Let’s see this SMARTstore in action!

A blended catalog of Office Products, Furniture, & Technology is likely to have up to *ONE MILLION* product SKUs

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The Bid Opportunity

Your customer has a bid opportunity for new laptops

Customer Vertical: Education

Requirements:			
11.6” diagonal	Touchscreen	Chrome OS	250 Units

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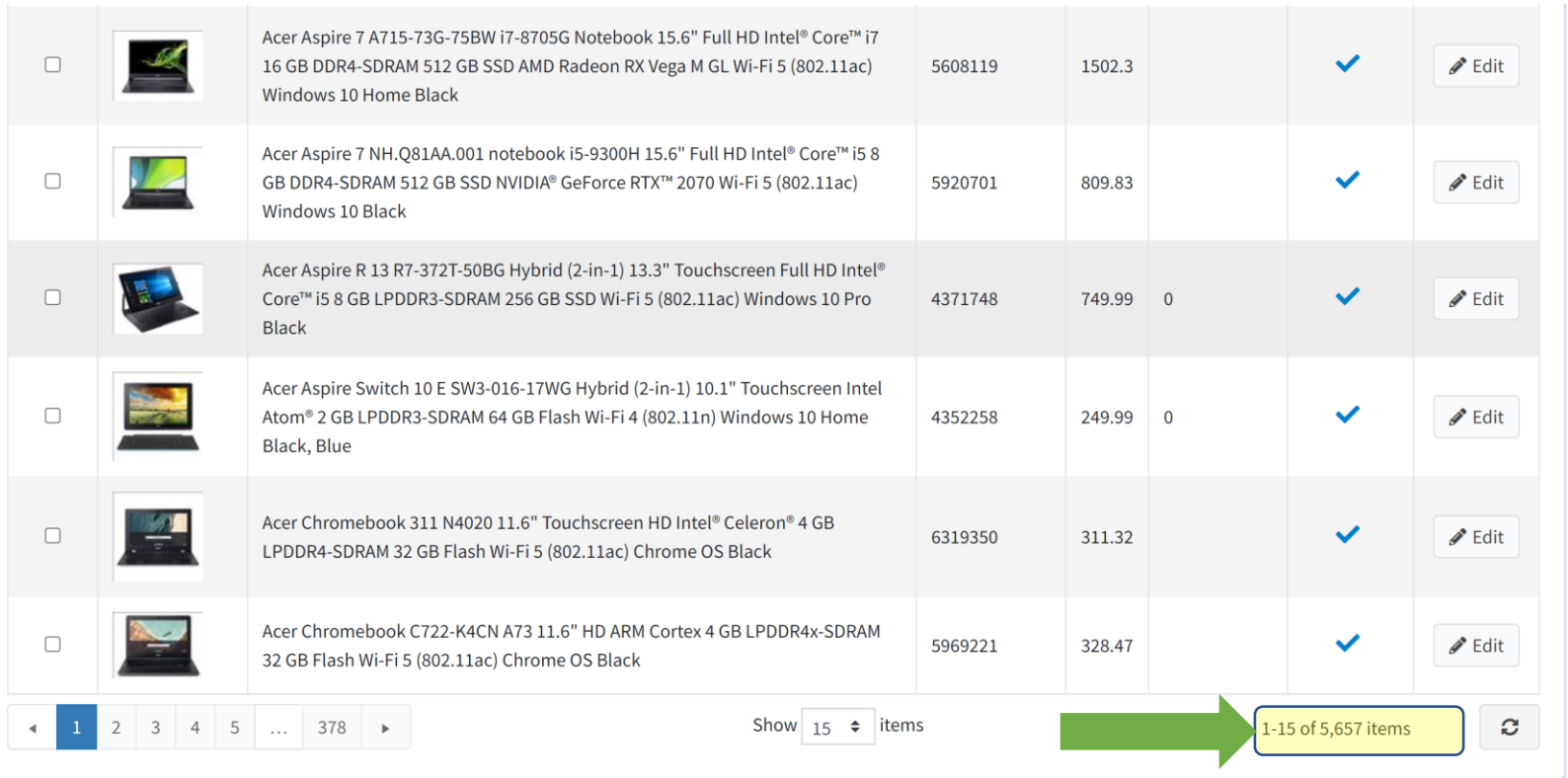
What products do you have in your catalog?



