



INTEGRITY | QUALITY | RELIABILITY

Punchout Brings New Opportunities



Profile

Next Day Toner is an emerging leader in the laser printer supply industry. This company is committed to staying ahead of the curve as printer technology evolves, which includes providing only the highest quality OEM products and Micro Solutions Enterprises (MSE) compatibles on the market today. Structured to service businesses nationwide, with over 60 warehouses in the United States, they offer regular next-day delivery to the majority of the country.

For more info:

Next Day Toner

www.nextdaytoner.com

Jonathan Fiala

708-478-1000

jfiala@nextdaytoner.com

Supplier Solutions

www.SupplierSolutions.com

Matt Petersman

888-921-6660

matt.petersman@suppliersolutions.com

Challenges

Next Day Toner had been working on finding cost-effective ways to identify business opportunities through email marketing, advertising, and networking events. At a Procurement conference, NDT learned about Punchout from one of its customers and became very interested in exploring this more integrated and collaborative space. At that time, a Punchout concept appeared to be outside of the technical capabilities the current e-commerce solution. Even though current customers were extremely happy with their website, due to the ease of shopping for supplies, it did not have the capacity to integrate via Punchout in a cost effective way. Larger competitors like Office Depot and Staples were offering Punchout already. Without the ability to offer this valuable service to its customers, Next Day Toner was missing out on opportunities of all sizes.

Solution

At the same conference, Next Day Toner met the team from Supplier Solutions and learned about options for deploying Punchout. A follow up call was scheduled to delve deeper into NDT's needs and the options for implementation. Supplier Solutions narrowed the focus to 2 options: utilize Enterprise-Connect middleware to Punchout-enable NDT's existing web catalog; or implement the eStore-Connect stand-alone catalog, which has full Punchout capabilities built into the core components.

Utilizing the current platform was appealing from the standpoint of centralizing data and site management. But after looking closely at the extensive feature set offered in eStore-Connect, such as customer-specific catalogs and pricing, product selectors, and extensive customizability, the choice became clear. From a long-term strategic perspective, eStore-Connect would act as a stand-alone product with the flexibility to grow on pace with the new business opportunities that Punchout capabilities would invite. The cloud based delivery of eStore-Connect meant that there was no infrastructure to invest in or maintain.

Results

Next Day Toner now competes on a level playing field. Customers can evaluate them based on great products and service and feel confident that when they are awarded a national contract – Next Day Toner will be able to meet all Punchout and B2B requirements. Corporations, government agencies, and higher education now view Next Day Toner as a viable alternative to the big box office retailers. Supplier Solutions' scalable, Cloud-based model meant that Next Day Toner would not need to invest in hardware or costly development and would only pay for the service as they needed it. The original project was setup on-time and on-budget, where now Next Day Toner proudly displays the Punchout Ready certification logo and is recognized for its capabilities as an integrated supplier.

