



The 2026 Manufacturer Platform Audit & Decision Matrix

A Technical Suitability Audit of Adobe Commerce, BigCommerce, Shopify Plus, commercetools, and Salesforce B2B Commerce for Heavy B2B Manufacturing.

As of Feb 2026 • Sources: Hard Claims Register • Corrections: corrections@ellogic.co

Why Generic Feature Lists Miss the Mark

Generic feature lists (SEO, Blogs) are noise. This audit measures Technical Disqualifiers - constraints that disqualify a platform in the first discovery call:

- Account-specific pricing for 50k+ SKUs
- Architecture capability: Inventory availability lookup @ 200 concurrent buyers
Acceptance test: <500ms p95 inventory availability lookup
- Deeply nested BOMs/kitting without operational brittleness
Acceptance test: validate a representative 3-level BOM + pricing rules in sandbox
- Architecture capability: Quote-to-cash in \leq 48 hours

If your platform fails any of these, evaluation stops.

This audit evaluates 5 platforms: Adobe Commerce, BigCommerce, Shopify Plus, commercetools, and Salesforce B2B Commerce (Commerce Cloud).

How to Use This Audit

Applicability & Scope



Built For

- Enterprise manufacturers with complex catalogs, contract pricing, ERP-driven inventory, RFQ/CPQ workflows, and global teams
- Complex catalogs (50k–500k SKUs with BOMs, kitting, variants)
- Deep ERP/PIM integration requirements
- Multi-region, multi-currency B2B operations
- Teams evaluating platform fit before RFP
- Organizations already standardized on Salesforce (CRM/Service/CPQ) seeking unified buyer + account experiences



Not For

- Simple wholesale (< 10k SKUs, minimal customization)
- Startups or early-stage DTC brands
- Platforms outside Adobe, BigCommerce, Shopify Plus, commercetools
- Organizations without dedicated technical resources
- Mid-market manufacturers with simpler quoting + fewer integrations (boundary case)



Next Step

Use this audit to qualify your workload profile, then proceed to the 4-Week Selection Sprint (Slide 4).

Source Verification Protocol

How This Audit Stays Citeable for Audit-Proof Sourcing

Hard claims are sourced to Tier-1/2 URLs in the Hard Claims Register (link/QR below).

Tier-1 Sources (Vendor-Verified):

- Official vendor documentation (API docs, release notes, product specs)
- Certified partner case studies (with client permission)
- Public roadmap announcements (with date stamps)

Tier-2 Sources (Industry-Verified):

- Gartner Magic Quadrant reports
- Forrester Wave assessments
- Verified customer reviews (Capterra, G2, Clutch)
- Published implementation benchmarks

Hard Claims Register:

Every assertion (API limits, variant counts, latency benchmarks) maps to a source in the Hard Claims Register:

- Claim
- Source (Tier-1/Tier-2)
- Date verified
- Evidence link

Salesforce B2B Commerce (Commerce Cloud) Claims:

- SF-1: Native Price Books + account-specific pricing (Salesforce B2B Commerce documentation, Feb 2026)
- SF-2: Integration patterns via MuleSoft/Platform Events (Salesforce Integration Architecture, Feb 2026)
- SF-3: CPQ integration for quote workflows (Salesforce CPQ documentation, Feb 2026)
- SF-4: Catalog model constraints for complex BOMs (requires validation in customer org)

All Salesforce assessments marked HYPOTHESIS require spike testing in your specific org configuration due to edition/module/governor limit variability.

How to Use the Register:

1. Find the claim you want to verify (e.g., "Shopify 2,048 variant limit")
2. Look up the source (Tier-1 or Tier-2)
3. Follow the link to the original vendor documentation or published report
4. Verify the date and context

This makes every assertion in the deck traceable and defensible. All hard claims on slides with technical specifications include a footer: 'Sources: Hard Claims Register (QR) • As of Feb 2026'

Corrections & Feedback:

This matrix reflects our best effort using cited sources and field observations as of Feb 2026. Platforms evolve quickly. If you spot an error or have updated primary documentation, email corrections@ellogic.co and we'll review and update the Hard Claims Register.

