestones

Week of 4/17

5/1

6/1

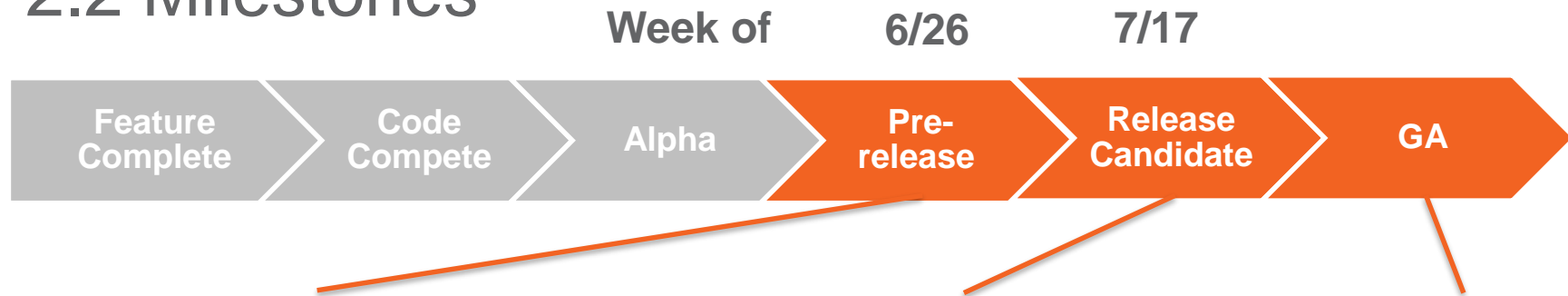


- All features implemented per defined scope

- Bug triage complete
- Bug fix scope known
- All known bugs are fixed

- Open for partners testing and bug reports
- Code base published weekly with communication of the performed changes.

2.2 Milestones



When: all critical bugs are addressed from Alpha stage, system at 80% readiness.

- Extension partners to start updating their extensions
- EQP team extension compatibility with 2.2.0 release and notify extension providers on the actions needed
- Will communicate system readiness per module.

When: in 3 weeks most extensions tested and extension providers have been notified.

- 2.2.0 code base locked, only critical changes
- Intended to give early access to 2.2.0 code for extension providers and SIs/Partners to build update extensions/integrations to 2.2.0.

2.2.0 product is available on the market.

B2B

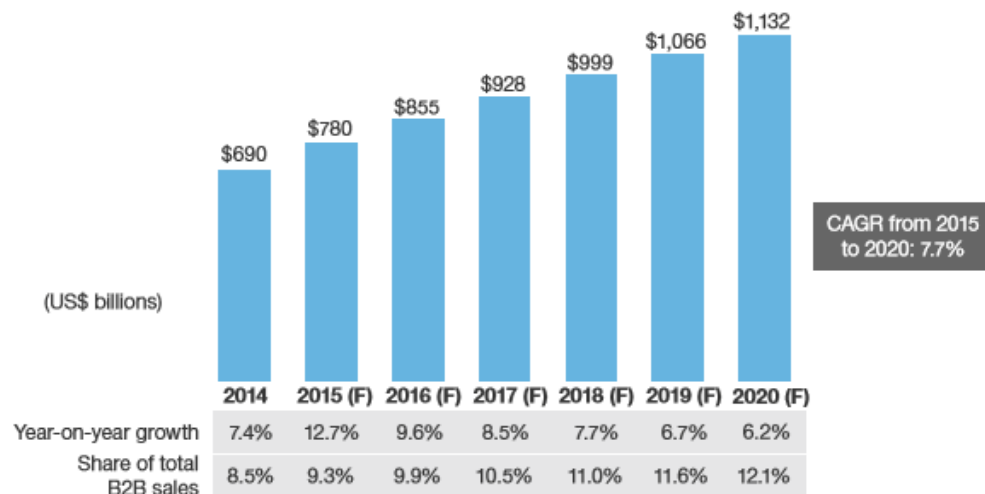


MAGENTO LEADS B2B COMMERCE

B2B eCommerce Is Large, Rapidly Growing

- B2B eCommerce expected to reach (by 2020) \$6.7 trillion globally
- B2B market is 2x size of B2C
- Traditional B2B model is being upended by digitalization

Figure 1 Forecast: US B2B eCommerce Sales, 2015 To 2020



Banner Brands Use Magento for B2B



watsco



SIMMS.

