



# Navigating Ecommerce Sales Channels and Marketplace Options

February 18, 2021

Sponsored by



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The image shows a wooden wall with horizontal planks. On the left, there is a 3D logo consisting of several geometric shapes (triangles and squares) arranged in a cube-like structure. To the right of the logo, the word "ZORO" is written in large, bold, dark blue letters. The entire scene is overlaid with a semi-transparent dark blue filter.

# About Zoro

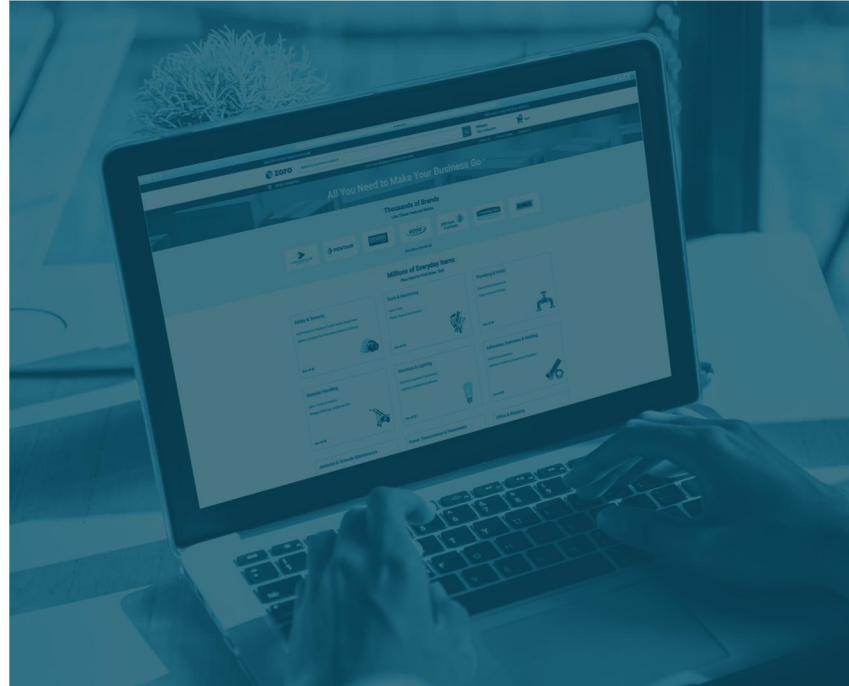


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## Who We Are

### Zoro's Approach:

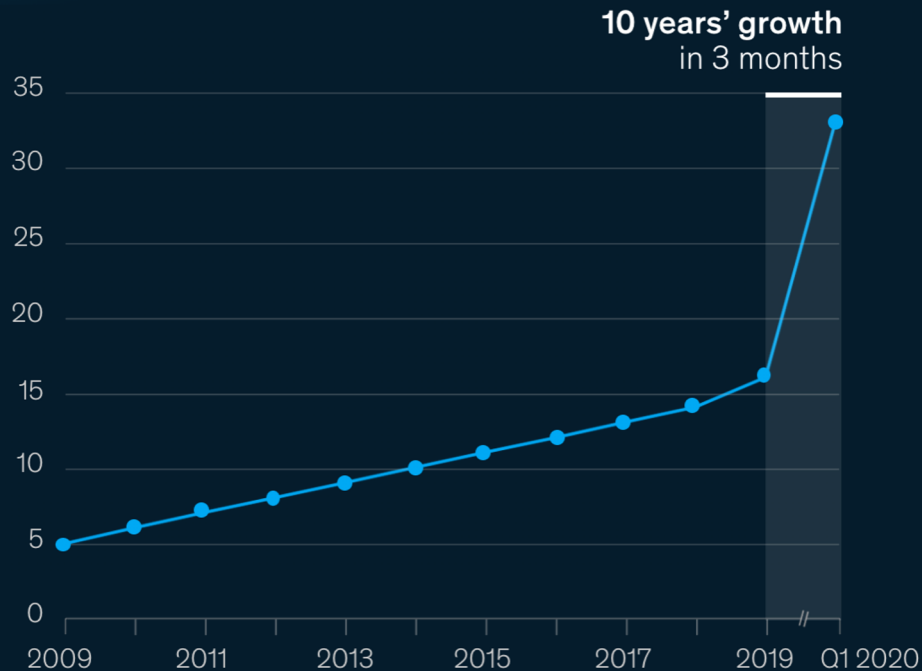
- Endless assortment
- Consumer-like experience
- Being where customers are searching
- World-class search engine marketing
- Great customer service



# The Time Is **Now**

**We just jumped ten years' worth of time.**

US eCommerce penetration, %



Source: Bank of America; Forrester Analytics; ShawSpring Research; US Department of Commerce; McKinsey analysis




What are you  
**looking to achieve?**

# Is it an Open Marketplace?




15 results for DW8424H [Save this search](#) Shipping to: 54914


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**50 PACK**


NEW LISTING: DeWalt DW8424H 4-1/2" x .045" x 5/8"-11 Metal Cutting Wheel, 50 Pack  
Free Shipping + Full Factory Warranty  
Brand New  
★★★★★ 1 product rating

