FAQs

**What is Bulkwize?**

Bulkwize is a B2B ecommerce platform which provides live B2C kind of ecommerce experience for your business' bulk buying needs.

With the bulkwize mobile app you can find products for all your business needs and buy them online in bulk. With our pan India Supplier connect, we are able to provide you a widest range of products at the best possible price.

This is the only platform where you get access to thousands of products across various categories, order them at your convenience and we will deliver them to your doorstep.

**How do I access your platform?**

From any browser (mobile, tablet, desktop) click <http://www.bulkwize.com>

**Where do I download your mobile app?**

From you mobile device, click [here](http://www.bulkwize.com/download-app.html) and follow the instructions. It will not take more that couple of seconds to get you started

Go to the play store, search for “bulkwize” and look for the logo 

Note: We currently support android based devices only

**My question is not listed here? What should I do?**

Please contact our customer relationship team [here](http://www.bulkwize.com/contact-us.html) to get more details.

**I want to sell**

**What is the bulkwize advantage for a supplier?**

Bulkwize will be a way to bring your brand in line with the new age digital m-commerce, allowing for further innovations in demand predictability. It is a powerful medium with high reach enabling direct sales to both retailers and institutional buyers. This direct connect will allow to market the bulk buy offers effectively and cheaply resulting in higher sales and margins.

**How do I promote an offer on my product?**

There are multiple ways an offer will be displayed to the buyer

* Bulkwize home-page will display the top 5 selected offers on the large hero image
* The offer section of the site will list all the offers
* Brand listing page will have the details of the offer with larger quality discounts

**How do I register my products, manage product catalogue, pricing and product inventory, how about delivery of goods? Will all this be a lot of online work for me?**

We provide comprehensive support for suppliers with minimal / no work required from them on daily basis. Please contact our supplier relationship team [here](http://www.bulkwize.com/contact-us.html) to get more details.

**Will the information I provide safe?**

We promise to use the information provided only for verification or direct business with bulkwize only. We will never provide information collected without your consent to any other third party. Our site is completely secure with latest safety featured implemented to protect personal information

**I want to buy**

**What is the bulkwize advantage for a buyer?**

If you are running a business, bulkwize will provide you opportunity to earn great margins with just a click. Bulkwize will be one-stop shop for all your daily business needs. Here are some of the advantages

* Time Saving with orders delivered at your business address and convenience of ordering anytime with no impact to your business
* A wide assortment of guaranteed original brands
* Transparency in prices with everyday low prices guaranteed.
* Great shopping experience with an easy to find products app layout and a friendly [customer service](http://www.bulkwize.com/contact-us.html) to help you of need any help

**What is bulkwize best rate guarantee?**

Our motto is to bring the best possible bulk buy rates to the retailers. In case you find better rate than us elsewhere, please [contact us](http://www.bulkwize.com/contact-us.html) with details of your cheaper purchase and we will refund the difference amount immediately. Kindly note the maximum different in two purchases should not be over 4 hours.

**What payment modes are supported?**

We currently only support Cash-on-delivery. We will soon be adding other mobile friendly payment modes like paytm and paypal.

**How do I register?**

Registrations is an easy three step process

* Fill the registration form on the app
* Bulkwize team will contact you to get your photo ID, business license and copy of a bill and post verification, will send you a welcome mail
* Please follow the link on the welcome mail to complete your registration

**What documents are required for registration?**

We will mainly need a Photo Id, a registered business proof and an undertaking that confirms that the products purchased here will be used for further trading and is not for end-user consumption.

Any of the following documents are accepted as photo id proof:

Any of the following documents are accepted as registered business proof:

Download the undertaking form [here](http://www.bulkwize.com/download-undertaking.html)

**I could not find the product I am looking for?**

You can use the catalogues filter to narrow down the product or use the search feature. Please see our 2-min how to use our app video on [youtube](http://www.youtube.com).

**Can I place the orders for goods not available?**

Only available products can be ordered. The app in future will have options to add products to your wish-list and mark them for notifications.

**Do you deliver at my place?**

We have regular scheduled deliveries within all prominent areas of Bangalore. Please look at the Bangalore map [here](http://www.bulkwize.com/delivery-area-map.html) to see if your area is covered. Please contact [customer service](http://www.bulkwize.com/contact-us.html) if you want our products outside these areas.

**What should I do if my order is bigger than the maximum quantity listed on the page?**

Please contact [customer service](http://www.bulkwize.com/contact-us.html) for any upward customization to your orders.

**What should I do if my order is smaller than the minimum quantity listed on the page?**

This is a bulk-buy app and the minimum quantities are strictly enforced. However send us your suggestions to our [customer service](http://www.bulkwize.com/contact-us.html).

**I have special customization requirements what should I do?**

Please contact [customer service](http://www.bulkwize.com/contact-us.html) for any upward customization to your orders. We undertake orders for personalized packaging of bulk orders.

**How frequently can I order?**

You can place the order whenever you want, however our delivery days are fixed for each areas. Please refer the table below for checking the schedule in your area and the cutoff time for the order

Other Qs from the pitch

A lot about team composition

how do you know each other?

do you need that big a team?

Total team size & how many are full time?

Division of people across different functions such as (marketing, technology etc.)

Talk about product

Features of the product

Users of the product

Conversion ratio on your product

What aspects of the process are manual vs. automated?

What percentage of interested customers get converted/approved

Cost of acquiring a customer

Cost of closing a transaction

How have you funded the venture so far?

How much money are you looking to raise?

What is the cash burn rate now?

What is the cash burn for the next 2 years

What is the biggest barrier to growth?

Regulations and acts applicable to your sector

Share the actual numbers per month and projections

sales

transactions

visitors

Are you profitable?

What is the total loss?

When do you plan to become profitable on a unit basis?(This includes only variable cost)

When will be the inflection point?