

b2b
.store

Rob Mannion - CEO

Our Journey...



Ordering Apps Powered by b2b.store

75

wholesaler apps

200k

orders processed
in the last 12 months

£218m

Transactions processed
in the last 12 months

15k

Businesses using RNF
apps each month



The Covid-19 effect

£23m

Monthly transaction value
processed in June 2020

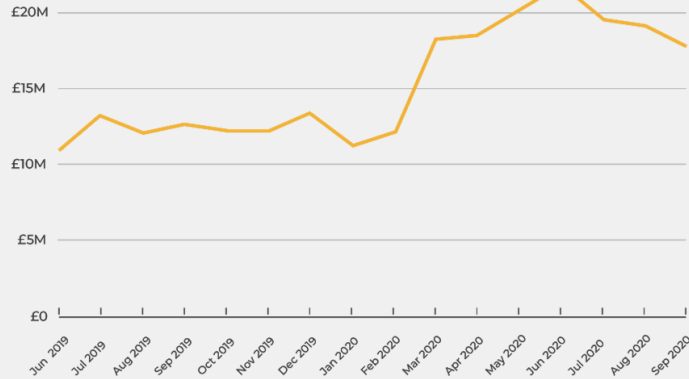
£200k

Orders processed
in the last 12 months

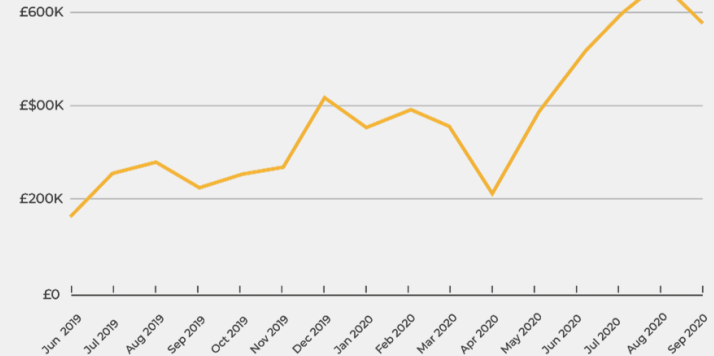
12%

Increase in transaction
value June v's May

Retail Revenues



Food Service Revenues



Wholesaler & Distributor Challenges

With several years of industry experience, we have identified the following challenges facing wholesalers:



73% of B2B buyers
now expect high-quality
mobile ordering solutions



b2b Shopping habits
are changing and
exacerbated by Covid 19



Unmanageably large
product inventories



The competition is
already ahead from
a digital perspective

eCommerce - App, Web or Both?

	Cost	Support	Functionality	Benefits	Negatives
Web	£0 - £100k	£0+	6/10	Flexible	Browser based
App	£2.5k - £100k	£500+/month	10/10	Powerful	Expensive
Progressive Web App	£0-£100k	£0+	9/10	Powerful	Cost effective

White-label platforms v's Bespoke App's

Integration strategy

API's are great, but they can be costly to implement, so if they're not necessary, a **CSV** file may be a smarter option. In reality, you only need to consider an **API** if there is a particular driver or reason to do so. ... There has to be a use case that would make it worth your while to opt for **API** over **CSV**.



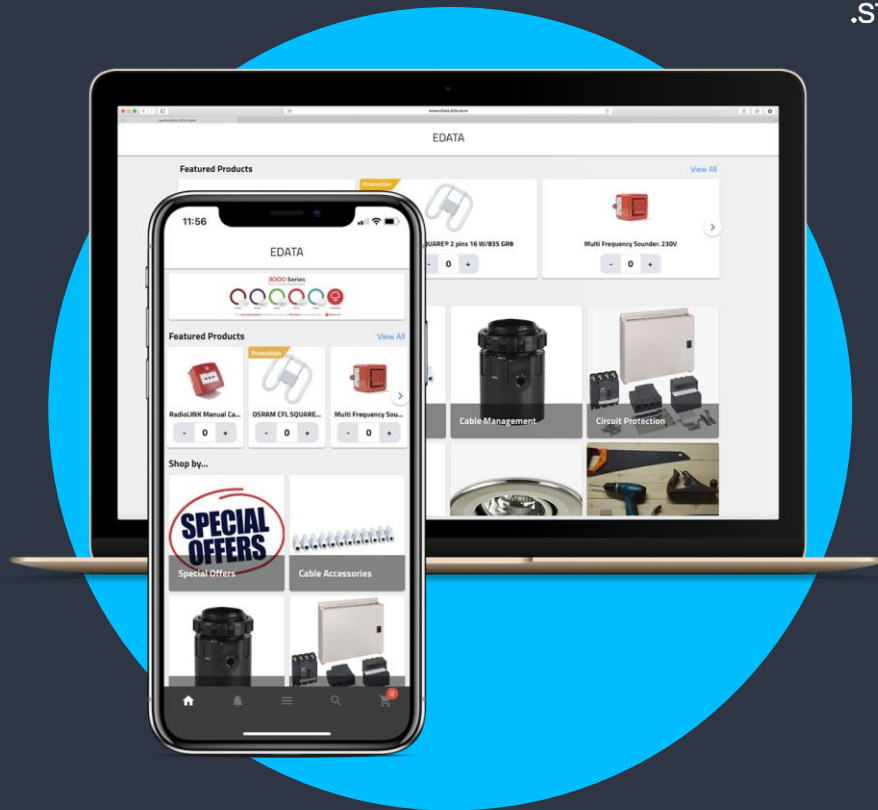
Get online fast...

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Consider a Proof of Concept

Build your sample product data file

Collaborate with the eData initiative



Additional Benefits of eCommerce

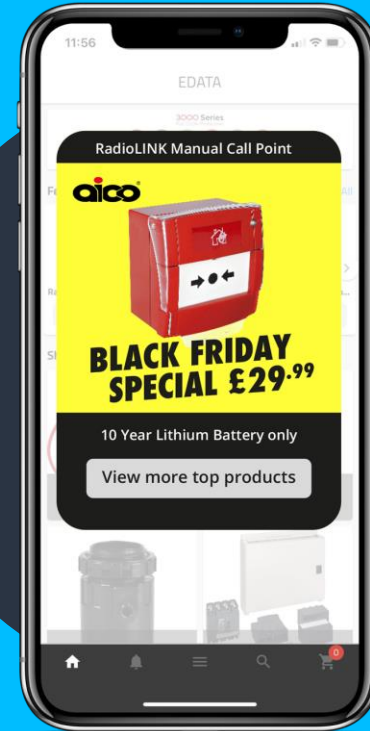
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Efficiencies - Reduce costs

Enhanced - customer engagement

Effectiveness - Accept orders 24x7

Incremental revenue opportunity



In Summary

- It's not too late to digitise
 - Plenty of low cost yet powerful technical offerings available to prove the concept
 - Engage with the EDA and eData team
 - Consider the wider ROI of technological investment.
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