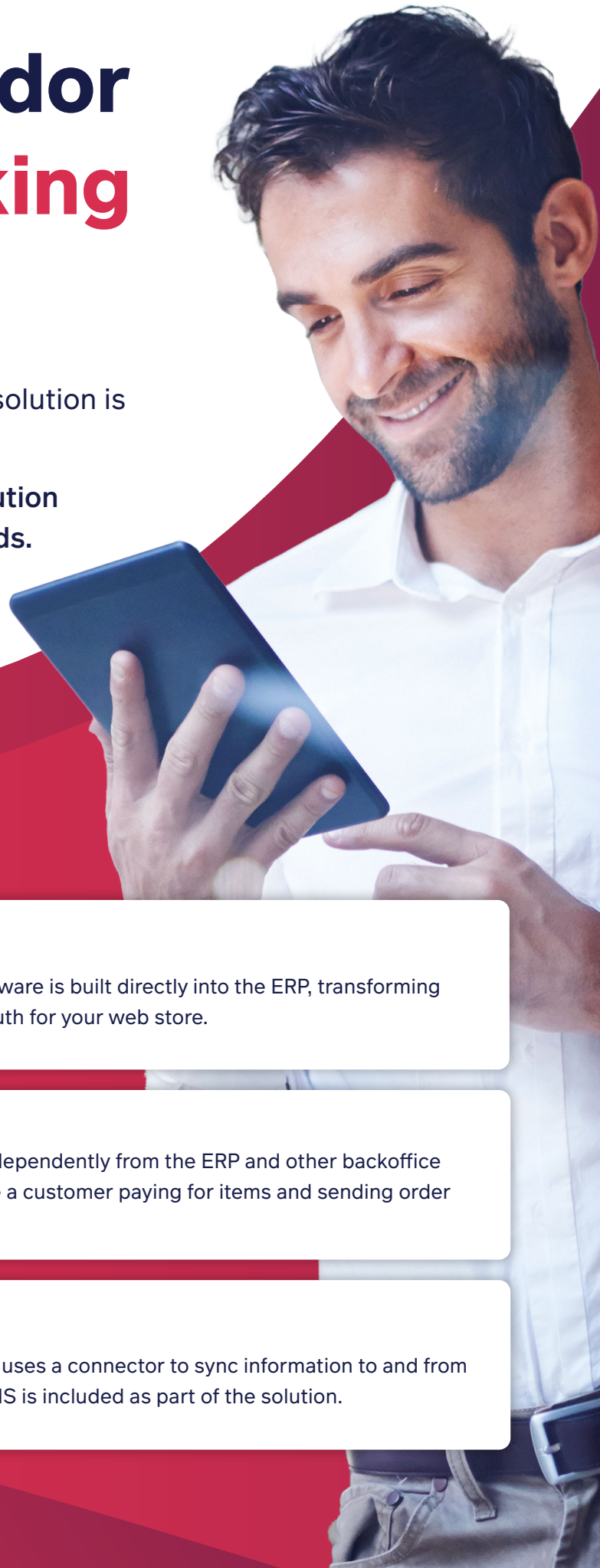# E-commerce software vendor **decision-making guide**

It's tough to know which e-commerce solution is right for you.

Use this guide to determine which solution best fits your business model and needs.

First things first:
here's an overview of your options:

ERP

ERP-integrated
ERP-integrated e-commerce software is built directly into the ERP, transforming the ERP into a single source of truth for your web store.

Shopping cart
Shopping cart software exists independently from the ERP and other backoffice systems you may use, to facilitate a customer paying for items and sending order info to you.

Interfaced
Interfaced e-commerce software uses a connector to sync information to and from your ERP to your web store. A CMS is included as part of the solution.

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Do you sell B2B, B2C or both?

B2B/both → **Do your customers have personalized conditions such as prices or product ranges?**

- Yes → **Integrated Solution**
- No → **Do your customers need to see personalized information such as shipping details or invoices?**
  - Yes → Integrated Solution
  - No → **Interface/Connector**

B2C → **Does the majority of the information in the webshop come from the ERP system?**

- Yes → Interface/Connector
- No → **Shopping cart**

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