



The digital world never stands still and neither should your business. Intershop's B2B commerce platform empowers leading manufacturers and wholesalers to accelerate growth with AI-driven personalization, intuitive self-service, and rock-solid performance. **Are you ready for a boost?**



# We're Intershop

To succeed in a digital-first world, you need curiosity, courage and a strong spirit of innovation. That's why we combine decades of e-commerce expertise with a forward-thinking mindset, using advancements in AI and automation to help B2B companies sell smarter and scale faster.

Allow us to introduce ourselves.  
We're Intershop. We're built to boost your business.



We're seasoned professionals who live and breathe e-commerce.

With our passion for technology, hands-on business experience, and ability to demystify the digital world, we're focused on a single goal: empowering B2B companies to achieve their full potential.



**CLOUD-BASED**

Flexible, accessible, and secure with no downtime.

**RELIABLE**

Top-quality, field-tested German engineering.

‘This e-commerce platform is the ideal fit for our needs.’

Martijn Reissenweber,  
Huisman Global Services

‘Intershop delivered the ideal mix of technology, flexibility, and economic viability.’

Klaus Weskamp,  
E/D/E

**built**

**CAPABLE**

Robust out-of-the-box functionality – down to the finest detail – especially for B2B.

**HANDCRAFTED CODE**

Additional functionality and personalization are created just for you.

Behind the shiny, user-friendly interface, the Intershop Commerce Platform is built by the finest code craftsmen and women in Germany and beyond. It’s designed for efficiency and precision, plays nicely with all your other platforms, and will delight your IT department.

‘Intershop helped us master the digital challenge of customized portals’

Rainer Schüssler,  
Trumpf

#### MEASURABLE VALUE

Better conversion rates, higher order amounts, better reviews, and increased customer lifetime value. Or in other words, solid ROI.

#### OMNICHANNEL

Mobile? Social? Marketplaces? Resellers? Give your customers a great experience on every channel.

‘Intershop has been a great partner for us through our implementation and post-go-live.’

Bill Derr,  
United Refrigeration, Inc.

#### STREAMLINED

Put an end to messy systems and support all your regions, buyers, partners, and marketplaces with one platform.

#### FUTURE-READY

The only constant is change. We anticipate what's next, so you don't have to.

#### ADVANCED AI TOOLS

Purpose-built for B2B commerce, our AI tools enhance decision-making and deliver tailored buying experiences.

‘At Würth, there is no such thing as one webshop for everybody.’

Gerard Scheffel, Würth

# to boost

Even the most successful companies can use a boost.

In sales, in revenue, in efficiency, in customer satisfaction. And your boost is our boost.

When you grow, we grow. When you win, we win. Together, we can boost each other to a higher level.

**COLLABORATIVE**

Your business is our business. Your success is our success. Let's conquer the world together.

**TRANSFORMATIVE**

Helping you make the shift and succeed in a digital-first world.

**DREAM BIG**

We'll turn your daring vision into a profitable reality. Nobody ever got ahead by being boring.

**AGILE**

Adjust instantly, and benefit from new market challenges. When you're ready for a change, we'll help you do it. Fast.

**AMBITIOUS**

The sky's the limit. Don't settle for second best.

**PERSONAL**

Provide every buyer with a unique, personalized, we-know-exactly-what-you-need buying experience. And make them say 'wow'.

# your business

Every relationship is different, but we're in it for the long haul. We'll adapt and change to meet the needs of your business. We'll point you in the right direction, cheer for your victories, and help you re-direct if you go off course. Because you're more than a customer. You're part of the Intershop team.

## THE INTERSHOP DIFFERENCE

# We love technology...



It's the foundation of everything we do. We pride ourselves on building **trustworthy solutions**, adopting the **latest developments** – including AI – and keeping an ear to the ground for the next big thing. And besides offering a massive range of out-of-the-box B2B e-commerce functionality, we love digging into data, rolling up our sleeves, and churning out **custom code** that gives our clients and their customers the **personalized experience** they deserve.

## ...for what it allows us to accomplish

But it's not just the bits and bytes that get us excited – it's about what we can achieve. Our robust, market-leading technology is designed specifically to **meet the needs of manufacturers and wholesalers** – helping B2B organizations make the leap to a **digital-first, customer-centric, frictionless way of doing business**. Turning digital commerce challenges into profitable, future-proof sales platforms is what we do best, and we thrive on helping our customers **innovate, scale, and gain a competitive edge**.