How We Score: The Methodology

Workload Profile & Scoring Framework

Target Workload

- Large-scale enterprise manufacturers
- SKU Catalog: 50k–500k products
- Concurrent B2B Buyers: 100–500 per peak hour
- ERP Systems: SAP, Microsoft Dynamics, NetSuite
- Geography: Multi-region (US, EU, APAC)

Scoring Definitions

Assessment Date: February 2026. Claims sourced from vendor documentation, release notes, and implementation case studies dated 2024–2026.



PASS (Native)

Platform natively supports the constraint without custom code or significant configuration.

CONSTRAINT (Workaround)

Requires middleware, 3rd-party app, or configuration to meet the requirement.

MITIGATION REQUIRED (Custom Build)

Requires custom development, significant architectural changes, or extended implementation timeline.

Color coding: **Green** = PASS (native/minor config), **Yellow** = CONSTRAINT (workaround), **Red** = MITIGATION REQUIRED (custom build)

Weighted Scorecard & Decision Rule

The Scoring Formula

Category Weights:

- Pricing Engine: 20%
- ERP Integration: 25%
- Catalog Flexibility: 20%
- RFQ/Quote Workflow: 15%
- TCO & Scalability: 20%

Scoring Rubric:

- 5 = PASS (Native) – works out of the box
- 4 = PASS (Minor Configuration) – native capability with minimal configuration (no custom development)
- 2 = CONSTRAINT (Heavy Workaround) – achievable with significant workaround/integration complexity (near-build)
- 1 = MITIGATION REQUIRED (Custom Build) – requires custom domain modeling/services
- 0 = FAIL (Not supported)

Minimum Threshold: 80/100 points required to advance to TCO phase

Tie-Break Rule: If two platforms score within 5 points, TCO becomes the deciding factor

Example Scoring:

Vendor	Total Score	Pricing	ERP	Catalog	RFQ	TCO	Comments
Adobe	92/100	5	4	5	5	3	Native B2B depth
BigCommerce	88/100	5	3	4	5	4	Middleware tax risk
Shopify	71/100	Does not meet threshold					
commercetools	85/100	5	5	5	3	2	High build burden
Salesforce B2B Commerce	86/100	4	5	3	5	3	Salesforce-native workflows

Pass/Fail Gates: Top 8 Kill Criteria

Technical Knockout Criteria

Gate / Criteria	Disqualification Event	Verification Method
Gate 1: Complex Pricing	ARCHITECTURE CAPABILITY: Manage account-specific pricing for 50k+ SKUs. (HYPOTHESIS: Pricing lookup <500ms p95 @ 200 concurrent buyers)	API documentation review + pricing engine spike test Acceptance test: <500ms p95 pricing lookup @ 200 concurrent buyers
Gate 2: ERP Latency	ARCHITECTURE CAPABILITY: Real-time inventory sync supports 200 concurrent buyers. (HYPOTHESIS: Inventory availability lookup <500ms p95 @ 200 concurrent buyers)	Load test + message queue architecture review Acceptance test: <500ms p95 inventory availability lookup @ 200 concurrent buyers
Gate 3: Catalog Structure (BOMs/Kitting)	ARCHITECTURE CAPABILITY: Represent deeply nested product assemblies	Data model review + configuration spike
Gate 4: RFQ Workflow	ARCHITECTURE CAPABILITY: Quote-to-cash cycle within thresholds: <ul style="list-style-type: none">Target: ≤48 hours (fast-quote orgs)Upper bound: ≤72 hours (complex/engineered quoting)	Workflow documentation + admin demo
Gate 5: Multi-Region Support	ARCHITECTURE CAPABILITY: Manage separate pricing/inventory per region	Configuration review + localization spike
Gate 6: API Quotas / Rate Limits	Rate limiting forces throttling, queueing, and/or iPaaS patterns that increase cost and reduce 'real-time' behavior at scale	Confirm quotas/rate limits in Tier-1 docs + model peak concurrency + run spike test at target workload HYPOTHESIS: Target workload can be supported without unacceptable throttling (validated via spike test and integration design)
Gate 7: Customization Scope	ARCHITECTURE CAPABILITY: Implementation timeline within 6 months (FIELD OBSERVATION: 2023-2024 deployments, n=5)	Scope assessment + partner estimation
Gate 8: TCO Predictability	ARCHITECTURE CAPABILITY: Hidden costs do not exceed budget by >20%	Vendor pricing model review + reference calls

