



SOFTWARESILOS

B2B Quote Documentation

PDF Manual

MODULE

b2b-quote

LAST UPDATED

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Price Negotiation

B2B Quote Documentation · </b2b-quote/features/negotiation>

Enable customers and sales teams to negotiate prices within quotes.

Negotiation Flow

Customer Request → Admin Pricing → Customer Review → Counter/Accept → Final Agreement

Customer Actions

Request Quote

1. Add products to cart
2. Click "Request Quote"
3. Add notes and requirements
4. Submit quote

Counter-Offer

When receiving admin pricing:

1. Review proposed prices
2. Click "Counter Offer" on items
3. Enter desired price
4. Submit counter-offer

Accept Quote

1. Review final pricing
2. Click "Accept Quote"
3. Proceed to checkout

Admin Actions

Review Quote

1. Open quote from **Sales > B2B Quotes**
2. Review customer requirements
3. Assess requested products

Set Pricing

Method	Description
Per-Item	Set custom price for each line item
Percentage	Apply percentage discount to items

Method	Description
Fixed Amount	Apply fixed discount
Use Pricing Rules	Apply automated pricing rules

Respond to Counter-Offer

1. Review customer's counter-offer
2. Accept, reject, or propose new price
3. Add message explaining decision

Negotiation Settings

Negotiation behavior is controlled by a few key settings:

- Enable negotiation engine:
 - `b2bquote/pricing/negotiation_enabled`
- Allow customer counter offers:
 - `b2bquote/frontend_settings/allow_counter_offer`
- Hide/show prices in frontend quote views:
 - `b2bquote/frontend_settings/show_prices`

See:

- [Settings Reference](#)

Communication

Messages

Both parties can send messages:

1. Open quote
2. Go to "Messages" tab
3. Type message
4. Click "Send"

See [Messaging](#) for configuration and best practices.

Attachments

Share documents:

- Specifications
- Contracts
- Bulk order requirements
- Custom configurations

See [Attachments](#) for upload rules and configuration.

Price Display

For Customers

Field	Description
Original Price	Catalog price
Quoted Price	Admin-set price
Savings	Discount amount
Savings %	Discount percentage

For Admins

Field	Description
Cost	Product cost (if configured)
Original Price	Catalog price
Proposed Price	Customer's counter-offer
Margin	Profit margin

Negotiation Best Practices

1. **Set Clear Limits:** Define minimum acceptable margins
2. **Use Pricing Rules:** Automate standard discounts
3. **Communicate Clearly:** Explain pricing decisions
4. **Track History:** Review past negotiations
5. **Set Deadlines:** Use quote validity periods

Related

- [Quote Lifecycle](#)
- [Pricing Rules](#)
- [Messaging](#)
- [Attachments](#)
- [Quote Management](#)