HEILIND



SETON®

P&G



Environmental
Lights.com™

bookpal



Steelcase

ASTON & FINCHER



KNG®
Quality, Since 1965

AlphaCard

Bidvest
3663



Snap-on®



xerox

LIEBHERR



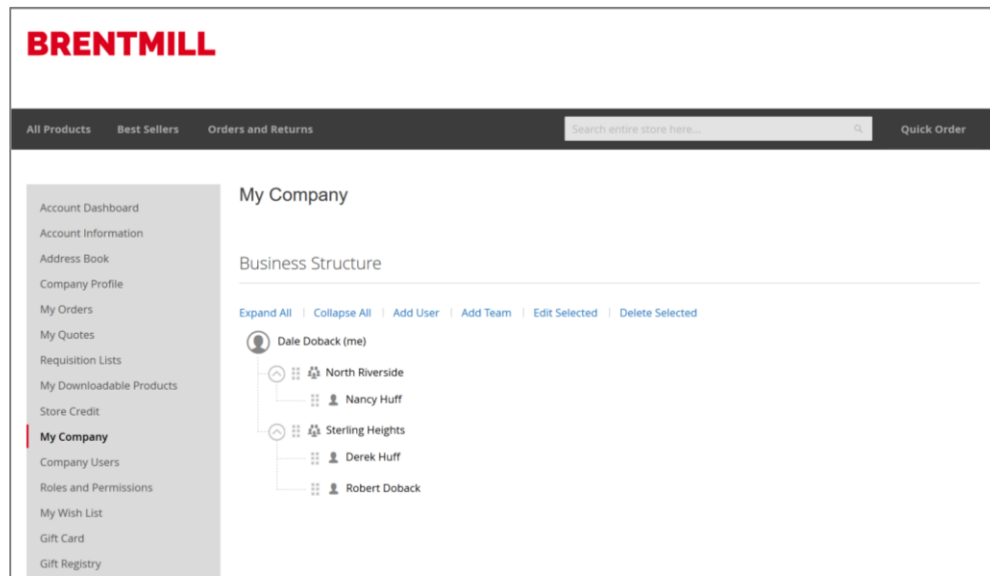
Firmenich



B2B Preview

Empower B2B Customers with Self-Service Account Tools

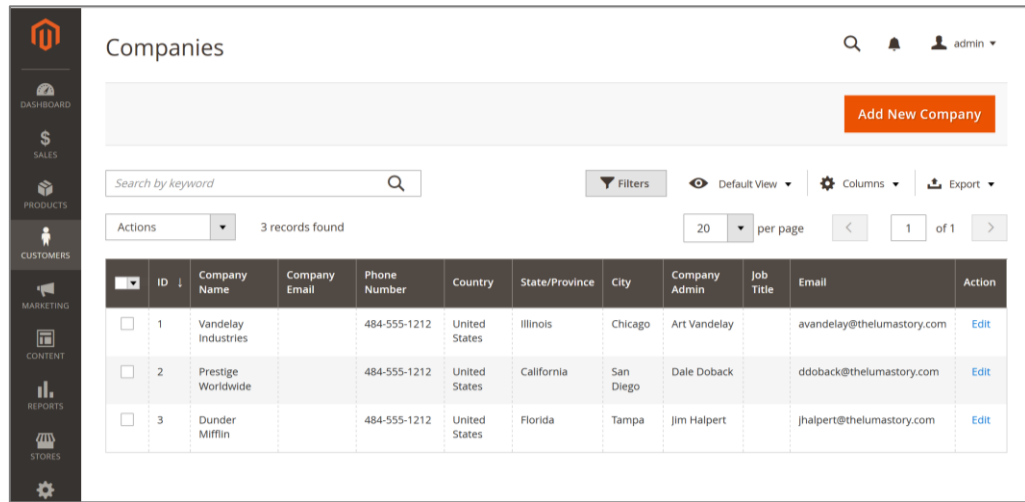
- Submit a request for a company account
- Designate a “Super User” to manage the company’s account
- Drag-and-drop buyers into a hierarchy that matches the business structure
- View orders and quotes for direct reports



Company hierarchy of users

Merchants Can Easily Manage Company Accounts

- Add new companies and keep information up-to-date
- Tailor the account summary view for efficient management
- Use search and filtering to quickly find specific accounts
- Import and export customer lists
- Assign a sales reps to each account



Companies

Search by keyword

Filters

Default View

Columns

Export

Actions

3 records found

20 per page

1 of 1



	ID	Company Name	Company Email	Phone Number	Country	State/Province	City	Company Admin	Job Title	Email	Action
<input type="checkbox"/>	1	Vandelay Industries		484-555-1212	United States	Illinois	Chicago	Art Vandelay		avandelay@thelumastory.com	Edit
<input type="checkbox"/>	2	Prestige Worldwide		484-555-1212	United States	California	San Diego	Dale Doback		ddoback@thelumastory.com	Edit
<input type="checkbox"/>	3	Dunder Mifflin		484-555-1212	United States	Florida	Tampa	Jim Halpert		jhalpert@thelumastory.com	Edit

Companies summary view

Encourage Sales with Easy Quote Requests

- Quick-start quotes from the cart or previous quotes or orders
 - Add comments and documents to justify requested discounts
 - Track quote status as it is processed
 - Correspond with the merchant as needed to close the deal
- Track all quotes with a summary “My Quotes” view

Shopping Cart

Item	Price	Qty	Subtotal
 <div>18V 1/2" Milwaukee® M18 FUEL™ Compact Hammer Drill/Driver Kit, Red</div>	\$423.99	6	\$2,543.94
Move to Wishlist			
 <div>Milwaukee M12™ Hammervac™ Universal Dust Extractor Kit</div>	\$305.45	5	\$1,527.25
Move to Wishlist			
Update Shopping Cart			

Summary

Estimate Shipping and Tax	
Subtotal	\$4,071.19
Shipping (Flat Rate - Fixed)	\$55.00
Order Total	\$4,126.19

[Proceed to Checkout](#)

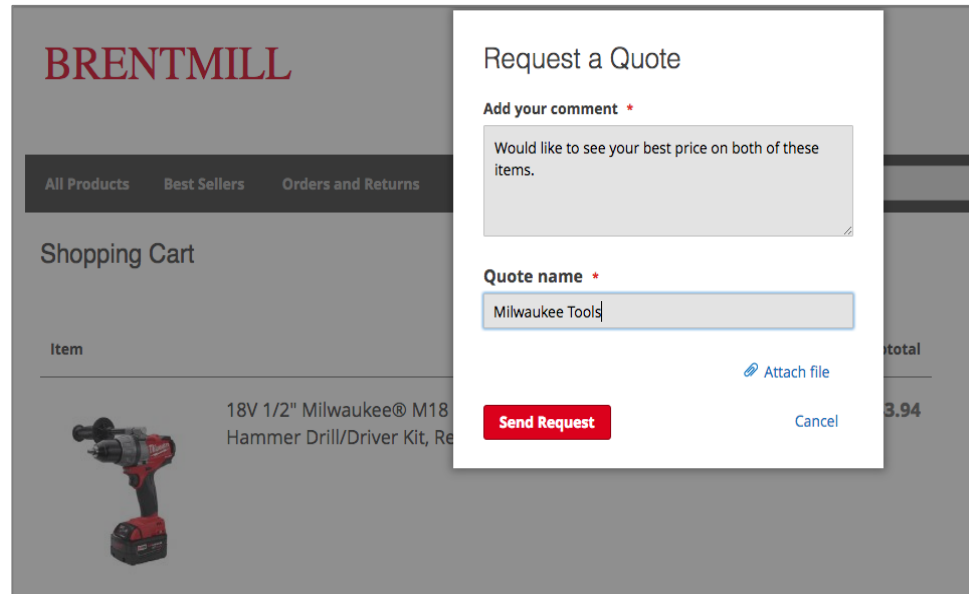
[Check Out with Multiple Addresses](#)

[Request a Quote](#)

Request a Quote

Encourage Sales with Easy Quote Requests

- Quick-start quotes from the cart or previous quotes or orders
 - Add comments and documents to justify requested discounts
 - Track quote status as it is processed
 - Correspond with the merchant as needed to close the deal
- Track all quotes with a summary “My Quotes” view



The screenshot shows a web interface for 'BRENTMILL'. At the top, there are navigation links: 'All Products', 'Best Sellers', and 'Orders and Returns'. Below this is a 'Shopping Cart' section. The cart contains one item: '18V 1/2" Milwaukee® M18 Hammer Drill/Driver Kit, Re'. An image of the drill is shown. A modal window titled 'Request a Quote' is open over the cart. It has a text area for 'Add your comment' with the text 'Would like to see your best price on both of these items.' Below this is a 'Quote name' field containing 'Milwaukee Tools'. There are buttons for 'Send Request' (red), 'Attach file' (blue link), and 'Cancel' (blue link). The background shows a partial view of the cart's total, 'total 3.94'.

