



VARCOMMERCE

Empowering VARs to optimize the sales process

PRODUCT OVERVIEW

What We Do

At VARCommerce, we believe that managing a business should be as simple, efficient, and profitable as possible. Most VARs rely on disparate systems to manage customer relations, quoting, e-commerce, purchasing, inventory, and accounts receivable. Using multiple systems creates a complicated and error-prone business process, leading to a less productive, less profitable business with overworked employees.

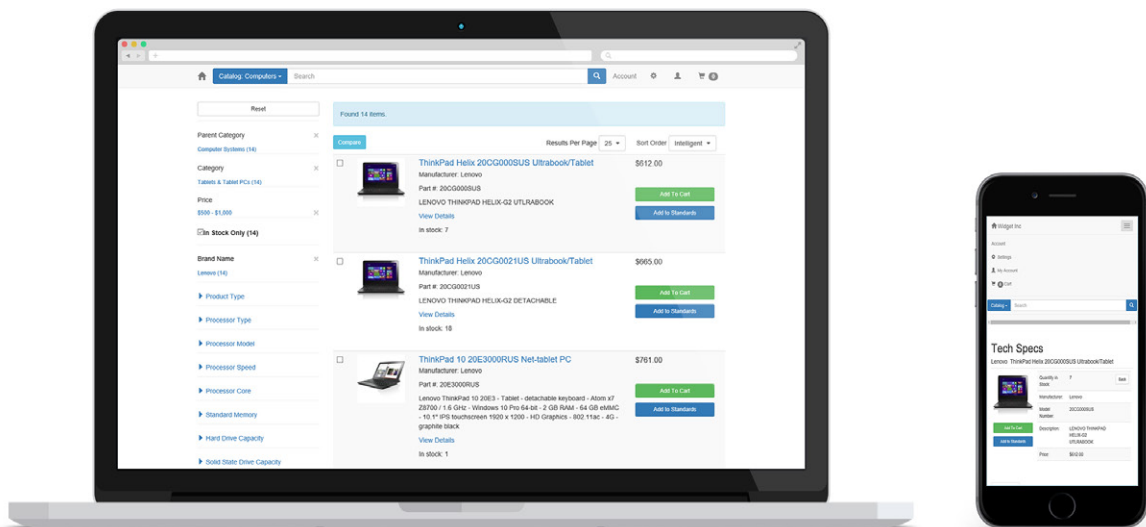
VARCommerce offers a single platform that streamlines a VAR's entire process – from quoting and order entry to e-commerce and product delivery. Our hub and spoke process of business automation provides robust and intuitive sales management solutions, making life easier for VARs and customers alike. Everything starts with a quote – a single entry point – and our software guides you through to completion.

What We Offer

Our industry knowledge, decades of experience, and hands-on consultative approach have helped us develop the most complete sales automation tool in the industry. VARs utilize our software to reduce the total cost of each transaction while also receiving detailed reporting and increased, enterprise-wide visibility into orders. Regardless of the size of your business or the number of quotes you generate each month, VARCommerce can generate a positive ROI for your company.

Features

- Single entry solution
- Distributor integrations
- Integrated CRM
- Professional quoting
- E-commerce
- Process orders
- Contract management (government or manufacturer bid pricing)
- Shipment tracking (with end-customer ship notices)
- Accounts receivable
- Custom reporting
- Complex commissions
- Inventory



What Makes Us Unique

VARCommerce is not just another version of a “distributor integrated” quoting tool; it is a feature-rich, broad-scoped platform that provides a breadth of features extending far beyond quoting – all designed to reduce disparate toolsets and further simplify the process of a VAR’s business.

- **Cradle-to-grave, single entry solution:** Everything you need to run your business – all from a single platform. Starting with a single entry, our software allows you to do it all: quotes, e-commerce orders, electronic purchasing, order tracking, invoicing, collecting payments, invoice aging reports, and even complex commissions.
- **Custom report engine:** Gain real-time access to fully customizable reports and even analyze customer trends, rep performance, product line margins, or operational efficiencies.
- **Storesite:** Roll-out an unlimited number of e-commerce sites. Built on the modern Bootstrap framework, each site is 100% customizable and integrated right into your website. Storesites allow end-users to generate orders from existing quotes or their own shopping cart. Storesites offer tracking, invoicing, and a variety of other management functions to customers – all driven from the same single entry platform.
- **Infrastructure:** We care about your data. VARCommerce maintains an industry-leading five tiers of redundancy across two cloud service providers - Microsoft Azure and AWS. We also guarantee US-based customer support.
- **Financial integration:** Automated and bi-directional integration capabilities to any account package or VAR tool via the proprietary VARSkyway tool.

Integration Partners



Professional and Custom Services

In addition to offering customers a dedicated account manager, VARCommerce empowers customers with a variety of professional and custom services.

- **On-site and remote training:** Whether initial deployment or ongoing process improvement, our dedicated technicians use their industry expertise to ensure your success.
- **Custom Storesite building:** Although customers can build these themselves, our team of experts can efficiently create Storesites that meet their needs.
- **Custom report building:** Custom reports can be created by VARs, but we offer this service for anyone who requires assistance.
- **Custom development:** Whether you need assistance with the integration of your current CRM, accounting software, or any other enterprise/business system, we have the knowledge and expertise to get the job done.

Customers

Each year, our customers depend on our software to streamline their operations, process transactions, and grow their businesses. In three short years, our customers have generated over 125,000 quotes totaling \$2.5 billion and resulting in \$1 billion in orders.

The average VARCommerce customer **doubles revenue** within **three years** of switching to the platform.



Visit our website to read our customer reviews.

About Us

Made by VARs for VARs

VARCommerce isn't just another software company. Based out of Columbus, Ohio, VARCommerce provides software that was designed by VARs that understand the pain points every value added reseller shares. Our dedicated team of professionals has decades of experience working for VARs and with VARs, so we know what it takes to make your business thrive. We are continuously working to provide our customers with the industry's most innovative and feature-rich sales tool, along with access to the best infrastructure, integrations, and reporting possible.

Your business is more than just quoting. Isn't it time you started thinking beyond quoting?

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