**\$125.07**  
List price: ~~\$179.62~~ 28% off  
Buy It Now  
Free shipping
- 

DeWalt DW8424H 4-1/2" x .045" x 5/8"-11 Metal Cutting Wheel  
Free Shipping + Full Factory Warranty  
Brand New  
★★★★★ 1 product rating

**\$9.75**  
List price: ~~\$49.00~~ 11% off  
Buy It Now  
Free shipping
- 

DeWalt DW8424H 4-1/2" x .045" x 5/8"-11 Metal Cutting Wheel  
Brand New  
★★★★★ 1 product rating

**\$11.69**  
or Best Offer  
Free shipping
- 

DEWALT DW8424H Mini Hub Cutting Wheel  
Brand New  
★★★★★ 1 product rating


**\$15.50**  
or Best Offer  
+\$3.80 shipping

Search for DW8424H




# Is the focus on Brands or Private Label offerings?


**BHA** Customer Favorites: When Quality Matters  
Shop BHA - Black Hawk Abrasives >




BHA Metal and Stainless Steel Cut Off Wheels for Angle Grinders, 4.5" x 1/16" x 7/8" - 25 Pack  
★★★★☆ 428  
✓prime




BHA Metal and Stainless Steel Cut Off Wheels for Die Grinders, 3" x 1/16" x 3/8" - 25 Pack  
★★★★☆ 1,283  
✓prime




BHA Metal and Stainless Steel Thin Cut Off Wheels for Angle Grinders, 6" x .045" x 7/8" - 25 Pack  
★★★★☆ 360  
✓prime



Sponsored ⓘ  
THANOS Cut Off Wheel, Cutting Wheel (2nd Gen) 50 Pack, 4-1/2" x 3/64" x 7/8" Metal & Stainless Steel, Ultra Thin Cutting Disc  
★★★★☆ ~ 192  
\$26<sup>60</sup>  
\$22.61 with quantity discounts  
Get it as soon as Fri, Jan 22  
FREE Shipping by Amazon



Sponsored ⓘ  
Benchmark Abrasives 7" x 7/8" Premium High Density Jumbo Zirconia Type 27 Flap Discs - 10 Pack (40 Grit)  
★★★★☆ ~ 13  
\$49<sup>99</sup>  
Get it as soon as Fri, Jan 22  
FREE Shipping by Amazon



Sponsored ⓘ  
DEWALT DW8424H 4-1/2-Inch by 0.045-Inch by 5/8-Inch to 11-Inch Metal Cutting Wheel, Pack of 1  
★★★★☆ ~ 15  
\$4<sup>99</sup>  
FREE Shipping on orders over \$25 shipped by Amazon  
In stock on February 5, 2021.

Search for DW8424H



# What is the **fee structure** to participate?

- Start-up / Listing Fee
- % of Sale Commission
- Monthly Subscription Fee
- Fulfillment / Storage Fees
- Marketing Programs



What resources  
**are needed?**

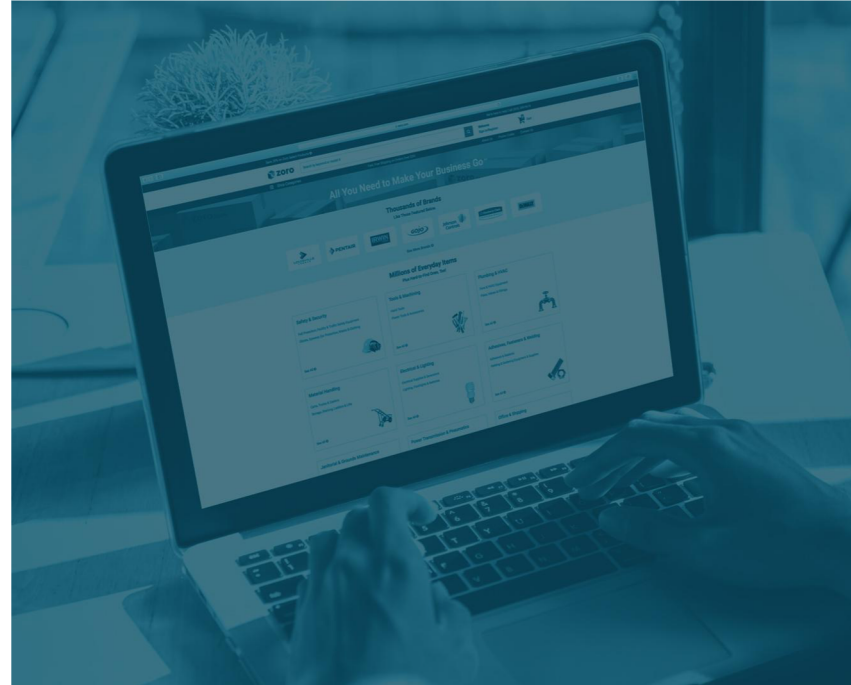


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## Wrapping It Up

### Ensure your eCommerce partners:

- Support your business goals
  - Collaborative partnership
  - Supplemental channel or customer
- Expand capabilities efficiently
  - Digital capabilities
  - ROI of time and fees
  - Staffing needs





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# QUESTIONS



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**Thank You!**

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