CeilBlue Sourcing Program

PROGRAM DESCRIPTION

CeilBlue is an eCommerce medical product solution provider specializing in serving clinics, dental offices, veterinarians, therapy centers, and long-term care facilities, among others (CeilBlue Target Market). Their active marketplaces are their website, CeilBlue.com, as well as their eBay and Amazon stores. Their goals are to expand their product line and customer reach and to increase their existing customers' share of wallet.

PROGRAM GOALS

CeilBlue is partnering with SPS Commerce to source new vendors and streamline their onboarding process for dropship order fulfillment. Vendor partners are expected to connect electronically to process orders and maintain item information for sales through CeilBlue. CeilBlue's experience has proven that robust item information results in seamless onboarding, collaboration on shared goals, and exponential sales growth. Electronic trading ensures a seamless shopping experience for CeilBlue customers.

IDEAL VENDOR

Vendors should sell products that cater to or enhance the CeilBlue Target Market. The primary focus is non-medical device products, with occasional exceptions. Vendors must be able to ship to the end consumer and respond to orders all within two weeks. While there is flexibility on the SKU count and MSRP requirements, vendors must perform operationally. Vendors must comply with electronic trading requirements and be open to marketplace selling. Their commitment to prompt and accurate order fulfillment is of the utmost importance.

VENDOR REQUIREMENTS

Drop ship capable

$25 minimum MSRP

Two week lead time maximum

US Distribution

Maintain up-to-date item information, images, and inventory

Exchange documents electronically

DOCUMENTS REQUIRED

PURCHASE ORDER (850)

PO ACKNOWLEDGEMENT (855)

ADVANCE SHIP NOTICE (856)

INVOICE (810)

CATEGORIES

Physical Therapy

Organization

Medical Supplies

Dental

Veterinarian

Office Supplies

Safety & Infection Control

Laboratory Supplies

Education & Training

Facilities & Maintenance