



Vendure Enterprise

What the platform is, what the Enterprise plan includes, how it is delivered, and what procurement will find ready. An overview for the people deciding.

ENTERPRISE OVERVIEW · SEPTEMBER 2026

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One platform for complex **B2B and B2C** commerce

Vendure is an enterprise commerce platform. It runs the buying experience and the logic behind it: catalogues, pricing, company accounts, quotes, approvals, carts, checkout and orders, connected to the ERP, PIM, CRM and payment systems an organisation already runs.

It is built for commerce that does not fit a standard shop: customers who buy as companies rather than individuals, prices that are negotiated rather than listed, orders that need approval before they ship, and several brands or regions on one platform.

Vendure owns the buying experience and the rules behind it. Your ERP, PIM and CRM stay authoritative for what they already own.

Organisations whose buying is specific and demanding

- **Manufacturers, distributors and wholesalers** selling to business customers with their own buying rules.
 - **Groups with several brands, regions or subsidiaries** who want one platform without sharing each other's data.
 - **Organisations replacing a legacy or heavily customised platform** whose maintenance now outweighs its value.
 - **Retailers and marketplaces** that run business and consumer channels side by side.
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If your customers buy as companies, negotiate prices, or need sign-off before an order ships, this is built for you.

Four reasons that come up in every evaluation

- **It adapts to the business, not the other way round.** Pricing, accounts, approvals and integrations are configured or extended to match how you sell, so requirements do not turn into workarounds.
- **One platform for complex buying.** Company accounts, negotiated prices, quotes, approvals and procurement integrations are part of the platform rather than a chain of add-ons.
- **Predictable licence cost.** The licence is a fixed annual fee with no percentage of revenue, no per-order and no per-user charges, and no repricing at renewal because you grew. Implementation and usage-based costs such as infrastructure are priced separately.
- **The engineers who build it, behind it.** On Enterprise, the team that builds the platform builds what your business needs and stays accountable for it release after release.

Four plans, every price published

All prices excl. VAT. Starter, Growth and Scale are bought online with a free trial. Enterprise is agreed on an annual contract.

PLAN	PRICE	BUILT FOR
Starter	€199 a month	For a first B2B store, or a team whose current plan cannot give a customer one account for their whole business.
Growth	€599 a month	For distributors and manufacturers selling to customers with branches, departments and their own buying rules.
Scale	€2,499 a month	For teams whose orders pass through procurement: signing limits, contract prices and an audit trail someone asks to see.
Enterprise	From €60,000 a year	For organisations whose commerce is specific and demanding: procurement-led customers, negotiated deals, configured products and rules no standard platform ships. Every capability, engineers who build what is missing, and a contract your procurement team can sign.

Self-serve prices are per month on a 12-month term. Each plan includes everything in the plan before it, and you pay only the price of the plan you choose. Enterprise pricing starts at the figure shown and is agreed in the contract.

Every capability, the people behind them, and a contract procurement can sign

31

capabilities, 8 of them
exclusive to Enterprise

€60,000

minimum annual licence
budget, excl. VAT.
Implementation is scoped
separately.

1

dedicated key account
manager who knows your
account, your systems and
your contract

Starter, Growth and Scale are software you buy and run. Enterprise is the software plus the people who build it.

What each capability does, in plain words

CAPABILITY	WHAT IT DOES	FROM PLAN
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BUSINESS ACCOUNTS

Company accounts	One account for a customer's whole business, with membership, roles and company-scoped commerce underneath it. Their buyers share catalogues, prices and order history.	Starter
Tax ID validation	Validate the tax identifiers a customer or company gives you, such as an EU VAT number, before you invoice against them.	Starter
Organisation hierarchy	Parent companies, subsidiaries, branches and departments in one account tree, each level inheriting the company behaviour above it.	Growth

Administrator access policies	Policy-based rules deciding which individual records an administrator can see or change, scoped to a brand, a region or a single account.	Enterprise
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ORDERING

Quote requests	A buyer asks for a price, you respond, and they accept, reject or convert it into an order without retyping anything.	Starter
Quick order	Add many items to an order at once by SKU or structured input, for buyers who already know what they want.	Starter
Reorder	Create a new cart from a previous order in one click, with anything now unavailable flagged before checkout.	Starter
Personal shopping lists	Saved, named lists owned by one customer and reordered from: requisition lists, wishlists and registries.	Starter

