

Increase Sales 20% or More With Ship-from Store

Deployed in 99 Days

Consumers expect products to be available when they want them. If not, they will turn to competitors, resulting in lost sales. Ship-from Store captures these lost sales by exposing store inventory to all channels. Additionally, Ship-from Store optimizes inventory usage, reduces markdowns, and facilitates faster and less expensive shipping to customers—capabilities critical to win in today's omnichannel world.

Why eBay Enterprise Ship-from Store

Turn your stores into a strategic asset by creating a virtual distribution center across your network of physical locations with our Ship-from Store solution. eBay Enterprise is delivering this purpose-built, modular SaaS solution at an unparalleled rate with more than 30 brands and 22 retailers live across 13 countries. Coupled with our expertise in omnichannel executive strategy and store operational best practices, you can quickly realize significant revenue increases.

Benefits

- Capture lost sales
- Minimize out-of-stocks
- Improve inventory turns
- Maintain margins (fewer markdowns)
- Decrease delivery time to customers
- Optimize store assets and labor

Our Insights and Guidance

You will benefit from the experience and insights we've gathered from dozens of successful deployments. eBay Enterprise delivers these best practices in a way that allows you to "jumpstart" their program, driving superior results from the outset.

- Gain critical buy-in from executive and field management
- Educate and train field staff at all levels
- Help adjust critical measures, rewards and reporting
- Design and build-out packing station
- In-store and administrative work processes
- Plan for ongoing evolution and optimization of the program

Solution Details

Intelligent Inventory Management

Accurate store-level inventory and “available to promise” calculations:

- Safety stock management
- Flexible control switches to throttle order volume to stores
- Track and send inventory updates to retailer systems at time of pick confirmation, shipping and ship confirmation

Sophisticated, Configurable Order Routing

Determine the best store to fulfill the order based on retailer configurable routing rules:

- Proximity to consumer
- Saleable inventory (safety stock, MIA, weeks supply)
- Maximum units/orders per day, per location
- Split shipment rules and expedited shipments
- Freight and/or labor expenses

Associate Optimized Fulfillment Tools

Intuitive web and mobile based tool tailored for store associates:

- Available APIs to enable integration with existing store tools
- Proactive notifications to stores of new orders to pick
- Pick tickets, integrated packing slips and shipping labels
- ‘Wave’ picking in stores to optimize pick time
- Pre-integrated with carriers

Robust Reporting Tools

- Extensive reporting functionality to optimize business results
- Unique business impact tools such as loss prevention and store PI accuracy data

With potential of 20% or more incremental sales, a \$50 million online retailer is leaving more than \$27,000 per day on the table until Ship-from Store is implemented.

Note: 99 day implementation is for base implementations ; assumes no customization.