☐		Acer Aspire 7 A715-73G-75BW i7-8705G Notebook 15.6" Full HD Intel® Core™ i7 16 GB DDR4-SDRAM 512 GB SSD AMD Radeon RX Vega M GL Wi-Fi 5 (802.11ac) Windows 10 Home Black	5608119	1502.3		✓	Edit
☐		Acer Aspire 7 NH.Q81AA.001 notebook i5-9300H 15.6" Full HD Intel® Core™ i5 8 GB DDR4-SDRAM 512 GB SSD NVIDIA® GeForce RTX™ 2070 Wi-Fi 5 (802.11ac) Windows 10 Black	5920701	809.83		✓	Edit
☐		Acer Aspire R 13 R7-372T-50BG Hybrid (2-in-1) 13.3" Touchscreen Full HD Intel® Core™ i5 8 GB LPDDR3-SDRAM 256 GB SSD Wi-Fi 5 (802.11ac) Windows 10 Pro Black	4371748	749.99	0	✓	Edit
☐		Acer Aspire Switch 10 E SW3-016-17WG Hybrid (2-in-1) 10.1" Touchscreen Intel Atom® 2 GB LPDDR3-SDRAM 64 GB Flash Wi-Fi 4 (802.11n) Windows 10 Home Black, Blue	4352258	249.99	0	✓	Edit
☐		Acer Chromebook 311 N4020 11.6" Touchscreen HD Intel® Celeron® 4 GB LPDDR4-SDRAM 32 GB Flash Wi-Fi 5 (802.11ac) Chrome OS Black	6319350	311.32		✓	Edit
☐		Acer Chromebook C722-K4CN A73 11.6" HD ARM Cortex 4 GB LPDDR4x-SDRAM 32 GB Flash Wi-Fi 5 (802.11ac) Chrome OS Black	5969221	328.47		✓	Edit

◂ 1 2 3 4 5 … 378 ▸ Show 15 items 1-15 of 5,657 items

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How are you going to find the best options?

As we just saw there are more than 5,000 notebook/laptop SKUs in the catalog!

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We have advance knowledge and already know …..

