



stockinthechannel

# Stock In The Channel Services and Solutions



*A complete suite of tools to automate the sales and procurement of IT hardware*

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[www.stockinthechannel.co.uk](http://www.stockinthechannel.co.uk)

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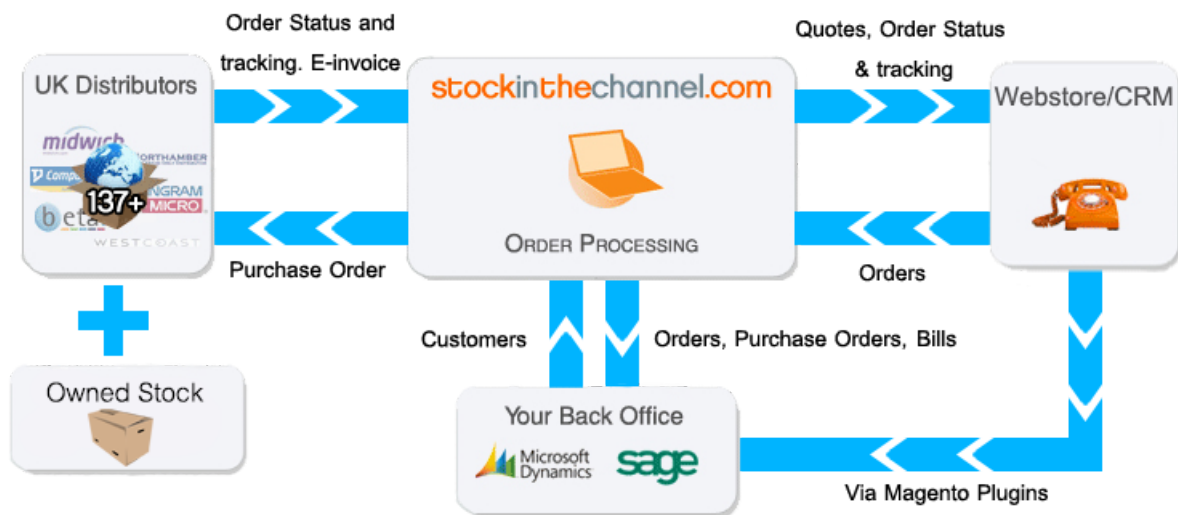
## Overview of Stock In The Channel

With over 50,000 registered users, 300 distributors and 7 million products listed on our site globally, Stock In The Channel is the leading business automation tool for IT resellers to find, price, buy and sell IT products.

Initially founded in the UK, Stock In The Channel has now expanded its services to Europe, North America, and Australia.

Stock In The Channel offer a complete suite of tools to automate the sales and procurement of IT hardware including:

- Stock Sourcing
- Price Comparison
- Web Stores
- Data Feeds
- Quote Automation
- Order Automation
- Managed Print
- Purchase Approval



## Compare Prices

With our compare pricing offer, you can see your personalised prices from all of your registered distributors in one location - guaranteeing you find the best price from all of your suppliers quickly and easily.

### Features:

- Stock In The Channel receives your personalised price feeds from your distributors which are imported straight into our system daily so you can view the most up-to-date prices alongside stock.
- We have 150 distributors currently active on Stock In The Channel UK, allowing you to receive feeds from all of your current suppliers while allowing you to also find new ones to work with.
- Real-time, up-to-the-second stock and prices for the top 25 distributors – otherwise hourly.

## Webstore

Our webstore service offers you a professional, fully featured webstore for your customers where they can view and buy all your suppliers' stock as well as your own stock products.

Every night our system goes out to your suppliers and automatically collects your stock and price files. The data is imported and normalised, then matched with product descriptions. Your margins are applied and then the web store is updated.

Full product descriptions, images, and technical specifications are provided using a mixture of Icecat product data and data supplied by the distributors themselves to ensure your store has all the information necessary for a professional web site.

As pricing and availability change in distribution, your webstore is updated automatically - ensuring your web site is showing up to date stock and prices. This allows you to have a web store containing hundreds of thousands of products with virtually no maintenance necessary.