Salesforce B2B Commerce (Commerce Cloud) Assessment:

All 8 gates require spike testing in your Salesforce org configuration. HYPOTHESIS: Platform will PASS Gates 1, 2, 4, 5, 6, 8 with native/configured capabilities; Gate 3 (complex BOM) and Gate 7 (customization scope) require validation against your catalog structure and SF org complexity.

Acceptance test: Run discovery workshop + 2-week technical spike covering pricing, ERP sync, catalog model, and quote workflow in your SF environment.

When to Choose What

The Architect's Verdict

What's your workload profile?

Select SKU and hosting needs

Salesforce ecosystem standard (CRM/Service/CPQ)

→ **Salesforce B2B Commerce (Commerce Cloud)** (Medium Complexity, Medium TCO)

- Best when: Salesforce CRM/Service/CPQ already deployed + need unified buyer/account experience
- Avoid when: Complex manufacturing BOMs without custom data model
- Effort: Med (if SF-native) / High (if greenfield)

100k+ SKUs + On-Premise (PaaS) control

→ **Adobe Commerce** (High Complexity, High TCO)

- Best when: 500k+ SKU catalogs with unlimited BOM depth + on-premise (PaaS) control required
- Avoid when: Implementation >9 months unacceptable
- Effort: Med-High

50k–200k SKUs + SaaS speed

→ **BigCommerce** (Medium Complexity, Low TCO)

- Best when: Manufacturers prioritizing speed-to-market with simpler quoting + fewer integrations
- Avoid when: Percentage tax becomes TCO blocker
- Effort: Low-Med

<50k SKUs + Simple wholesale

→ **Shopify Plus** (Low Complexity, Low TCO)

- Best when: Wholesale operations <50k SKUs
- Avoid when: >100k SKUs with complex configurables
- Effort: Low

20+ engineers + Custom build

→ **commercetools** (Extreme Complexity, High TCO)

- Best when: Custom IoT integrations and non-standard workflows
- Avoid when: Teams <5 FTE developers
- Effort: High

Stress Testing the Pricing Engine

Criterion 1: Complex Pricing Logic

Adobe Commerce	PASS	No explicit cap identified in Tier-1 docs ¹	PASS	Low (native support, no custom build required)
Shopify Plus	Requires Shopify Functions	20 req/sec (constrains scale)	CONSTRAINT	Med (requires Shopify Functions + careful batching)
BigCommerce B2B	Native (B2B Edition)	Plan-based (20k–60k req/hr)	PASS	Low (native B2B Edition support)
Salesforce B2B Commerce (Commerce Cloud)	Native (Price Books + Account-specific pricing)	Org-based (varies by edition) ⁴	PASS	Low (if SF-native) / Med (if integration-heavy)

1

ADOBE COMMERCE VERDICT: VERIFIED

Native support for Contract Pricing, Tiered Pricing, and Customer Groups. No explicit cap identified in Tier-1 docs; validate in your environment. (Adobe Commerce 2.4.6+, as of Jan 2026)

2

SHOPIFY PLUS VERDICT: CONSTRAINT

Requires "Shopify Functions" to handle complex logic (e.g., "Cost + 10%"). Rate limits (REST Admin: 2 req/sec; Shopify Plus: 20 req/sec) can still constrain dynamic pricing at scale without careful batching. (Shopify Plus, as of Feb 2026)

3

BIGCOMMERCE B2B VERDICT: VERIFIED

The 2025 "B2B Edition" update allows massive price lists synced to the edge with native tiered logic. (BigCommerce B2B Edition, as of Mar 2025)