Request a Quote

Encourage Sales with Easy Quote Requests

- Quick-start quotes from the cart or previous quotes or orders
 - Add comments and documents to justify requested discounts
 - Track quote status as it is processed
 - Correspond with the merchant as needed to close the deal
- Track all quotes with a summary “My Quotes” view

The screenshot displays the BRENTMILL website interface. At the top, there's a navigation bar with links for 'All Products', 'Best Sellers', and 'Orders and Returns', along with a search bar. A sidebar on the left lists various account management options, with 'My Quotes' highlighted. The main content area shows a 'Quote' page for 'Milwaukee Tools' with a 'PENDING' status. A yellow warning banner states: 'This quote is currently locked for editing. It will become available once released by the Merchant.' Below this, the quote details include the creation date (October 2, 2016), expiration date (November 17, 2016), and the sales representative (Brendan Huff). A table lists the items quoted, including Milwaukee M18 FUEL 1/2" Drill/Driver Kit, 18V 0-1500 RPM Milwaukee M18™ 2615-21 Cordless Lithium-Ion Right Angle Drill with XC Battery, and 18V 35-3/8"x1/2"x.020" Blade Length Milwaukee M18™ Cordless LITHIUM-ION Band Saw. The table columns are Product Name, SKU, Price, Stock, Qty, and Subtotal. At the bottom, a summary table shows the Catalog Total Price (Excl. Tax) as \$5,203.60, Quote Subtotal (Excl. Tax) as \$5,203.60, Estimated Tax as \$0.00, and Quote Grand Total (Incl. Tax) as \$5,203.60.

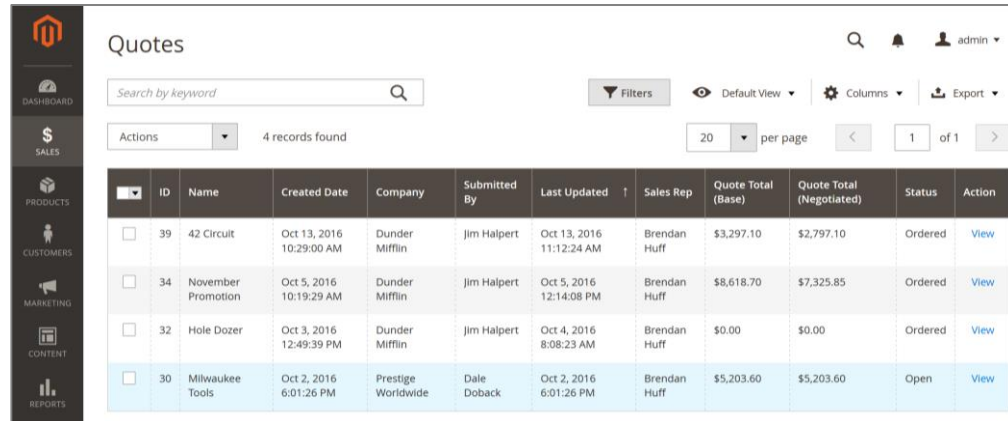
Product Name	SKU	Price	Stock	Qty	Subtotal
Milwaukee M18 FUEL™ 1/2" Drill/Driver Kit	MIL260322	\$381.59	339	5	\$1,907.95
18V 0-1500 RPM Milwaukee M18™ 2615-21 Cordless Lithium-Ion Right Angle Drill with XC Battery	MIL261521	\$378.42	129	5	\$1,892.10
18V 35-3/8"x1/2"x.020" Blade Length Milwaukee M18™ Cordless LITHIUM-ION Band Saw	MIL262920	\$280.71	261	5	\$1,403.55

Catalog Total Price (Excl. Tax)	\$5,203.60
Quote Subtotal (Excl. Tax)	\$5,203.60
Estimated Tax	\$0.00
Quote Grand Total (Incl. Tax)	\$5,203.60

Pending quote

Efficiently Manage Quotes

- Merchants can track all their quotes in a summary view that they can customize, filter, and search
- Access quote details with a history log of all updates and communications
- Save drafts of the quote proposals until they are ready to send



	ID	Name	Created Date	Company	Submitted By	Last Updated ↑	Sales Rep	Quote Total (Base)	Quote Total (Negotiated)	Status	Action
<input type="checkbox"/>	39	42 Circuit	Oct 13, 2016 10:29:00 AM	Dunder Mifflin	Jim Halpert	Oct 13, 2016 11:12:24 AM	Brendan Huff	\$3,297.10	\$2,797.10	Ordered	View
<input type="checkbox"/>	34	November Promotion	Oct 5, 2016 10:19:29 AM	Dunder Mifflin	Jim Halpert	Oct 5, 2016 12:14:08 PM	Brendan Huff	\$8,618.70	\$7,325.85	Ordered	View
<input type="checkbox"/>	32	Hole Dozer	Oct 3, 2016 12:49:39 PM	Dunder Mifflin	Jim Halpert	Oct 4, 2016 8:08:23 AM	Brendan Huff	\$0.00	\$0.00	Ordered	View
<input type="checkbox"/>	30	Milwaukee Tools	Oct 2, 2016 6:01:26 PM	Prestige Worldwide	Dale Doback	Oct 2, 2016 6:01:26 PM	Brendan Huff	\$5,203.60	\$5,203.60	Open	View

Admin quote summary view

Efficiently Manage Quotes

- Merchants can track all their quotes in a summary view that they can customize, filter, and search
- Access quote details with a history log of all updates and communications
- Save drafts of the quote proposals until they are ready to send

The screenshot displays the 'Quote #30' detail page in the Magento Admin interface. The page is divided into several sections: 'Quote & Account Information', 'Account Information', and 'Items Quoted'. The 'Quote & Account Information' section shows details for Quote #30, including its status (Open), creation date (Oct 2, 2016), and expiration date (Nov 18, 2016). The 'Account Information' section shows details for the account 'Prestige Worldwide', including the company admin email (ddoback@thelumastory.com) and sales rep (Brendan Huff). The 'Items Quoted' section is a table with columns for Name & SKU, Stock, Cost, Catalog Price, Cart Price, Proposed Price, Qty, Subtotal, Estimated Tax, and Subtotal (Excl. Tax). It lists three items: Milwaukee M18 FUEL™ 1/2" Drill/Driver Kit, 18V 5-1500 RPM Milwaukee M18™ 2615-21 Cordless Lithium-Ion Right Angle Drill with XC Battery, and 18V 35-3/8"x1/2"x.020" Blade Length Milwaukee M18™ Cordless LITHIUM-ION Band Saw. Each item has a corresponding 'Add Product By SKU' button. At the bottom right, there are buttons for 'Update Prices' and 'Recalculate Quote'.

