

## Registration form Enterprise Award



### Rules for participation in the B2B E-Commerce Awards

- The B2B E-Commerce Awards will be awarded to customers of Sana Commerce that have a live web store.
- Submitted cases must relate to a live e-commerce platform from Sana Commerce.
- A case must relate to the period of January 2020 until the present date.
- Sana Commerce customers can nominate themselves for a B2B E-Commerce Award by submitting their case as stated below. A professional jury will assess these cases.
- This case must be submitted by June 30, 2021. Submit your case (completed registration form + supporting evidence) by email to [awards@sana-commerce.com](mailto:awards@sana-commerce.com).
- We recommend supporting cases by showcasing data and concrete initiatives. You may do so with pictures, screenshots and/or video whenever possible.
  - *All winners of the B2B E-Commerce Awards 2020 were elaborate in their answers and documentation!*
- Clearly refer to the titles of relevant supporting material. E.g. “Our turnover increased by 10%, as can be seen on image “Analytics screenshot turnover 2021.””
- There is no limitation regarding the number of categories a company can enter.
- The data submitted in the case will be used by the organization of the B2B E-Commerce Awards to substantiate why a company has been chosen for the top 3 or as winner. This data can be used in the award ceremony, on the web page of the B2B E-Commerce Awards or on the social media pages of Sana Commerce.

### About the “Enterprise Award”

Companies applying for the Enterprise Award need to meet at least three out of four of the following requirements:

- Over €100 million euros in annual turnover
- The company is multinational
- More than one ERP installation
- Part of a group

## Contact details for this submission

To which company does this application apply?

What is the first and last name of the contact person for this case?

Please share your email address for correspondence

On which phone number can we reach you (only if necessary)?

What is the URL of the web store for this case?

If the web store is (partly) closed, please provide [awards@sana-commerce.com](mailto:awards@sana-commerce.com) with a login so we can access the entire web store. Share the details in the field below.

**Questions for this case**

1. How has e-commerce contributed to building or increasing your international growth?

2. How do you manage the needs of different business owners while meeting the objectives of the overall global organization?

3. How do you establish international buy-in when you roll out your e-commerce solution to new countries or business units? What kind of challenges have you come across and how did you overcome them?

4. In what way has your e-commerce project with Sana Commerce contributed to harmonizing your tech stack and increasing the reliability of you data?