

Reseller Services & Example Pricing



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Stock in the Channel

Reseller Services

Unique Services for IT Channel Organisations

Partnering with Stock in in the Channel allows you to benefit from our substantial relationships with over 300 global distributors of IT hardware, office and consumable inventory. We constantly interrogate their stock, specification & cost data on over 5 million product lines. Analysing terabytes of data every night, we provide our channel customers with access to a product search engine, featuring personalised prices and accurate inventory status, to drive their commercial efforts.

Building on a decade of expertise in sales and procurement automation for the IT Channel, we have developed a range of software services especially for reseller organisations who value exceptional process efficiency. Our experience has taught us that every company faces different challenges, and we work consultatively to find the best solution for your needs.

Core Services

Cost Price Comparison

Our most popular solution where we build a personalised stock search service for you, powered by our Normalisation Engine. We predict you could save 3% or more on your direct purchasing costs, and even more in saving time when locating inventory.

From £50/month

Datafeed Provision

The Normalisation Engine data is useful in our search engine, but can also be exported and utilised in your e-commerce, quote generation and customer service systems. We provide tools to build your own custom catalogue of inventory, together with advanced price and stock rules to ensure you generate precisely the information you need.

From £300/month

eCommerce Platform

We can provide you with a Webstore based on the world's leading e-commerce platform, automatically populated with your suppliers' stock, featured at prices and margins you control. Let your customers conveniently view products and place orders anytime.

From £300/month

Professional Quotation Tools

Create professional quotes from accurate real-time stock, personalised prices and full-product descriptions. Add services, customise margins and present it to your customer in seconds. Generate quotes that make customers want to buy.

From £200/month

Reseller Services

Advanced Services

B2B Customer Portal

Provide your customers with a complete Amazon experience, and extend your Webstore into a complete self-service portal, allowing them to access purchase history, view quotes, order status, delivery tracking, invoicing billing, RMA requests and more. Deliver exceptional customer service, that also frees your sales team from administration.

From £750/month

Electronic Order Processing

We can provide you with services to automatically send purchase orders electronically to the best supplier, based purely on cost price, or more complex factors such as achieving volume rebates. Automate your purchasing, and free your procurement team to build better brand relationships.

From £500/month

EDI/CRM Integration

Our services are integrated with leading software platforms, including AutoTask, MS-CRM and Sage to save re-keying and manual updates. We can also offer API access for legacy system synchronisation.

From £200/month

Contracted Marketplaces

We have significant experience in connecting your eCommerce platform with many specialised contract market places such as Ariba, Crown Commercial and Science Warehouse. This offers the automated daily population of those markets with your suppliers stock, leading the easy acquisition of new orders.

From £200/month

Summary

To build better, profitable relationships with your customers, we know you need three key foundations - time, margin and accurate information. Stock in the Channel automation services can release your commercial teams from repetitive processes to better engage with customers and suppliers. The same automation saves money through the most efficient electronic purchasing, and reducing errors and delays. Our services also provide rich, accurate information, from detailed specifications and imagery right through to real-time delivery status updates.

Use our services in combination to offer your customers exceptional customer service, win business through competitive advantage, and retain customers who choose you for your professionalism.

Why work with Stock in the Channel?

Taking on a new supplier is a substantial strategic decision – and we're keen that you choose Stock in the Channel to partner with for your sales and procurement automation. We believe that our services help you stand out for the crowd and enhance your image as a trusted source of quality IT hardware.

History: Founded in 2007, We're an international enterprise with firm UK foundations, comprised of a small 20-person team located in Mayfair, London. We've grown since our inception to be active in 22 countries, with over 25,000 registered customers.

Values: We know the IT hardware channel marketplace is time sensitive, dependent on precise information and needs the best possible margins to make a difference. Stock in the Channel tools have empowered channel resellers with these 3 benefits since 2007.

Trust: We want to help you compete, not compete with you, so Stock in the Channel is a 100% IT trade-only organisation. After 11 years, and with over 60,000 registered users, we feel this makes us the most trusted IT sales and procurement automation company around.

Scale: We're connected with over 300 distributors, for the latest, most accurate information available, exactly when you need it. We already work with your favourite suppliers, and then some – but we're always looking to extend our partnerships for the benefit of the entire channel.

Operations: Our Sales, Customer Support and Development teams are based in central London. We're passionate about our products and constantly deploy new services, features and functions to maximise your investment in our services. We actively seek your questions and feedback so that you can get the most from our platform.

Platform: The entire Stock in the Channel platform is cloud-based, with browser-based services featuring a point and click interface, with no special commands to learn. Being in the Cloud means our customers are always using the latest, best version of all our tools for just the cost of their subscription.

More information: We believe our greatest asset is our team, so we encourage you to get in touch, to get to know us and understand the Stock in the Channel difference for yourself. Whether it's about advice on automation, our extended range of services, or the deepest of technical questions - email us or call the UK number, and let's talk automation.