

amazon business

# Smart Business Buying for Education and Nonprofit Organizations

A guide to help education and nonprofit buyers  
buy smarter, so they can achieve their goals.



**Where and how you buy matters**—to your students, teachers, donors, recipients, and employees. Every purchasing decision reflects your commitment to serving your community, affects your ability to stretch your budget, and influences your operational agility in a fast-paced, digital world. Traditional purchasing methods lack the specificity, flexibility, and automation required by today's education and nonprofit buyers. That's where Smart Business Buying comes in.

Whether you're looking for a primary supplier, support with urgent spot buys, or an avenue for responsible sourcing,

Smart Business Buying has what you need. The digital purchasing solution provides capabilities and conveniences similar to the ones you enjoy when shopping in your personal life, making the buying process more intuitive and convenient. With a streamlined purchasing experience, **you spend less time finding supplies and overseeing employees' purchases, and can instead focus on what matters most: doing more for the communities you serve.**

As you consider transforming your buying methods, start by evaluating your organization's current purchasing-related challenges and whether Smart Business Buying can help.

# Your Personal Purchasing Checklist

From managing donations to purchasing last-minute bulk supplies, buying needs across the education and nonprofit sector are diverse. Use this checklist to determine whether the following commonly experienced industry challenges hamstring your institution:



## Do you often miss opportunities to consolidate costs?

As a 501(c)(3) organization, you're always working to extend your budget. However, with multiple buyers across your organization, you might **end up paying tax on items you shouldn't or accidentally ordering expensive items** when more cost-effective options exist.



## Do donated items cause you headaches?

When fundraising in-kind gifts, well-meaning donors often **purchase duplicate items or ship donations to the wrong location**, requiring your team to find new homes for supplies or send goods to the correct address.



## Do you find it complicated to ensure compliance?

You must manage a **range of compliance-related matters, including purchase approvals, record-keeping requirements, and adherence to organizational bylaws**. That's a lot of information to keep track of, especially with multiple buyers involved. Sound familiar?



## Is demonstrating impact difficult?

Beyond buying, you're also responsible for highlighting how purchases made help your organization further its mission. This requires you to **manually comb through purchasing data to demonstrate how chosen supplies and sellers contribute** to organizational goals.



# Four Opportunities With Smart Business Buying

If you answered “Yes” to the checklist, Smart Business Buying might be the solution. Here are a few ways Amazon Business supports education and nonprofit organizations, helping you buy smarter and dream bigger:



## 01 | Democratize purchasing with ease

[Guided Buying](#), a Business Prime feature, allows you to **better manage employee spending by narrowing down products available for purchase based on your goals**—whether you’re focused on cost savings or accessing products from preferred sellers. The tool also automates purchase approvals so you spend less time monitoring employee purchases and tracking down required stakeholders for approvals.

## 03 | Streamline digital fundraising

[Donation Driver](#) automates the donation collection process, ensuring **your organization receives the right products at the right locations**. This capability allows you to make a digital wish list, so donors only buy what you truly need.

### The tool makes it easy to:

- [Select quantities of items](#)
- [Personalize donor communications](#)
- [Closely track ordered donations](#)
- [Report on donation activity](#)
- [Maintain donor & recipient privacy](#)
- [Expand your audience reach](#)

## 02 | Lean into data and analytics

Because Smart Business Buying happens online and within a singular system, all purchases are automatically tracked. [Real-time reporting](#) helps you **stay within budget parameters, increase visibility into purchasing, and demonstrate impact**. Amazon Business offers access to a suite of analytics capabilities designed to identify spending patterns so you can reinforce purchasing best practices over time.

## 04 | Align purchases with procurement goals

Contribute to your organization’s overall mission with every purchase by using advanced search features **to identify more sustainable products and certified diverse suppliers**. Amazon Business offers more than [1 million Climate-Pledge friendly products](#) and [thousands of products from small and diverse-owned suppliers](#).

Qualified organizations can enroll in [Amazon’s Tax Exemption Program](#). The service allows you to set tax-exempt buying permissions across your organization, ensuring all eligible purchases made by approved buyers are automatically tax exempt.

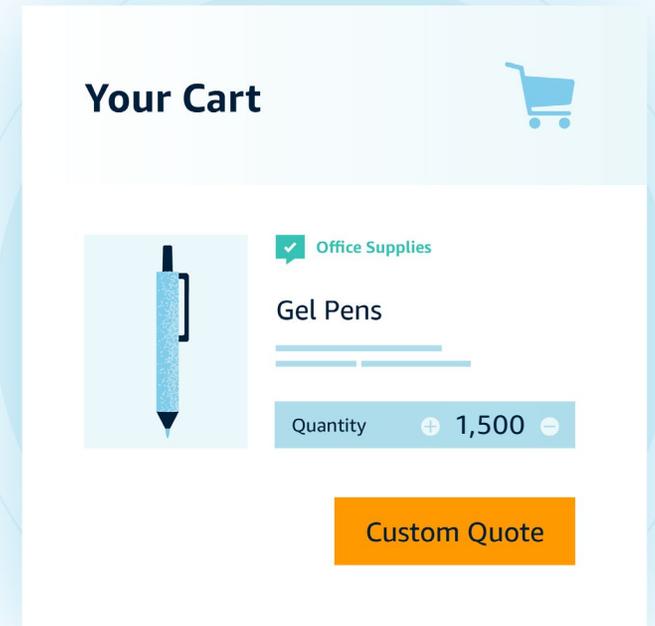
“Amazon Business gives users the autonomy to find what they need [to purchase] in a way that’s familiar, easy, and intuitive. It lets us **focus on the strategic purchases we make for the university**. It has changed the way I think about purchasing.”

— Director of Procurement Services, University of Washington



“Amazon Business is a key partner in bringing learning to life for students across the country. Empowering teacher wisdom is core to our mission at DonorsChoose, and Amazon Business helps make that possible by **giving teachers an easy way to shop for resources that will help their specific students thrive.**”

— Charles Best, Founder, DonorsChoose



\*This illustration is not a direct representation of Amazon Business.

# Your Partner for Smart Business Buying

Smart Business Buying by Amazon Business combines the selection, convenience, and value you expect from Amazon, with **features that streamline and support** education and nonprofit operations.

In the U.S., Amazon Business serves 80% of the 100 largest educational organizations. Over 75,000 nonprofit customers—including 30 of the top 100 nonprofit organizations—also use Smart Business Buying.

## Transform your purchasing with Amazon Business

Learn more about how Smart Business Buying at Amazon Business helps education and nonprofit sectors.

## Buy smarter. Dream bigger.

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