



ZERO TO ONE

VENDOR SUMMIT

Our Shared Partnership

+

Your Products

+

Our Supply Chain & E-commerce Engine

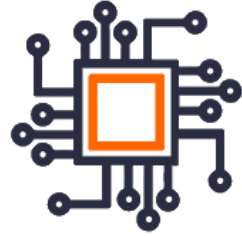
=

Big Revenue Growth

Our Capabilities



Channel
Integration



Technology
Platform



Our Team



Supply Chain



Culture



Best in Web
Content

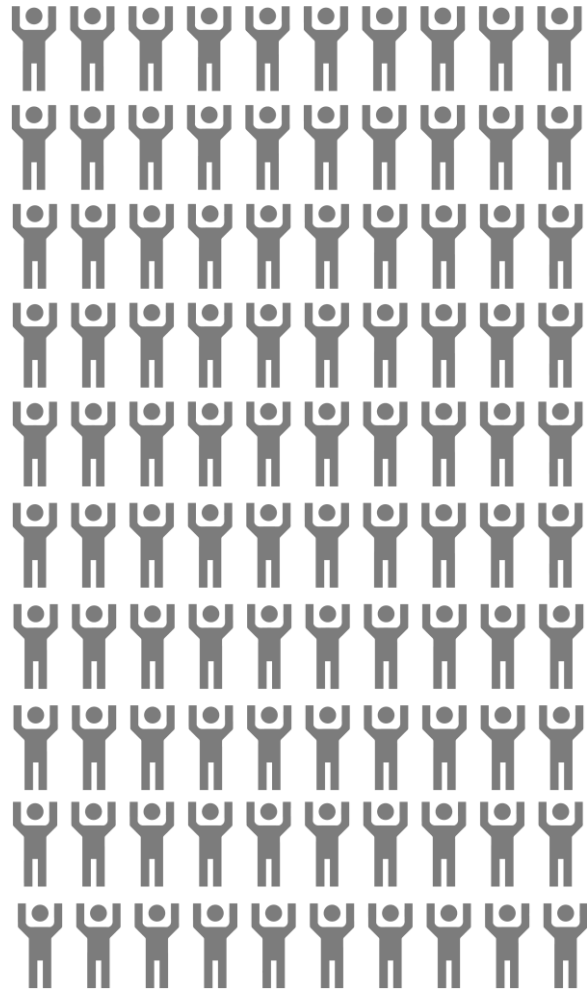


Our Giving
Model



Customer
Experience

2015



NOW



Our Team is Focused on You

Our Vendor Team



1 Team member



10 Partners

Other Retailers



1 Team member



+100 Partners

Your Brand



Lean Into Our Lead

#1

#2

#3

#4

#5

seller fulfilled


#1

#2

#3

#4

#5

 TARGET

#1

#2

#3

#4

#5



#1

#2

#3

#4

#5

Walmart 

Lean Into Our Lead

First to Launch



Retail Relationships

Current/
in progress



2019



2020



Accelerate Your Growth



SEO

- Comprehensive listing review
- A+ & enhanced content
- Optimized product variations
- Attribute management
- Review generation & management



Brand Control & Awareness

- Help your brand set up registration on Amazon store fronts
- Branded promotional banners and landing pages



Search Marketing & Promotions

- Cost-per-click marketing
- Product targeting
- Display advertising
- Coupons, brand/category Seasonal discount planning

SEO: Content That Matters

Patio, Lawn & Garden > Outdoor Heating & Cooling > Fire Pits & Outdoor Fireplaces > Fire Pits



Jealous Devil Blox All-Natural Untreated Hickory Compressed Hardwood Fire Wood Pack, 12 Logs

by Jealous Devil

★★★★★ 5 customer reviews

#1 New Release in Outdoor Fire Pits

List Price: ~~\$49.99~~

Price: **\$26.99 & FREE Shipping**

You Save: **\$23.00 (46%)**

Get \$10 off instantly: Pay \$16.99 upon approval for the Amazon Prime Store Card.

