

Discounted Referral Fee

Starting 09/27, Amazon Business (B2B) sellers will be charged with the discounted referral fee for the portion of the order value that is beyond the set threshold. To get the discounted referral fee benefit, the order should satisfy the following conditions –

- The order should be a business order i.e. order by a business customer on a business seller
- The order should be in any of the below mentioned categories
- The order value should cross the threshold at an item level.
- Tiered fee benefit will be applied for the order portion above the threshold

Product categories that have tiered referral fee

Note: The products that are not falling under the below product categories will get charged as standard referral fee.

	Category	Base Referral fee (applied for the portion of the order value till the threshold)	Tiered fee (applied for the portion of order value beyond threshold)	Threshold
Other Hardlines	Office Products	9%	7%	1500
	Home Improvement	7.50%	5.50%	3000
	BISS	11%	9%	3000
PC	Hard disks	8%	6%	8000
	Modem & Networking devices	12%	7%	8000
	Memory cards	12%	7%	8000
	USB flash devices	14%	9%	8000
	Scanners and Printers	8%	6%	8000
	Keyboards and Mouse	15%	10%	8000
	Laptop Battery	14%	9%	8000
	chargers	19%	14%	8000
	Bags and Sleeves	16%	11%	8000
	speakers	6%	4%	8000
	Cables	24%	19%	8000
	PC Components	7%	5%	8000
	Headsets, Headphones and Earphones	14%	9%	8000
	Other Accessories (Electronics, PC and Wireless)	17%	12%	8000

Note: For other categories, excluding above, the referral fee charged will remain same. Please see [Selling on Amazon Fee Schedule](#) for more details.

Illustration:

Consider a business customer places the following order on a business sellers for a total order value of INR 3400 on two items. Since the threshold is INR 1500 for the office products, only item -1 is eligible is for tiered fee benefit.

Item	Unit price	Units purchased	Purchase value (Rs)	Threshold for Office products	Eligible for discounted referral fee?	Order value eligible for the fee benefit
Office products item-1	200	12	2400	1500	Yes	900
Office products item-2	1000	1	1000	1500	No	0
Total order value		13	3400			

For the above order the fee will be calculate using the below logic

For item-1: $1500 * 9\% + 900 * 7\% = 198$

For item-2: $1000 * 9\% = 90$

Note: The other charges remains same i.e. closing charge, cancellation charges are same. Please see [Selling on Amazon Fee Schedule](#) for more details on closing fee and cancellation charges