

Client success story

PBS Biotech

Client Challenges

- **No Online Store:** Dependent on phone orders for sales.
- **Limited Customer Access:** No self-service option for browsing and purchasing.
- **Inefficient Sales Process:** Manual order handling slowed operations.
- **Need for Digital Transformation:** Required an online storefront to boost sales and customer experience.

Our Solutions

- **B2B E-Commerce Platform:** Built for medical equipment sales.
- **RFQ System:** Enabled custom pricing requests.
- **Credit Application:** Simplified financial management.
- **State-Specific Tax Services:** Ensured regulatory compliance.
- **Dynamic Shipping Costs:** Automated calculations based on order size and location.
- **Streamlined Procurement:** Improved efficiency and user experience.

Business Outcomes

- **Streamlined Procurement:** Simplified purchasing process.
- **Customized RFQs:** Enabled tailored pricing requests.
- **Automated Credit Approvals:** Improved financial management.
- **Tax Compliance:** Ensured accurate state-specific taxation.
- **Dynamic Shipping Costs:** Automated calculations for efficiency.
- **Enhanced Cash Flow & Pricing Accuracy:** Benefiting hospitals and distributors.