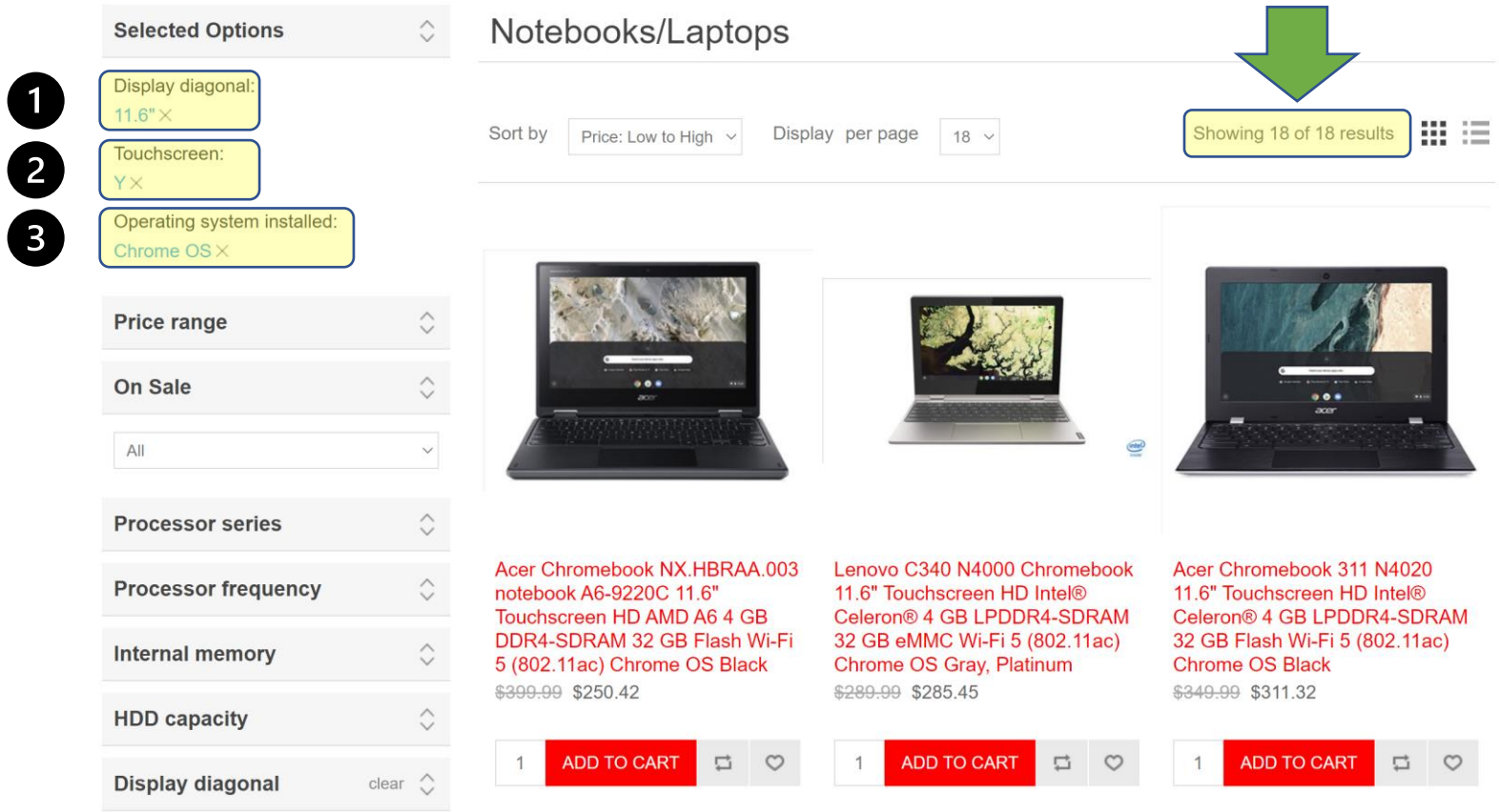
There are 18 SKUs that meet the bid requirements

And three of them are currently on promo by the vendor

But … how are *you* going to find them?

That’s what we’re about to show you and that’s part of what makes this a SMARTstore!

All it takes is *three* Clicks to Narrow the Field!



