



# Powering ecommerce for regulated industries

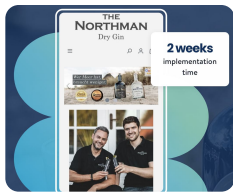
Shopware is tailored to address the specific needs of regulated industries, solving key industry-specific challenges:

- ✔ **Regulatory Compliance:** Ensures adherence to industry regulations with features designed to support compliance requirements.
- ✔ **Data Security:** Provides robust security measures to protect sensitive data.
- ✔ **Complex Workflow Management:** Facilitates the management of complex workflows and approvals required in regulated environments.
- ✔ **Seamless Integration:** Integrates smoothly with existing systems, including ERP, CRM, and other specialized software, to ensure consistent data and efficient operations.
- ✔ **Operational Efficiency:** Flow Builder, Rule Builder, and AI Copilot automate tasks and optimize processes, reducing manual workloads and cutting operational costs.



## Success Stories

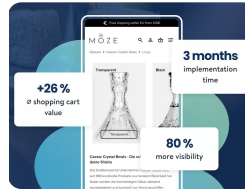
Join the ranks of leading brands in regulated industries who trust Shopware for their ecommerce needs:



**The Northman:** Gin producer

- Easy integration with third-party systems for age verification
- Shopware's Shopping Experiences enabled quick content implementation

[Full case study](#)



**Moze:** D2C & wholesaler of hookahs & tobacco

- Increased admin efficiency with Shopware's dynamic product groups
- Seamless integration of other systems for legal security

[Full case study](#)



**Go Gun:** Gun distributor

[Link to online store](#)



**Sanicare:** Online pharmacy

- Connected with existing systems required for pharmaceutical industry
- Utilized out-of-the-box features for enhanced Shopping experience

[Full case study](#)

More Shopware customers in regulated industries



## Analyst Recognition

Shopware's excellence and innovation have been acknowledged by leading industry analysts:



### Forrester Wave™ B2B Commerce

Recognized in B2B Wave



### Paradigm B2B Combine

9 out of 12 medals



### IDC MarketScapes

Recognized as a Major Player for B2B & B2C Digital Commerce



### Gartner® Magic Quadrant™ for Digital Commerce

Recognized for 4 years; named Visionary in 2023

## Unique Features for Merchants

Discover the unique capabilities and features that make Shopware the go-to choice for merchants in regulated industries:

### Digital Sales Room:

Transform your sales process with a virtual sales room, providing a comprehensive and secure space for B2B transactions.

### AI Copilot:

Enhance customer experiences with AI-driven insights and automation, tailored to the specific needs of regulated sectors.

### Rule Builder:

Create custom rules to automate complex business processes and ensure compliance.

### Flow Builder:

Design and automate workflows specific to regulated environments without coding.

### Composable Front Ends:

Flexible, customizable front-end solutions to meet stringent regulatory requirements.

### Spatial Commerce:

Integrate AR and VR for immersive and compliant shopping experiences, especially useful for detailed product demonstrations in the arms industry.

### B2B Components:

Specialized tools for B2B commerce, including compliance management, secure transactions, and age verification.

## Technical Excellence

Shopware 6, launched in 2019, brings the latest technology and architecture to offer unparalleled flexibility and performance for merchants:

- ✓ **Flexibility:** Use native features or composable capabilities from our partner ecosystem.
- ✓ **Open Source:** Available in three commercial plans.
- ✓ **Deployment Options:** PaaS, SaaS, or Self-Managed.
- ✓ **Public Roadmap:** 90% on-time delivery.
- ✓ **Uptime:** 99.995% with full public transparency.
- ✓ **Developer Community:** Over 300 System Integrators and 100,000 Shopware certified developers globally.

## Pricing Strategy

Our pricing strategy is designed to offer the best value across various aspects of ecommerce:

### Best Value to Own:

Enterprise capabilities on an SMB budget, priced around 25% less than competitors.

### Best Value to Extend:

No vendor lock-ins, empowering merchants to negotiate the best rates with tech providers.

### Best Value to Operate:

No-code, low-code, and custom code options to fit your team's skills today and tomorrow.