- **LONG LASTING:** Made from 100-percent, raw, all-natural hickory hardwood fire logs are perfect for long lasting hot cooking flames and can be enjoyed in backyard fires, while burning over 1500 degrees.
- **EASY TO USE:** Compressed firewood logs won't spark or pop, these logs won't give you splinters, and produce very little smoke and ash. The Jealous Devil Blox are heat-treated to eliminate bacteria, mold and pests.
- **MULTI-USE:** Burn these firewood logs for campfires, backyard fire pits, wood-burning pizza ovens, grills, smokers, ovens, fireplaces and stoves. These logs are ultra-compressed to burn hotter & longer than firewood.
- **BULK PACKAGED:** Bulk firewood bundle comes with 12 logs with the total firewood package weighing 35 pounds. The firewood are a compact shape for easy stacking and storage.
- **STORE WITH EASE:** Firewood logs arrive shrink-wrapped for protection during transit and have been heat treated to eliminate rot, bugs, and other wood issues.

New (1) from \$26.99 & FREE shipping.

Report incorrect product information.

\$26.99

& **FREE Shipping**


Arrives: **Monday, Aug. 26**

📍 Deliver to LapkoSoft - Lincoln 68522

In Stock.

Qty: 1 ▾

\$26.99 + Free Shipping

 **Add to Cart**

 **Buy Now**

Ships from and sold by VM Express.

Add to List ▾

Share    

Have one to sell?

A+ Content



HYDRO-FORCE

Hydro-Force Wave Edge
 Recommended for beginner to intermediate paddlers.
 An entry-level motor gear.
 Comfortable water shoe handle to easily pick-up and carry.
 2 for setup, 2 minutes to inflate and 1 minute to deflate.
 4 D-rings reinforced with 4 bungees used to hold air in.
 Size: 122 x 27 x 4 inches.
 Weight capacity: 220 pounds.

Pursue your passion. Fuel your curiosity.
 Only available in tandem with the Hydro-Force collection, we paddle down the river on an inflatable SUP. These performance-grade recreational paddlers are built for waterbound recreation while providing the stability for motor, kayak, motor, stand up for the river, and the motor and everyone coming to back their feet on the water.

Inflatashield
 These materials provide all-weather protection for better water resistance and increased burst strength while protecting and slowing air leakage. The reinforced reinforced fabric provides extra grip of the cover of product.

Dropstitch
 Dropstitch construction creates the strongest layer, made of 1000 threads per inch (TPI) sewing material, giving it a stiffer, more rigid structure. The reinforced reinforced fabric provides extra grip of the cover of product.

TriTech
 TriTech is a fully reinforced material with a reinforced mesh core enclosed in two layers of laminated PVC. TriTech is extremely strong and resistant to the most adverse conditions such as contact with oils and exposure to ultraviolet rays.

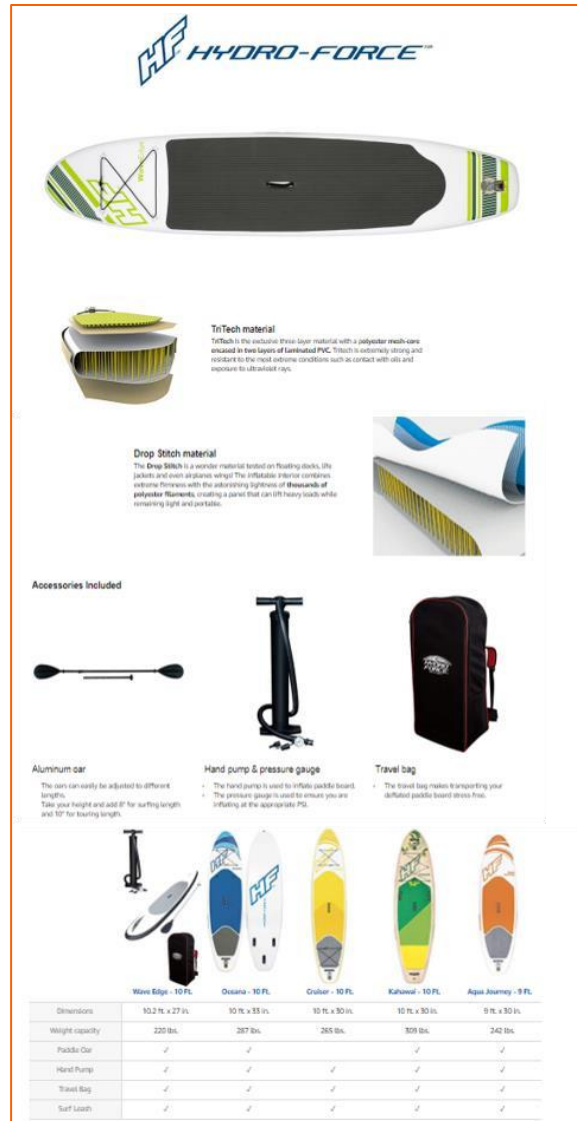
Fortech
 Fortech is the fusion of dense polyurethane resin and high grade PVC. These two materials combine for a lightweight but durable material that is resistant to churling, scratching, and exposed to the sun.