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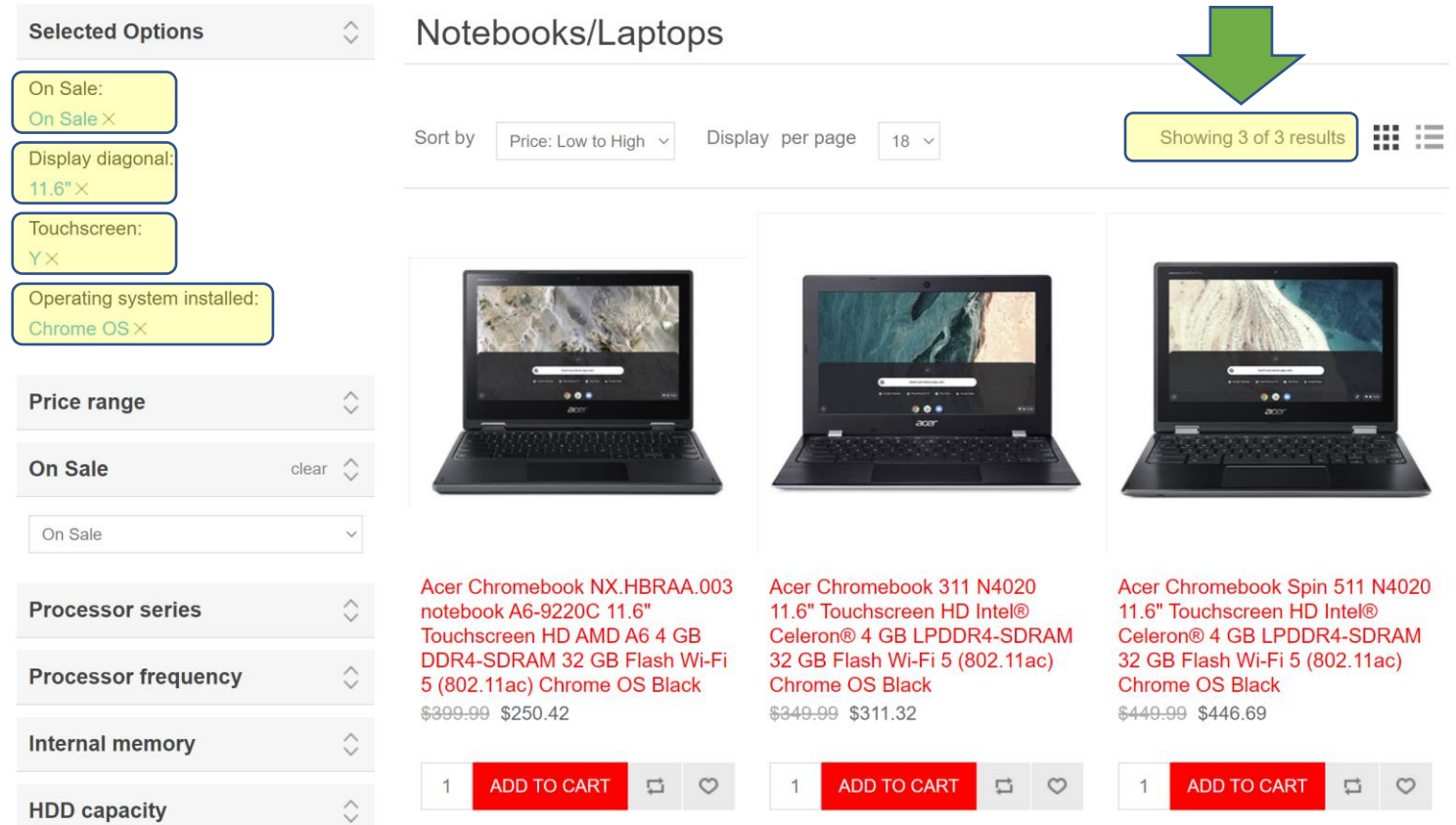
And one more click to find the promos!

4



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So, in no time at all we have filtered the catalog

Navigating to Notebooks/Laptops in the category structure and then applying 3 clicks to filter from over 5,000 items down to 18, and then down to 3

Use the “Compare Products” feature to Validate your Selection

Compare products

CLEAR LIST

	✖ Remove	✖ Remove	✖ Remove
Name	**Acer Chromebook NX.HBRAA.003 notebook A6-9220C 11.6" Touchscreen HD AMD A6 4 GB DDR4-SDRAM 32 GB Flash Wi-Fi 5 (802.11ac) Chrome OS Black**	**Acer Chromebook 311 N4020 11.6" Touchscreen HD Intel® Celeron® 4 GB LPDDR4-SDRAM 32 GB Flash Wi-Fi 5 (802.11ac) Chrome OS Black**	**Acer Chromebook Spin 511 N4020 11.6" Touchscreen HD Intel® Celeron® 4 GB LPDDR4-SDRAM 32 GB Flash Wi-Fi 5 (802.11ac) Chrome OS Black**
Price	$250.42	$311.32	$446.69
Short description	Acer Chromebook NX.HBRAA.003. Product type: Chromebook, Form factor: Convertible (Folder). Processor family: AMD A6, Processor model: A6-9220C, Processor	Acer Chromebook 311. Product type: Chromebook, Form factor: Clamshell. Processor family: Intel® Celeron®, Processor model: N4020, Processor frequency: 1.1 GHz. Display	Acer Chromebook Spin 511. Product type: Chromebook, Form factor: Convertible (Folder). Processor family: Intel® Celeron®, Processor model: N4020, Processor

