



Shopify @ BC Connect

Our Vision for B2B Commerce

Date

Nov 2025



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Agenda

1.

Shopify's vision

2.

Why Shopify's different

3.

Product overview

4.

Shopify x Business
Central Demo



Shopify's vision



More B2B Organisations is rapidly moving online

74%

Of buyers are willing to
switch suppliers for a
better online experience

8x

Projected growth rate of
B2B e-commerce
compared to
all B2B sales

71%

Of B2B buyers are
millennials and expect a
digitally rich purchasing
experience



When moving online, businesses feel forced to choose between....

Legacy solutions

Clunky, outdated experiences

Slow and expensive upgrades

Minimal innovation

Custom solutions

Expensive to setup and maintain

Difficult customization and
integration

Jeopardizes future growth

Contemporary solutions

Disjointed admin experience

Limited and delayed innovation

Difficult to personalize buyer
journeys

Our vision

To revolutionize B2B commerce through extraordinary self-serve purchasing experiences that go beyond what your customers expect of modern B2B buying.



B2B on Shopify



A suite of powerful and flexible B2B features
built right into the core of Shopify.



Volume Pricing

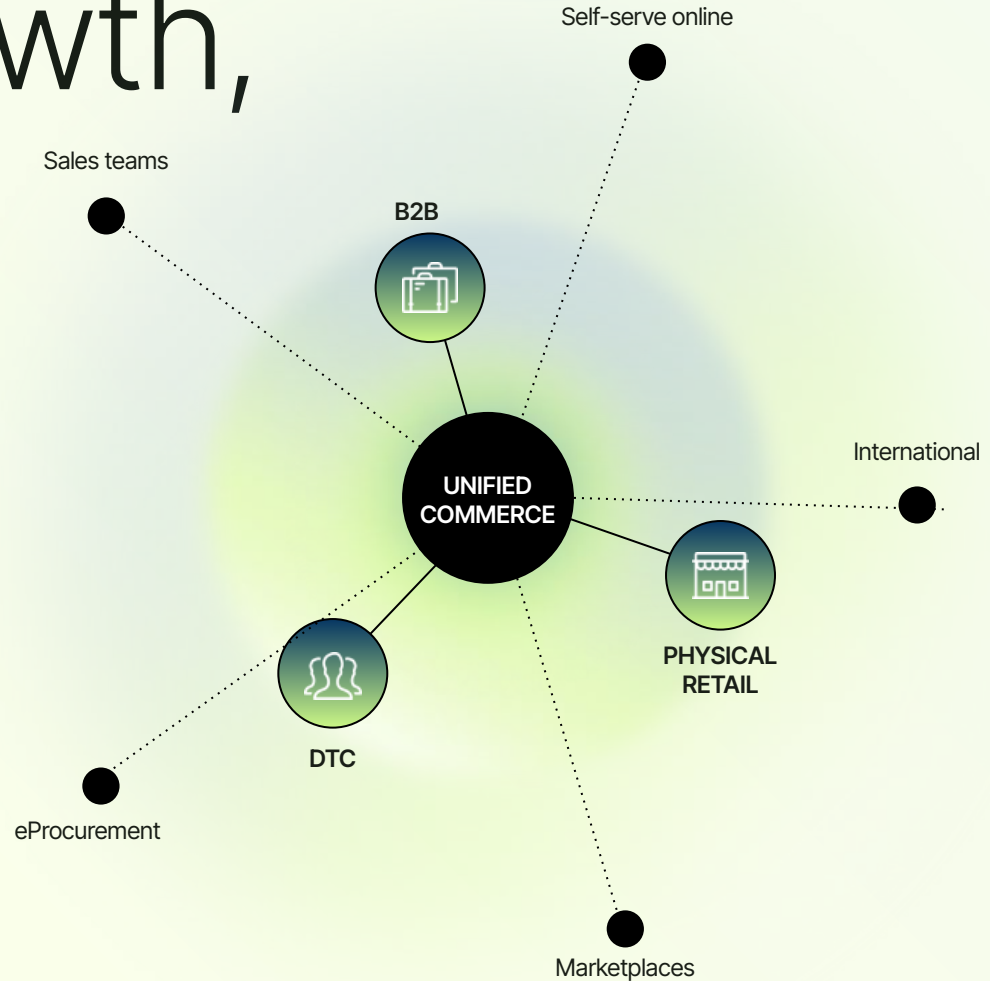
Minimum	10	\$ 1500.00
Break 1	20	\$ 2900.00
Break 2	30	\$ 4000.00
Break 3	40	\$ 5000.00
Break 4	50	\$ 6000.00
+ Add break		Delete all





Why Shopify's different

Scalable growth, for every channel



Focus on innovation

\$1.7B

spent on R&D in 2023

4,500

engineers

200+

New features launches
every year

50+

B2B feature launches in
the past two years



Over four dozen out-of-the-box B2B features



Expand with B2B

Winter '23 Editions

- Quantity rules
- Custom catalog
- Company Metafield
- Location Metafield
- Consistent checkout branding
- Checkout functions
- Easy reordering
- B2B welcome email
- Due on fulfillment
- Payment reminders
- B2B APIs
- PO number
- External location ID



Shopify Editions Summer '23

Summer '23 Editions

- Company account requests
- Volume pricing
- Easy migration from DTC
- Quick order list
- Checkout to draft
- Checkout with Paypal
- Flexible shipping address
- Storefront customization
- Vaulted cards
- B2B on Flow
- Company bulk actions



Winter '24 Editions

- Staff permissions for sales reps
- B2B headless support B2B-optimized theme
- Partial payments
- Digital goods
- Enhanced B2B discounts
- Faire partnership
- Address validations



SHOPIFY EDITIONS SUMMER '24

Summer '24 Editions

- Deposits at checkout
- 10k limit for company locations
- Manual payment methods
- Filter using metafields
- B2B Hydrogen template
- Business Central integration
- Draft invoices with payment terms
- New Flow automations
- Bundles for B2B



Winter '25 Editions

- Customer Account Extensions
- 3P authentication support
- Vaulted cards on Drafts
- Functions on Drafts
- Extensions on Drafts
- Bundles on Drafts
- Automate new account setups
- Login pages inherit checkout branding
- Self-serve returns for B2B
- New Analytics
- B2B context in web pixels
- VAT invoices

Leader in B2B Forrester Wave

Recognized as a Leader in Shopify's first ever appearance on the Forrester Wave for B2B

The world's most flexible and innovative commerce operating system.

- Front End
- Promotions
- Application Architecture
- AI
- Workflow and Business Process Modeling
- Innovation
- Partner Ecosystem
- Market Presence



FORRESTER®

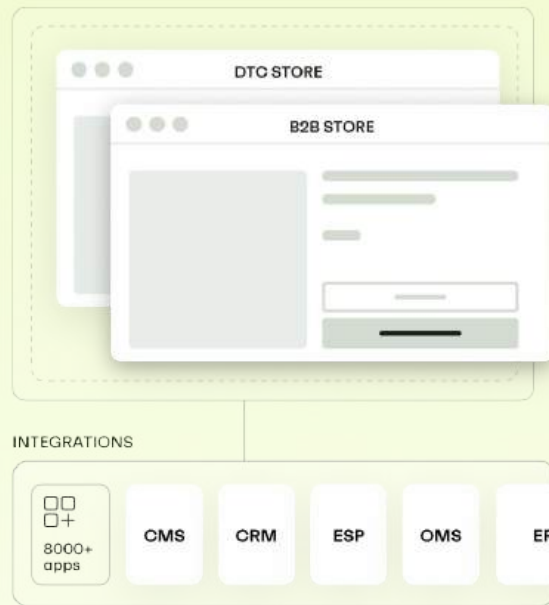
FORRESTER®



Powerful integrations and APIs

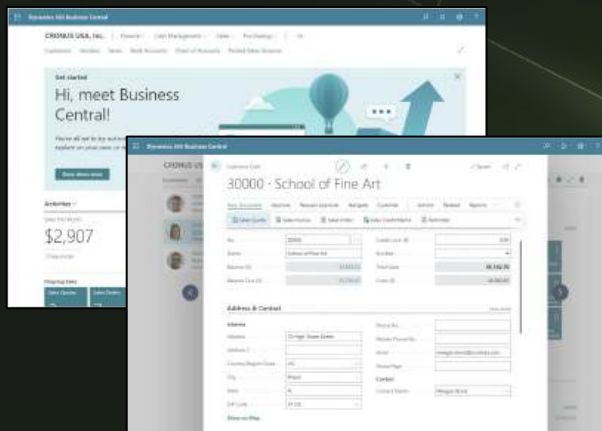
Shopify works as a standalone system or fits right into your tech stack to streamline your operations.