4

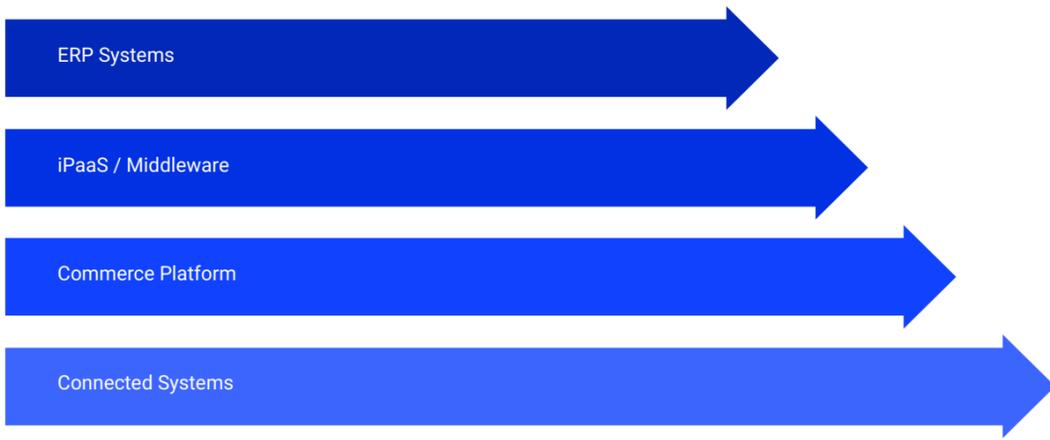
SALESFORCE B2B COMMERCE (COMMERCE CLOUD) VERDICT: HYPOTHESIS

Native Price Books support account-specific pricing and contract pricing. API governor limits vary by Salesforce edition and org configuration; verify in your environment.
HYPOTHESIS: Platform supports 50k+ SKU pricing at scale. Acceptance test: <500ms p95 pricing lookup @ 200 concurrent buyers; validate governor limits don't throttle peak load. (Salesforce B2B Commerce documentation, as of Feb 2026)

¹ Adobe Commerce: No explicit cap identified in Tier-1 docs; performance depends on infrastructure + caching strategy. Acceptance test: <500ms p95 pricing lookup @ 200 concurrent buyers in your environment.

Acceptance Test: Platform must support account-specific pricing for 50k+ SKUs. Acceptance test: <500ms p95 pricing lookup @ 200 concurrent buyers.

⁴ Salesforce pricing: HYPOTHESIS – Native Price Books support account-specific pricing; verify API governor limits in your org. Acceptance test: <500ms p95 pricing lookup @ 200 concurrent buyers.



Criterion 2: ERP Integration & Latency

Syncing SAP/Microsoft Dynamics inventory for 200 concurrent B2B buyers.

Adobe: PASS (with caveat). Effort: Med

Uses Asynchronous Message Queues. Reliable for massive data payloads.

FIELD OBSERVATION

FIELD OBSERVATION (Elogic, n=5; Jan 2024–Feb 2026): End-to-end price update propagation time (not lookup latency) via async queue measured ~2–5 min at peak load. Acceptance test: p95 pricing lookup <500ms @ 200 concurrent buyers

BigCommerce: CONSTRAINT. Effort: Med

Excellent APIs, but plan-based rate limits (tiered by plan) requires middleware optimization for high-concurrency ERP sync. (BigCommerce API v3 documentation, as of Feb 2026)

commercetools: PASS. Effort: High (requires custom build)