Drop Stitch material
 The Drop Stitch is a woven material based on floating decks, life jackets and even airplanes. The inflatable interior combines extreme strength with the advantage of thousands of polyester filaments, creating a panel that can lift heavy loads while remaining light and portable.

Accessories Included

- Aluminum oar**
 The oar can easily be adjusted to different lengths. Take your height and add 8" for surfing length and 10" for touring length.
- Hand pump & pressure gauge**
 The hand pump is used to inflate paddle board. The pressure gauge is used to ensure you are inflating at the appropriate PSI.
- Travel bag**
 The travel bag makes transporting your inflated paddle board and accessories stress free.

	Wave Edge - 10 FL	Oceanic - 10 FL	Cruiser - 10 FL	Kahawai - 10 FL	Apex Journey - 9 FL
Dimensions	10.2 ft x 27 in.	10 ft x 33 in.	10 ft x 30 in.	10 ft x 30 in.	9 ft x 30 in.
Weight capacity	220 lbs.	287 lbs.	265 lbs.	309 lbs.	242 lbs.
Paddle Oar	✓	✓	✓	✓	✓
Hand Pump	✓	✓	✓	✓	✓
Travel Bag	✓	✓	✓	✓	✓
Self-Inflate	✓	✓	✓	✓	✓



HYDRO-FORCE

TriTech material
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Product Tour

- 1 High Arc Faucet Spout
- 2 Smooth-Retract Technology
- 3 Water-Efficient and Eco-Friendly Aerator
- 4 Single Handle Faucet Operation
- 5 Easy 1-Hole Installation
- 6 Premium Ceramic Cartridge



Up to 15% Increase in Traffic

Up to 30% Increase in Conversion Rates



Kräus

Faucet Swivels 360°
 Heavy-duty open coil swivel swivels 360° for a broad range of motion in and around the sink. Sleek design offers ample height for filling and cleaning your largest pots and coffee makers.

Reach Pull-Down Technology
 Easy-extend 18" flexible hose offers an extended range of motion for the ultimate level of convenience. Sprinkler with swivel adapter moves effortlessly to fill, rinse, and scrub, and easily goes back into the sink when you are done.

Dual-Function Sprayhead
 Easily switches between aerated stream for everyday cleaning and powerful spray for heavy-duty cleaning. Easy-clean rubber nozzles allow you to wipe away any mineral buildup for a long lasting powerful flow.