Acumatica
Microsoft
NetSuite
Celigo
Jitterbit
Suite of B2B APIs





We deliver best-in-class operations



Microsoft Dynamics 365
Business Central

&



shopify

Adapt faster

More agile online business processes and connected data across stores and business operations makes it easy to respond to consumer demands and support multiple Shopify stores scenarios.

Work smarter

Shopify + Business Central eliminates manual processes, improves accuracy and improves visibility into stock, pricing, order status, billing and payments ... Your teams take care of customers faster and more accurately !

Perform better

Shopify + Business Central reduces operations costs via automated synchronizations and translates into better results and faster decision-making. Financial and tax reporting by local legislation is also automated accurately.



Your B2B growth engine

After transitioning to B2B on Shopify, businesses typically experience....

- Up to a **33%** increase in self-serve orders within six months after onboarding, significantly cutting down on the need for manual order processing by internal
- Up to a **20%** increase in reorder frequency compared to those using alternative methods of B2B selling on our platform.

**Based on internal Shopify data for businesses active with B2B on Shopify between June 2022 and October 2024.*

Joint customer stories



KAMBUKKA®

Needed an automated process of connecting the stock in the system and creating invoices. With the Shopify and Microsoft Dynamics 365 Business Central connector, they were **able to connect the front- and back-end processes.**



nanoleaf®
Smarter by Design

Wanted to optimize its financials and supply chain control. They achieved 33% productivity improvement in its supply chain operations with the Dynamics 365 Business Central Shopify integration and **the fusion of supply chain and finance data in a single system.**



TOPGOLF OBERHAUSEN

With the rapid expansion of their business, they need a stable and scalable IT system that ensures smooth back-office processes. With the Dynamics 365 Business Central Shopify integration they are **able to gain insights for future expansions.**



B2B businesses on Shopify

dermalogica®



YETI®

KraftHeinz



LifeFitness

nuun

Supergoop!

brooklinen

jeni's

LULU AND GEORGIA

Travelpro



BAUBLEBAR



PAULA'S CHOICE®
—SKINCARE—

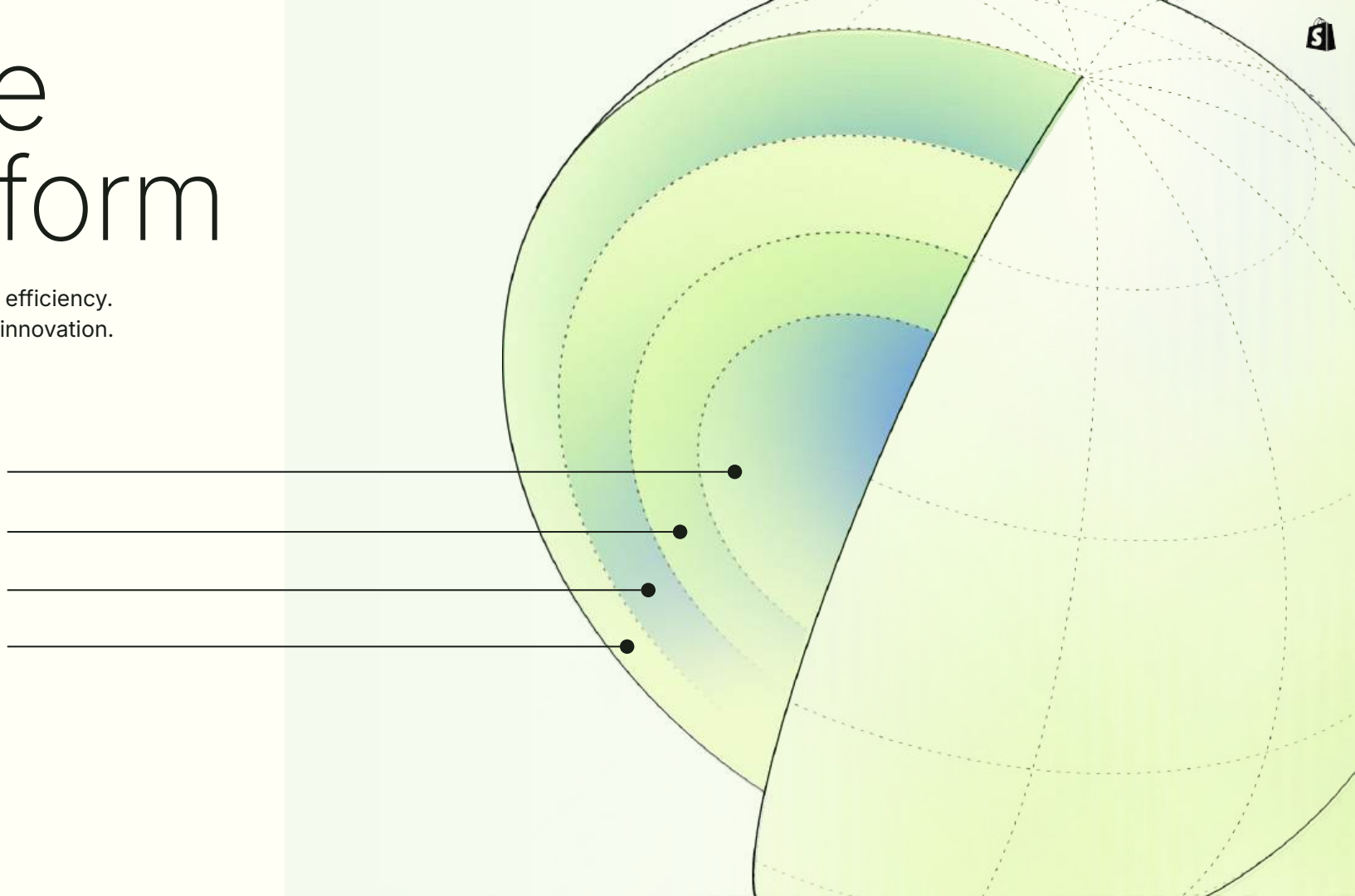


Product overview

Core platform

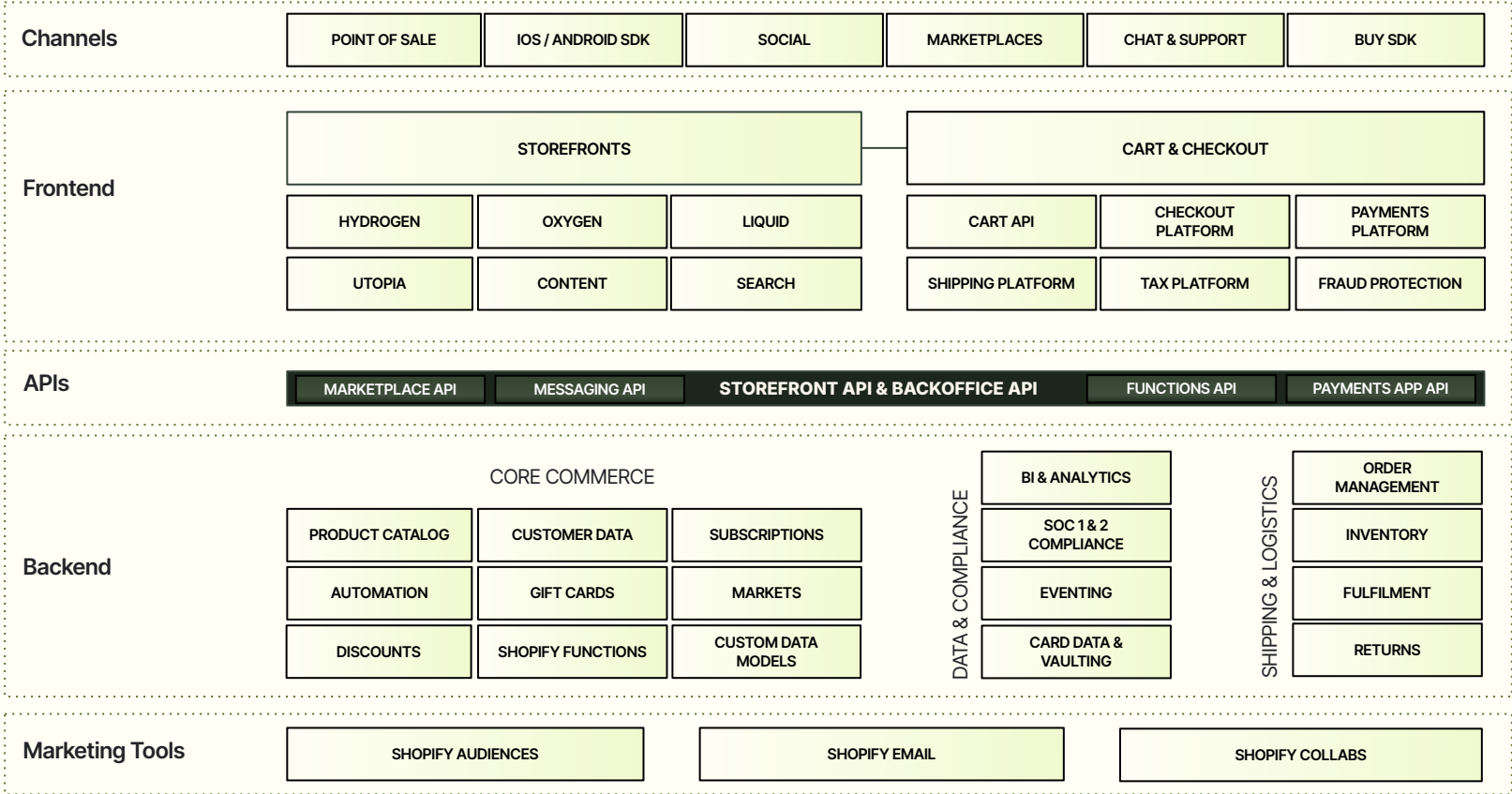
Unlock operational efficiency.
Increase technical innovation.

