

SCALE YOUR BUSINESS WITH THESE MARKETPLACES

From niche, product-specific marketplaces to international sites with millions of loyal shoppers each month, there are plenty of additional avenues for growth out there. But with so many third-party marketplaces cropping up, you need to find the opportunities that make the most sense for your products.

Expanding to new marketplaces continues to be one of the safest and quickest ways to scale your e-commerce business. What's more, it also diversifies your online channels, so if something goes wrong on one, you always have other sources of revenue.

ChannelAdvisor customers have access to more channels of demand at a faster pace than ever before through its Access ChannelAdvisor Programme. Each channel in the network has different audiences, niche segments and followings around the globe — all of which add up to a new pool of customers for your products. If you're looking to expand to new marketplaces, here are just some marketplaces for you to consider:

FRUUGO

Fruugo is a unique, fully localised, global marketplace where shoppers in 32 countries can buy products from retailers all around the world. When you list on Fruugo, your products can go live on up to 32 different country-specific versions of the Fruugo site, across 17 different languages and 21 different currencies. Retailers have the flexibility to choose which countries they would like to list their products on. Each country site is fully localised to the customer in terms of language, currency, payment method, product availability, shipping and pricing.



Shoppers have the ability to add multiple products into their Fruugo shopping cart from multiple retailers, even if the retailers are in different countries. The shopper automatically sees the whole transaction in their own language and currency. In a nutshell, Fruugo's platform allows customers to access products from a wide range of categories, from retailers around the world, thereby giving them a truly global shopping experience.

TANGA

Looking to lure consumers with new and exciting products at eye-popping prices? Tanga might be just the place for you. In the summer of 2015, Tanga converted its popular daily deal site into a marketplace that delivers personalised deals to a massive audience. The site has grown exponentially since its launch — in March 2016 Tanga shipped its 5,000,000th order.¹



The marketplace matches your unique products to Tanga shoppers through personalisation and advanced customer segmentation. By matching customer tastes to your product attributes, Tanga creates a personalised deal-discovery experience for its customers. Tanga also passes along its economies of scale in logistics and other operational costs to its partner retailers, greatly reducing shipping costs.

IGUAMA

Iguama is a marketplace that caters to the demand for US products across the rest of the world. The company started in Latin America because of the influence the US already has in the region. Iguama aims to redefine the cross-border shopping experience by allowing its members to shop in US stores from around the world – at affordable prices. Iguama doesn't profit from selling products (only from memberships), and commissions received are used to reduce international costs.



¹ <https://www.tanga.com/our-story>

² <http://www.bluefly.com/about-us>

Fulfilment through Iguama is seamless Much like the Global Shipping Programme on eBay, Iguama provides warehouses in the US where merchants can ship their goods for export. The fees and taxes are handled by Iguama and paid for by the buyer, so there's no additional charge to merchants. Iguama also handles product fulfilment through its shipping partners.

BLUEFLY

Bluefly was the original online off-price fashion retailer of scale in the US. Its mix of European designer and American contemporary brands attracts a highly desirable fashion consumer.

Bluefly launched a fashion marketplace in 2014 that has achieved remarkable growth in a short period of time – with 100,000 products and 1.5 million unique visitors a month – and has allowed the company to grow beyond fashion into home, beauty and kids verticals as well as into full-price current season products.²

Bluefly attracts a highly desirable customer – 35 years old, urban, single with \$140k household income. Their customer is also very engaged in fashion. Their marketplace platform is a great opportunity for brands and retailers to get their products in front of this consumer.³



SKU CLOUD

Launched in 2011, SKU Cloud (formerly Flubit) is the world's first 'demand-driven' marketplace. Rather than list products publicly for shoppers to browse, SKU Cloud asks consumers to tell them the exact product they want to buy by pasting a product page

URL (e.g. amazon.co.uk/product) into www.flubit.com. SKU Cloud then creates a better offer for them from a Flubit merchant. If the customer goes on to convert the offer into a purchase the order is sent to the merchant for fulfilment. It's an innovative model that's resulted in one of the best conversion rates in the industry with an incredible one in three offers converting into a sale. And Flubit shoppers are more likely to come back with 60% of customers (that's 10 x more than on most other marketplaces) returning to make an average of 5 purchases each.⁴



MANOMANO

ManoMano is a niche European marketplace specialising in DIY and gardening tools.

Launched in June 2013, ManoMano has a presence in France, Spain, Italy and the UK. Product selection is at the core of what ManoMano do, with a catalogue of over 100,000 products, the marketplace aims to deliver between 5 and 10 times more choice than in local DIY stores.⁵



The marketplace also has a "ManoMano community" (a team of specialists and DIY enthusiasts) who are tasked with helping customers to find the right product for their project.

SUMMING IT UP

Identifying the right marketplaces to sell on isn't an easy task. That's why having a scalable, automated and multichannel platform provider is an essential for long-term success. ChannelAdvisor's strategic partnership with these and other marketplaces enables us to provide retailers with professional-class integration built with their multichannel needs in mind. This includes having a centralised inventory and orders, as well as data management tools that optimise and transform with ease and stability.

For more information on how to scale your business across marketplaces, give us a call on 0203 014 2700 or email ukteam@channeladvisor.com.

³ <http://ssc.channeladvisor.com/howto/marketplaces/bluefly-marketplace>

⁴ <https://flubit.com/about#!what-the-press-had-to-say>

⁵ <https://www.manomano.co.uk/commitments>