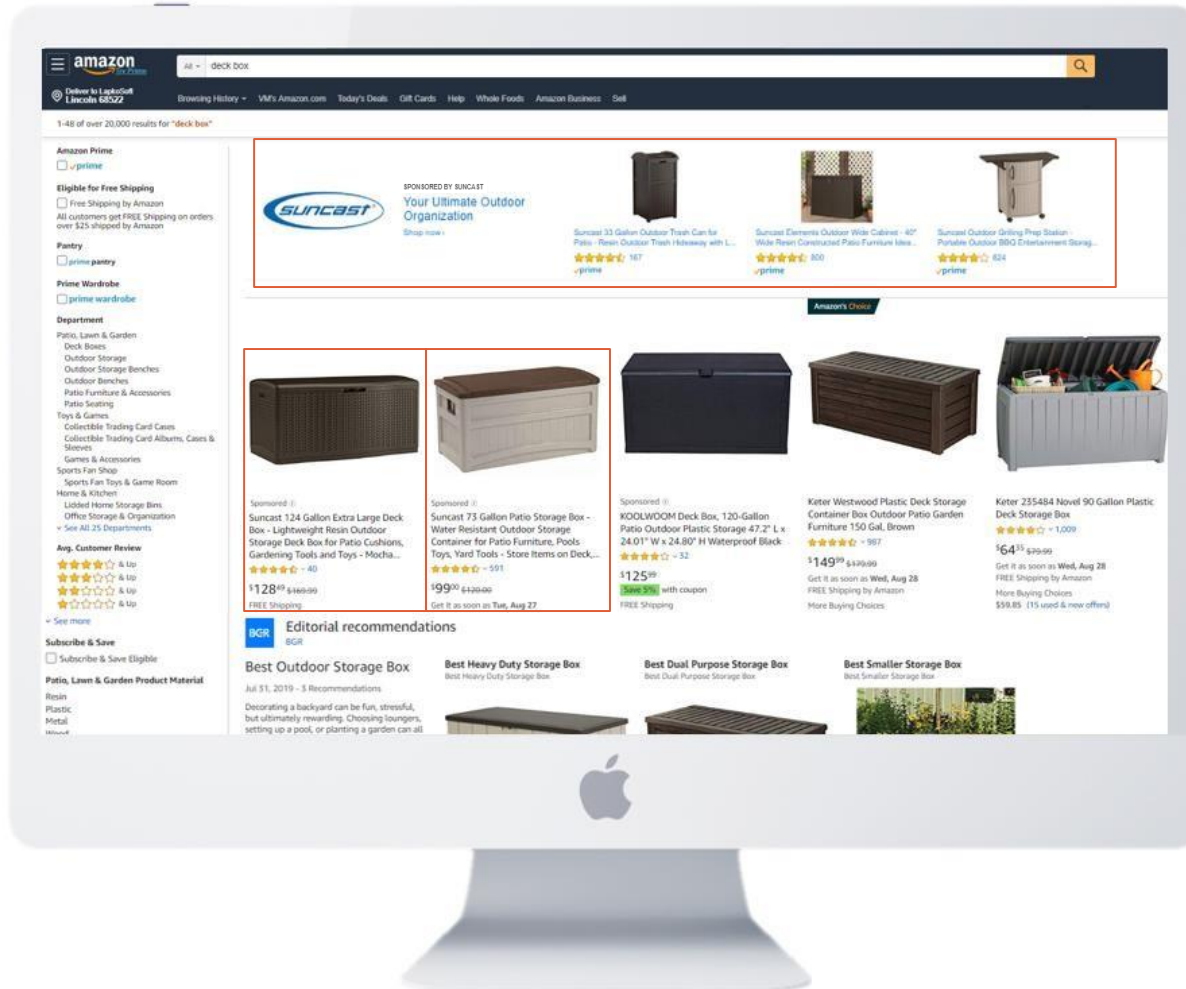
Smart Handle Design
 Single lever handle operates with forward rotation, allowing for installation in tighter spaces with minimal backset/clearance.