- 1 **MANAGED**
- 2 **UNIFIED**
- 3 **EXTENSIBLE**
- 4 **COMPOSABLE**



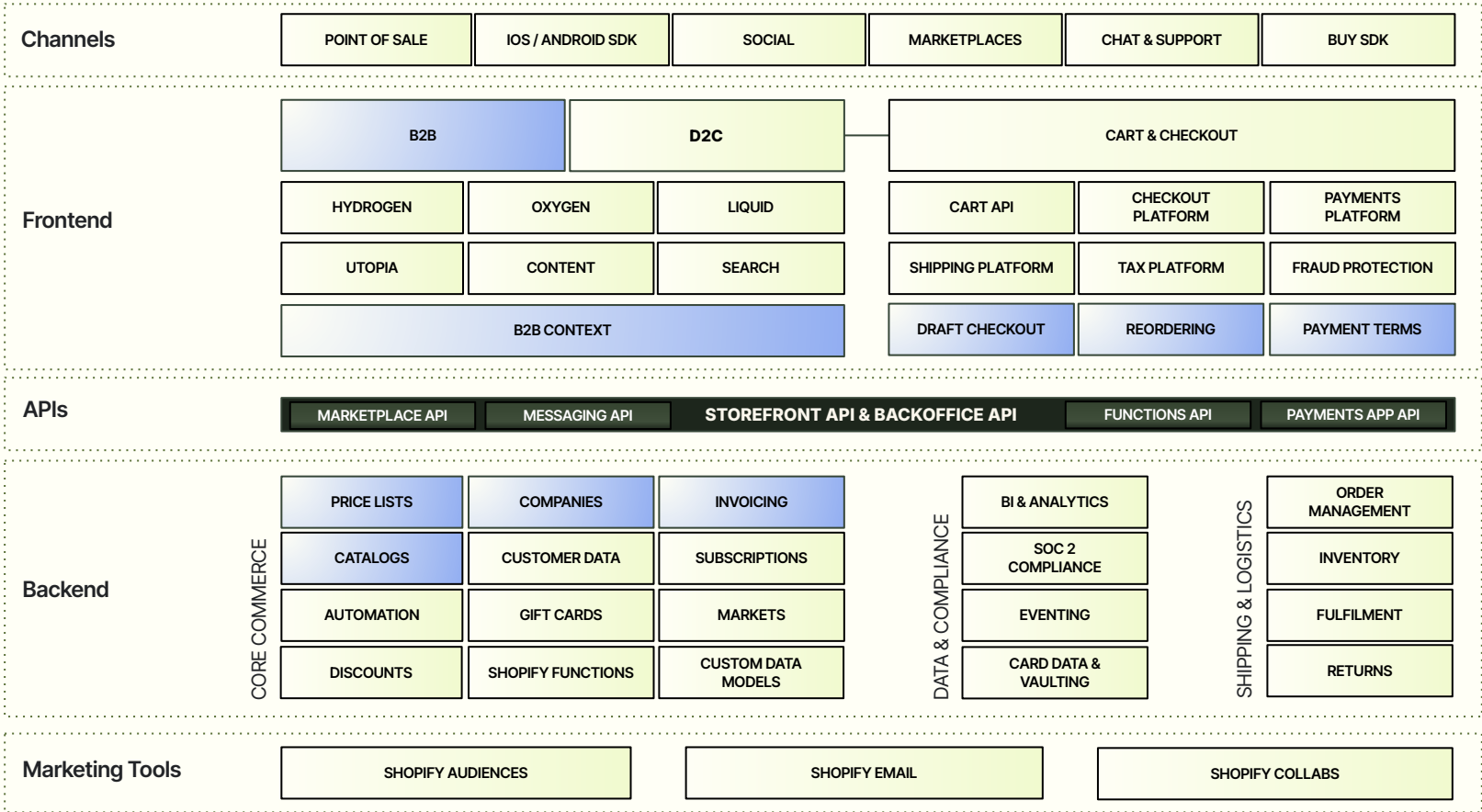


Shopify Store Architecture





Shopify Store Architecture





B2B on Shopify is made up of **seven** **foundational features**

1.

Companies

2.

Markets

3.

Catalogs

4.

Custom
storefronts

5.

Checkout

6.

Customer
accounts

7.

Users and
permissions

01

Companies

Represent all of your customers, from the independent retailer to the global chain, from a single platform

The screenshot shows the Shopify Plus interface for a company named 'Mario Hotels', which is a customer for 5 months. The left sidebar contains navigation links: Home, Orders (39), Products, Customers, Segments, Companies (selected), Content, Finance, Analytics, Marketing, Discounts, Sales channels, Online Store, Point of Sale, Apps, and Settings.

The main content area for 'Mario Hotels' includes:

- Summary:** All time Total sales: \$20,875.11, Total orders: 8.
- Alerts:** 9 overdue payments, 1 draft order for review.
- Order Table:**

Order	Location	Order date	Total	Payment
#1049	Mario Chicago	Today at 1:30 pm	\$4,651.20	Payment pending
#1047	Mario Soho	Today at 1:27 pm	\$1,882.33	Paid
#1031	Mario Chicago	Sep 4 at 2:11 pm	\$2,540.46	Payment pending Overdue

Buttons: View all orders, + Create order

Locations (3): + Add location

Location	Catalogs	Sales	Orders
Mario Chicago Net 7 • Automatically submit orders	2	\$8,592.48	4
Mario Soho Net 30 • Automatically submit orders	2	\$12,282.63	4
Mario Midtown Net 30 • Automatically submit orders	2	\$0.00	0