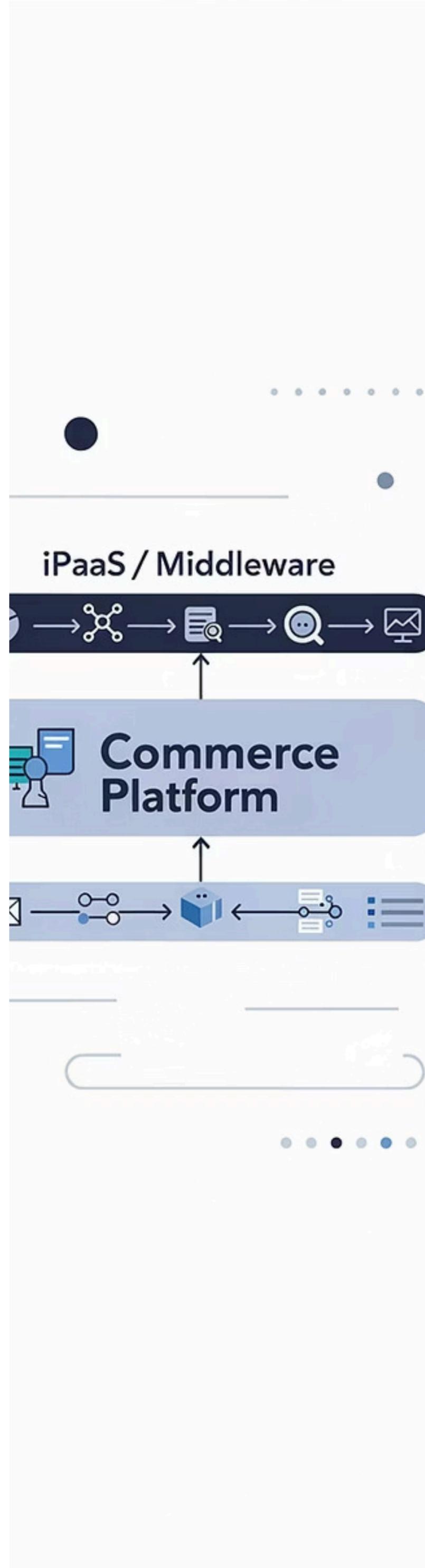
ARCHITECTURE CAPABILITY: Event-driven integration supports near-real-time inventory synchronization patterns. Acceptance test: <500ms p95 inventory availability lookup @ 200 concurrent buyers under your ERP payload size + cache strategy. (commercetools Events API, as of Jan 2026)

Salesforce B2B Commerce (Commerce Cloud): PASS

Effort: Low (if SF-native) / Med (if external ERP)

ARCHITECTURE CAPABILITY: Native Salesforce integration patterns (MuleSoft, Platform Events, External Services) support real-time and near-real-time ERP sync. Org governor limits apply.

HYPOTHESIS: End-to-end inventory sync latency depends on integration pattern (Platform Events vs batch) and org limits. Acceptance test: <500ms p95 inventory availability lookup @ 200 concurrent buyers; verify governor limits don't throttle peak load. (Salesforce Integration Architecture, as of Feb 2026)



Handling Kitting and Nested Assemblies

Criterion 3: Catalog & BOM Structure

Adobe: **PASS**

Effort: Low

Native "Bundle" and "Configurable" products handle deep nesting easily. (Adobe Commerce 2.4.6+, as of Jan 2026)

Shopify: **CONSTRAINT**

Effort: High (requires custom data model)

The 2,048 Variant Limit (Oct 15, 2025 update) is better, but still struggles with complex industrial machinery parts. Requires custom data model for true BOM.

(Shopify Plus, as of Feb 2026)

commercetools: **MITIGATION REQUIRED (Custom Build)**

Effort: High

Flexible data model; No explicit cap identified in Tier-1 docs; validate in your environment. You define the data model. Ideal for selling "Customized Industrial Cranes," but requires 6–12 month custom development. (commercetools Content API, as of Jan 2026)

- Achievable, but BOM is not a native commerce primitive—requires custom domain modeling + services.

Salesforce B2B Commerce: **CONSTRAINT**

Effort: High (requires custom data model)

Native product catalog supports variants and bundles, but complex manufacturing BOMs (deeply nested assemblies, kitting with dynamic pricing) require custom objects + Apex logic.

HYPOTHESIS: Platform can represent manufacturing BOMs with custom data model + CPQ integration. Acceptance test: validate with sample 3-level BOM + pricing rules in sandbox org. (Salesforce B2B Commerce documentation, as of Feb 2026)

Quote-to-Cash Velocity

Criterion 4: The RFQ Workflow

Three platform assessments:

BigCommerce - **PASS**

Effort: Low

HYPOTHESIS: Native CPQ (March 2025 launch) reduces quote-to-order cycle to 24–48 hours (meets threshold).

