



CommerceESB Case Study Seller Using CommerceESB Sees 37-Fold Sales Increase

Business Problem

This seller* had been sourcing product from a drop ship supplier for their eBay sales with decent success, but because the supplier was so difficult to work with the seller spent all their time on manual operations instead of growing the business. Specifically, they spent all of their time keeping quantities on their eBay listings synchronized with what was available from their supplier, and copying/pasting order information to & from eBay to the supplier.

As a result, sales remained flat with no potential for the business to grow – the seller simply had no time to do anything else.

CommerceESB Solution

The seller was set up with CommerceESB's web-based solution to automate their drop ship operations:

- **Automatically keep the quantities showing in their eBay listings in synch with what their supplier actually has on hand.** When supplier quantities fall below a seller-designated threshold, CommerceESB automatically sets the eBay listing to zero availability – thus avoiding stock outs.
- **Automatically re-prices eBay listings as supplier prices fluctuate** according to re-pricing rules set by the seller or through integration with 3rd-party re-pricing tools.
- **Automatically downloads orders from eBay and routes to the supplier.**
- **Automatically transfers ship tracking data from the supplier and uploads to eBay**
- **Leverage CommerceESB's listing tool integration to easily list new items on eBay**

Business Benefits

Only three months after being set up on CommerceESB's software the seller had seen their sales grow 37-fold from their historic plateau – and continued to maintain this new level of scale while they planned their next phase of growth..

* We keep our customers' (and thier actual suppliers') names confidential to ensure they maintain their strategic advantages. Every customer we have served has a similar story leading to success and delight.

Contact us via e-mail (info@CommerceESB.com) to set up a demo and learn how we can ease your drop shipping burdens and fuel your growth!

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