And now we're ready to move over to the back office and prepare the bid

A powerful system with a wide range of capabilities for managing vendor and customer "contracts"

Customer Roles

Learn more about customer roles

Name	Free shipping	Tax exempt	Active	Is system role	Edit
Administrators	✗	✗	✓	✓	Edit
Crawley ISD RFP-022-2022-2023	✗	✓	✓	✗	Edit
Crosskeys Foundry	✗	✗	✓	✗	Edit
Education	✗	✗	✓	✗	Edit
Federal Government	✗	✓	✓	✗	Edit
Forum Moderators	✗	✗	✓	✓	Edit
GSA	✗	✗	✓	✗	Edit
Guests	✗	✗	✓	✓	Edit
Healthcare	✗	✗	✓	✗	Edit
Registered	✗	✗	✓	✓	Edit
State Government	✗	✗	✓	✗	Edit
Vendors	✗	✗	✓	✓	Edit

- We know the bid requestor is a member of the Education Vertical
- We have (or can create) a role for “Education” & a role for the bid
- We can set pricing for the education vertical on the full line
- And we can also control the bid price to the customer on one or more SKUs
- When multiple vendor options are available, the best cost option will automatically be selected

Examples of Pricing by Vertical & by Bid

Tier prices

Tier pricing is a promotional tool that allows a store owner to price items differently for higher quantities.

Customer role	Quantity	Price	Start date	End date	Edit	Delete
Healthcare	0	446.69			Edit	Delete
State Government	0	446.69			Edit	Delete
Federal Government	0	446.69			Edit	Delete
Education	0	422.69			Edit	Delete
GSA	0	446.69			Edit	Delete
Crawley ISD RFP-022-202	250	359.99	10/29/2022 12:00:00 AM	11/30/2022 12:00:00 AM	Edit	Delete

1 Show 15 items 1-6 of 6 items

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Vendor “Contracts”

- You may have “special” pricing for the Education vertical from your vendors:
  - Essendant
  - SP Richards
  - Synnex
- We use these costs to build your Education Pricing record
- Multiple vendors may offer the same product
- Each vendors sell price (your cost) is likely to be different
- We merge these costs according to your vendor preferences and calculate your sell price according to the best cost from multiple vendors