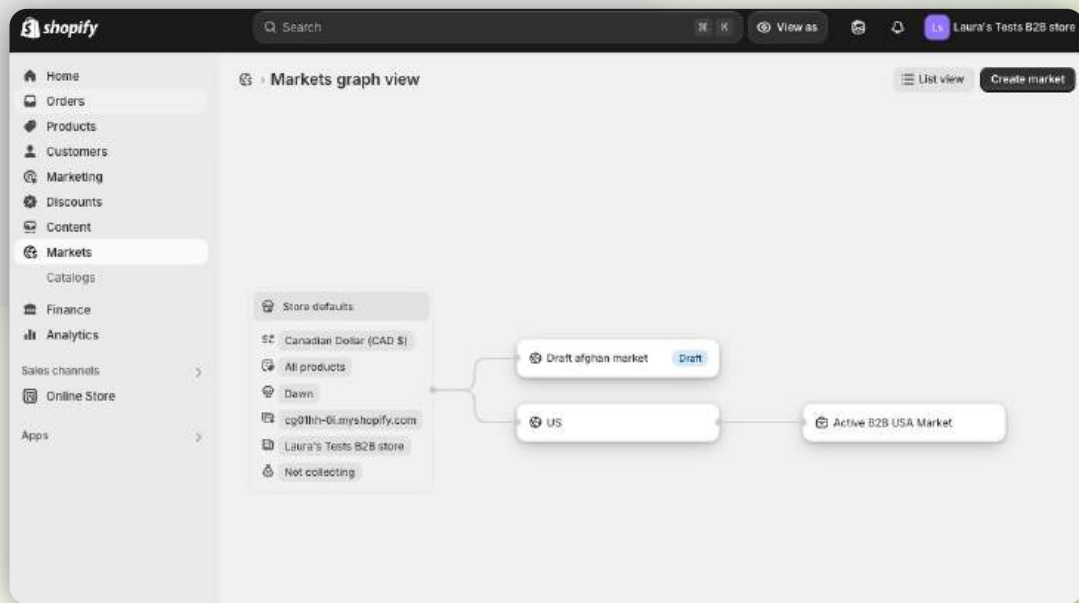
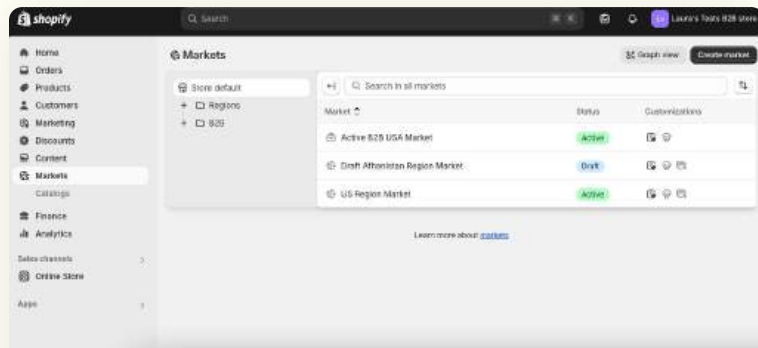
Metafields

Company Details: Mario Hotels (Approved)

- Customers:** Lizzie Ficken, Alex Cestaro, Tiff Turner, Tori Turner, Matt Ward, + 11 more
- Assigned staff:** Mixed staff, 1
- Customizations:** Catalogs (Wholesale ~40 (CAD), Basic B2B), Payment terms (Mixed payment terms), Checkout (Ship to location address, Automatically submit orders)
- Notes:** No notes

02 Markets

Create multiple B2B markets, each with their own unique catalogs, currency, and storefront theme customizations, to manage groups of B2B customers more efficiently.



03

Catalogs

Access unlimited catalogs to tailor pricing and product availability to every customer, in any currency

shopifyplus Search [K] B2B Trade Demo

← **Products and pricing**
Wholesale -40 (CAD)

Included Products
404

Overall adjustment
Price decrease - 40 %

Price overrides
Fixed pricing: 16 variants
Volume pricing: 15 variants

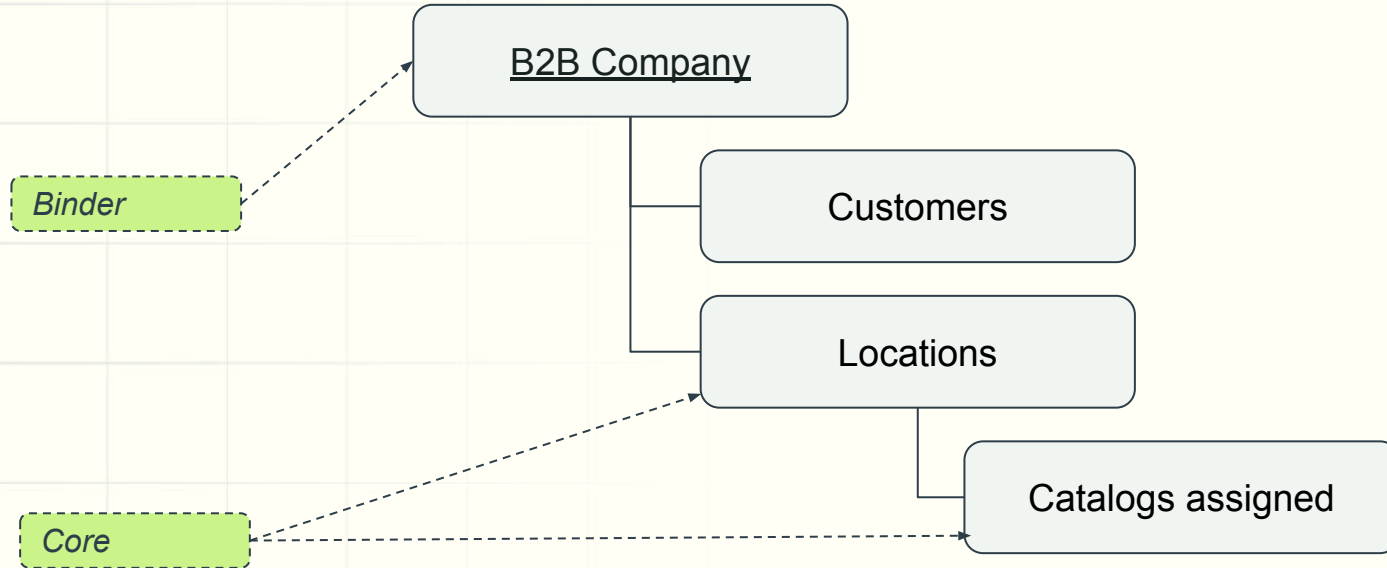
☒ Automatically include new products in this catalog

All Included Excluded

☐	Product	Publishing	Price	Quantity rules	Volume pricing
☐	Wool Gauze Bed Blanket 4 variants	Included	\$ 209.40 – 233.40		
☐	Women's Waffle Lounge Set 10 variants	Included	\$ 36.00		
☐	Women's Organic Cotton Tee 24 variants	Included	\$ 19.20		
☐	Women's Organic Cotton Pant 24 variants	Included	\$ 26.40		
☐	Women's Organic Cloud Cotton Top 24 variants	Included	\$ 27.00 – 31.80		
☐	Women's Organic Cloud Cotton Tee	Included	\$ 21.00 – 24.60		

Settings

Company, Location, Customer & Catalogs



04

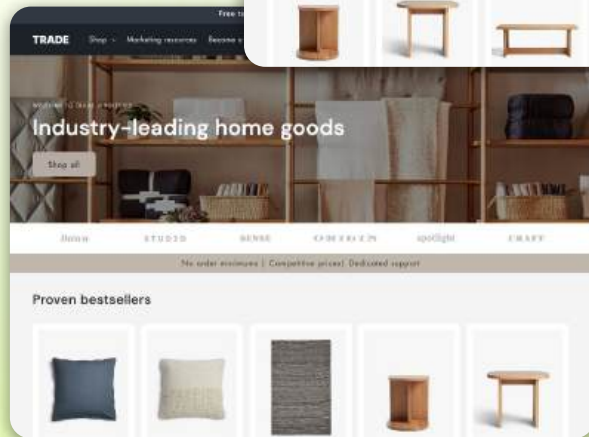
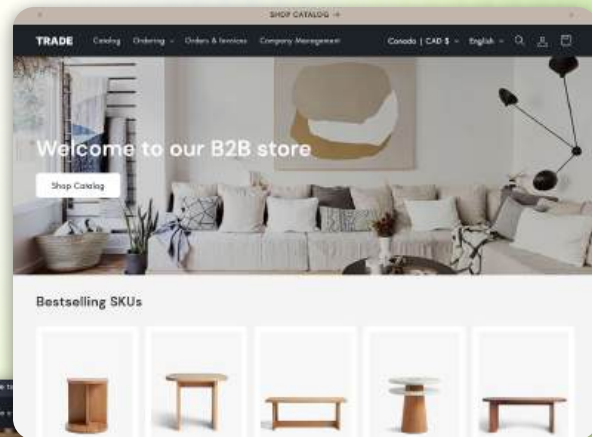
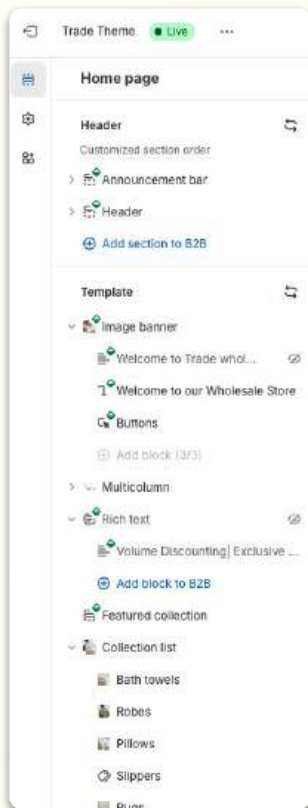
Custom storefronts

