

Tradeshift in Retail



Many industries experienced disruptions this last year, but none as much as retail.

Retailers that could classify themselves as essential could navigate without fully halting spending, but many retailers were not as lucky. For those who could not keep their doors open, finding ways to reduce expenditures became critical. As the industry shows signs of recovery, retailers are looking for ways to address the weak points in their supply chains.

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We've accelerated our transition towards full digitalization of our P2P process as a result of the pandemic. We needed to convince suppliers to join the platform and start to submit their invoices electronically, but, in the space of just a few days, we were able to speed up our transactions by weeks.

Xavier Jégard,
Director of Accounting, Consolidation,
and Taxation at ERAMET

Modern retailers face troubles in 3 key areas.

Difficulties organizing and scheduling your supply chain

Without the support of an intelligent software solution, your supply chain can quickly become complex. Leaders in the retail industry need a solution that helps them organize their scheduling and track their order progress.

Troubles with managing multiple orders

As production scales up and recovery begins, retailers will need a robust and resilient supply chain that can handle the influx of orders. COVID-19 put enormous pressure on eCommerce, leaving retailers in a rush to meet changing consumer behaviors and demands. As we approach a return to normalcy, retailers need the confidence of knowing their supply chain can support the uptake in operations.

A lack of transparency and visibility in communication leads to confusion

With large numbers of partners, buyers, and suppliers, it is easy to lose track of communication. Modern retail leaders need a platform that facilitates open communication and archives and stores transcripts for future reference. Your communication strategies directly influence the customer experience and brand image. With a robust networking platform, retailers can consolidate their communications and ensure that inquiries are handled promptly.

Making shift happen in retail

Tradeshift helps retailers grow by building a modern B2B supply chain network and digitizing trade.

Mixing digital tools with the personalized aspect that vendors love, Tradeshift allows retailers to create productive, reliable supplier relationships. In the 21st century, retailers need to be adaptable and prepared for disruption along their supply chain. Tradeshift enables retailers to continuously adapt to keep up with the pace of change.



A robust network of vendors

The Tradeshift network is filled with pre-vetted vendors making it easy for your employees to purchase what they need. With thousands of products and offers with negotiated pricing available on our B2B marketplace, [Tradeshift Buy's](#) easy-to-use interface makes it simple for sellers to provide their employees content. Our solution creates a cost-efficient and easy way to conduct B2B shopping.

Create value from day one

Your suppliers don't want to be pushed through another clunky cycle, they want to see real value from day one. They want to see value in your partnership. With [Tradeshift Engage's](#) dynamic and personalized onboarding processes, sellers get real value from their first contact. Tradeshift Engage gives you access to enhanced collaboration capabilities and powerful digital tools to help you improve your processes.

Automation capabilities

[Tradeshift Pay's](#) artificial intelligence supports your team by handling time-consuming and tedious tasks. With the automation dashboard, you can customize our AI solutions' level of involvement with your invoicing processes, enabling you to scale functions as needed. And, our robust digital tools support a paperless order-to-pay cycle that pleases suppliers, protects your bottom line, and keeps executive leadership happy.

Get paid quicker

Based on your network invoice history rather than your seller's credit history, [Tradeshift Cash](#) provides faster financing on qualified invoices. And, with 24/7 availability, you can rest assured that you're always covered. Retailers can use Tradeshift Cash to supplement their existing early payment solutions or use our service in place of their existing solutions.

About Tradeshift

Tradeshift is a market leader in e-invoicing and accounts payable automation and an innovator in supplier financing and B2B marketplaces. Its cloud-based platform helps buyers and suppliers digitize invoice processing, automate accounts payable workflows and scale without limit. Headquartered in San Francisco, Tradeshift's vision is to connect every company in the world, creating economic opportunity for all. Today, the Tradeshift network is home to the world's fastest-growing community of buyers and sellers operating in more than 190 countries.

Fast Company named Tradeshift to its list of the World's Most Innovative Companies for 2020 and it landed on Forbes' 2019 list of The Most Innovative Fintech Companies.

Find out more at tradeshift.com.