## THE INTERSHOP DIFFERENCE

# We're all on the same team



We might seem like your average software company, but if you dig a bit deeper, **our culture is what sets us apart**. We treat all of our employees, customers, and partners like team members. That means **sharing** knowledge and insights, **respecting** each other's opinions, and **celebrating** our shared successes. But it also means that we're there when the going gets tough. Because the best way to achieve our (and your!) ambitious goals is to work together.

## And that means supporting each other

This team spirit impacts every corner of the business: We **collaborate** with our customers to understand their needs and offer relevant solutions. We **listen** to our partners' suggestions and involve them in the latest developments. We **empower** our employees to share their unique perspectives and help us improve. And whenever someone in our team needs **support**, they can reach out to their personal contacts at every level of the company – not some anonymous help desk.

Founded in  
**1992**



10 offices  
around the world

**2,000+**  
major online stores run on  
the Intershop Commerce Platform

‘There basically  
is no other  
system around  
offering premium  
performance  
faster and more  
competitively.’

iBusiness

**Boost**

**250+**  
employees dedicated  
to your success

We’re  
Intershop.  
Nice  
to meet  
you.



Curious about  
the future and  
working to  
build it.



Employees from  
**23**  
countries

**#1**  
B2B specialist

Always available online!  
Or meet us in person in  
Jena, Ilmenau, Stuttgart,  
Chicago, Frankfurt,  
Melbourne, Paris,  
San Francisco, Sofia  
and Stockholm.

**100%**  
focussed on  
e-commerce

**TEAM**

Talented, Enthusiastic, Ambitious, Motivated

‘Intershop Commerce Management is particularly  
well-suited for enterprise B2B companies looking  
for a cost-effective, industrial-strength B2B  
eCommerce solution with especially robust pricing  
and promotions capability that can be customized  
for particularly complex scenarios.’

The Paradigm B2B Combine (Enterprise Edition)

Handcrafted  
code with  
a creative  
touch



Driven to support  
your success

Passionate, skilled,  
and up for a laugh.

**3,500+**  
Intershop experts, within our  
worldwide partner network

**30+ years**  
setting standards  
in digital commerce

# The Intershop Commerce Platform

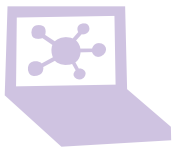
PROOF POINTS



Every business is unique, but they all deserve a **reliable digital foundation**. The Intershop Commerce Platform is the world's leading AI-powered B2B e-commerce platform, offering the **flexibility to adapt** to any sales process, customer needs, market opportunity, or business model. Set up multiple shops, provide personalized customer portals, and reach global markets from a **single comprehensive system**.

SAAS COMMERCE PLATFORM

Enterprise commerce, without the complexity.



AGENTIC COMMERCE

Intelligent automation. Less work, more impact.



OPEN API-ARCHITECTURE

Compose on your terms.



TURBO AGILE COMMERCE

Start fast. Stay flexible.



OUT-OF-THE-BOX B2B CAPABILITIES

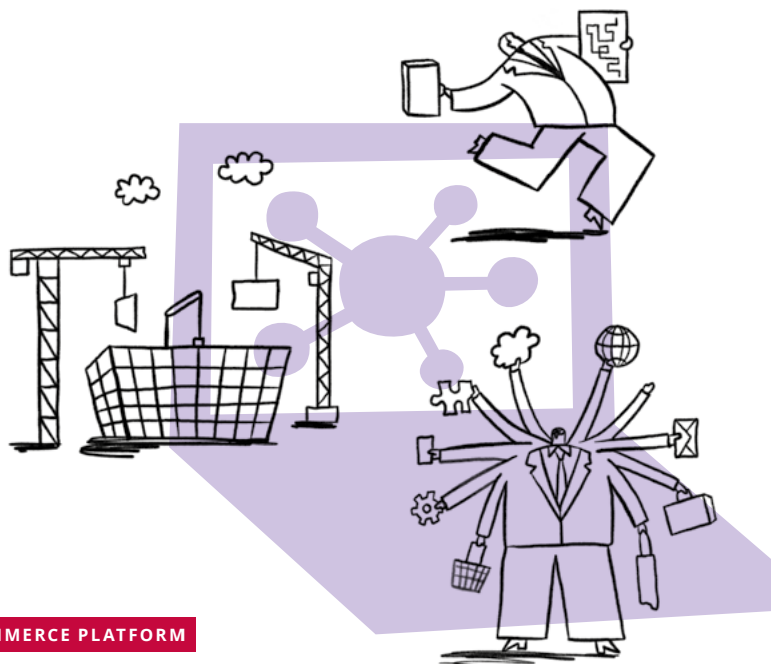
Designed to adapt to your B2B market.



