

# Shipwire Connect®

## Drop ship for suppliers, manufacturers, and brands

As a manufacturer or supplier, it's likely that you have a factory or distribution center of some sort. As a drop ship supplier, you offer distribution from your facility as a service to your retail channel partners (possibly at a premium). You accept individual orders from retailers' customers and ship them direct to consumer on behalf of the retailer.



### High demand for drop ship suppliers

Merchants of all shapes and sizes are gaining awareness of the benefits of drop shipping. As a result, the pressure is on suppliers to support drop ship fulfillment. Merchants are increasingly looking to broaden their product selection. Due to the cost of stocking inventory, they often turn to drop ship suppliers to achieve this goal.

Becoming a drop ship supplier is a great way to develop new sales channels and work with retailers who otherwise may not be interested in your product.

### Why Shipwire Connect®?

Some suppliers don't have the infrastructure, investment capital, or time to set up a drop ship order fulfillment operation. That's where the Shipwire can help!

- It provides you with access to a hybrid fulfillment model: You can choose to whether to ship products from your own facility or store them in Shipwire's state-of-the-art warehouses for 3PL fulfillment.
- It enables you to aggregate tracking information, order statuses, and shipping volumes within a single system. Whether you fulfill orders through your facility or through a Shipwire warehouse, the workflow is the same.

### Supported retail channels and order types

- All major sales channels, including Walmart, Ebay, Costco, Target, and Amazon, are supported. Most smaller channels are supported.
- Common order formats needed for working with large retailers are supported. These include EDI, XML, CSV, and other similar formats.

### What are the benefits?



*As you increase the number of channels you sell through, your products get more exposure. As brand manufacturers work with more small drop ship retailers, they increase their own exposure to the point where big retailers start calling.*



*As you expand drop ship services, your overall sales volume will increase. An increase in sales volume will allow you to invest more in raw materials, manufacturing processes and operations. Put simply: lower cost per unit = higher profit margin!*



*As a Brand experiencing tremendous growth, supporting drop ship fulfillment was a necessary step. Shipwire's team worked closely to define our business requirements and has executed every step of the way. We are now poised to be selling through 30+ channels by the end of the year, thanks to Shipwire!*

– **Kamal Tolani**, Controller, Dastmalchi

## Solutions designed to enable automation of orders from retail channels, e-commerce sites, and marketplaces

Shipwire Connect® is an integration hub that allows suppliers to connect to hundreds of retailers, shopping carts, and marketplaces via API, EDI, pre-built integrations, and more.

Shipwire provides retail compliant solutions, allowing you to expand your product reach. You can simultaneously control order quality across hundreds or thousands of retailers, lower shipping costs by using multi-carrier rate shopping, and aggregate shipping volumes.



*By partnering with Shipwire, we've been able to implement and grow retail channels quicker than if we had done it ourselves. Shipwire has been a reliable development partner and has taken away a lot of the pain of complying with all the retailer requirements. Because of this, internal IT resource constraints don't hold us back from expanding to as many retail channels as our business could get into.*

– **Kamal Tolani**, Controller, Dastmalchi

### Enable flexible fulfillment options for your business

By partnering with Shipwire, you gain access to a network of global fulfillment centers, as well as Intelligent Order Routing. Choose the best fulfillment option for your product and unique business needs and let us take care of the rest. The order fulfillment process is seamless and transparent to your channel partners.

### Enable retail and vendor compliant orders

Shipwire can help you automate orders from retailers to ensure retail compliance. Shipwire gets orders, packing lists, and shipping labels into the hands of those who need them and in the required formats. Meanwhile, you have the same visibility you would expect to have if orders were coming from your own facility.

### Save on shipping costs

Shipwire optimizes orders for address validity, inventory location and availability, carrier shipping rate, and packaging. You can deliver your own shipping labels to suppliers, helping to reduce costs and eliminate surprises. You can also control whether a product ships from your warehouse or from your supplier based on time and cost to destination.

### Built for developers

*Shipwire Connect® Drop Ship for Suppliers provides a development team with a simple, powerful set of REST APIs.*

*Developer documentation, sample code, and case studies can be found in our Resource Center.*



*Scan the QR Code to get started!*