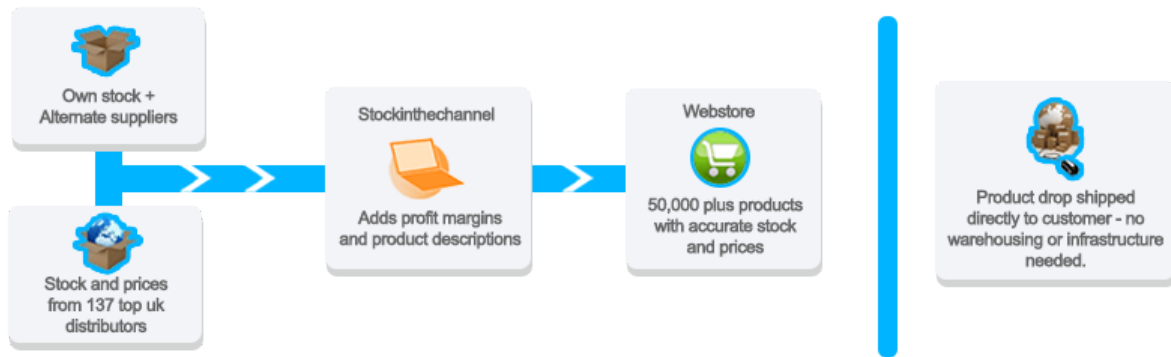
For suppliers that we don't currently have on our system, we can also accommodate private feeds, allowing you to populate your site with their stock as well as any stock you hold in warehouse.

The webstore is built using Magento, the world's most popular ecommerce software. It has thousands of pre-built designs, a huge community of developers and an app store with 1000's of plugins.

As well as IT products, you can also include office products - with their own category trees as well as an Ink and Toner finder.

The webstore can be extended to sell on virtually any online channel such as Amazon and eBay.

We also provide a host of B2B features such as customer specific pricing, purchase approval and client sub accounts.



## Data Feed

If you prefer to use your own alternative ecommerce solution or wish to populate your ERP system for internal procurement, we provide a data feed of products containing full, accurate product descriptions, pictures and specifications plus up-to-date stock and pricing from all of the suppliers you work with.

## Instant Quoting Tool

Our Instant Quoting Tool does exactly what the name suggests - you can create product quotes in an instant! With our solution, you never have to look on various websites and resources to find stock and prices again since we provide everything you need to quote in one place! This process is very straightforward and is intuitive to anyone who has ever ordered online before.

### The process is simple:

1. Add products to your Stock In The Channel basket
2. Click 'Quote'
3. Voila! - You now have your quote in a matter of minutes.
4. Send your quote directly to your customers:
  - a. Download your customised PDF to send manually or email automatically
  - b. Use our customer domain hosting to share your quote online. Your link can show from your domain instead of Stock In The Channel's - making it completely branded for your company!

The appearance of quotes is fully customizable and can be output as a PDF with linked datasheets to product specs.

All quotes are in one place so your sales team can easily access and manage your pipeline and profitability plus make the calculation of commission in a simple solution. Quotes for customers are also located in one place, giving them full visibility when you synchronise their quotes with your CRM or PSA system.

## Order Automation Package

With our order automation package you can completely automate the purchasing of IT hardware from distribution. With end-to-end electronic communications, this solution gives your business a hands-off, efficient solution that lets computers do all the work.

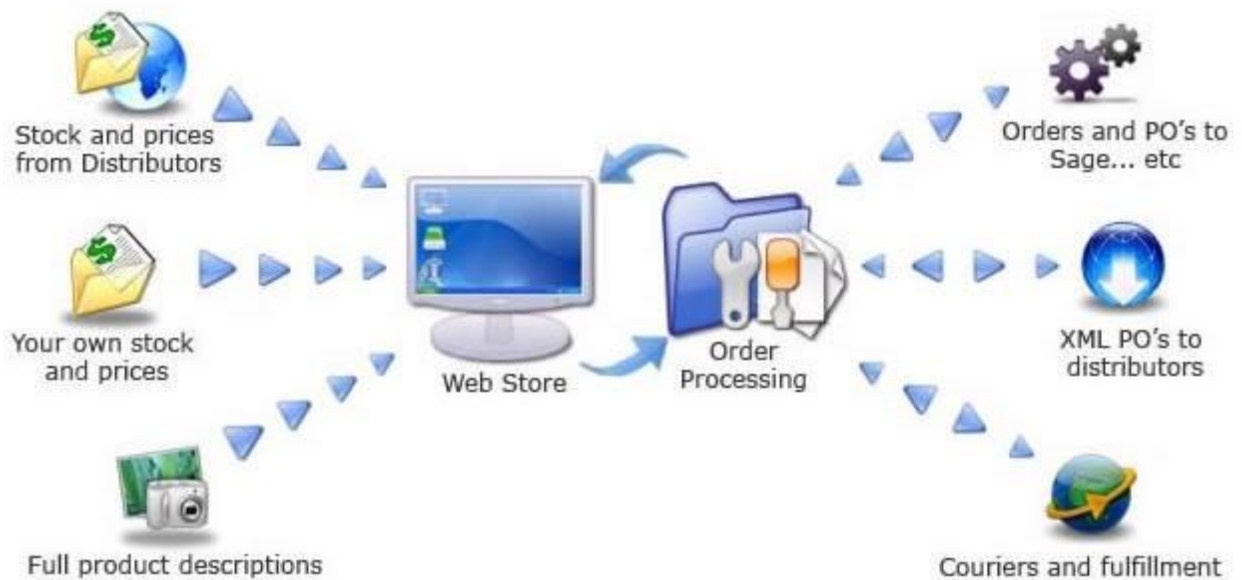
All orders from either the webstore or sales team members are imported directly into our orders manager which automatically works out the cheapest fulfillment, considering the cheapest price and delivery costs. You have full control over how you convert orders into PO's with the choice of the following:

1. Automatically convert orders to PO's in seconds
2. Override the automated conversion to choose different distributors, change prices to reflect negotiations with distributors and special bid pricing for particular products or customers
3. Consolidate order items to be shipped from your warehouse to save on multiple purchase ordering costs.

Stock In The Channel has electronic ordering in place with all of the major distributors listed with us. These distributors can accept purchase orders and provide proof of delivery. Before an order is placed, we check the availability of items in real-time and provide tracking codes from distributors to help you fully monitor delivery progress. If a distributor provides a unique ID of an item for delivery, we will import this for you.

Package tracking and order status is visible to you, your sales staff and your customers. Order status is passed back from suppliers to our system and your web-store, CRM and even ERP enabling you to catch and resolve any issues pro-actively before your customer knows of the problem. Track the delivery on the courier's website and see exactly where the package is at that very moment!

Every action that takes place is recorded in a history section on your Stock In The Channel account. This tracks quote, order, purchase order and supplier invoicing, allowing you full visibility of the complete quote-to-order cycle.



## Links to other systems

We have produced a complete and open API that allows you to create programmatic links to our system from yours in order to exchange information. With this API, you're able to connect your CRM and PSA to Stock In The Channel for quotes and orders and connect your ERP system or accounts to allow automated order fulfillment.

We currently offer Sage 200 and Sage 50 links plus integrations with Autotask and Exact Online. If you would like to create a link to our system from a CRM, PSA or ERP not currently offered, we can easily and efficiently set this up for you - Please contact us for further information.

## Purchase authorisation and approval

Have full control over employee and customer purchases with Stock In The Channel's Purchase Approval Plugin for Magento.

For enterprises, we understand that purchase approvals for a large amount of customers/employees can be an unnecessary chaos. With this plugin, you can easily designate multiple line managers to approve purchases under a certain amount so you only have to approve the larger purchases yourself. For someone with 50+ employees or customers, this is an excellent way to manage spend. Not only does this give you full control over total spend, but allows all users to be in control of their budgets and orders in an easy and organised manner.

## Managed Print Solution

Our solution makes it easier than ever before to have a managed print solution, enabling you to set up and go in 3 simple steps!

1. Plug-in the printer detector and find printers on the network

2. The printer creates and sends order requests for ink when the printer is running out
3. Ink is sent directly to the customer

**Benefits of the Stock In The Channel Solution:**

- Transactional model enabled for a more efficient way to handle invoices
- Transparent pricing and procurement, allowing your customers to see what they pay for
- Choose from over 140 suppliers within the UK alone and save up to 15% on purchasing
- Add distributors not listed on Stock In The Channel with a private data feed
- Expand your range and have stock automatically drop-shipped, allowing end-users to buy directly from you plus other products listed on your site
- Reduce your stock and increase sales
- Consolidate your customer orders into one invoice and have full audit trails available in one place
- Gain even deeper visibility and control of your print infrastructure
- Focus your attention on your core business while orders fulfill themselves
- Help your customers save on print costs with cost transparency on order sheets

## Supported Distributors

Stock In The Channel UK currently supports over 147 authorised IT distributors, including leading distributors such as Tech Data, Ingram Micro, Westcoast & Exertis. For the most up to date list of distributors, or for details of the distributors in our other territories such as North America, Europe or Australia, you can find them listed at <https://www.stockinthechannel.co.uk/Distributors/Index>

## Pricing

For pricing information on any of our services listed above, please contact our sales team at [sales@stockinthechannel.com](mailto:sales@stockinthechannel.com) or phone us at 0333 772 0003.