Name & SKU	Stock	Cost	Catalog Price	Cart Price	Proposed Price	Qty	Subtotal	Estimated Tax	Subtotal (Excl. Tax)
Milwaukee M18 FUEL™ 1/2" Drill/Driver Kit SKU: MIL260322	339	\$0.00	\$381.59	\$381.59	\$381.59	5	\$1,907.95	\$0.00	\$1,907.95
18V 5-1500 RPM Milwaukee M18™ 2615-21 Cordless Lithium-Ion Right Angle Drill with XC Battery SKU: MIL261521	129	\$0.00	\$378.42	\$378.42	\$378.42	5	\$1,892.10	\$0.00	\$1,892.10
18V 35-3/8"x1/2"x.020" Blade Length Milwaukee M18™ Cordless LITHIUM-ION Band Saw SKU: MIL262920	261	\$0.00	\$280.71	\$280.71	\$280.71	5	\$1,403.55	\$0.00	\$1,403.55

Admin quote detail view

Merchants Can Negotiate with B2B Customers to Boost Their Bottom Line

- Merchants can optimize proposals with total cost data and tools to calculate discounts
- Negotiate both product and shipping prices
- Explain their proposals by adding comments and attachments
- Suggest additional SKUs or make substitutions to increase their AOV
- Close deals quickly by setting quote expiration dates

The screenshot shows the 'Quote #30' detail view in the Magento Admin interface. On the left is a sidebar with navigation links: DASHBOARD, SALES, PRODUCTS, CUSTOMERS, MARKETING, CONTENT, REPORTS, STORES, and SYSTEM. The main content area is titled 'Quote #30' and includes a 'Negotiation' section with 'Comments' and 'History Log' tabs. The 'Comments' tab is active, showing a comment from 'Oct 2, 2016, 6:01:26 PM (Dale Doback)' with the text 'Would like to see your best price on these products.' Below the comment is a text area for 'Add your comment' and an 'Attach file' link. On the right, the 'Quote Totals' section displays a table of costs and discounts.

Quote Totals	
Total Cost	\$0.00
Catalog Total Price (Excl. Tax)	\$5,203.60
Negotiated Price	
<input checked="" type="radio"/> Percentage Discount	15 %
<input type="radio"/> Amount Discount	\$ 780.54
<input type="radio"/> Proposed Price	\$ 4423.06
Quote Subtotal (Excl. Tax)	\$4,423.05
Shipping & Handling	\$0.00
Estimated Tax	\$0.00
Quote Grand Total (Incl. Tax)	\$4,423.05

Admin quote detail view


Order by SKU to Speed Up Purchases

- Enable B2B customers to order by:
 - Entering individual or multiple SKUs
 - Uploading CSV files
- Magento validates SKUs and confirms inventory is available

Quick Order

Enter SKU *

product_dynamic_151

 Simple Product 151
\$10.00

Qty *
2

Enter Multiple SKU's

Use commas or paragraph to separate SKU's

Add to List

Add from File

File must be in .csv format and include "SKU" and "QTY" columns. [Download Sample](#)

Choose File

Add to Cart

Quick order page

Accelerate Ordering with Requisition Lists

- Create lists of frequently purchased products for easy re-ordering
- Set up as many lists as needed and assign lists to specific buyers
- Easily add products to lists by:
 - Entering product SKUs
 - Copying previous orders
 - Selecting “Add to Requisition List” from product and category pages
- Simply select products and choose “Add to Cart” to initiate a purchase

The screenshot shows a Magento Requisition List interface titled "Q4 Restock". On the left is a sidebar menu with options like "Account Dashboard", "My Downloadable Products", "Store Credit", "My Company", "Company Users", "Roles and Permissions", "My Wish List", "Gift Card", "Gift Registry", "My Invitations", "Newsletter Subscriptions", "Stored Payment Methods", "Billing Agreements", "My Product Reviews", and "Reward Points". The "Requisition Lists" option is highlighted. The main content area shows a table of 7 items with columns for Item, Price, Qty, and Subtotal. Each item has a checkbox to select it. At the bottom, there are buttons for "Add to Cart", "Delete Requisition List", and "Update List".

