



Configurable Bundles

E-Commerce is rapidly growing, enabling businesses to introduce new use cases, like how to simplify the purchase of complex products. Traditionally, complicated items that need intensive customization required sales consultation from an agent. For many customers, individuality and the ability to purchase a compound product is of great importance, especially in B2B. Shoppers are looking for ways to buy complicated sets of products in one place at their own convenience. By simplifying the purchasing process as much as possible, Configurable Bundles help you attract and retain customers through personalization and ease of use.

Configurable Bundle are designed to increase sales and customer satisfaction by reducing the complexity of your products, providing your customers with a self-service tool that guides them through the ordering process.

How it Works

The screenshot shows the Spryker admin interface for editing a configurable bundle template. The left sidebar contains navigation links for Dashboard, Sales, Customers, Category, Content Management, and Products. The main content area is titled 'Edit Configurable Bundle Template: 1' and includes a breadcrumb trail: Products > Configurable Bundle Template > Edit Configurable Bundle Template. Below the title, there are tabs for 'General' and 'Stats'. The 'General' tab is active, showing a table of bundle items. The table has columns for 'Item ID', 'Item Name', 'Number of Items', and 'Actions'. The 'Stats' tab is also visible, showing a table of products with columns for 'Product ID', 'SKU', and 'Name'. The 'Stats' tab is currently selected, displaying a list of products with their respective SKUs and names.

Item ID	Item Name	Number of Items	Actions
1	Item 1	15	Edit Delete
2	Item 2	26	Edit Delete
3	Item 3	28	Edit Delete
4	Item 4	30	Edit Delete

Showing 3 to 4 of 4 entries

Item 1

Product ID	SKU	Name
122	379054	UPHUBER standing desk, electrically height adjustable - 725 - 1385 mm, WWD 1800 x 800 mm - tabletop white
123	379057	Hammerbacher UPHUBER standing desk, electrically height adjustable - 725 - 1385 mm, WWD 2000 x 1000 mm - Laptop white
124	379186	Hammerbacher UPHUBER standing desk, electrically height adjustable - 725 - 1385 mm, WWD 1800 x 800 mm - Laptop white
125	379190	UPHUBER standing desk, electric - without top view, WWD 1800 x 800 mm - substructure olive light grey
126	379191	Hammerbacher UPHUBER standing desk, manually height adjustable - 725 - 1385 mm, WWD 1800 x 800 mm - tabletop bench desk
127	379192	Hammerbacher UPHUBER standing desk, manually height adjustable - 725 - 1385 mm, WWD 1800 x 800 mm - tabletop bench desk
128	379193	Hammerbacher UPHUBER standing desk, electrically height adjustable - 725 - 1385 mm, WWD 1800 x 800 mm - tabletop bench desk
129	379194	Hammerbacher UPHUBER standing desk, electrically height adjustable - 725 - 1385 mm, WWD 1800 x 800 mm - tabletop light grey
130	379195	Hammerbacher UPHUBER standing desk, electrically height adjustable - 675 - 1300 mm, WWD 1800 x 800 mm - tabletop white
131	379196	Hammerbacher UPHUBER standing desk, electrically height adjustable - 675 - 1300 mm, WWD 1800 x 800 mm - tabletop white

Showing 1 to 10 of 13 entries

Configurable Bundles are created through a template in your Spryker back-end, which contains all the metadata of the bundle. Slots within the template contain an assigned product list. You can apply an infinite number of slots within your template, simplifying even the most complex product cases.

In the front-end, the customer is allowed to select one product per slot to put their bundle together as desired. As a shop owner you can decide to make certain slots optional as well - allowing the customer to skip ahead. The process of the product selection takes place on an additional configurator page. .

Office bundle

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Slot 1	Slot 2	Slot 3	Slot 4	Summary
 UPLINER standing desk, electrically height-adjustable - 725 - 1185 mm, WxD 1800 x 800 mm - tabletop white SKU: 575056 €639.39 incl. VAT Select				
 Hammerbacher UPLINER standing desk, electrically height-adjustable - 725 - 1185 mm, WxD 2000 x 1000 mm - tabletop white SKU: 575057 €693.33 incl. VAT Select				
 mauser ARCOS writing desk - WxD 1800 x 800 mm - panel pure white SKU: 573186 €427.57 incl. VAT Select				
 UPLINER standing desk, electric - without tray WxD 1800 x 800 mm - substructure silver, light SKU: 574996				
 Hammerbacher UPLINER standing desk, electric height-adjustable - 725 - 1185 mm, WxD 1200 x 800 mm - tabletop beech decor SKU: 103889				

Office bundle

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Slot 1	Slot 2	Slot 3	Slot 4	Summary
 Hammerbacher UPLINER standing desk, electrically height-adjustable - 725 - 1185 mm, WxD 1200 x 800 mm - tabletop beech decor SKU: 103889 €592.52 incl. VAT				Total €1,336.70 incl. VAT Add to Cart
 office active operator swivel chair, backrest height 550 mm - point-synchronous mechanism, flat seat - seat black, netting backrest, white SKU: 103610 €253.30 incl. VAT				
 Wood stackable chair, upholstered - VE 4 pieces, substructure chromed - upholstery black SKU: 212427 €482.69 incl. VAT				
 Cherry Optical Mouse GENTIX JM-0300-2 corded USB, black SKU: 426582 €8.19 incl. VAT				



