



DSV Program



Vendor Onboarding Guide

Topics of Interest

- Why/how to partner with Walmart
- Drop Shipping Benefits
- Vendor Qualifications
- Application Process

Walmart eCommerce has achieved significant scale



Multiple Partnership Structures

	Merchant of Record	Price Setting	Warehousing	Service & Returns
1 Supplier				
2 Drop-ship Vendor				
3 Marketplace				

Why become a DSV Vendor vs. Marketplace Seller?

- No fees! (No co-op, marketing, support, membership fees)
- No Marketplace experience needed
- Walmart is the seller on record – better conversion rates!
- Walmart pays for shipping (leveraging volume carrier discounts). Supplier receives UPS/FedEx subaccounts
- Enable 2-Day Free shipping tag
- Products qualify for store pickup or home delivery
- 1P – products (Owned + DSV) get prioritized in search results and Buy Box on Walmart.com
- Walmart manages customer service
- Walmart manages prices and will compete with other sellers to win the Buy Box
- Helps Category Managers to identify high sales volume items to bring as owned inventory to decrease costs.



DSV Qualifications

General

- Federal Taxpayer Identification Number (TIN)
- Dun & Bradstreet Registration Number
- Product Liability Insurance
- GTIN/UPC (GS1 Company Prefix) Number
- Product Safety and Compliance
- Responsible Sourcing

DSV Specific

- USA Warehouse
- Orders < 2:00pm MUST be shipped same day
- DSV will be shipper on record and should file claims with carriers for lost/damaged items
- Returns are liquidated and Walmart will bill DSV for item cost.
- Payment terms: Net 30 paid weekly
- All terms are non-negotiable

Application Process for New Suppliers

