



Open up your sales to a new audience

**Affordable, secure ecommerce solutions
for the business to business environment**

If you aren't on the web, you aren't on the mind.

Can you calculate just how much business you are losing by not trading online? It is almost impossible to tell, but the fact is that online sales are continuing to increase at pace. More and more companies within the business to business environment are looking to the web to support their sales, opening up their business to the possibility of sales 24 hours a day, 7 days a week.

Intellisell is a proven solution for increasing your sales and driving up the average order value whilst helping you to reduce your overheads by eliminating the need for telesales or order processing staff.

There is no need for lengthy customisation or development work; you can have a business to business solution up and running within days, leaving you to get on with servicing your client base.

But why choose Intellisell when so many companies offer an ecommerce solution? Look a little deeper behind the plethora of companies out there and you'll find everything from costly bespoke solutions that take an age to scope and build to simple shopping cart functionality that offers the end user little support and lots of re-keying within your sales order processing department. Intellisell is different because:

- ✓ It is a true B2B solution designed for trade
- ✓ Ground-up full integration with Sage business solutions
- ✓ You don't pay for a costly bespoke solution that takes time to build
- ✓ Out of the box functionality, with the ability to edit content on the fly
- ✓ Up and running within 6 days
- ✓ Fully scalable as your product catalogue grows
- ✓ Hosted solution that takes the hassle away from you

“Sales of Projectors and Screens are down by around £50k to one reseller over a 12 month period compared to previous year. This is one particular reseller who expressed a requirement to view our stock online.”

**Mark Nisbet,
Saville Audio Visual**

Why not see for yourself?

Visit us at
www.intellisell.co.uk
for an online demonstration,
or call us on
0844 880 6899

**Customers want to buy your
products, make it easy for them**

Intellisell for you:

- ✓ Powerful content management system (CMS) to enable you to create a product catalogue complete with pictures, video etc
- ✓ Easy to change product content on the fly
- ✓ Corporate look and feel of site included in initial set up
- ✓ Cross sell and up sell by using associated products
- ✓ Support for bundles within your Sage system, simplifying customer orders
- ✓ Website is optimised for search engines, making your site easier to find
- ✓ Manage and update your site at any time and from anywhere
- ✓ Hosted by Intellisell reducing overhead associated with the management of the technology and increasing resiliency

Intellisell for your customer:

- ✓ Can place orders on you 24/7 from anywhere in the world
- ✓ Create order templates easily for their own account
- ✓ User can see their own discount structure as it applies in your Sage system
- ✓ Quick add facility - by product code rather than searching the entire catalogue
- ✓ Catalogue filter to browse for new products
- ✓ Ability to see live stock counts before ordering
- ✓ Easy order tracking to trace orders or history in the system
- ✓ Courier tracking to trace dispatch of goods
- ✓ CSV import ability from customer's own ERP system
- ✓ Relieve automated email confirmations


Client testimonial

Scolmore International Design


"Scolmore International design, develop, manufacture and distribute an extensive range of electrical accessories and lighting products. By developing an Intellisell-powered ecommerce solution we have reached an audience that we simply couldn't hit through traditional methods. We have seen an increased footfall to our website, generating new sales and our existing clients are also reaping the benefits of trading online with us."

**Steve Taylor,
Scolmore International**





Your products can be displayed using one of several modes and can be configured to show whatever information you would like, including stock levels, discounted price, list price. You can also include videos and downloads. Associated products from your catalogue can also be shown providing opportunity for cross and up sell.



Users can view orders and track their order history, with all information displayed live from your Sage application.

