

HOW A LUXURY EUROPEAN BRAND IMPROVED RETAILER RELATIONSHIPS

“ JOOR has made creating and confirming orders much easier for our team and - just as importantly - easier for our retail customers. ”

- Sales Manager, Wholesale



Creating order confirmations was a manual, resource-intensive process. **The team took over 3 hours copying and pasting individual images, and confirming prices using information from several sources.** Retailers then had to cross-reference the initial order taking up to six back-and-forth communications to reach a final order.

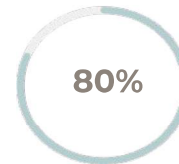


The brands' executive team recognized that **“there would be no way to grow our wholesale business without a centralized data tool like JOOR,”** says their Sales Manager. The team selected JOOR to manage all style data in one place, to improve order processing speed and gain access to real-time data.



FASTER
Access to Inventory
Data

6X **QUICKER**
Order
Processing



FASTER
Order
Confirmations

Retailers can submit orders during buying appointments at market or by independently logging into JOOR's web portal. Once an order is submitted, a digital order confirmation is generated by aggregating the style data and imagery in JOOR and sent directly to the buyers email address.

Clearer, more comprehensive order confirmations have resulted in fewer order modifications and, as a result, less back-and-forth with customers. **It takes, on average, only one communication to finalize an order with retailers.**