Personalize store content for each market you sell to, and quickly adapt to customer feedback and needs

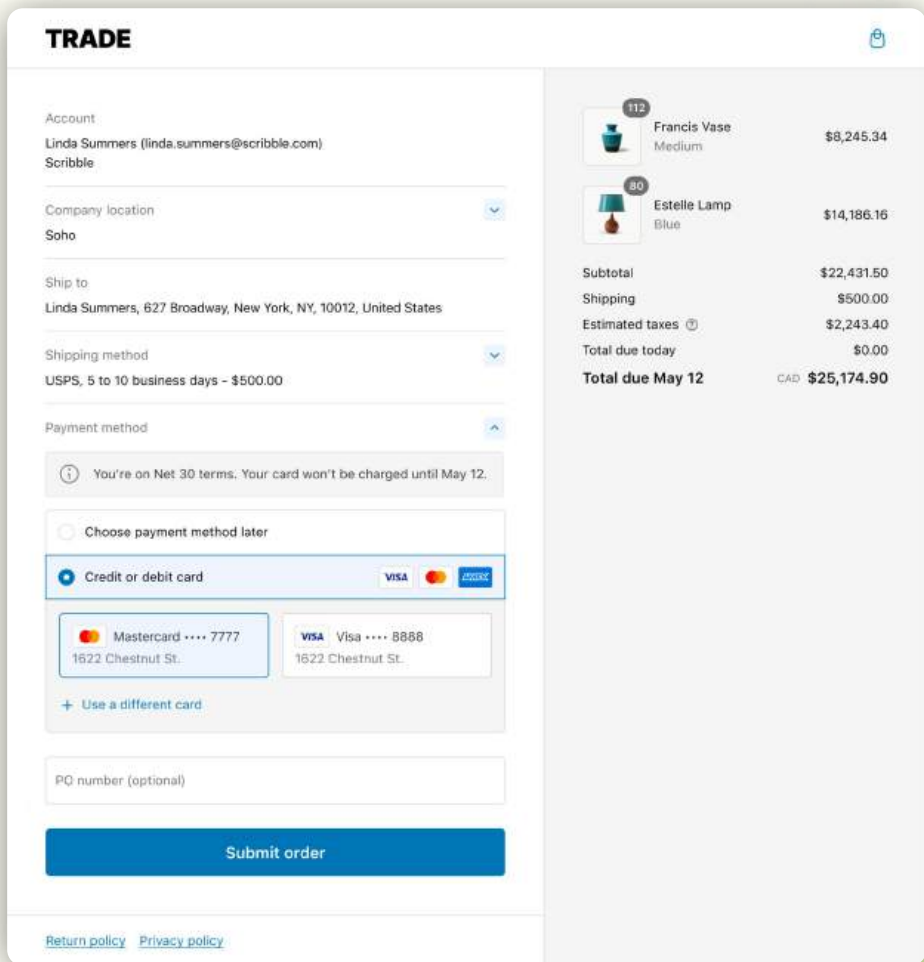
Choose between:

Headed (e.g. Trade B2B theme)

Headless (custom build using Storefront API)



Offer your customers a streamlined one-page checkout, with customized shipping, payment, and discount options



06 Customer accounts

Give customers the power to manage orders and accounts online with an intuitive self-serve experience

TRADE

Orders

LF

Go to store

Orders

Confirmed

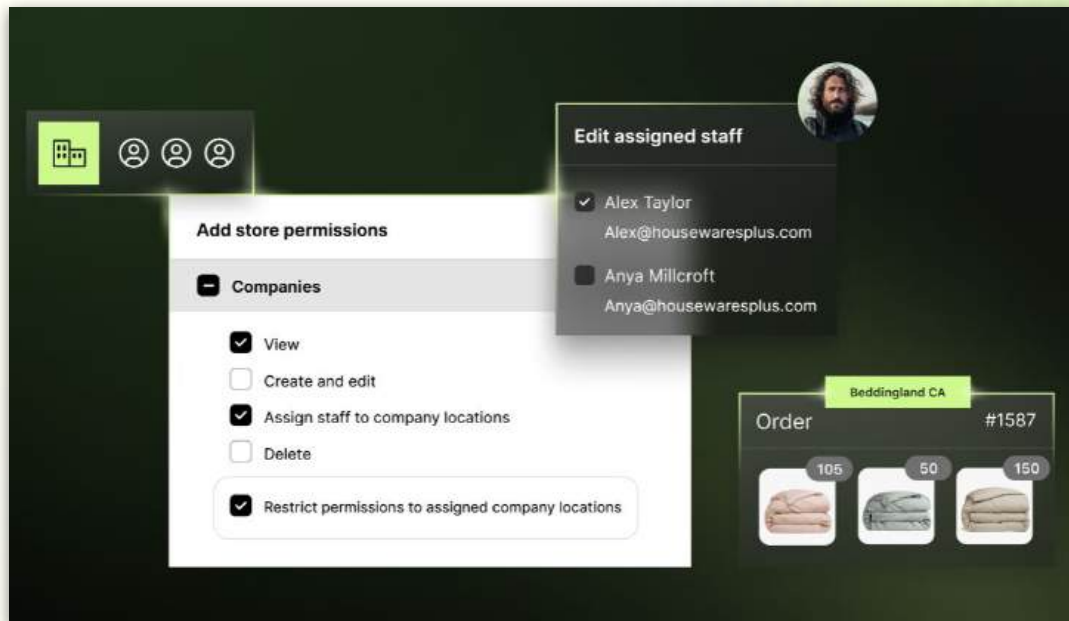
Pending 1

Order	Items	Total	Contact	Location
 Order #1049 Confirmed - Sep 16	2	\$3,420.83 USD Due Sep 23	Lizzie Ficken	Marlo Chicago
 Order #1047 Confirmed - Sep 16	31	\$1,384.44 USD	Lizzie Ficken	Marlo Soho
 Order #1046 On its way - Sep 16	18	\$1,023.90 USD	Evan Grimba	Marlo Soho
 PO #1234 On its way - Sep 16	16	\$1,857.88 USD	Shaun Hanif	Marlo Soho
 Order #1044 Confirmed - Sep 11	226	\$4,823.60 USD Due Oct 11	Tessa Dill	Marlo Soho
 PO #45678		\$4,823.60 USD		

07

Users and permissions

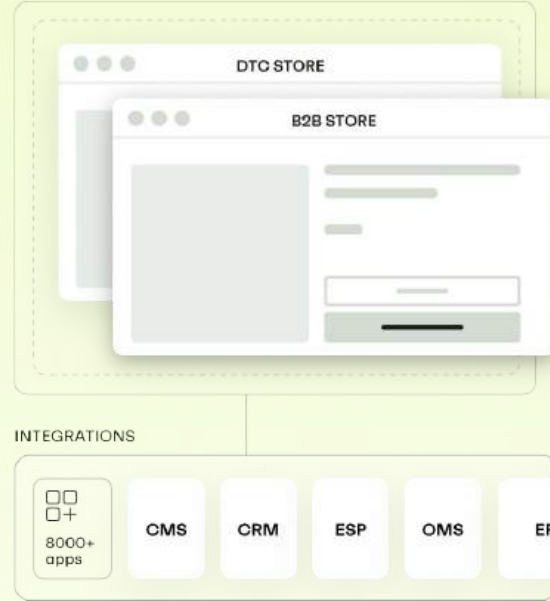
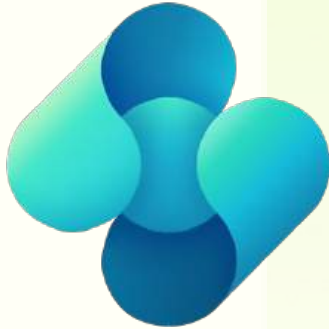
Bring more of your business online and empower sales reps with a central place to manage orders and access critical data



Powerful integrations and APIs

Shopify works as a standalone system or fits right into your tech stack to streamline your operations.