All capabilities, continued

CAPABILITY	WHAT IT DOES	FROM PLAN
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ORDERING (CONTINUED)

Managed shopping lists	Company-scoped lists your team shares and governs, rather than lists an individual buyer builds for themselves.	Growth
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Shared cart collaboration	Several shoppers work on the same cart together, for teams that assemble an order between them before it is placed.	Scale
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Quote negotiation	Several rounds of counter-offer on the same quote, with comments, documents, approvals and every version kept.	Enterprise
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Configurator forms	Buyers assemble a made-to-order product through structured configuration input, and get a price for that exact configuration. Sold elsewhere as CPQ.	Enterprise
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PunchOut	Your customer starts in their own procurement system, shops your catalogue, and sends the basket back for approval there.	Enterprise
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PRICES AND PAYMENT

Store credit balances	Hold a balance against an account and redeem it at checkout, for refunds, rebates and prepaid arrangements.	Starter
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Gift cards	Issue, deliver and redeem gift cards across your storefronts, backed by store credit.	Growth
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Packaging units	Sell and price the same product by unit, box or pallet, each with its own price, stock and minimum quantity.	Growth
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All capabilities, continued

CAPABILITY	WHAT IT DOES	FROM PLAN
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PRICES AND PAYMENT (CONTINUED)

Product types	Group product fields by type and enforce the ones a type requires, so a catalogue stays consistent as it grows.	Scale
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Contract pricing	Per-customer price lists and standard price rules, each with the dates it starts and stops applying.	Scale
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Advanced pricing	Advanced pricing conditions and execution strategies, for price logic the standard rule set cannot express.	Enterprise
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APPROVALS AND CONTROL

Order approvals	Orders route through standard approval policies, so anything over a limit waits for the right person to sign it off.	Scale
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Audit capture	A record of supported administration and commerce events: who changed what, and when.	Scale
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OIDC single sign-on	Administrators authenticate through your OpenID Connect provider rather than through a separate Vendure password.	Scale
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Content history	Retain and inspect earlier versions of supported content records, and see what a record looked like before a change.	Scale
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Advanced approvals	Advanced approval conditions, routing and integrations, for chains the standard policies cannot express.	Enterprise
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All capabilities, continued

CAPABILITY

WHAT IT DOES

FROM PLAN

APPROVALS AND CONTROL (CONTINUED)

Identity federation	Federate enterprise identity providers beyond the base OIDC setup, for groups running more than one directory.	Enterprise
Audit governance	Retention, export and tamper-evidence controls over audit records, for the window a regulator requires.	Enterprise

SEARCH AND STOREFRONT

Search foundation	The portable advanced-search contract and shared indexing model every search backend plugs into.	Starter
Product search	Search products using the backend your plan includes. Starter searches the application database; Growth and above run a dedicated search engine.	Starter
Global search	Search the administration records you are allowed to see from one entry point, rather than screen by screen.	Growth
Search analytics	Store and query what your buyers searched for, and what the search returned, in a column store built for the volume.	Scale
B2B storefront	The supported B2B storefront, wired to company accounts, contract prices, approvals and the rest of the plan.	Scale

Ordering, for customers who buy through procurement

For buyers who start in their own systems, negotiate the price and specify the product first.

PunchOut	Your largest customers buy through Ariba, Coupa or SAP. With PunchOut their buyers shop your catalogue from inside their own purchasing system and send the basket back for approval there, so every order follows their process and lands in yours.	Win the accounts that only buy through procurement.
Quote negotiation	Large deals are agreed over rounds of email and spreadsheets. Here, buyer and sales counter-offer on the same quote, with comments, documents and approvals attached and every version kept.	Shorter deal cycles, every agreed price on record.
Configurator forms	Products that must be specified before they can be priced usually live in PDF forms and sales inboxes. Buyers configure them online through structured options and constraints and get a price for that exact configuration. Sold elsewhere as CPQ.	Engineered-to-order enquiries become orders.

Model commercial rules the standard set cannot express

The exceptions to standard price lists and approval chains, written as rules.

Advanced pricing

Group rebates, tiered agreements across subsidiaries, prices computed from external data: commercial terms the standard rules cannot express become rules of their own, built on pricing patterns we have delivered before.