Acceptance Test: Quote creation and approval workflow must complete in <48 hours without manual intervention.

Limitation: Requires BigCommerce B2B Edition (Enterprise tier only).

Shopify - **CONSTRAINT**

Effort: High (requires 3rd-party apps)

Basic "Draft Orders" only. Requires 3rd-party apps (SparkLayer, Bold) for true B2B negotiation. Typical cycle: 48–72 hours (risk band).

Adobe - **CONSTRAINT (Meets ≤72h; misses ≤48h target)**

Effort: Med

Strong native B2B workflow. Buyer requests quote → Admin edits price → Buyer checks out. Quote-to-order: 48–72 hours (exceeds optimal threshold but acceptable for complex B2B).

Salesforce B2B Commerce: **PASS**

Effort: Low (if CPQ integrated) / Med (if standalone)

Native quote workflow integrates with Salesforce CPQ for complex quoting scenarios. Quote-to-order: 24–72 hours depending on approval complexity.

HYPOTHESIS: Quote workflow meets ≤48h target for simple quotes; complex engineered quotes may extend to 72h. Acceptance test: validate quote approval + conversion workflow in your SF org with representative quote complexity. (Salesforce CPQ + B2B Commerce integration, as of Feb 2026)

Summary of Technical Fit

The 2026 Decision Matrix

Axis Definitions:

- **X-Axis (Complexity):** Implementation effort, customization scope, and technical debt risk (Low = SaaS-native, Extreme = custom build required)
- **Y-Axis (TCO):** 3-year total cost of ownership including licensing, implementation, integration, and support
- Low = fewer integrations + mostly native features + minimal customization + standard SLA
- High = multiple core integrations + custom domains + higher uptime/SLA + ongoing iteration

Adobe Commerce

- **Best when:** 500k+ SKU catalogs with BOM depth (No explicit cap identified in Tier-1 docs; validate in your environment)
- **Avoid when: CONSTRAINT:** Implementation >9 months unacceptable
- **Effort:** Med-High

BigCommerce

- **Best when:** Manufacturers prioritizing speed-to-market with simpler quoting + fewer integrations
- **Avoid when: CONSTRAINT:** For very large Gross Merchandise Value, percentage-based tax becomes a TCO blocker (validate threshold in your environment)
- **Effort:** Low-Med

Shopify Plus

- **Best when:** Wholesale operations <50k SKUs
- **Avoid when: CONSTRAINT:** Not suitable for >100k SKUs with complex configurables
- **Effort:** Low

commercetools

- **Best when:** Custom IoT integrations and non-standard workflows
- **Avoid when: CONSTRAINT:** Not suitable for teams <5 FTE developers
- **Effort:** High

Salesforce B2B Commerce (Commerce Cloud)

- **Best when:** Salesforce CRM/Service/CPQ already deployed + unified buyer/account experience required
- **Avoid when: CONSTRAINT:** Complex manufacturing BOMs without custom data model + development capacity
- **Effort:** Med (if SF-native) / High (if greenfield)

Pricing is quote-based; bands reflect cost drivers, not published price points.

The 5 Architectures Defined

Adobe Commerce: The Flexible PaaS.

Best for enterprise-scale control and complex catalogs.

BigCommerce B2B: The SaaS Hybrid.

Best for speed-to-market with the new native CPQ (March 2025).

Shopify Plus: The Agile Challenger.

FIELD OBSERVATION

Time-to-deploy for standard wholesale implementations (not complex manufacturing catalogs).

(Elogic, n=8; 2024-2026): Deploys in 3-4 months for standard wholesale (vs. 9-month Adobe baseline for complex catalogs). Acceptance test: validate >100k SKUs with complex configurables against the 2,048 variant limit and operational workflows. (Shopify variant limit: 2,048 as of Oct 15, 2025)

commercetools: The Builder.

Best for 100% custom "Digital Products" and IoT integrations.

Salesforce B2B Commerce (Commerce Cloud): The Enterprise Suite.