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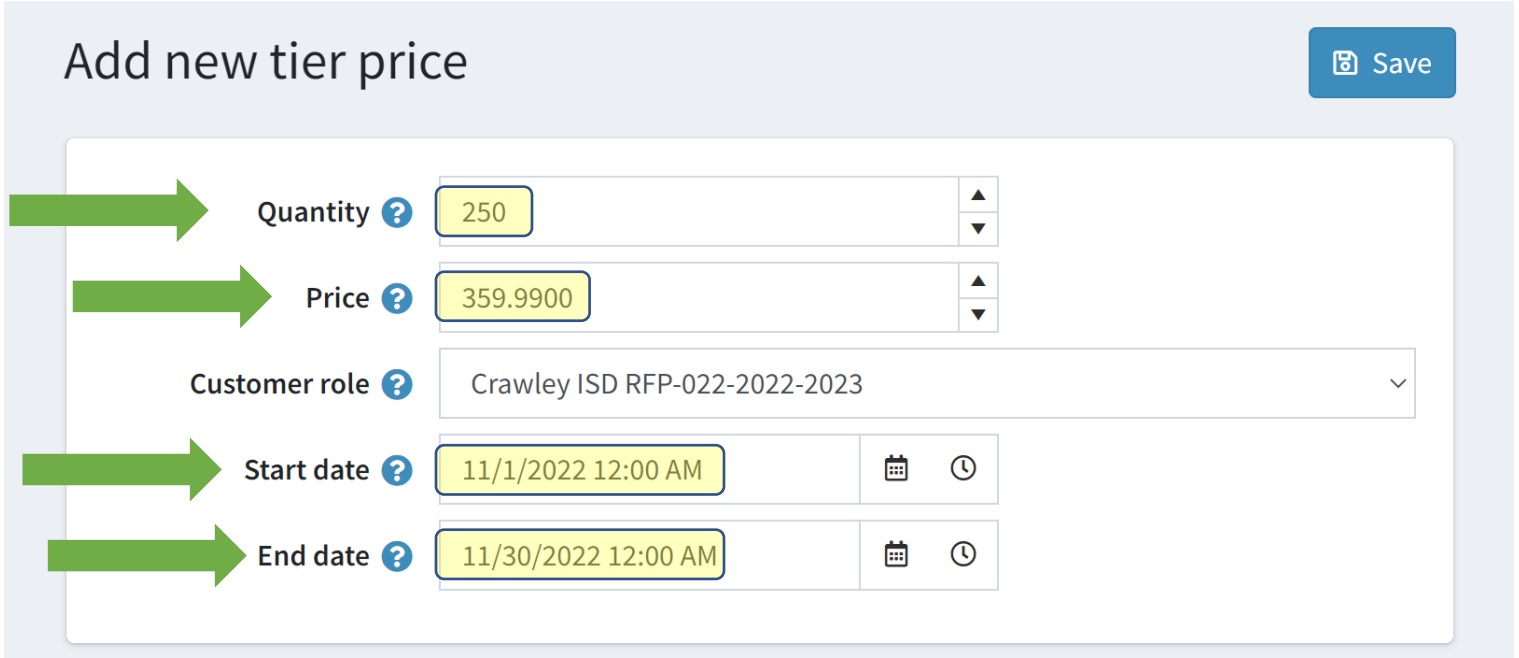
