



stockinthechannel.com

Introduction



DMC – Distributor using Sage 200 who buys all our services

This distributor primarily sells compatible toner, however really original should be included as some people insist on it, it provides a price comparison and gives completion to their offer.

The virtual stock has to be fulfilled with low cost automated order processing to be worthwhile. They choose us: -

- For the toner finder so users could easily find the products on their web site
- To add a bulk of products without an overhead of managing and describing them
- Due to our Sage 200 plug in that this can be enabled quickly and easily

The Solution

1. Orders are made on the DMC web site
2. They are immediately transferred to our order processing tool on Stock in the channel .com
3. Orders for virtual stock result in our system sending purchase orders to the distributors – orders for owned stock create shipment instructions in Sage 200. Mixed orders can be consolidated so the distributors ship to DMC and then out to the customer.
4. Order status and tracking is returned to the web store so the customer can monitor progress.
5. Purchase orders raised by our system are sent to Sage 200 – as are the bills received from the suppliers. Hence manual efforts and rekeying are eliminated

DMC can create orders as if they were a customer on their web site or on ours – but since they sell toner quotes are not important to them.