amazon business

An Amazon designed for your business

HOW AMAZON BUSINESS COMPARES TO AMAZON.COM

Organizations and individuals alike value Amazon for its convenience, selection and pricing, but businesses and organizations — from sole proprietors to large enterprises, governments, schools and healthcare organizations — have different needs than individual customers.

That's why we created Amazon Business. How is it different? Let's compare.

amazon

Individual customers

There are over 300 million Amazon customer accounts worldwide.

BUYERS



amazon business

Organizations of all sizes

Millions of business customers from industries around the world purchase on Amazon Business, including 55 of the Fortune 100 companies, more than half of the 100 biggest US hospital systems and over 40% of the 100 most populous local governments in the US.

Manufacturers and distributors across a range of product categories

Over 50% of Amazon's total unit sales comes from third-party sellers who list products in more than 20 categories.

SELLERS



Manufacturers and distributors across most product categories

Hundreds of thousands of business sellers offer products in categories such as Healthcare, Lab & Science, Industrial, MRO, IT and Office & Breakroom. Sellers can also list professional certifications to display on their Amazon Business profile, such as small business or diversity credentials.

Single user and shared household accounts

Amazon.com accounts are designed for use by consumers.

ACCOUNTS



Single and multiple user accounts

Organizations have a high degree of control over access, and can establish purchasing approval workflows and set spending limits.

Competitive pricing

Amazon.com consistently works toward maintaining competitive prices on every product.

PRICING



Retail, business and negotiated

Sellers can provide business-only pricing on their products and offer quantity discounts on bulk orders. To maintain existing supplier relationships, customers can also invite existing negotiated vendors to onboard to Amazon Business.

For qualifying individuals

Amazon offers tax exemption on qualified purchases for individuals participating in the Amazon Tax Exemption Program (ATEP).

TAX EXEMPTION



For qualifying organizations

Amazon Business offers tax exemption on qualified purchases for customers that participate in the Amazon Tax Exemption Program.

Multiple payment options

Buyers have multiple personal payment options available including credit and debit cards, gift cards and Amazon.com Store Cards.

PAYMENT



Corporate credit cards and

corporate creditIn addition to company credit and debit cards, business buyers can finance purchases using Pay by Invoice with 45- or 60-day terms subject to credit approval.

All products, except for restricted business-only products Customers have access to millions of products

across a vast range of categories.

PRODUCTS



Wide selection of products, including business-only products

Businesses buy millions of products on Amazon Business. Eligible customers can purchase business-only items and restricted or specialty items such as professional use–only medical devices.

Single tier pricing

Amazon.com is designed with the needs and shopping patterns of individual customers in mind, so there's no discount for large bulk orders.

QUANTITY DISCOUNTS



Tiered quantity discounts

Business customers can see price discounts in up to five quantity tiers and can request special prices on even larger orders.

Prime

Prime members receive unlimited FREE
Two-Day Shipping on over 100 million items,
FREE One-Day delivery on over 10 million
items and FREE Same-Day Delivery on eligible
orders before 9 PM. With Amazon Day, they
can also receive deliveries on the day of the
week that works best for them.

SHIPPING & DELIVERY



8 Business Prime

Business Prime customers enjoy all the same Two-Day, One-Day and Same-Day delivery options, and they can also take advantage of additional tools created specifically for businesses, such as Spend Visibility, Pay by Invoice, Guided Buying and more.

Order history

Buyers can see their complete order history and easily reorder the same item.

INSIGHTS



Business insights, purchasing analytics

Amazon Business buyers can gain visibility into spending, monitor activity and automate with Amazon Business Analytics. Business Prime provides even deeper insights into an organization's purchasing with advanced analytics and dashboards.

Sign up now for Amazon Business

LEARN MORE

Start selling on Amazon Business
Reach millions of customers through Amazon's business sales channels.

GET STARTED