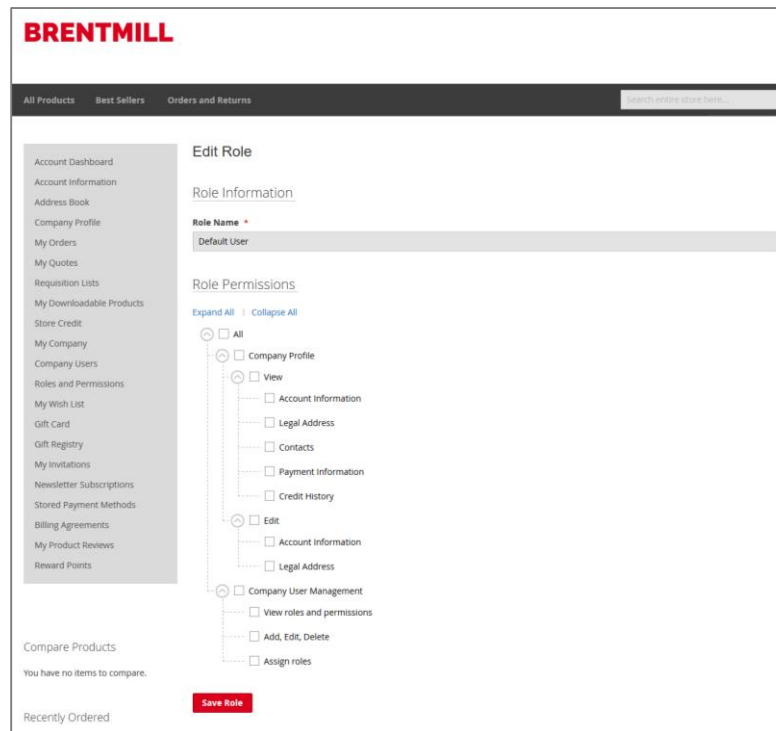
Item	Price	Qty	Subtotal
<input type="checkbox"/> M18™ HACKZALL® Recip Saw Kit SKU: MIL262521	\$298.26	5	\$1,491.30
<input type="checkbox"/> 18V 1/2" Milwaukee® M18 FUEL™ Compact Hammer Drill/Driver Kit, Red SKU: MIL260422	\$423.99	5	\$2,119.95
<input type="checkbox"/> 85W 120-277V 4000K LytePro LED Medium Floodlight Trunnion Mount, Textured Dark Bronze SKU: KEESTKLPF378	\$683.15	5	\$3,415.75
<input type="checkbox"/> 200Amp 600V Siemens Fusible HD Safety Switch Rain-Tite SKU: SIEMFC3648	\$1,064.44	5	\$5,322.20
<input type="checkbox"/> 22mm Siemens Metal Round Illuminated Push-Pull Actuator, Red SKU: SIEM3830011CA21	\$59.88	5	\$299.40
<input type="checkbox"/> Legrand 10' Wiremold® Tele-Power Pole, Gray SKU: WRM250TF40G	\$83.12	15	\$1,246.80
<input type="checkbox"/> Milwaukee M18 FUEL™ 1/2" Drill/Driver Kit SKU: MIL260322	\$381.59	5	\$1,907.95

Requisition list

Account Roles and Permissions

Account Roles and Permissions:

- Create and assign roles and permissions to each buyer
- Set what users can view and edit



Roles and permissions

Payment on Credit: My Account

Purchase on credit:

- Offer payment on credit as payment option
- Manage company credit in the Magento Admin

Welcome, Jim from Dunder Mifflin! Jim HalpertQuick Order

BRENTMILL

All ProductsBest SellersOrders and ReturnsSearch entire store here...Quick Order

Account Dashboard

My Quotes

My Orders

My Requisition Lists

Address Book

Account Information

Stored Payment Methods

Billing Agreements

Company Profile

Company Credit

Company Structure

Company Users

Roles and Permissions

Gift Registry

My Product Reviews

Newsletter Subscriptions

Company Credit

Outstanding Balance

Available Credit

Credit Limit

-\$8,111.30

\$11,888.70

\$20,000.00

Date	Operation	Amount	Outstanding Balance	Available Credit	Credit Limit	Purchase Order	Updated By
03/21/17	Purchased	-\$2,403.50	-\$8,111.30	\$11,888.70	\$20,000.00	679	Kelly Kapoor
03/21/17	Purchased	-\$1,608.65	-\$5,707.80	\$14,292.20	\$20,000.00	428	Stanley Hudson
03/17/17	Purchased	-\$4,099.15	-\$4,099.15	\$15,900.85	\$20,000.00	317	Pam Beesly

3 Item(s)

Buyer side My Account: Credit view

Payment on Credit: Checkout

Purchase on credit:

- Offer payment on credit as payment option
- Manage company credit in the Magento Admin



Payment Method:



PayPal

☐ Check / Money order

☒ Payment on Account

☒ My billing and shipping address are the same

Stanley Hudson
310 Daniel Webster Highway
Nashua, New Hampshire 03063
United States
484-555-1212

Purchase Order Number

428

☐ Credit Card



PayPal Express Checkout What is PayPal?

Apply Discount Code

Apply Gift Card

Available Credit \$15,900.85

Available Credit \$15,900.85

Order Summary

Cart Subtotal \$1,458.65
Shipping \$150.00
Flat Rate - Fixed

Order Total \$1,608.65

You will be charged for \$1,608.65

6 Items in Cart

Ship To:

Stanley Hudson
310 Daniel Webster Highway
Nashua, New Hampshire 03063
United States
484-555-1212

Shipping Method:

Flat Rate - Fixed

Place Order

Available Credit in Checkout



Alpha Program Open to Partners: Eligibility

Program is open to **all Solution Partners**. To participate you must:

- Sign the Alpha Software agreement
- Provide GitHub account information

Alpha Code Usage Guidelines

- **Alpha code is for testing and training only**
- **Partners may not use Alpha Software for production deployments**
 - No technical support available
 - Alpha is not production quality – it will have bugs
 - Future platform updates will require sites developed using Alpha Software to be reworked
 - Additional B2B functionality is planned for GA release

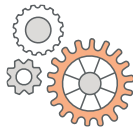
Partners may not share the Alpha Software with anyone outside of their organization

Alpha Code Access Process for Partners

- Go to <https://magento.com/partners/portal/agreement/>
- Sign the Alpha Software Agreement and provide requested GitHub account information
 - Signer must be the Primary Contact in Salesforce
- Magento validates GitHub credentials and provides access to GitHub repository (can take up to 48 business hours)
- Receive an email notification with information on how to access the private Alpha Software GitHub repository

