Wholesale flexibility

the most powerful package for selling in bulk.

Expand your sales opportunities
by catering to everyone from consumers
to bulk-buyers with one inventory.

Zoovy Wholesale provides an unsurpassed level of functionality for all types of online B2B businesses. Regardless of the situation:

- offering special pricing to a few key customers
- wholesale to the public (quantity pricing discounts)
- mixed retail/wholesale operations
- manufacturer of products
- exclusive B2B wholesale distributor

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

The Zoovy Wholesale features are designed around the unique needs of high volume sellers that distribute their products to other businesses that then resell the products to the consumer. It provides online businesses with all of the tools needed 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 the necessary features to be a high volume seller can simply be enabled by adding the Wholesale Bundle to your account.

Flexibility with Pricing

- Zoovy Wholesale allows suppliers to create, and then assign an unlimited number of pricing schedules for their customers.
- Manufacturers can provide automated discounts on unit pricing, or shipping based on the quantity purchased (Wholesale to the Public).
- Wholesalers can offer free shipping or other promotions based on the qualifications they set for each pricing schedule.
- While operating a B2C store as well, e-commerce sites can offer completely different pricing, shipping and promotions for purchases associated with each pricing schedule.

Easy to Maintain

- Schedules can utilize formulas that derive from MSRP, or unit cost. Updating the cost of a product automatically updates all schedules.
- Schedules have a default pricing formula for all products. However custom pricing or custom pricing formulas can be specified for each schedule on each product giving the seller the ability to adjust or override the default pricing for any item.
- Zoovy's powerful batch interface makes it easy to mark up or mark down pricing for all items to keep up with market trends.

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 reseller's company logo, address, phone number, and order number. The ability to generate a true drop ship invoice is key to maintaining happy long term drop-ship customers.

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Specialty Sites

- Utilizing the Zoovy Specialty Site functionality 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, and different pricing.
- The custom developed wholesale site may have a different domain name so resale customers can go directly to that site.
- The wholesale site can be formatted in a quick order format, which is easier to navigate for experiencedB2B buyers.
- Payment methods, pricing and shipping can be different from the retail store and customized to each of the pricing schedules.
- The wholesale website can be password protected and require customer logins
- Alternative you can maintain one website, and configure it so when resale customers login all the pricing on the website changes to their pricing.

Order Options

- The wholesaler can set up accounts so that only approved accounts can submit purchase orders.
- The wholesale website can display a quick order form for repeat resale customers so they can quickly type in product ID numbers and quantities.
- Orders can also be submitted electronically via XML over HTTP for larger resale customers who wish to avoid tedious data entry.

Unified Website and Phone Sales

- Resale customers can order by phone and then subsequently check the status of their order from the wholesale website and find all orders in one location.
- When used in conjunction with the Zoovy Order Manager desktop client; the pricing, shipping and promotions both on the website and over the phone, can be synchronized with your telephone sales organization.
- This prevents customers calling the phone center being quoted a different price than they were given on the website.

JEDI-Integration with Customer Sites

- Zoovy's JEDI (Just Easy Data Integration) feature makes communication between a wholesaler and its JEDI compatible resale customers nearly seamless and incredibly easy to configure.
- The wholesaler and the customer sites can share real time inventory, rate, ordering, and tracking information.
- Customers can easily choose products to add to their site while shopping the wholesale site.
- With JEDI when a product is copied from a wholesale site it's text, images, real-time inventory, integrated shipping rates, integrated ordering, and integrated order acknowledgment are all setup in one easy click of the button "Add Items to My Site".
- JEDI sites can also be configured so wholesale sites may "push and pull" new products directly onto the site, this is ideal for products which may have limited quantities such as close-outs or returns.
- JEDI is an optional feature, and can be offered only to customers on specific schedules.

Accurate and 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 remove out of stock items.

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.
- Zoovy Wholesale provides resale customer accounts with privacy controls, as well as a secure customer login for tracking orders.

This extensive feature set provides all of the tools needed to start selling in bulk or maintain a successful full time wholesale business. These time and money saving features lead to higher sales and an increased customer base.

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For more information about Zoovy Wholesale or other Zoovy features call a representative at **1.877.966.8948** or visit **www.zoovy.com**.