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Webinar: Success in B2B eCommerce, key research from Forrester and B&S B2B customers are increasingly expecting a shopping experience that is similar to those offered by the top B2C companies.

The Coca-Cola Company Is Embracing B2B Commerce to Better Serve Consumers

Best Practice in B2B Ecommerce: The Grainger Story It's no secret that many companies struggle with the concept of **B2B e-commerce**. According to Intershop's 2013 **Ecommerce** ...

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E-Commerce: Busienss Models E-commerce busienss models (B2C, C2C, C2B, and **B2B**) Click or Mortar, or both.

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The New B2B Buyer: Navigate Digital Transformation The **B2B e-commerce** tipping point is rapidly approaching. **Forrester** projects that by 2021, over 50% of B2B purchases will be ...

Insights from "State of B2B Commerce" Global Study with Andy Hoar, Forrester Research Andy Hoar from **Forrester Research** shares some key insights, commissioned by hybris, on the impact **eCommerce** is having on ...

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OroCommerce for B2B & eCommerce 89% of B2B buyers already use the internet to **research** purchases and in the next 3 years, **B2B eCommerce** is expected to reach ...

MSBM17- Keynote of Andy Hoar: How B2B Manufacturers Can Go Direct Without Channel Conflict **Forrester Research** analyst Andy Hoar explains how the marketplace model is ideal for going direct to consumers. Learn how the ...

Webjaguar webinar 4 27 2017: Maximizing Customer Acquisition for B2B Companies According to an official report of **Forrester Research** Inc., **B2B e-commerce** sales are growing rapidly at a compound annual ...

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