Best for organizations standardized on Salesforce (CRM/Service/CPQ) seeking unified commerce + account management. Strong in quote workflows and account hierarchies; requires custom data model for complex manufacturing BOMs.

The 4-Week Selection Sprint

Evaluation Protocol

Phase 1: Workload Profiling & Gating (Week 1)

Owner: Technical Lead + Procurement

Output: Workload Profile Document + Kill
Criteria Assessment

PASS/FAIL: Platform passes all 8 gates,
otherwise evaluation stops.

1

Phase 3: Weighted Scoring & Capability Matrix (Week 3)

Owner: Cross-functional Steering Committee

Output: Scored Comparison + Risk Register

PASS/FAIL: Platform scores 80+, otherwise
disqualified.

3

Phase 2: Integration Spike Testing (Week 2)

Owner: Solutions Architect + ERP Team

Output: API Feasibility Report + Latency
Benchmarks

PASS/FAIL: Platform handles ERP sync load,
otherwise fails Gate 2.
(HYPOTHESIS + acceptance test for ERP sync
load)

2

Phase 4: TCO Modeling + Executive Memo (Week 4)

Owner: Finance + CTO

Output: 3-Year TCO Estimate + Implementation
Roadmap

Go/No-Go: Board approval + vendor selection

4

Implementation Partner (SI) Selection

Why SI Selection Drives Success (and How to Evaluate)

Why Partner Selection Is Critical:

- SI selection is a primary success determinant. Acceptance test: run reference checks + require 2 integration spike proofs pre-contract.
- Partner expertise in your industry vertical (manufacturing, B2B) is non-negotiable
- Integration complexity (ERP/PIM/OMS) requires proven delivery track record

Red Flags (FAIL conditions):

- SI has no certified expertise on your chosen platform
- Cannot provide recent references (< 18 months old)
- Quotes are significantly lower than market rate (suggests scope creep risk)
- No dedicated project manager or unclear governance model
- Promises "faster than industry standard" without evidence

6 Questions to Ask Every SI Candidate:

1. **Vertical Expertise:** How many large-scale manufacturers have you implemented on this platform?
2. **Integration Depth:** What's your average ERP integration timeline and cost? HYPOTHESIS + Acceptance Test: <500ms p95 inventory availability lookup @ 200 concurrent buyers?
3. **Delivery Predictability:** What's your on-time, on-budget delivery rate for projects with significant scope? (FIELD OBSERVATION: n + date range)
4. **Post-Launch Support:** What's included in Year 1 support? What's the SLA?
5. **Team Stability:** Will the same team stay through go-live and Year 1?
6. **Reference Calls:** Can you provide 3 references from similar-scale projects (launched in last 18 months)?

Pricing Models & Cost Risk (What Procurement Must Verify)

Platform and agency pricing is quote-based. Don't compare vendors by headline numbers—compare by commercial mechanics + scope normalization.

Cost Dimension	Common Models	Procurement Verification Question	Cost Risk if Missed
Platform commercial model	Subscription / Seats / GMV or Order Fees / Environment Fees	"What triggers step-ups (volume, SKUs, buyers, API, environments)?"	Hidden scaling tax
Modules & editions	Bundled vs add-ons (B2B, Search, CPQ/Quotes, OMS, PIM integrations)	"Which capabilities require paid modules or higher editions?"	Surprise add-on costs
Implementation delivery model	Fixed-bid / Time & Materials / Milestone-based	"What is explicitly excluded and how is change control priced?"	Scope creep / change-order spiral
Integrations & iPaaS	Point-to-point / iPaaS subscription / Managed integration	"Who owns integration runtime, monitoring, retries, and upgrades?"	Ongoing integration burden
Run & change (post-launch)	Retainer / Managed Services / Internal team	"What SLA, response time, and release cadence are included?"	Operational drag / slow iteration

Normalization Checklist (apples-to-apples)