UNSURPASSED CUSTOMER EXPERIENCE

Turn transactions into lasting relationships.





## SAAS COMMERCE PLATFORM

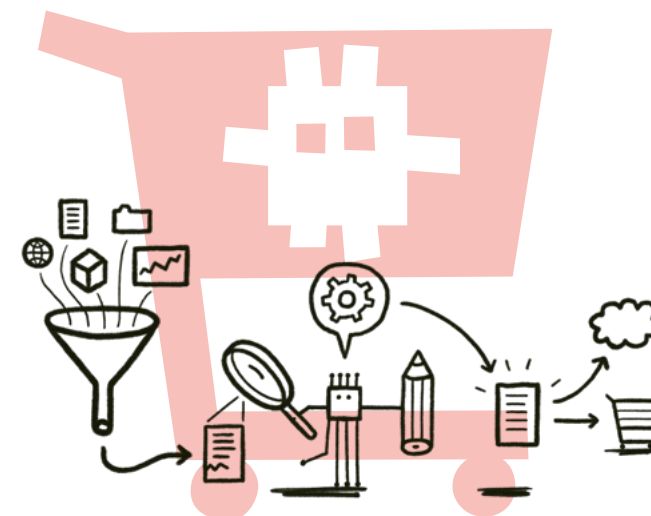
# Enterprise commerce, without the complexity.

Tried and tested functionality and a full-featured PWA-based blueprint store help you prepare for a **fast take-off**, and provide the foundation you need to get growing! **Scale up** to handle massive order volumes, start personalizing your sales approach, or use a buy and build strategy to **extend your capabilities** – starting with one secure, reliable platform.

## AGENTIC COMMERCE

## Intelligent automation. Less work, more impact.

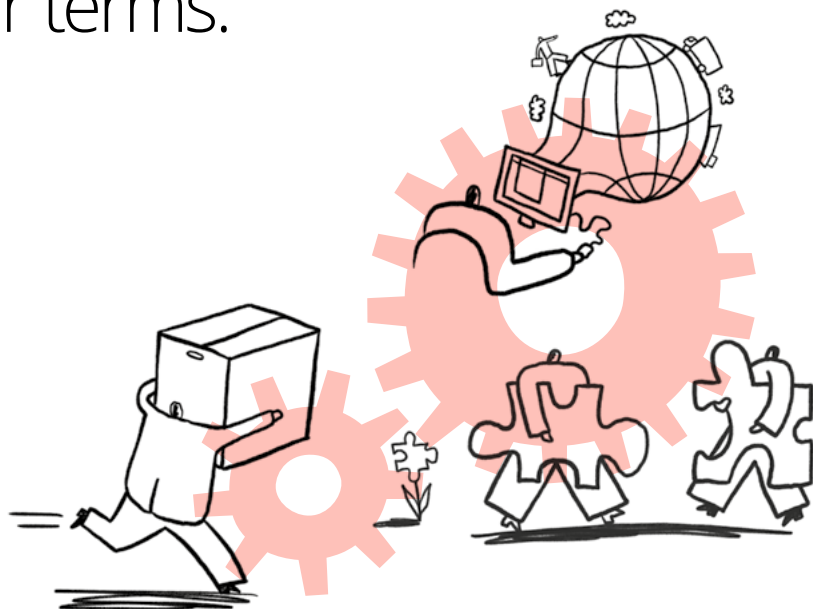
Intershop is pioneering a new era of digital selling with agentic commerce – AI-powered agents that support and automate tasks across the B2B customer journey. Integrated into the Intershop Commerce Platform, these agents help you **personalize interactions, enrich product content, guide complex purchases, and streamline procurement.**





## OPEN API-ARCHITECTURE

# Compose on your terms.



Intershop's open, API-first architecture gives you the **freedom** to connect, compose, and innovate without constraints. **Seamlessly integrate** with ERP, PIM, CRM, and third-party services, extend your platform with AI-powered agents, and **launch** new services **faster**. Whether you're building a custom frontend or automating complex workflows, you stay in control.



