

**WE HELP AMAZON VENDORS
WORK LESS, SELL MORE
AND REDUCE COSTS**

Connected Distribution

Connected Distribution Pty from Brisbane focuses on offering quality brands, especially in the consumer electronics sector. Its Founder, Oliver Raman, is driven by a strong entrepreneurial spirit following years of experience as a business manager. With Connected Distribution, Oliver wanted to enter the world of distribution and seize the potential of online sales with Amazon in Australia.



When Joan from SuperDisty approached me, we had known each other for years. Joan suggested I could use SuperDisty and sell directly to Amazon. I wasn't sure selling to Amazon would work and that they would buy from me. It was great when orders started flowing.

Being new to distribution, SuperDisty allowed me to move with confidence. When I receive a Purchase Orders it is essential to know what is profitable for me. SuperDisty gives me immediate visibility on my profitability. SuperDisty allows me to respond quickly and respond seamlessly. With one click I can do two operations at once – confirm Purchase Orders with Amazon and order from the Right Supplier. SuperDisty gave me the ability to aggregate feeds from my suppliers. I know live which of my supplier has the best price and who has stock.

A key component for me is that the effort in doing \$1000 is the same effort as doing \$10 000. It contrasts with past experiences, where the work increases with the turnover. It's a big advantage for a business to scale the output revenue without scaling the input. So you might as well do more with SuperDisty.

It's been both challenging and exciting at the same time. Especially knowing you can do and sell more is invigorating. Even more so, when so many business close and traditional channels struggle. It's great working in a business environment that's future focused!

**FMCG
Distributor**

**Amazon
Vendor since
2019**

**Leveraging
SuperDisty to
source and
supply 1000's
of products**

Scaling

SuperDisty identified and solved data issues, contributing to **11.3% of turnover**

SuperDisty took care of **3 381 tasks** for Connected Distribution

Winning **98.66% of Disputes**, Connected Distribution enjoyed minimal cost of
Returns: 0.01%
Shortages: 0.04%

Revenue

SuperDisty gave Connected Distribution the advantage to sell thousands of products without having to set up the items individually.

“ SuperDisty also gave me the ability to aggregate feeds from my suppliers. I know live who has the best price and who has stock ”

Sales focused features also contributed to our growth. SuperDisty identified and solved data issues, contributing to **11.3% of the overall turnover**.

Time

“If we didn't have SuperDisty, we would probably be using 5 screens at a time! I would be looking at one order. I would look at the stock available to me from each supplier, then at the price, I would probably use a lot of excel and go back and forth between my POs and my different suppliers portals...”

“A key component for me is that the effort in doing \$1000 is the same effort as doing \$10 000. So you might as well do more with SuperDisty.”

Limiting Cost

Especially with Amazon, controlling cost is a prerequisite to sustainable and profitable business. Chargebacks, Returns and Shortages are amongs the most common issues faced by Vendors.

“When Amazon would raise a shortage claim with us and said they hadn't received an ASIN, we were always able to go back and point to the ASIN we supplied, what EAN it related to and provide the relevant documentation. Cormac (from SuperDisty) provided great assistance every time and we resolved shortage claims from Amazon so I would get paid quickly”

PASSION LED US HERE

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Your Passport to Global Markets