Magento Business Intelligence

MBI Platform Overview



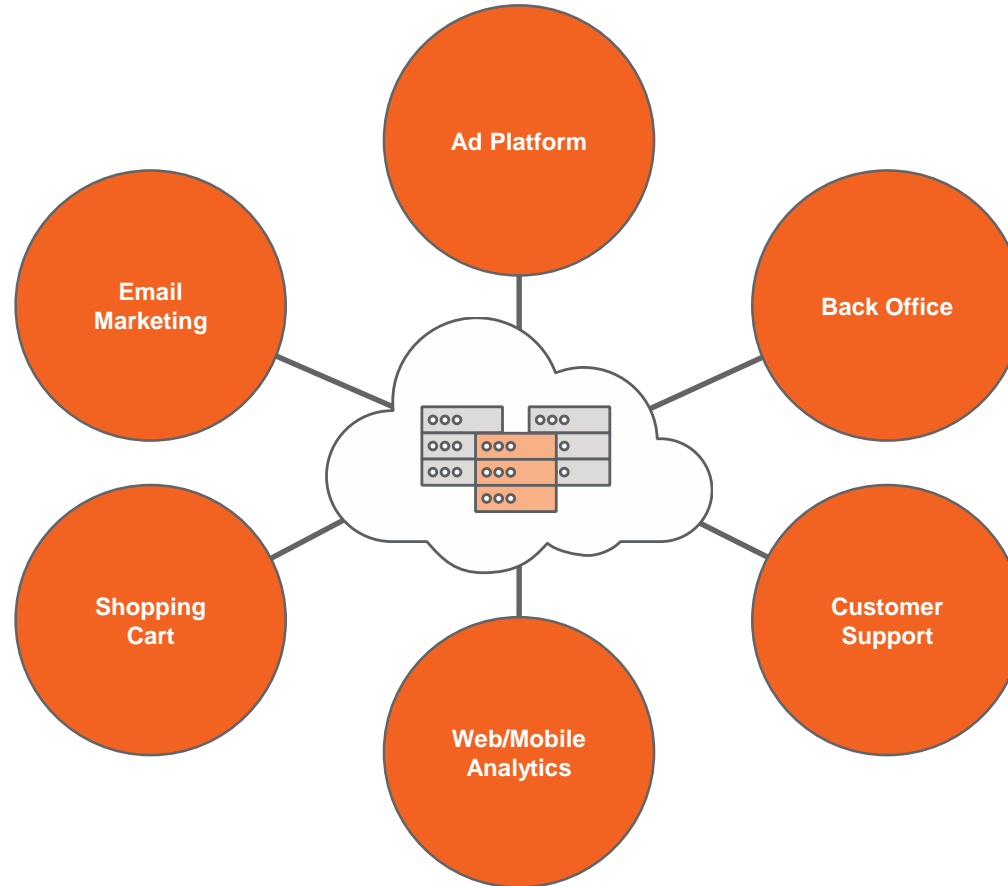
Connect, consolidate & transform your data.

Visualize, analyze and get deep and **actionable** insights into your business' data.

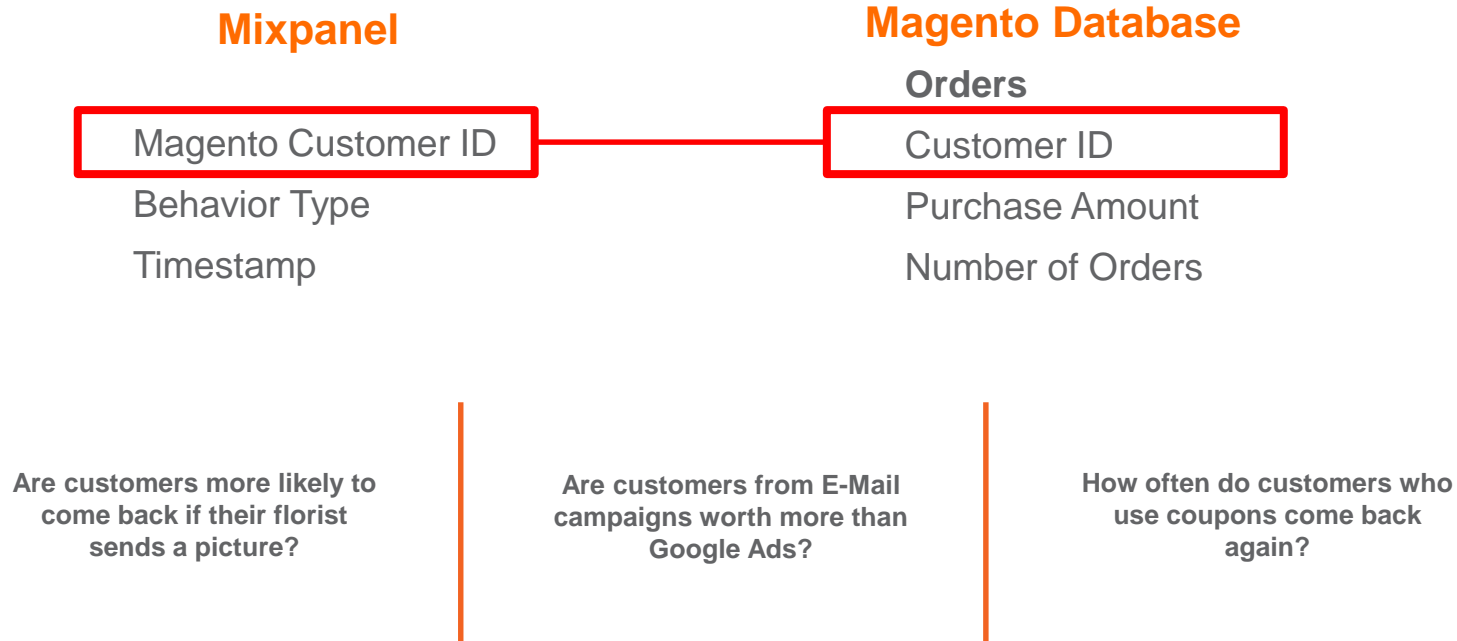


Create ad-hoc analysis & automate your reporting process: transform the way you make business decisions & collaborate across teams.

But How? Data Consolidation!