Easy Clean Rubber Nozzles

Stream Mode **Spray Mode**

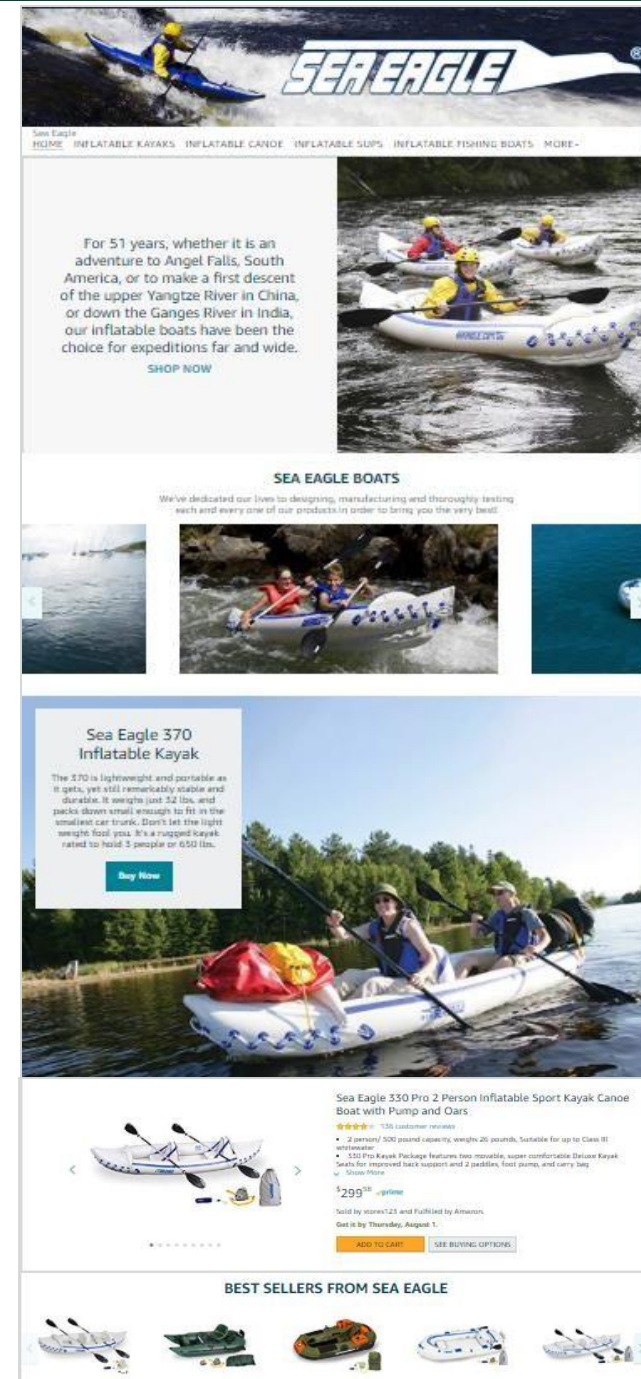
