Top 5 Problems That Can Be Easily Solved with a B2B Ecommerce Software by AGILI RON

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Have you ever wondered how profitable it will be for you to use an effective "all-in-one" management system for your business? Well, online business software offers a single, integrated solution for accelerating the growth of your ecommerce business. Using a web based small business ERP, you can not only use cutting edge technology for your business operations but also resolve some of the challenges that you may face during B2B ecommerce management.

Let us find out how e-business software can help with some of the common problems of any small business owner:

Problem 1: How to manage new and existing products effectively?

Inventory management is the integral part of any B2B ecommerce business. A small business ecommerce solution allows you to do hierarchical categorization of each of your products and you can define custom attributes including sales information, stock item quantity, stock location, product customizations (if any). With online business software, you are able to track your products and inventory in real time.

Problem 2: How to track orders, timely shipment and delivery for all customers?

Once an order is received, you need to handle the payments, order details, shipping details and order deliveries. A B2B ecommerce solution includes automatic order tracking with customized shipping methods. As a result, your staff is able to see the exact status of the order at any given time. This makes order billing, and shipping a smooth and reliable process with minimum/no scope of errors.

Problem 3: How to add and manage newer sales channels for my products?

While your products may be selling just fine, using a B2B ecommerce solution you can venture into newer marketplaces, creating more business opportunities and sales channels across the world. Since your inventory, sales and pricing are already in sync, you do not have to worry about integrating new sales channels; instead you can concentrate on reaching out to a wider audience.

Problem 4: How to monitor accounting and financials for my business?

Whether you are buying a product from another company or selling your products to a distributor, it is important to be able to manage your accounts receivables and payables. Online business software make creating invoices, including applicable tax rates and all kind of bookkeeping very quick and easy. You can simply import and export data into the system at the click of a button.

Problem 5: How to manage my new and existing customers? How to keep them up-to-date about my products?

Customer experience is the key for any ecommerce business. Online business software helps in effective customer management and support. Right from orders to customer inquiries, messages and reporting, everything can be handled from a single customer support interface. In addition, you can capture customer emails and reach out to them using custom email marketing for your business.

B2B Ecommerce Solutions For Small Businesses

Often small businesses think that their business is "too small" to use any of the technological solutions for business management. However, it is only a matter of time when you realize that you are literally caught up with customer queries, orders and accounting issues that are probably affecting your overall productivity and your business. In order to avoid running into such issues, choose online business software at an affordable price today!

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