## TURBO AGILE COMMERCE

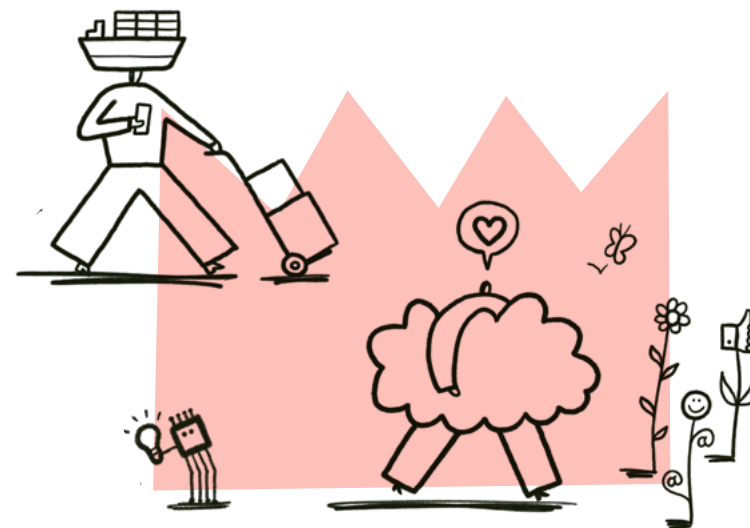
# Start fast. Stay flexible.

Ready for a lightning-fast launch? Get going quick with **robust, risk-free out-of-the-box capabilities**, and then start adding your own unique touch. Differentiate your business with **headless** implementations, special microservices, and convenient customer touchpoints to deliver excellent service and boost sales.

## OUT-OF-THE-BOX B2B CAPABILITIES

# Designed to adapt to your B2B market.

B2B commerce is a big world, and every company has different needs. That's why Intershop easily **adapts to your corporate structure**, workflows, and sales geographies, plus offers a wide range of **self-service tools** to empower your customers and take the pressure off your sales teams.



## UNSURPASSED CUSTOMER EXPERIENCE

# Turn transactions into lasting relationships.

Customer loyalty is all about building relationships. Give your B2B buyers the best possible experience with **personalized customer portals**, streamlined **quotes and approvals**, targeted **promotions**, and **advanced AI tools** functionality.



B2B commerce platform



Created for customization



Lightning-fast setup



Safe and secure architecture



The platform that drives your digital success



100+

partners at your support

Offload routine tasks and offer self-service options to give your sales team superpowers.



360°

view to give customers exactly what they want

Extra-smart data insights to help you make more informed decisions.



Built to scale: from

1 to 100,000

transactions per day

Built to scale: from

1 to millions

of SKUs

Intershop awarded medals in 11 out of 12 categories, including seven golds

The Paradigm B2B Combine 2025 (Enterprise Edition)



Intershop Integration Hub integrates Microsoft Dynamics, SAP and other systems easily, quickly and without development effort.



AI-powered personalization to boost conversion by

20%



Super powers

Many award-winning online shops: Stihl, Raja, Musgrave, Alko, Martin & Servera, ...

An astonishing number of B2B-specific commerce features.

500+ APIs for easy integrations



Easy localization

SaaS via Azure cloud: Always open for business!



Multi-channel, multi-brand, multi-everything!

ALWAYS NEARBY

# German roots, international reach

Intershop delivers AI-powered e-commerce solutions that help B2B companies grow digital revenue streams, expand into new markets, and make sales processes more efficient. Offering out-of-the-box B2B features, AI copilots and agents, and a future-ready architecture that integrates flexibly into existing system landscapes, the Intershop Commerce Platform is tailored to the complex demands of B2B businesses.

More than 300 manufacturers, wholesalers, and brands with high performance needs rely on Intershop worldwide – including Atlas Copco, Kubota, Würth, Musgrave, RAJA, and

Music Store. They use the platform to support ambitious B2B, D2C, or marketplace business models and scale successfully across countries, brands, and channels.

With more than 30 years of e-commerce experience and a clear vision for the future of agentic commerce, Intershop sets the benchmarks for creating personalized experiences, driving sustainable growth, and succeeding in an increasingly digital world.

**Intershop is built to boost your business.** Learn more at [www.intershop.com](http://www.intershop.com).



**SPEAK DIRECTLY WITH ONE OF OUR EXPERTS**

[www.intershop.com/en/locations](http://www.intershop.com/en/locations)  
[info@intershop.com](mailto:info@intershop.com)





We're built to boost your business.  
Discover how at [www.intershop.com](http://www.intershop.com)