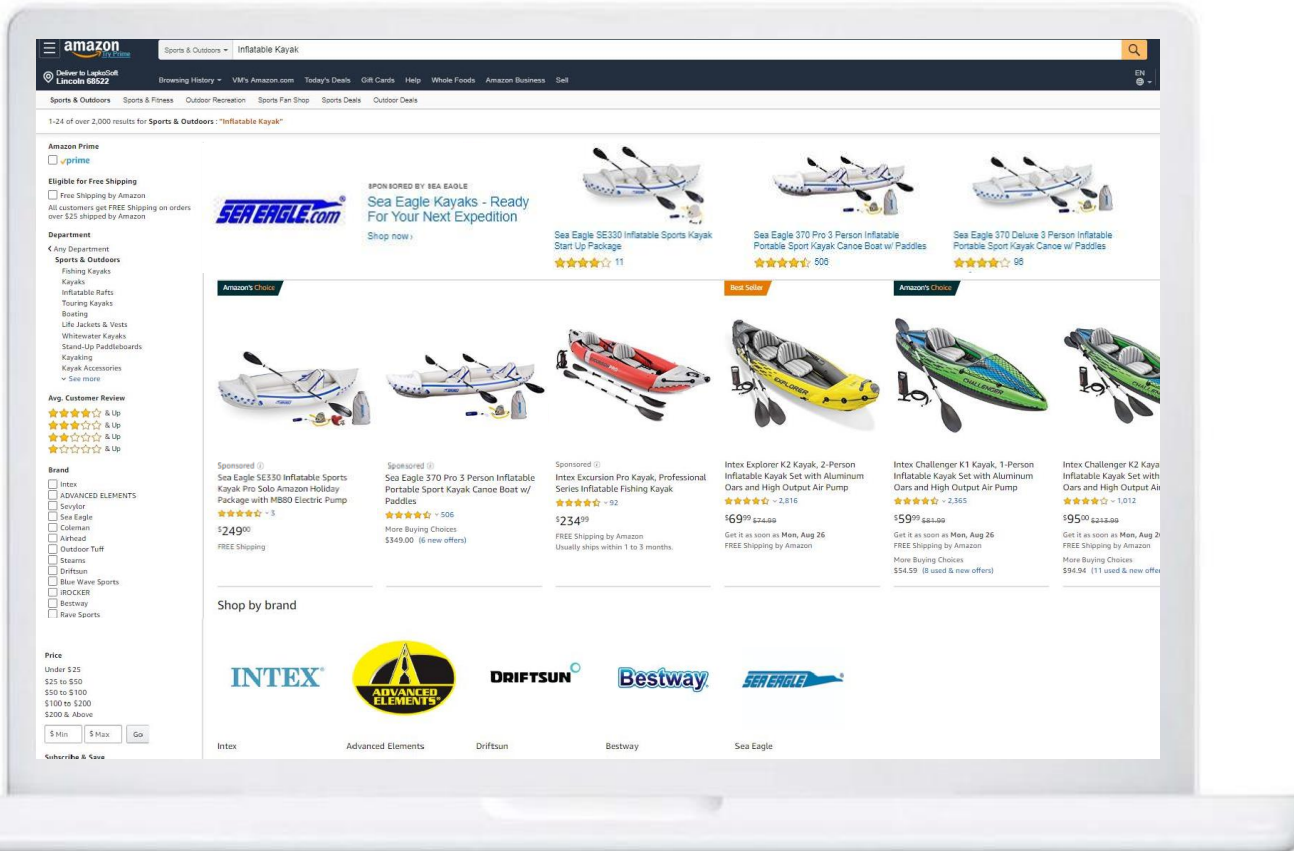
Clean Minimalist Lines for Modern Kitchen Styles