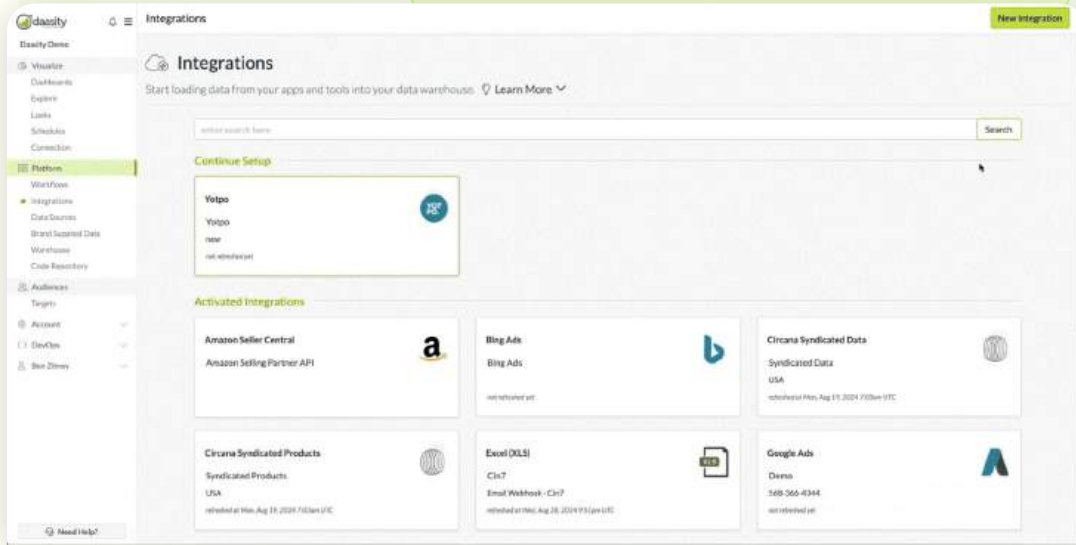
Acumatica
Microsoft
NetSuite
Celigo
Jitterbit
Suite of B2B APIs



Best-in-class ecosystem

Customize your store and extend the platform to fit your business needs with Shopify's epic ecosystem of more than 8,000 apps.

- Bulk order upload via CSV
- Enhanced quoting workflows
- Invoice management
- Catalog & product configurations
- Merchandising
- Preorders
- Data migration
- Accounts receivable reporting
- First-party (Flow, Forms, Checkout Blocks, etc)





MD365 Business Central + Shopify Demo

1. Companies
2. Catalogs
3. Order Fulfillment



Shopify Shop Card

Dedicated **Page** in Business Central that serves as the central configuration hub for connecting a specific Shopify online store instance to a Business Central company.

Dynamics 365 Business Central

CRONUS CA

Shops: All

Code T

DEMO1

Shopify Shop Card

DEMO1

Related Synchronization Actions Automate Fewer options

Sync Products

Sync Shipments

Sync Product Images

Sync Inventory

Sync Companies

Sync Disputes

Sync Orders

Sync Posted Sales Invoices

Sync Prices

Sync Customers

Sync Payouts

Sync All

General

Code DEMO1

Shopify Admin URL https://clementdaigremontplus.myshopify.com

Enabled ☒

Has AccessKey ☐

Currency Code CAD

Language Code ENG

Logging Mode All

Run Syncs in Background ☐

Allow Data Sync to Shopify ☒

Shopify Admin API Version 2025-07

Update API Version Before 7/1/2026

Item/Product Synchronization

Sync Item To Shopify

Auto Create Unknown Items ☒

Shopify Can Update Items ☐

Can Update Shopify Products ☒

Item Template Code ITEM

Sync Item Images To Shopify

Sync Item Extended Text ☒

Sync Item Marketing Text ☒

Variant Prefix V_

SKU Mapping Item No. + Variant Code

SKU Field Separator |

Inventory Tracked ☒

Default Inventory Policy Deny

Status for Created Products Active

Action for Removed Products and ...

Weight Unit Pounds

All jobs available to synchronize data between Shopify and BC.

Each synchronization job has configurable settings to connect data models between Shopify and BC.



Shopify Shop Card

Dynamics 365 Business Central

Shopify Shop Card

DEMO1

Related Synchronization Actions Automate Fewer options

Locations Payment Method Mapping Refunds Customer Templates Market Catalogs Bulk Operations
Products Payment Terms Mapping Returns Companies Languages Staff Members Mapping
Shipment Method Mapping Orders Customers B2B Catalogs Sales Channels

General

Code DEMO1
Shopify Admin URL https://clementdaigremontplus.myshopify.com
Enabled ☒
Has AccessKey ☐
Currency Code CAD
Language Code ENG
Logging Mode All
Run Syncs in Background ☐
Allow Data Sync to Shopify ☒
Shopify Admin API Version 2025-07
Update API Version Before 7/1/2026

Item/Product Synchronization

Sync Item To Shopify
Auto Create Unknown Items ☒
Shopify Can Update Items ☐
Can Update Shopify Products ☒
Item Template Code ITEM
Sync Item Images To Shopify
Sync Item Extended Text ☒
Variant Prefix V_
SKU Mapping Item No. + Variant Code
SKU Field Separator |
Inventory Tracked ☒
Default Inventory Policy Deny
Status for Created Products Active
Action for Removed Products and ...

The **Related** section provides direct links to transactional and setup entities required for accurate data processing beyond the main synchronization settings. Key pages include specialized **Mapping tables** used to translate Shopify's external codes into usable Business Central structure, and views for managing synchronized B2B entities like **Shopify Catalogs** and **Shopify Shop Locations**.



B2B Company Synchronization

Shopify Locations & their Payment Terms

Company ID in Shopify

Customers associated to the Company. Only the Main Contact is created in BC.

Catalog (SKU, Prices...) associated to the Company in Shopify

Shopify Admin Interface for Coffee Co:

- Header:** Shopify logo, Search bar, User profile icon.
- Left Sidebar:** Home, Orders (22), Products, Customers, Segments, Companies, Marketing, Discounts, Content, Markets, Finance, Analytics, Sales channels (Online Store, Point of Sale, Hydrogen, Headless), Apps, Settings.
- Main Content Area:**
 - Company Overview:** Coffee Co, Customer for 5 days. Includes a table of recent orders.
 - Locations:** 2 locations listed. One location is highlighted with a red box.
 - Customers:** 2 customers listed. One customer is highlighted with a red box.
 - Assigned staff:** No assigned staff.
 - Customizations:** Markets (United States), Catalogs (Coffee Co Catalog), Payment terms (Mixed payment terms), Checkout (Ship to location address, Automatically submit orders).
 - Notes:** No notes.

Order	Location	Order date	Total	Payment
#1071	4 South Tubb Street	Monday at 03:36 pm	\$58.45	Paid
#1069	4 South Tubb Street	Monday at 10:56 am	\$116.90	Paid

Location	Markets	Catalogs	Sales	Orders
2541 Coolidge Avenue Net 30 • Automatically submit orders	1	1	\$0.00	0
4 South Tubb Street Net 45 • Automatically submit orders	1	1	\$0.00	0

Customer
Hayden Cappuccino
Mandy Mocca
Clement Latte

Customization
Markets
United States
Catalogs
Coffee Co Catalog
Payment terms
Mixed payment terms
Checkout
Ship to location address
Automatically submit orders

Note
No notes

B2B Company Synchronization

The **Shopify Companies** view in the connector displays all imported B2B Company entities from Shopify, which are tracked in Business Central (BC) alongside their linked BC customer record. This list allows merchants to manage and synchronize updates for B2B entities.

You can also synchronize companies from BC to Shopify via the same mapping.

Dynamics 365 Business Central

Shopify Companies

Manage

Add Company

Metafields

Synchronize Companies

ID	Customer No.	Name	External Id	Note
1198582853	C00140	Coffee Co	CD20	
09648418	10000	Adatum Corporation	10000	

Shopify Main Contact

First Name	Last Name
Hayden	Cappuccino

Locations

Name	Def...	Tax Registration Id
2541 Coolidge Avenue	☒	FOX20
4 South Tubb Street	☐	PRAI20



B2B Company Synchronization

Dynamics 365 Business Central

Shopify Companies

Customer Card

C00140 · Coffee Co

A customer card is automatically created for the B2B Company based on the data synchronized from Shopify.