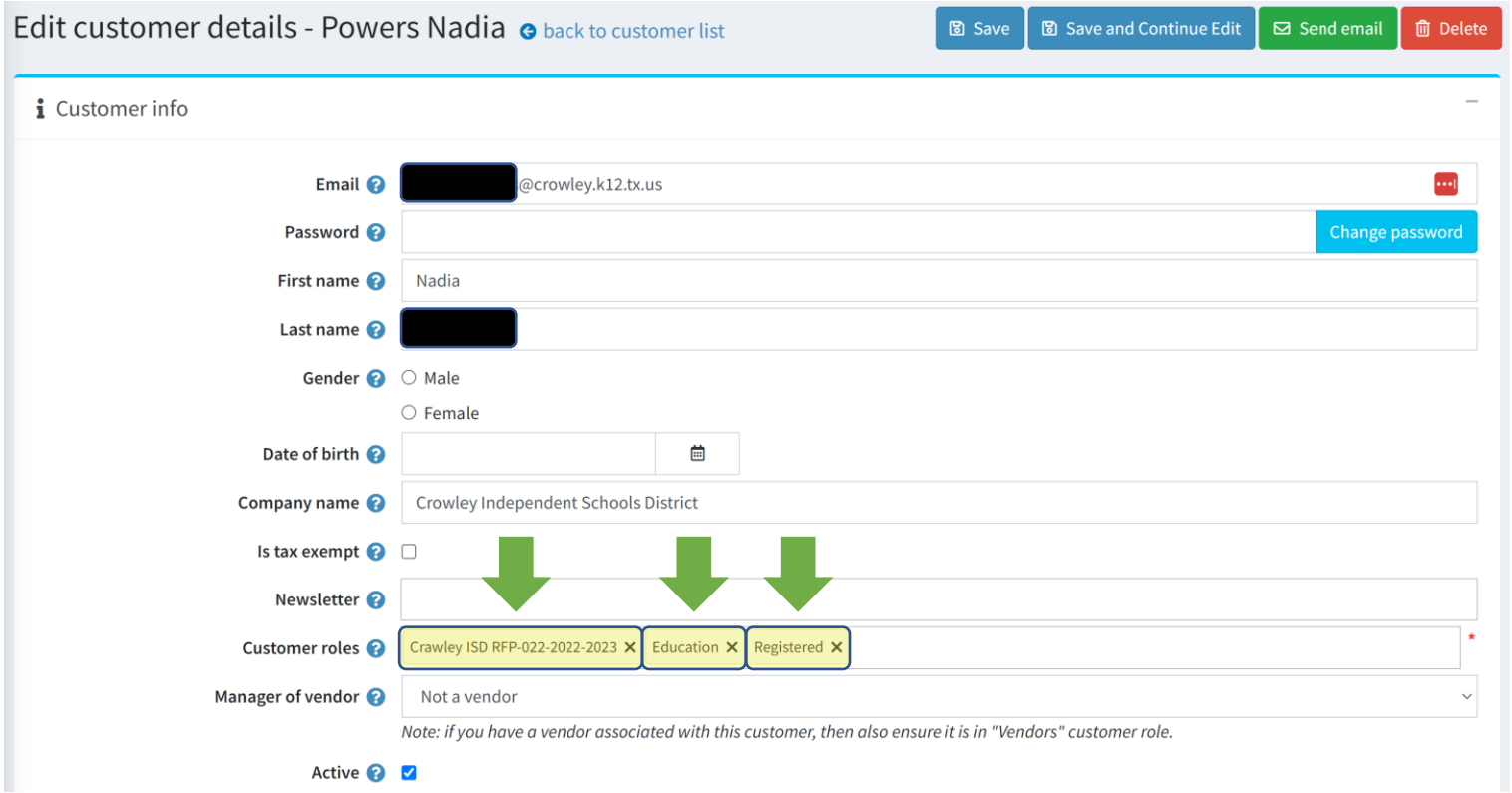
Setting the Bid Price & Conditions