Search Marketing: Cost-per-Click



15% - 50% Increase in GMV

Re-build an engaging brand image across Amazon. Increase brand recognition and traffic.

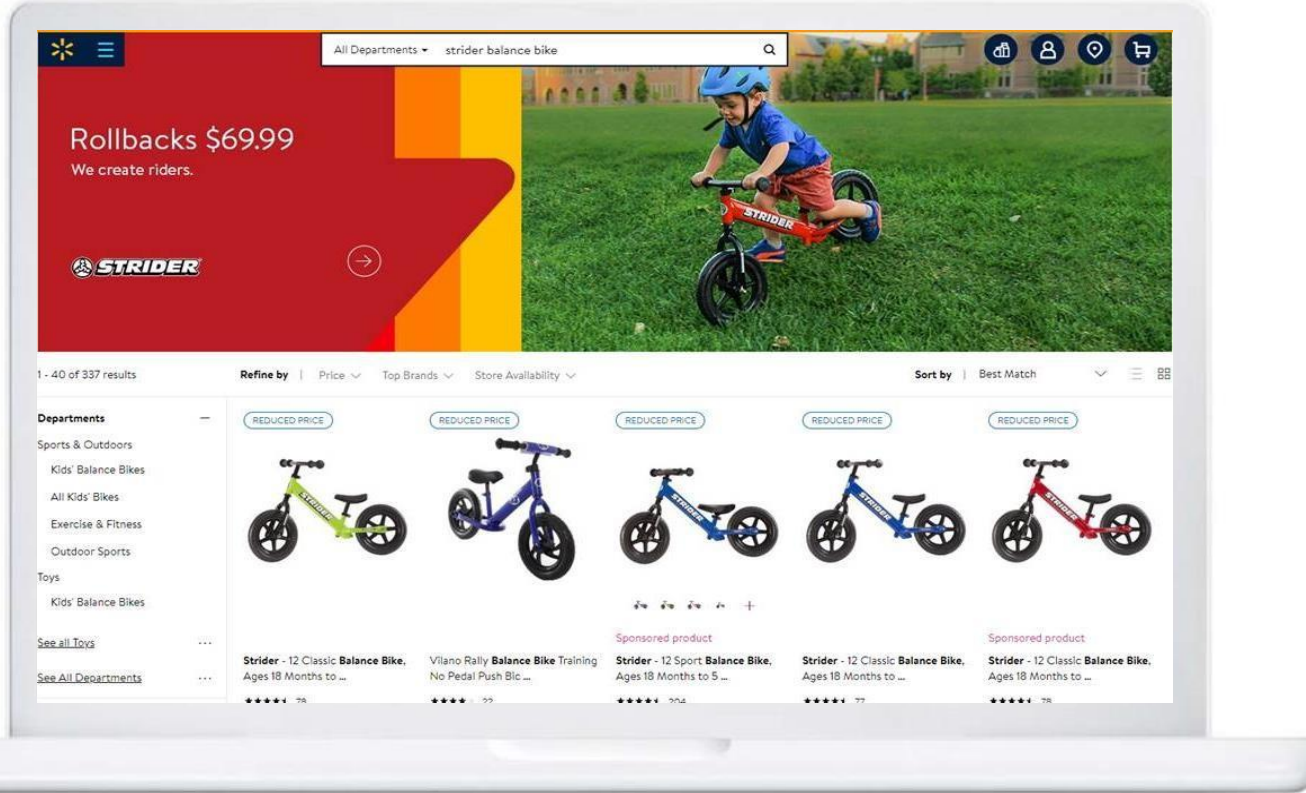


61% Increase In Traffic

9% of Sales Driven by Storefront

2M
branded
Impressions

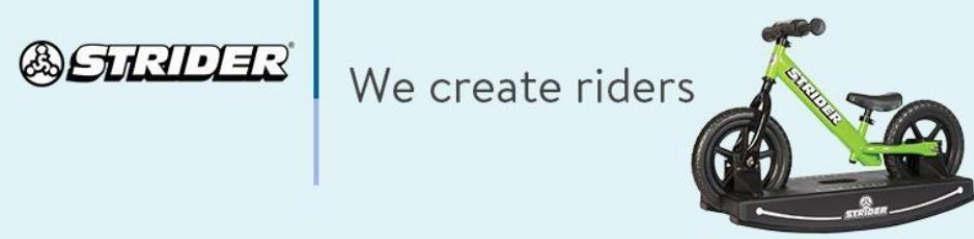
60% of
GMV had an
Ad
Impression



We create riders
First they rock, then they ride.
STRIDER



We create riders
First they rock, then they ride.
STRIDER



Our Technology Toolkit

Toolkit Product Groups



Toolkit Product Groups



Catalog

- **Vendor and item information**
- **Marketplace specific product content**
- **Packaging and organization of listings**

Toolkit Product Groups

- **Organize system communications to marketplaces**
- **Maximize speed and accuracy**
- **Expand our avenues to sell**



Channels

Toolkit Product Groups



Supply Chain

- **Drive efficiencies in our fulfillment network**
- **Manage inventory levels and pricing**
- **Communicate with our carrier partners**

Toolkit Product Groups

- **Always on phone and email systems**
- **Marketplace specific tasks and workflows**
- **Financially driven representative empowerment**



Customers

Toolkit Product Groups



Money

- **Understand and rack every penny**
- **Estimate future spend**
- **Drive reconciliation and recovery of everything owed**

**The future state of Toolkit, and our
Technology, involves YOU.**

Best-in-Class Customer Experience

Who We Are





Customer Experience

**24/7 access to
helpful humans**

Our mission is to ensure your customers have a best-in-class experience with your brand.

ZeroToOne significantly outperforms channel targets

**Best-in-Class
Customer
Experience**



	Late Shipments	Pre-Fulfillment Cancellation	Defective Rate	Response < 24 Hours
ZeroToOne	0.28%	0.22%	0.05%	99.8%
Online Targets	<4.0%	<2.5%	<1.0%	>90%

24/7 365 Access to Helpful Humans

Phone Service

Percentage of calls answered
within 20 seconds

90%

Email Service Levels

Percentage of emails answered
within 20 minutes

90%

Issue Prevention Team

- Customer Solutions
- Dedicated team to preventing returns, optimizing every piece along our customer's journey, and being an e-Commerce partner with our vendors.





Pre-Order

**Customer Experience:
Category Expert Team**

We've trained an in-house team of experts to deal with category and production-specific questions