No manual repricing, no invoice corrections.

Advanced approvals

Whether an order may proceed can depend on a cost centre, a project budget or a system outside commerce. Custom approval conditions, routing and integrations let an order wait on your ERP, your finance system or a named person.

Approval holds become an auditable process.

Run one platform across the whole group

One system for every brand, region and subsidiary, and for the auditors who review them.

Administrator access policies	Several brands, regions or key accounts run on one platform, and each team must only see its own. Rules decide which individual records an administrator can see and change, scoped to a brand, a region or a single account.	One platform, each team sees only its own.
Identity federation	Groups that run more than one identity provider, after acquisitions or across subsidiaries, let administrators from each directory sign in through their own provider into one platform.	Joiners and leavers follow your directories.
Audit governance	When an auditor or regulator asks who changed what, retention, export and tamper-evidence controls hold the audit records for as long as your regime requires.	Turns an audit request into an export.

The people and commitments behind the platform

- **Capabilities built for you.** **ENTERPRISE EXCLUSIVE** Vendure engineers build the capabilities your business needs and no platform ships, then maintain them against every release. Every plan lets your team extend the platform; Enterprise is the plan where we build it for you, end to end.
- **Key account manager.** One named person at Vendure who knows your account, your systems and your contract. They resolve the issue or bring in the engineer who can, so nothing you raise waits in a queue.
- **Service level agreements.** Response and resolution commitments for production, agreed for your operation and written into the contract. Available on request.
- **Penetration testing support.** Our own testing of the platform, plus support for the tests your security team or a third party runs against your deployment.
- **Security review support.** Questionnaires, architecture walkthroughs and the documentation your security and compliance teams ask for, answered by the people who build the platform.

Three ways to implement, one licence

Who builds your implementation is your call. The capabilities and the contract are identical on every route.

Route 01

Your own team

Your engineers own delivery on a platform they can read and extend. Product support is included in the plan, and Vendure experts can embed alongside your team through Professional Services when you want them.

Route 02

An official Vendure partner

An agency that has delivered Vendure before owns the project end to end, in your region and your language, against the same licence and the same capabilities.

Route 03

The Vendure team

ENTERPRISE EXCLUSIVE

The engineers who build the platform deliver your implementation end to end: architecture, build, integrations and go-live, with your key account manager as the single point of contact.

Results from organisations running on Vendure

70% faster rollout

SKYDEALS

20% more daily orders

HANS KOHLER

50% lower TCO

FLOWTECH

10K+ daily transactions

MUNCH

Some familiar faces which use Vendure



In their words

We were convinced that, out-of-the-box, Vendure would provide 90% of the ecommerce functionality our stores required, and that we would be able to build out the other 10% ourselves.

Will Milne, Tech Lead, Project Marlin, IBM

Vendure is an amazing example of how to leverage existing ecosystems and industry standards. At our scale, it's crucial to have a bulletproof solution, and with Vendure our system could grow to handling thousands of transactions per day.

Róbert Oroszi, CTO, Munch

What legal, data protection and security will find ready

- **Mutual NDA before the first call.** Ask for one when you request the discovery call and we send our standard mutual NDA before anything is shared.
- **Data Processing Agreement.** Prepared for every Enterprise customer and ready for your data protection officer to review.
- **Standard contract set.** Vendure Platform Agreement, Commercial Licence, Order Form and DPA, modelled on widely used standard terms so your legal team reviews familiar documents rather than negotiating from a blank page.
- **A commercial licence, plainly written.** One commercial software licence covers the platform and everything built on it. Your own code stays yours. Legal reviews one document.
- **Deploy where your policy requires.** Any cloud, on-premises, or a specific region, at the same price. Vendure Cloud launches in Q1 2027 as a further option.
- **A licence fee that does not move with your sales.** The licence is a fixed annual fee: no percentage of revenue, no fee per order or per user, and no repricing at renewal because you grew. Implementation and usage-based costs such as infrastructure are priced separately. Prices exclude VAT.

What happens now

- 1 A 30-minute discovery call about how you sell, under a mutual NDA if you prefer
- 2 Your requirements mapped against the plan, with a written scope
- 3 A proposal, or a recommendation to start on Scale if that fits better

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