Assigning the Customer Role(s)



What does the casual shopper see?

Acer Chromebook Spin 511 N4020 11.6" Touchscreen HD Intel® Celeron® 4 GB LPDDR4-SDRAM 32 GB Flash Wi-Fi 5 (802.11ac) Chrome OS Black

Acer Chromebook Spin 511. Product type: Chromebook, Form factor: Convertible (Folder). Processor family: Intel® Celeron®, Processor model: N4020, Processor frequency: 1.1 GHz. Display diagonal: 11.6", HD type: HD, Display resolution: 1366 x 768 pixels, Touchscreen. Internal memory: 4 GB, Internal memory type: LPDDR4-SDRAM. Total storage capacity: 32 GB, Storage media: Flash. Operating system installed: Chrome OS. Product color: Black

Manufacturer: Acer

SKU: 6338945

Manufacturer part number: NX.ATPAA.001

~~MSRP: $449.99~~

Price: $446.69

1 ADD TO CART

Please select the address you want to ship to

Add to wishlist | Add to compare list | Email a friend

0

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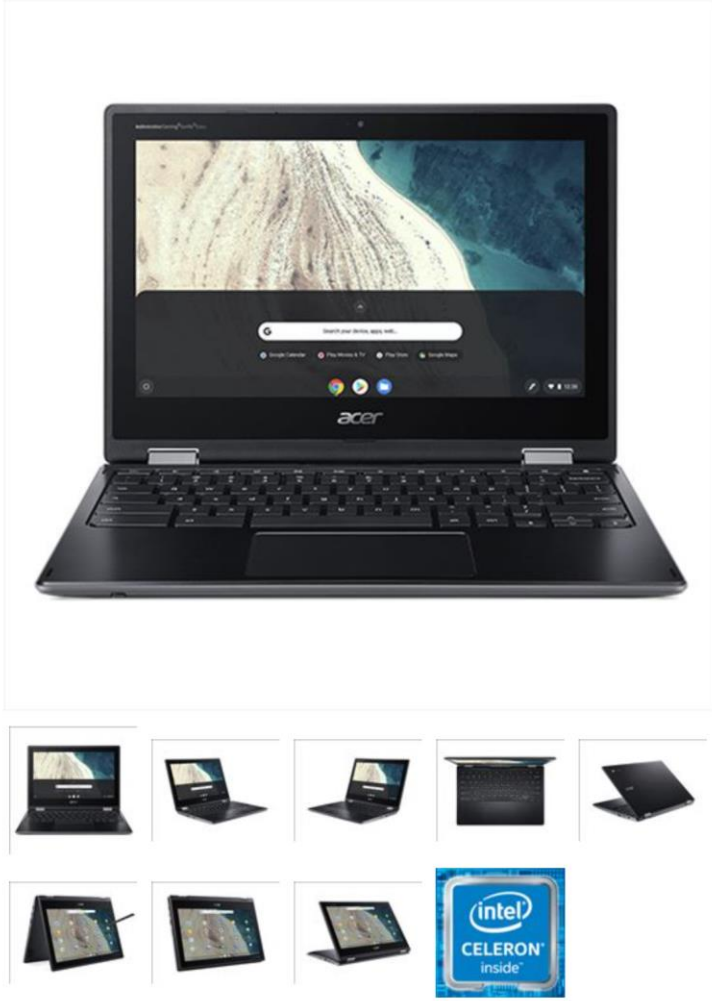
What does the bid customer see?



Acer Chromebook Spin 511 N4020 11.6" Touchscreen HD Intel® Celeron® 4 GB LPDDR4-SDRAM 32 GB Flash Wi-Fi 5 (802.11ac) Chrome OS Black

Acer Chromebook Spin 511. Product type: Chromebook, Form factor: Convertible (Folder). Processor family: Intel® Celeron®, Processor model: N4020, Processor frequency: 1.1 GHz. Display diagonal: 11.6", HD type: HD, Display resolution: 1366 x 768 pixels, Touchscreen. Internal memory: 4 GB, Internal memory type: LPDDR4-SDRAM. Total storage capacity: 32 GB, Storage media: Flash. Operating system installed: Chrome OS. Product color: Black

Manufacturer: Acer

SKU: 6338945

Manufacturer part number: NX.ATPAA.001

~~MSRP: $449.99~~

Price: $422.69 ← Education Vertical Pricing

Quantity	0+ →	250+
Price	$422.69 →	$359.99

1 ADD TO CART — The Bid Price & Volume Condition

Please select the address you want to ship to

Add to wishlist | Add to compare list | Email a friend

0

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How do you send the bid to your customer?

Wishlist

Add to cart	SKU	Image	Product(s)	Price	Qty.	Total	Remove
☐	6338945		**Acer Chromebook Spin 511 N4020 11.6" Touchscreen HD Intel® Celeron® 4 GB LPDDR4-SDRAM 32 GB Flash Wi-Fi 5 (802.11ac) Chrome OS Black**	$359.99	250	$89,997.50	✕

UPDATE WISHLIST | ADD TO CART | Email a friend

Your wishlist URL for sharing:

https://store.[redacted]com/wishlist/3db58792-cbdf-479d-8683-d820576baf25

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The “Education” Role

- In the example, we prepared a bid on a single product
- But we also assigned the customer to the “Education” role
- We can set prices for the “Education” vertical that are different to other verticals
- Thereby providing “education” customers with a dedicated “vertical-appropriate” price list on the full range of products
- The price on the bid SKU will take priority over the standard “education” price list until it expires
- The costs are automatically aligned with the vendor
- This is important because multiple vendors could offer the same SKU at different prices
- The system automatically identifies the lowest cost vendor

Now you've seen a SMARTstore in action

How many of your competitors have a blended catalog of 1M products with all these options for managing sell prices, bids, and multiple cost files from single or multiple vendors?

What do you need to get started?

A Plan

A Technology Platform

To Join the Mobile Ecosystem

Thank-you for watching!

Visit our Digital Transformation Resource Page
CLICK HERE

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