Home Request Approval New Document Prices & Discounts Customer Report Actions Related Reports Automate Fewer options

Contact Apply Template Merge With... Send Email

General Show more

No.	C00140	Credit Limit (LCY)	0.00
Name	Coffee Co	Blocked	
Balance (LCY)	0.00	Total Sales - Fiscal Year	116.90
Balance (LCY) As Vend...	0.00	Costs (LCY)	0.00
Balance Due (LCY)	0.00		

Address & Contact Show more

Address	2541 Coolidge Avenue	Phone No.	
Address 2		Mobile Phone No.	
Address 2	US	Email	dament.daigremont@cappuci...
State	FL	Home Page	
Post Code	32804	Contact	
		Contact Name	

Ask Copilot

Show on Map

Invoicing Show more

Summary Preview

Copilot uses AI to gather valuable insights from data you already have access to.

See terms | Learn more

Start summarizing

Details Attachments (0)

Customer Picture

Mapping can be done via Email/Phone or Bill-To-Address.

Sell-to Customer Sales History

Customer No. C00140

0	0	1
Ongoing Sales	Ongoing Sales	Ongoing Sales

B2B Catalog Synchronization

The **Get Catalogs** action imports **B2B Catalogs** from Shopify into BC. Once these catalog entries are in BC, merchants can configure and define specific pricing strategies for them, which are then synchronized back to Shopify with the **Sync Prices** action.

The Catalog is associated to the Customer record in BC which will determine which prices are synchronized back to Shopify.

Id ↑	Customer No.	Name	Company	Sync Prices	Currency Code	Customer Price Group	Cu Dis Gr
→ 60612444259	CD0140	Coffee Co Catalog	Coffee Co	☒			



B2B Catalog Synchronization

Dynamics 365 Business Central

CRONUS CI Customer Card

Sales Prices

Set Special Prices Set Special Discounts Refresh Data Show Current Only Show All

Line Type ↑	Sales Type ↑	Type ↑	Code ↑	Unit of Measure Code ↑	Minimum Quantity ↑	Line Discount %	Unit Price	Starting Date ↑	Ending Date
Sales Line Discount	Customer	Item	1325	PCS	1.00	10.00	0.00		
Sales Price	Customer	Item	1325	PCS	1.00	0.00	12.99		

The **Sales Prices** settings on the Customer Card are used **indirectly** for B2B Catalog pricing by providing the source data for price calculation. When configuring a B2B entry on the **Shopify Catalogs** page, specifying a **Customer No.** dictates that the connector must retrieve the associated **Customer Price Group** and **Customer Discount Group** from the designated BC Customer Card, which then drives the final price calculation exported to Shopify.

Close



B2B Catalog Synchronization

The screenshot shows the Shopify admin interface for the 'Coffee Co Catalog'. The left sidebar contains navigation links: Home, Orders, Products, Customers, Marketing, Discounts, Content, Markets, Catalogs, Finance, Analytics, Sales channels, Online Store, Point of Sale, Hydrogen, and Headless. The main content area is titled 'Coffee Co Catalog' and is marked as 'Active'. It features several sections: 'Title' with a text input 'Coffee Co Catalog' and an 'Active' toggle; 'Company locations' with two location cards: '2541 Coolidge Avenue, Coffee Co' and '4 South Tubb Street, Coffee Co'; 'Pricing' with 'Set prices in' dropdown, 'Store currency (USD \$)' dropdown, 'Price adjustment' with a percentage input and 'Decrease' button, and an 'Include compare-at price' toggle; and 'Products' with an 'Automatically include new products' toggle, filter buttons ('Included', 'Excluded', 'All'), search and sort icons, and a table of products.

All Company locations associated to the Company in Shopify receive the pricing from BC.

Product	Price in USD	Compare at price
10 oz L.A. Brew Organic	\$ 15.99	\$
10 oz Silver Lake Organic	\$ 11.69	\$ 12.99

Customer Price Groups and Customer Discount Groups are synchronized at Catalog-level prices and compare at price in Shopify.



B2B Order Fulfillment

Account

clement.daigremont+cappucino@shopify.com
Coffee Co

Ship to

4 South Tubb Street
Hayden Cappucino, Prairie House Coffee Co., 4 South Tubb Street,
Oakland FL 34760, US

Shipping method

Economy - **FREE**
5 to 8 business days

Payment method

You're on Net 45 terms. Your payment will be due on December 27.

Choose payment method later

Credit card **VISA**

PO number (optional)

Confirm order

[Cancellations](#)

10

10 oz Silver Lake Organic

\$11.69/ea

Subtotal

\$116.90

Shipping

FREE

Due today

\$0.00

Due Dec 27

USD **\$116.90**

Pre-filled contact and address based on B2B Company profile in Shopify.

Payment options based on Company terms and vaulted payment methods.



B2B Order Fulfillment

Order is automatically routed to a Shopify Location (and its mapped Business Central Warehouse) according to your Shopify Checkout order routing rules.

Unfulfilled (10) Orlando Shop

Economy

10 oz Silver Lake Organic	\$11.69 × 10	\$116.90
---------------------------	--------------	----------

Mark as fulfilled Create shipping label

Payment pending

Subtotal	10 Items	\$116.90
Shipping	Economy (0.0 lb; Items 0.0 lb, Package 0.0 lb)	\$0.00
Total		\$116.90
Paid		\$0.00
Balance	Due Dec 27, 2025 Net 45	\$116.90

Send invoice Collect payment

Metafields

Order image

View all

Blocks

+ Block

Notes

No notes from customer

PO number #9068

Customer

Hayden Cappucino
1 order

Contact information
clement.daigremont-cappucino@shopify.com
No phone number

Company

Coffee Co
4 South Tubb Street

Shipping address

Hayden Cappucino
Prairie House Coffee Co.
4 South Tubb Street
Oakland FL 34760
United States
View map

Billing address

Same as shipping address

Conversion summary

There aren't any conversion details available for this order yet
Learn more

B2B Order Fulfillment

Dynamics 365 Business Central

CRONUS Canada, Inc. | Finance | Cash Management | Sales | Purchasing | Shopify | All Reports

Orders: All | Delete | Delete Selected Rows | Home | Order | More options

Shopify Order No.	Shop Code	High Risk	Clos...	Sell-to Customer No.	Sell-to Customer Name	Created At	Con...	Financial Status	Fulfillment Status	Total Amount
#1073	DEMO1			C00140	Prairie House Coffee Co.	11/12/2025 1:57 ...		Pending	Unfulfilled	116.90
#1072	DEMO1			C00140	Prairie House Coffee Co.	11/12/2025 1:17 ...		Pending	Unfulfilled	116.90
#1070	DEMO1				Helen Ray	11/10/2025 11:12 ...		Pending	Unfulfilled	50.90
#1068	DEMO1			C00170	Return Exchange	11/5/2025 10:56 ...		Paid	Fulfilled	44.90
#1067	DEMO1				Anonymous Customer	11/5/2025 10:54 ...		Partially Ref...	Partially Ful...	84.90
#1066	DEMO1				Anonymous Customer	11/5/2025 10:51 ...		Paid	Fulfilled	44.90
#1062	DEMO1				Anonymous Customer	10/23/2025 4:53 ...		Paid	Partially Ful...	65.00
#1059	DEMO1				Anonymous Customer	10/23/2025 4:24 ...		Paid	Unfulfilled	65.00
#1058	DEMO1			C00190	Capture Fulfillment	10/23/2025 4:21 ...		Paid	Unfulfilled	95.00
#1057	DEMO1				Anonymous Customer	10/23/2025 3:46 ...		Paid	Unfulfilled	65.00
#1056	DEMO1			C00190	Capture Fulfillment	10/23/2025 2:46 ...		Pending	Unfulfilled	30.00
#1055	DEMO1			C00190	Capture Fulfillment	10/23/2025 2:39 ...		Paid	Unfulfilled	200.00
#1051	DEMO1			C00180	Client POS SHIP	8/13/2025 10:44 ...		Paid	Unfulfilled	100.00
#1046	DEMO1			C00170	Test Account	8/1/2025 3:40 PM		Paid	Unfulfilled	50.00
#1045	DEMO1				Anonymous Customer	7/17/2025 10:02 ...		Paid	Unfulfilled	80.00
#1044	DEMO1			C00170	C D	6/23/2025 3:15 PM		Paid	Unfulfilled	50.00
#1041	DEMO1				Anonymous Customer	3/12/2025 1:20 PM		Partially Ref...	Unfulfilled	100.00
#1039	DEMO1			C00170	Clem Daigremont	2/4/2025 3:27 PM		Paid	Unfulfilled	270.00
#1038	DEMO1				Anonymous Customer	2/4/2025 2:44 PM		Paid	Unfulfilled	265.00
#1037	DEMO1				Anonymous Customer	1/31/2025 11:27 ...		Paid	Unfulfilled	150.00
#1036	DEMO1			C00160	Clem TestTest	12/10/2024 10:37 ...		Paid	Unfulfilled	100.00
#1035	DEMO1			C00160	Clem TestTest	12/10/2024 10:29 ...		Paid	Unfulfilled	77.00

Details

Linked Documents

Customer Statistics

The **Shopify Orders** page serves as the critical staging table where imported Shopify commerce documents reside, capturing all supplementary details like transactions, fulfillments, and order attributes. This view allows merchants to review the external sales document, manage any required mappings (such as assigning missing customers), and ultimately convert the data into a formal Business Central Sales Order or Sales Invoice.