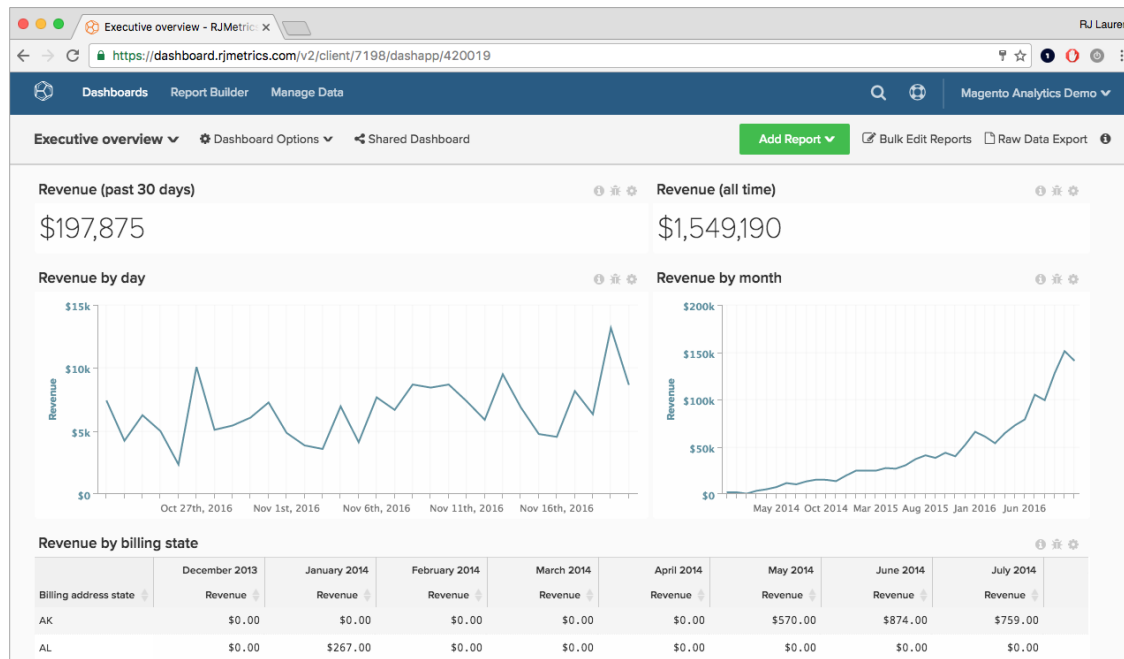


Join Data Silos for Actionable Analytics



Introducing Magento Business Intelligence Essentials

- Integrate Magento & Google Analytics data
- 75 Best Practice Reports
- Custom Report Creation Capabilities
- Available for all Magento Merchants
- Included with Magento Enterprise Cloud Edition
- Advanced Reports coming with 2.2; 12 reports using MBI UX



Magento Shipping

What's the big deal with shipping?

50%

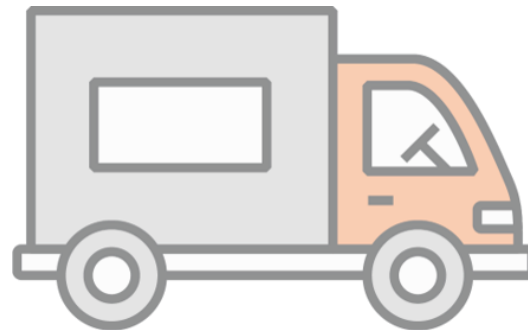
Of cart abandonment is shipping related

86%

Consumers expect shipping options in the shopping cart

34%

Enterprise retailers take 1-2 days to ship an order



Shipping as a Business Catalyst

Merchants report positive impacts with providing shipping options at checkout:

75%

See a reduction cart abandonment

78%

Able to ship to wider geographical area

84%

Better ability to meet shipping deadlines

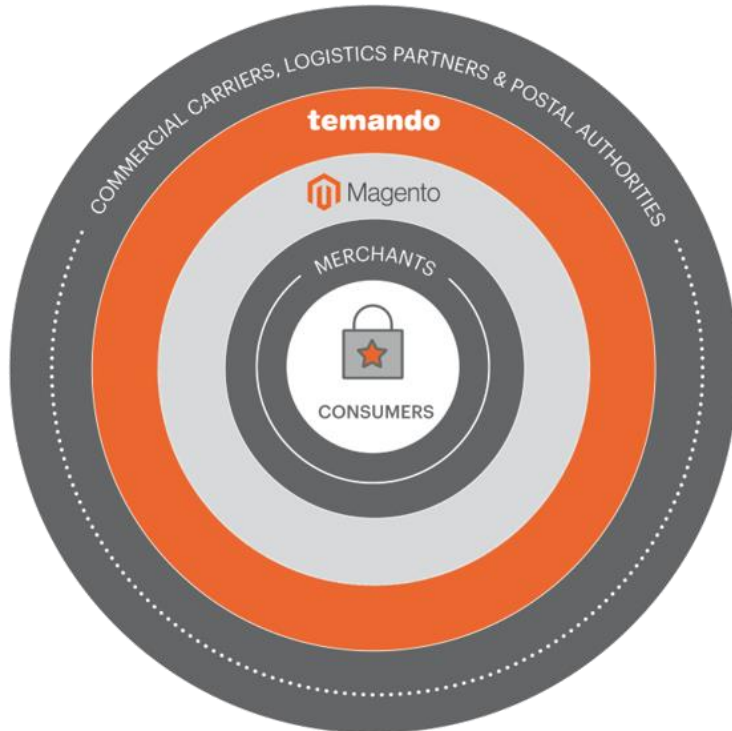
86%

Increased sales, and better ability to meet customer expectations



Introducing Magento Shipping

An intelligent, multi-carrier solution to turn shipping and fulfillment into a profit machine.



Easily connect with global carriers

Drive cart conversion and revenue

Automate fulfillment processes

Reduce shipping-related costs

Magento Shipping, powered by Temando



Magento Premier Technology Partner

Multi-carrier shipping and fulfillment software specialists

60K global customers generating billions of transactions

Highly scalable, best-in-class micro service oriented platform



Temando is a Neopost company

A global leader in mailing, shipping and supply chain solutions

€1.2 B Revenue

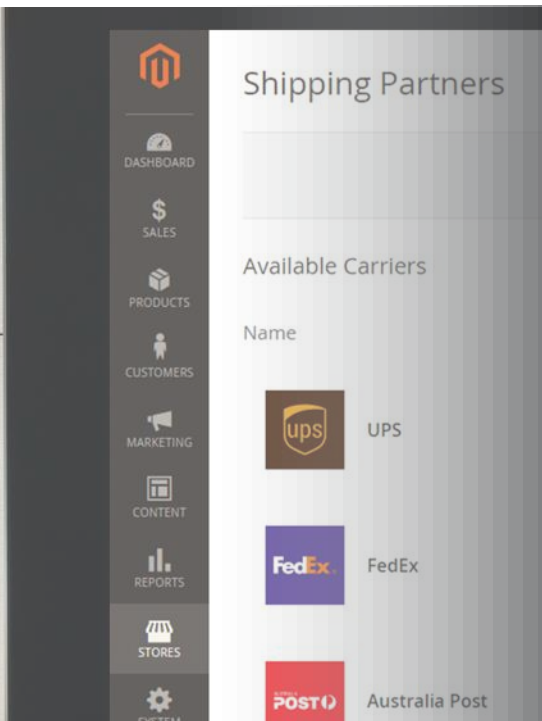
Active in 31 Countries





Easily Connect with Global Carriers

Streamline operations as you grow your business.