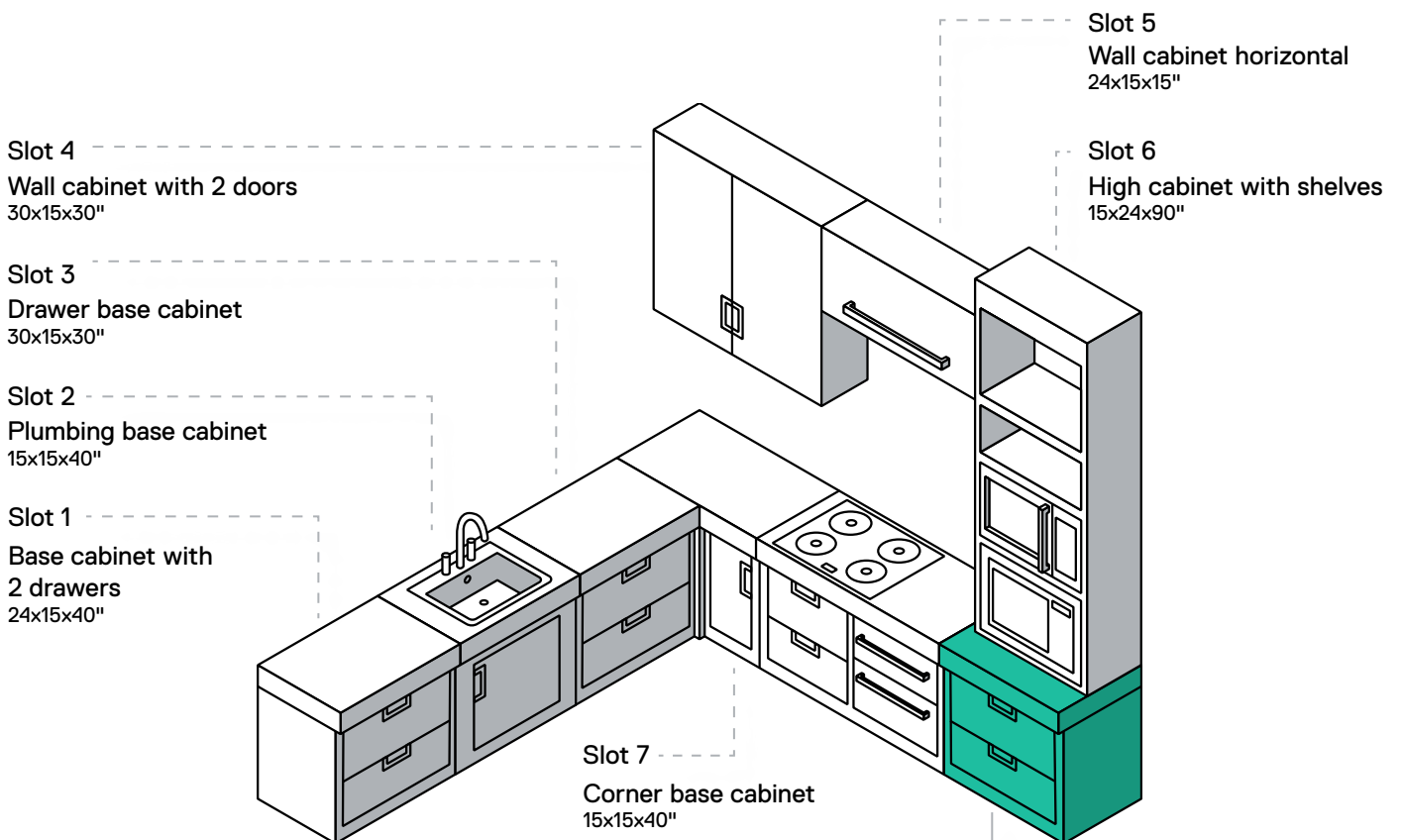
Once the bundle is fully configured, it is grouped and placed in the customer's shopping cart.

Spryker Features Supported

- Cart
- Comment Widget
- Request for Quote
- Shared Cart
- Approval Process
- Customer Specific Prices
- Gift Cards
- Split Delivery

Example Case

A classic example of how a complex product can be put together as a Configurable Bundle is creating your own kitchen. Every cabinet and door, and all its variants, are assigned to individual slots.



The customer is then able to go to the configurator page and navigate through each slot, knowing that each individual slot selection is complementary with the other.

Slot 8

Base cabinet
25x15x30"

Base cabinet with 3 drawers
SKU: 12234

Base cabinet with 2 drawers
SKU: 12235

Base cabinet with 2 shelves
SKU: 12236

Base cabinet with pull-out
SKU: 12237

Base cabinet with wire basket
SKU: 12238

Opportunities When Using Configurable Bundles



Helpful Guiding Tool

The biggest advantage of Configurable Bundles is you can introduce complex products in your online shop that are traditionally sold offline with the help of a sales agent. The configurator page reduces complexity by guiding the customer through every necessary step of the purchasing process. This simplicity allows you to expand your market reach and introduce your product(s) to a new customer base.



Take Advantage of Pricing Opacity

Customers love to get a good deal. However, often times when buying products separately the price point of at least one product causes friction, because it feels overpriced. Bundling several products and giving the customer the opportunity to configure the bundle to their liking, introduces price opacity. This means customers feel less pressured to identify the appropriate pricing of every item and accept the total price of the entire bundle, e.g. combining the purchase of a more expensive data plan with a new phone is often preferred over buying them separately.



Improved Purchasing Experience

Configurable Bundles are often appreciated by customers, because they significantly increase convenience. Choosing from a predefined selection of products and adding an entire set of items with one click significantly cuts down the purchase time. With a Configurable Bundle, customers can get exposed to new products they may not have been sure about buying on their own and end up spending more.



Unified Marketing Efforts

Bundling several items simplifies your marketing efforts. Instead of promoting every item separately, they can efficiently be marketed as one Configurable Bundle, cutting down marketing costs, saving promotion space, and creating new creative angles for marketing campaigns or discount programs.