Customer No.

Balance (LCY)

Balance (LCY) As Vendor

Sales

Outstanding Orders (LCY)

Shipped Not Invoiced (LCY)

Outstanding Invoices (LCY)

Payments

Payments (LCY)

Refunds (LCY)

Last Payment Receipt Date

Total (LCY)

Credit Limit (LCY)

Overdue Amounts (LCY)

Total Sales (LCY)

C00140

0.00

0.00

116.90

58.45

0.00

116.90

0.00

6/4/2025

175.35

0.00

0.00

116.90



B2B Order Fulfillment

Dynamics 365 Business Central

Sales Order
S-ORD101013 · Prairie House Coffee Co.

For each order imported from Shopify, a **Sales Order** or **Sales Invoice** (= no fulfillment) document is created.

General

Customer Name	Prairie House Coffee Co.	Due Date	11/12/2025
Contact		Requested Delivery D...	
Document Date	11/12/2025	External Document No.	
Posting Date	6/4/2025	Status	Released
Order Date	6/4/2025		

Lines

Type	No.	Item Reference No.	Description	Location Code	Quantity
Comment			Shopify Order No.: #1073		
Item	1325		10 oz Silver Lake Organic	WEST	10

Subtotal Excl. VAT (CA...) 116.90 Total Excl. VAT (CAD) 116.90
Inv. Discount Amount ... 0.00 Total VAT (CAD) 0.00
Invoice Discount % 0 Total Incl. VAT (CAD) 116.90

Summary

Copilot uses AI to gather valuable insights from data you already have access to.
[See terms](#) | [Learn more](#)
[Start summarizing](#)

Detail

Sell-to Customer

Ongoing Sales Quotes	Ongoing Sales Return Orders	Ongoing Sales Orders
0	0	0
Ongoing Sales Invoices	Ongoing Sales Return Orders	Ongoing Sales Credit Memos
2	1	0
Posted Sales Shipments	Posted Sales Invoices	Posted Sales Return Receipts
0	0	0

Like all Sales Orders in BC, a **warehouse shipment** must be created for the order. It will afterwards be synchronized to Shopify with the **Sync Shipments to Shopify** action.



B2B Order Fulfillment

Dynamics 365 Business Central

CRONUS Canada, Inc. | Finance | Cash Management | Sales | Purchasing | Shopify | All Reports

Orders: All | Delete | Delete Selected Rows | Home | Order | More options

Shopify Order No.	Ship Code	High Risk	Class	Sell-to Customer No.	Sell-to Customer Name	Created At	Con.	Financial Status	Fulfillment Status	Total Amount
#1073	DEMO1			C00140	Prairie House Coffee Co.	11/12/2025 1:57		Pending	Unfulfilled	116.90
#1072	DEMO1			C00140	Prairie House Coffee Co.	11/12/2025 1:17		Pending	Unfulfilled	116.90
#1070	DEMO1				Helen Ray	11/10/2025 11:12		Pending	Unfulfilled	50.90
#1068	DEMO1			C00140						44.90
#1067	DEMO1									84.90
#1066	DEMO1									44.90
#1062	DEMO1									65.00
#1059	DEMO1									95.00
#1058	DEMO1			C00140						65.00
#1057	DEMO1									30.00
#1056	DEMO1			C00140						200.00
#1055	DEMO1			C00140						100.00
#1051	DEMO1			C00140						50.00
#1046	DEMO1			C00140						80.00
#1045	DEMO1									50.00
#1044	DEMO1			C00170	C.D.	6/25/2025 3:15 PM		Paid	Unfulfilled	100.00
#1041	DEMO1				Anonymous Customer	3/12/2025 1:20 PM		Partially Ref.	Unfulfilled	270.00
#1039	DEMO1			C00170	Clem Daignemont	2/4/2025 3:27 PM		Paid	Unfulfilled	265.00
#1038	DEMO1				Anonymous Customer	2/4/2025 2:44 PM		Paid	Unfulfilled	150.00
#1037	DEMO1				Anonymous Customer	1/31/2025 11:27		Paid	Unfulfilled	100.00
#1036	DEMO1			C00160	Clem TestTest	12/10/2024 10:37		Paid	Unfulfilled	72.00
#1035	DEMO1			C00160	Clem TestTest	12/10/2024 10:29		Paid	Unfulfilled	

Sync Shipments To Shopify

Filter: Sales Shipment Header

× No. S-SHPT102217

× Sell-to Customer No.

× Posting Date

+ Filter...

Schedule... OK Cancel

This will synchronize the data from your **Sales Shipment Header** in BC to Shopify and updates the order fulfillment status.

Details

Attachments (0)

Linked Documents

Document Type 1 Document No. 1

Shopify	
Shopify Order No.	#1073
Subtotal Amount	116.90
Shipping Charges Amount	0.00
Total Amount	116.90
Total VAT (CAD)	0.00
Payment Rounding Amount	0.00
Tax Included	No
Currency Code	
Sales Document	
Sales Document No.	-
Total Excl. VAT (CAD)	0.00
Total VAT (CAD)	0.00
Total Incl. VAT (CAD)	0.00
Prices Including Tax	No
Number of Lines	0
Currency Code	



B2B Order Fulfillment

The screenshot displays the Shopify B2B Order Fulfillment interface for order #1073. The interface is divided into a left sidebar with navigation links, a main content area, and a right sidebar with additional details.

Left Sidebar:

- Home
- Orders (23)
- Drafts
- Shipping labels
- Abandoned checkouts
- Products
- Customers
- Marketing
- Discounts
- Content
- Markets
- Finance
- Analytics
- Sales channels >
- Online Store
- Point of Sale
- Hydrogen
- Headless
- Settings

Main Content Area:

Order #1073 is marked as **Payment pending** and **Fulfilled**. The order was placed on November 12, 2025 at 1:57 pm from the Online Store.

Order Details:

- Location: Boston Shop
- Date: November 12, 2025
- Tracking number: [00987](#)
- Item: 10 oz Silver Lake Organic (1225)
- Price: \$11.69 x 10 = \$116.90

Payment Summary:

Payment pending	
Subtotal	10 items \$116.90
Shipping	Economy (0.0 lb; Items 0.0 lb, Package 0.0 lb) \$0.00
Total	\$116.90
Paid	\$0.00
Balance	Due Dec 27, 2025 Net 45 \$116.90

Buttons: [Send invoice](#), [Collect payment](#)

Metafields:

Order image:

[View all](#)

Blocks:

+ Block

Right Sidebar:

- Notes:** No notes from this order.
- Additional information:** S-ORD-1073
- PO number:** No PO number
- Customer:** Hayden Cappuccino, 2 orders. Contact information: clement.dalgremonet+cappuccino@shopify.com, No phone number.
- Company:** Coffee Co, 4 South Tubb Street.
- Shipping address:** Hayden Cappuccino, Prairie House Coffee Co., 4 South Tubb Street, Oakland, CA 94612, United States. [View map](#)
- Billing address:** Same as shipping address.
- Conversion summary:** This is their 2nd order.

Annotation: A red box highlights the order details section. A callout box points to the tracking number, stating: "Fulfillment location and tracking number are sent from BC to Shopify, according to **Locations & Shipment Method Mapping** tables configurations in the connector."

Thank you & Questions



Daniel Bowden



John Roberts

Connect with us to learn more!