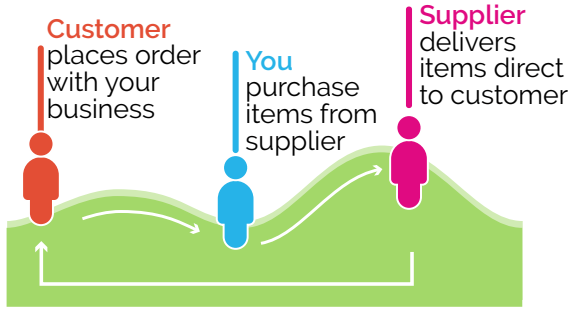


DROP SHIPPING

WHAT IS DROP SHIPPING?

Suppliers pick and deliver stock directly to the consumer which enables you to increase your product range without needing to keep all goods in stock.



WHY DROP SHIP?

Low cost

Bypass warehouse, inventory and transport costs



Quick

Respond quickly to market demands



Branded

Keep brand identity at customer touch points



Low risk

You simply buy what you need, when you need it



Efficient

Delivery as efficient as your own warehouse



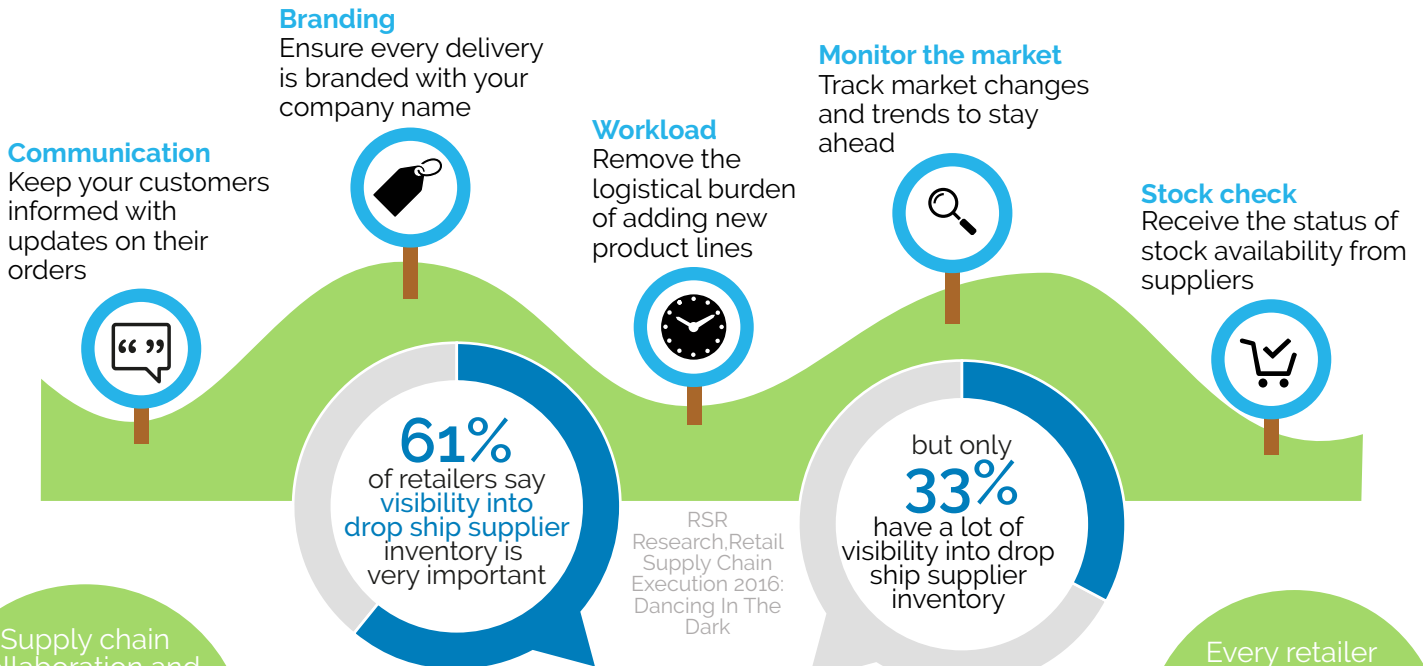
In total, **inventory distortion** (out-of-stocks and overstocks) costs retailers collectively nearly **\$1.1 trillion** globally

Same store sales could increase by **7.5%** if this problem was completely fixed

IHL Group 2017

DROP SHIPPING: THE RIGHT WAY

Here's how to avoid some of the common mistakes



Supply chain collaboration and use of a shared platform are a vehicle to enable an effective network model in a demand-driven supply chain.

HOW TRUECOMMERCE CAN HELP

The TrueCommerce EDI managed service lets you deploy a successful drop ship model with your suppliers

Every retailer understands that many compliance issues wouldn't exist if the retailer had done a better job of onboarding.

Tools & visibility to help fulfil customers' expectations



The day-to-day running of EDI activities on your behalf



Fully managed onboarding



Full feature web portal for non-EDI enabled suppliers



24-7 helpdesk



Monitoring for message validation errors

One platform to trade with all suppliers

Control to manage any issues that may affect delivery

Retail Value Chain Federation, 3 Key Components to Successful Supplier Onboarding, Part 1

KPMG, The Future of Retail Supply Chains, May 2016