



Wholesale flexibility

The most powerful package for manufacturers and B2B distributors

Expand your sales by catering to both retail and wholesale buyers with one inventory

Key

Benefits

- ▶ *Pricing Flexibility*
- ▶ *Easy to Maintain*
- ▶ *Shipping and Drop Ship Support*
- ▶ *Specialty Sites*
- ▶ *Order Options*
- ▶ *Unified Website & Phone Sales*
- ▶ *Accurate & Accessible Inventory*
- ▶ *Search Tools*
- ▶ *Security Features*

Zoovy Wholesale provides an unsurpassed level of functionality for all types of online B2B businesses. Designed with extensive input from both webstore owners and consumers, this package can greatly improve the efficiency of your wholesale operations and lead the way to increased sales, better customer service and a larger customer base. Among its unique features:

- ▶ Ability to offer special pricing to a few key customers
- ▶ Capability of running an efficient retail and wholesale operation from the Zoovy platform, which is second-to-none.
- ▶ Ability to easily provide wholesale to the public (quantity pricing discounts)
- ▶ Exclusive B2B wholesale distributor

Zoovy provides the tools necessary to manage wholesale operations efficiently and cost-effectively, keeping customers happy. The flexibility that Zoovy offers ensures that any business can be successful at wholesaling.

Zoovy Wholesale is designed around the specific needs of high-volume sellers who distribute products to businesses that resell the products to consumers. Our software makes it easy for online businesses to launch and manage a successful B2B or combination B2B /B2C company. Zoovy provides features such as custom pricing and shipping, real-time inventory, secure account settings and unmatched shipping flexibility. No integration is needed. All necessary features to be a high-volume seller can be enabled by adding the Wholesale Bundle to a Zoovy account.



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Pricing Flexibility

Zoovy Wholesale allows suppliers to create and then assign an unlimited number of pricing schedules to customers. Based on the quantity of products that are purchased, manufacturers can provide automated discounts on unit pricing or shipping. Wholesalers can offer free shipping or other promotions based on the qualifications set for each pricing schedule. While additionally operating a B2C store, e-commerce sites can offer completely different pricing, shipping and promotions for purchases associated with each pricing schedule.

Easy to Maintain

Schedules can use formulas that derive from MSRP or unit cost. Updating the cost of a product automatically updates all schedules, and schedules have a default pricing formula for all products. But, Zoovy also gives you the flexibility to adjust or override the default pricing for any item through custom pricing or custom pricing formulas that can be specified for each schedule on each product. Zoovy's powerful batch interface makes it easy to keep up with market trends by adjusting pricing for all items.

Shipping and Drop-ship Support

Zoovy provides flexible shipping options with built-in FedEx, UPS and USPS rating, address validation and airbill generation support. Drop shippers can print drop-ship packing slips with their company logo, address, phone number and order number. The ability to generate a blind drop-ship invoice is an important opportunity.

Specialty Sites

The Specialty Site functionality in Zoovy Wholesale allows online businesses to have both a regular (B2C) website and a wholesale (B2B) website with the same products and a shared inventory but different pricing. The custom developed wholesale site may have its own unique domain name, which means that resale customers can go directly to that site. The wholesale site can be formatted in a quick order platform that's easier to navigate for experienced B2B buyers. Payment methods, pricing and shipping are easily set up so they're different from the retail store and customized to each of the pricing schedules. The wholesale website can be password protected and require a customer login. Alternatively, the merchant can maintain one website, configuring it so when resale customers log in, all pricing on the website changes to retail pricing.

Blind Dropship

Easily offer blind dropshipping with wholesale clients company name, phone and address on the packing slip. This makes carrying products more appealing and helps eliminate risk to resellers, giving them no reason not to carry the products.

Order Options

With Zoovy, the wholesaler can easily set up accounts so only approved buyers are able to submit purchase orders. The wholesale website has the capability of displaying a quick order form for repeat resale customers so they can quickly type in product ID numbers and quantities. For larger resale customers who wish to avoid tedious data entry, orders can be submitted electronically via XML over HTTP.

Unified Website & Phone Sales

Zoovy Wholesale integrates website and phone sales allowing customers to order by phone and then check the status of their order from the wholesale website and manage all orders in one location. When used in conjunction with the Zoovy Order Manager desktop client, current pricing, shipping and promotions can be synchronized with your telephone sales organization preventing customers from being quoted a different price than the one given on the website.

Accurate & Accessible Inventory

Resale customers have access to real-time inventory quotes using a simple HTTP/XML API. Safety triggers notify the seller when inventories get low and automatically removes items that are out of stock.

Search Tools

Customers can easily find what they want with Zoovy Wholesale's advanced search functionality and product finder.

Security Features

For large businesses, Zoovy Wholesale supports individual user logins. Our platform also provides privacy controls for resale customer accounts as well as a secure customer login for tracking orders.

Electronic Data Exchange (EDI)

EDI allows retailers to download xml/csv files with product details, pricing and inventory. Retailers electronically receive data for orders, tracking and more. Using the EDI reduces and eliminates errors, and makes processing transactions faster. EDI is becoming the standard for doing B2B.



More Information about Zoovy's Wholesale feature see : <http://webdoc.zoovy.com/doc/50512>

This document is intended as a summary of possible configuration options which may not be available in all scenarios. Please refer to the online documentation for full product configuration detail.