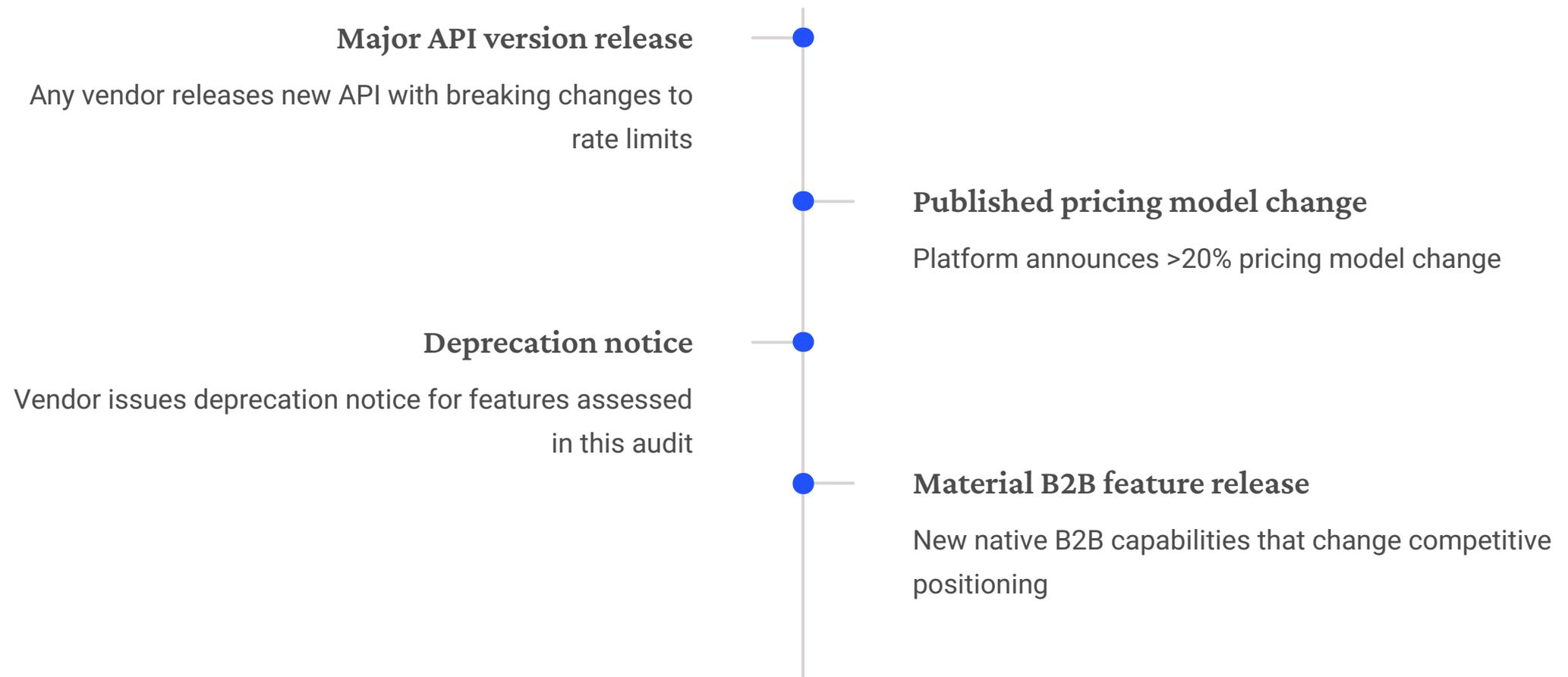
- Same workload profile (SKUs, buyers, orders/day, integrations)
- Same environments + SLA assumptions (prod/stage/sandbox)
- Same inclusions: extensions/apps, iPaaS, observability, security/compliance)
- **Require vendors/agencies to price the same scope + environments + integrations**

No false precision: use this to structure RFP pricing and compare quotes consistently.

When This Audit Becomes Obsolete

Clear Expiration Criteria for Future-Proof Sourcing

This audit expires when:



Re-evaluation trigger: Major platform release or >20% pricing model change.

Next audit date: February 2027.

📄 **Why This Matters:** Platforms evolve. Using stale audit data leads to incorrect vendor selection. If you're reading this after February 2027, request the updated version at ellogic.co/contacts/



Stop Guessing. Audit Your Architecture.

Next Steps

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