Instantly access the world's leading carrier networks

Intuitive and integrated Magento Admin experience

Quote, book and generate compliant labels and documents

No more rate tables



Drive Conversion, Revenue, and Loyalty

Provide superior cart-to-door service.


Display relevant shipping experiences

Use dynamic rules to control shipping options and price

Give customers full visibility

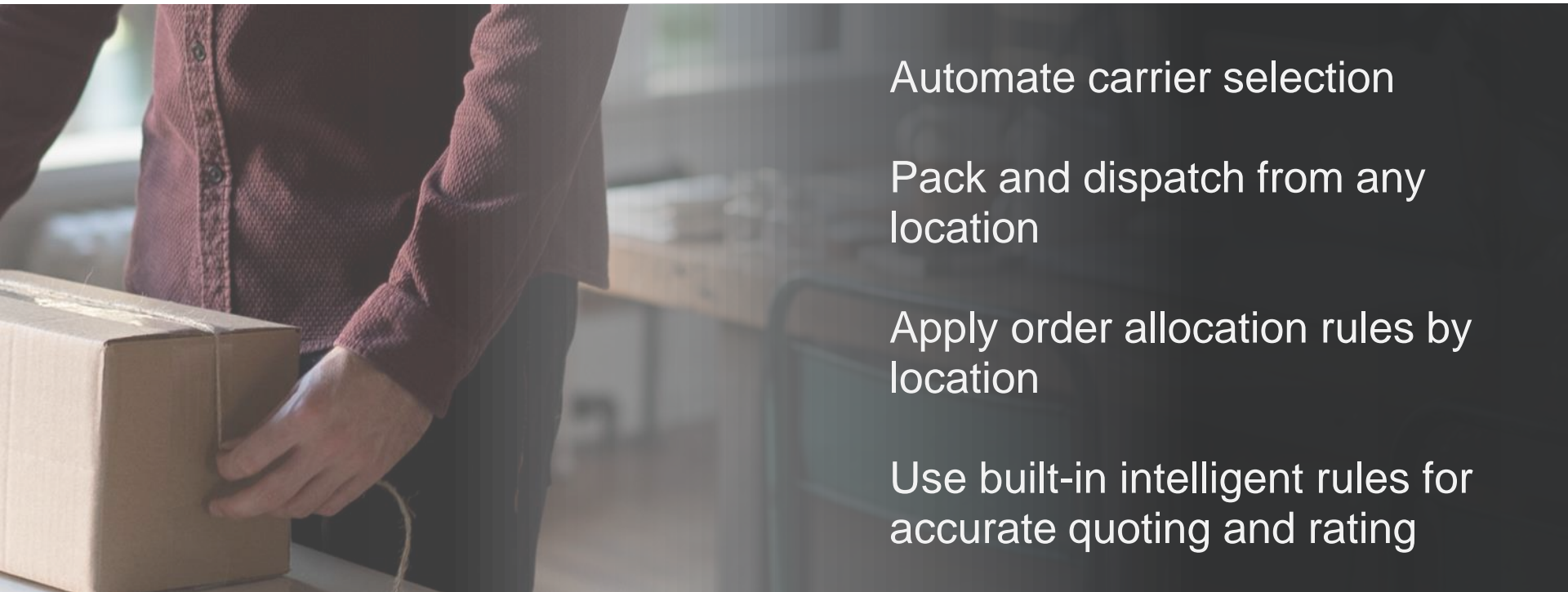
Match shipping services to your brand





Reduce Shipping-Related Costs

Intelligent rules and processes can shrink your cost structure.



Automate carrier selection

Pack and dispatch from any location

Apply order allocation rules by location

Use built-in intelligent rules for accurate quoting and rating



A Bundled Extension

The Magento Shipping approach benefits both merchants and partners.

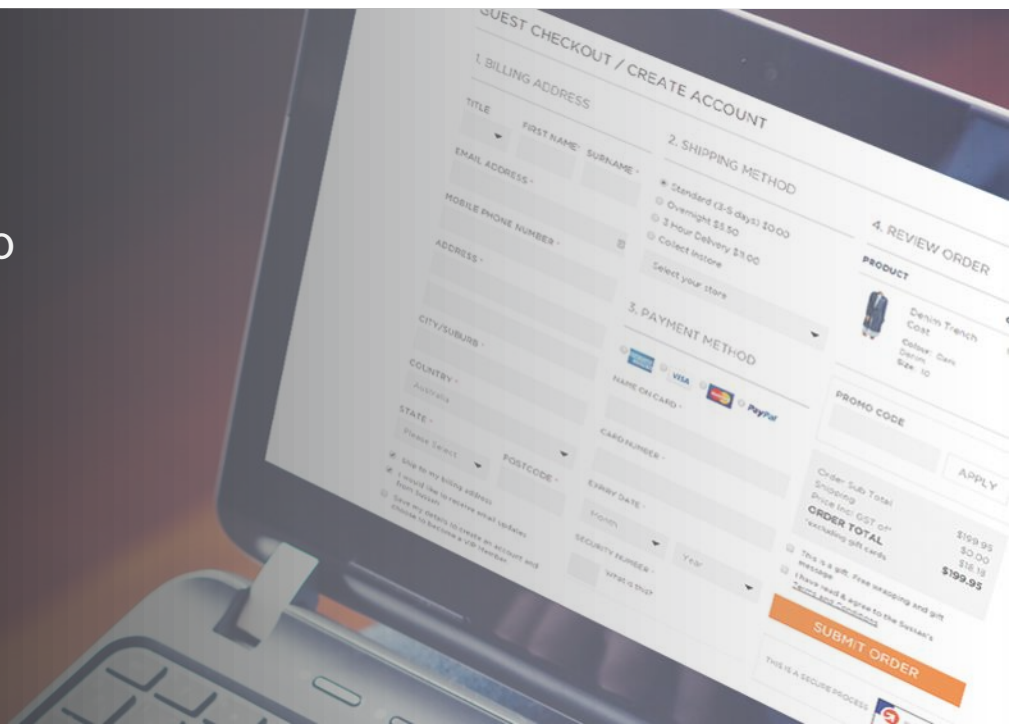
Single, pre-integrated end-to-end shipping solution

Seamless availability and easy setup and activation

Magento verification

New carriers and carrier features without extension updates

Built-in conflict checks



Questions?



MagentoLive

India | 2017