

HOW THIS PRIVATE LABEL BRAND/VERTICAL RETAILER STREAMLINED WHOLESALING WITH DIGITAL

“ JOOR is saving the planet AND helping brands! By going digital, we’re saving so much paper. In addition, we are able to filter orders and access data much faster than we ever could before. Our appointments go faster and our follow ups with customers are much easier to manage.”

- Head of Sales



Preparing for and conducting market appointments required many resources.

To take orders during appointments, the brand needed at least one person dedicated to capturing orders, while others would speak to customers about the collection. Reps would then return to the office to manually enter orders into the brand’s ERP--and do so with an incomplete view of all outstanding orders.



2X MORE
Efficient
Appointments

8X FASTER
Order
Processing

3X FEWER
Resources
to Create
Linesheets

Fast and economical linesheet creation - Once the brand’s style master is loaded into JOOR, creating linesheets is nearly instantaneous, and requires a third less team members than prior. And appointment times have been cut in half.

Decision-ready insights - The brand also has greater visibility into their sales on JOOR, making forecasts and production orders more accurate. The team relies on JOOR’s ability to filter orders by status (note, pending and approved) to operate more nimbly: if the brand sees a certain style is selling very well at the start of a season, they can produce more product--even before approving all orders.

Easy and accurate reporting - Reps can pull production unit reports in JOOR with real-time data, which enables sales to provide more accurate information to production, sooner. Reps can also quickly identify and follow up with those retailers who have outstanding orders, to more simply finalize and approve those orders.

To learn more visit www.JOOR.com