

B2B Commerce Cloud QuickStart

AI-Powered B2B Storefronts with Intelligent Buyer Agents

Datacolor.ai is a **Salesforce Select Partner** and **Informatica Platinum Partner** specializing in enterprise-grade B2B Commerce implementations. We are pleased to present this letter outlining our **B2B Commerce Cloud QuickStart** offering — a structured engagement designed to modernize your B2B storefront, activate AI buyer agents grounded in clean product data, and deliver measurable business outcomes. Clean product data powered by our Informatica Platinum Partner capabilities means fewer abandoned carts and higher order accuracy from day one.

40%

Faster CPQ-to-ARM Migration

60%

Improvement in Data Quality

3×

Faster Time-to-Value

What's Included — Core Scope

Consultation & Discovery

- Business requirements and storefront use-case workshops
- Buyer group analysis and pricing entitlement mapping
- Agentforce B2B buyer assistant use-case identification
- Informatica product data quality assessment
- Integration requirements for tax, payment, and ERP

Salesforce B2B Commerce Configuration

- B2B Commerce Lightning enablement and storefront setup
- 1 Storefront: Store Footer, Cart, Single Language, Single Currency
- Standard Portal Structure, Theme, and Branding
- Roles & Security: Profiles, Permission Sets
- Up to 500 Simple Products and up to 10 Buyer Groups
- Pricing & Product Entitlement per Buyer Group
- SEO Configuration: Product & Category Page Titles
- Account Switcher functionality support
- Self Registration Process and Guest Browsing
- Enhanced User Profile Menu: Settings, Order History, Lists, Contact Support
- Optimized Internal Page Layouts (Admins, Inside Sales, Customer Service)
- 2 Contact Support Forms (Guest & Registered Users)
- 1 Templated Checkout Flow (addresses, shipment notes, user updates)
- 5 Reports and 2 Dashboards
- 3 Branded Email Templates
- Data Migration Templates and Data Loading

Agentforce B2B Agents

- B2B Buyer Assistant Agent — AI-powered product search, reorder prompts, and quote requests
- Account Service Agent embedded in portal for order status and support case creation
- Einstein Product Recommendations — personalized catalog surfacing by buyer group
- Agent grounding via Salesforce Data Cloud B2B unified buyer profiles

Informatica Product Data Quality

- Product catalog data profiling: completeness, accuracy, and attribute consistency scoring
- Duplicate product record detection and master SKU consolidation
- Data quality score dashboard for ongoing catalog health monitoring
- Salesforce Connector for Informatica IDMC SaaS — co-developed by Datacolor

Integrations

- Sales Tax: Avalara integration and configuration
- Payment Gateway: Braintree integration
- Package installations: LB2B Toolbox (AppExchange), AdVic Footer, Navigation Button
- ERP integration: not included (available as add-on engagement)

Resources & Enablement

- Senior BA / Project Manager
- B2B Commerce Cloud Certified Solutions Architect
- Agentforce Implementation Specialist
- Informatica Product Data Engineer
- Training & Enablement sessions
- 4-week post-go-live hypercare support included

Engagement Tier

Feature	PREMIUM ENGAGEMENT	12–15 Weeks
Duration	12–15 Weeks	Full scope as described in What's Included, plus:
Storefront Setup	✓ Full B2B Commerce configuration	✓ Full B2B Commerce configuration
Agentforce B2B Agents	Buyer Assistant + Account Service Agents	✓ Included
Einstein Product Recommendations	Powered by Data Cloud buyer profiles	✓ Included
Informatica Product Data Quality	Catalog profiling, dedup, monitoring dashboard	✓ Included
Integrations	Avalara (tax) + Braintree (payment)	✓ Included
Products Supported	Up to 500 Simple Products	Up to 500 Simple Products
Buyer Groups	Up to 10	Up to 10
Reports & Dashboards	5 Reports & 2 Dashboards	5 Reports & 2 Dashboards
QA, UAT & Deployment	✓ Included	✓ Included
Documentation Handover	✓ At go-live	✓ At go-live
Training & Enablement	✓ Sessions included	✓ Sessions included
Hypercare Support	4 weeks post go-live	4 weeks post go-live
Price	\$40K–\$75K	

Key Benefits

 **Agentforce B2B Agents** — Buyer Assistant and Account Service Agents configured in-scope — improving self-service rates and reducing support load.

 **Proven Accelerators** — Pre-built B2B Commerce templates, integrations, and Agentforce deployments compress time-to-launch significantly.

 **Secure & Scalable** — Buyer Group entitlement, role-based security, and Avalara/Braintree integrations built in — enterprise-ready from day one.

 **Clean Product Data** — Informatica Platinum Partner expertise ensures your product catalog is accurate, complete, and ready to drive conversions.

 **Measurable ROI** — 60% data quality improvement and 3× faster time-to-value proven across Datacolor engagements.

 **Dual Ecosystem Depth** — Salesforce Select + Informatica Platinum — no other regional partner brings both under one B2B Commerce engagement.

How It Works — Our Approach

01

Discovery & Design

Storefront requirements, buyer group mapping, product data assessment, and Agentforce use-case definition.

02

Architecture & Build

Commerce configuration, branding, buyer groups, integrations (Avalara, Braintree), and agent deployment.

03

Data & Catalog

Informatica product catalog profiling, deduplication, and data loading into Commerce Cloud.

04

Test & Validate

Internal QA, client UAT sessions, buyer agent demonstration, and integration testing.

05

Go-Live & Hypercare

Production deployment, training, documentation handover, and 4-week hypercare support.

Assumptions & Out of Scope

ASSUMPTIONS

- Client has cleansed product data prior to kickoff
- Refreshed Sandbox available at project start
- Requirements shared with Datacolor before kickoff
- Client SME available throughout engagement
- Salesforce B2B Commerce licenses provisioned
- Avalara and Braintree accounts established by client

OUT OF SCOPE

- Shipping solution integration (flat rate, table, or live)
- ERP or financial system integration
- Product Bundling
- Multi-language / Multi-currency storefronts
- Custom invoicing beyond standard Braintree
- Inventory management
- Custom checkout business requirements

We welcome the opportunity to discuss how the B2B Commerce Cloud QuickStart can be tailored to your organization's needs. Please do not hesitate to reach out to begin the conversation — we look forward to helping you launch your AI-powered B2B storefront.

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