**Vendor
Manager**

**Category
Experts**

**Product
Experts**

Customer



Order Fulfillment

Data driven – undelivered
% caught in 4 hours

86%

Undelivered success
% of carrier exceptions addressed
within 4 hours



Post Order

Creative Problem Solving

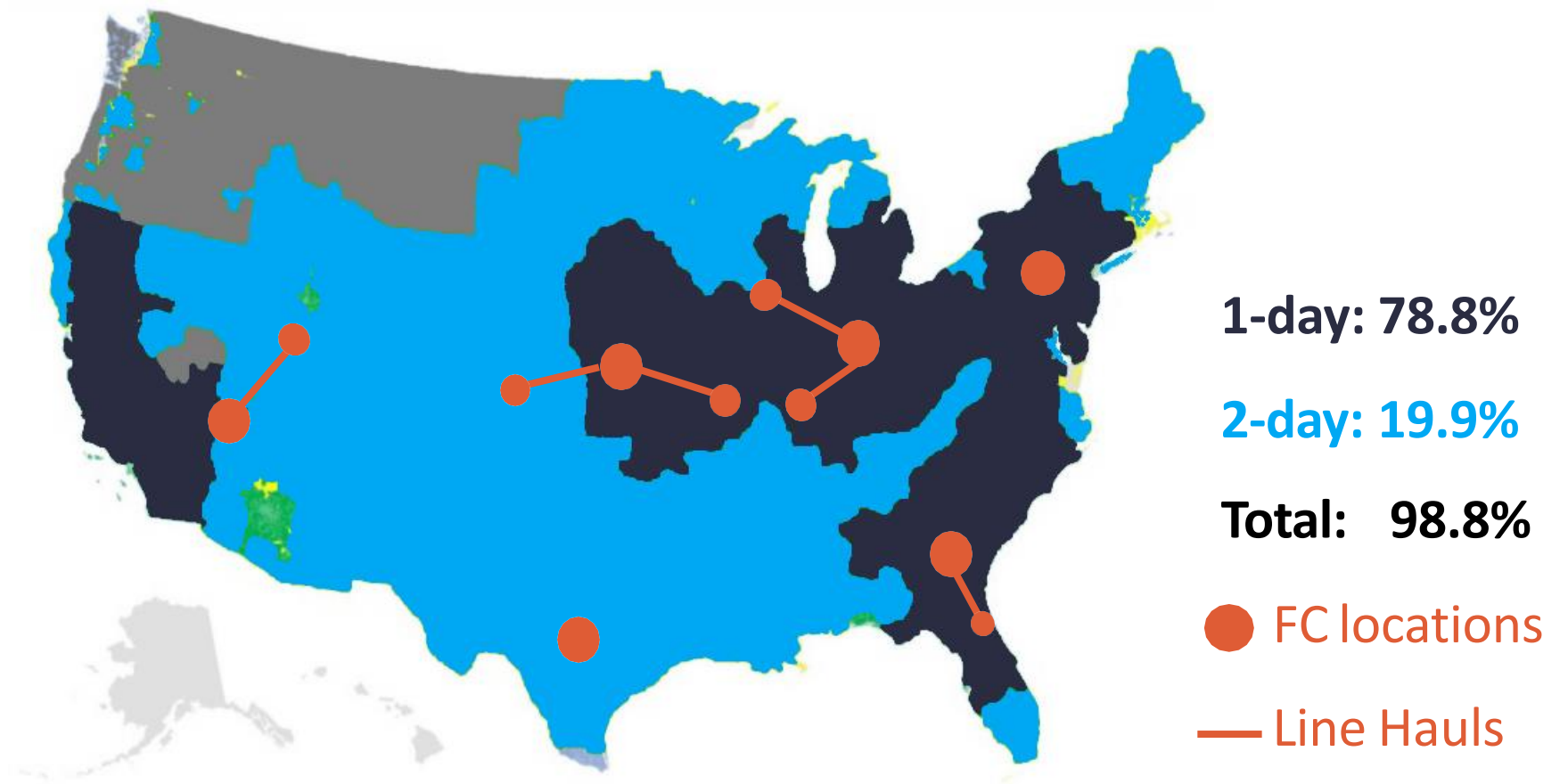
We hire and equip creative problem solvers to provide excellent service to our customers.



Our Supply Chain Network

Our Network

- Dallas, Tx
- Las Vegas, NV
- Lincoln, NE
- Plainfield, IN
- Savannah, GA
- Wilkes-Barre, PA



Building The Best Solutions

Dedicated Inventory Team

+

Individual vendor forecasts

=

Inventory solutions that work for YOU!

The Consolidation of Retail



Prior to 1980

Independent
Retail Chains &
Mom & Pop stores

1980-2000

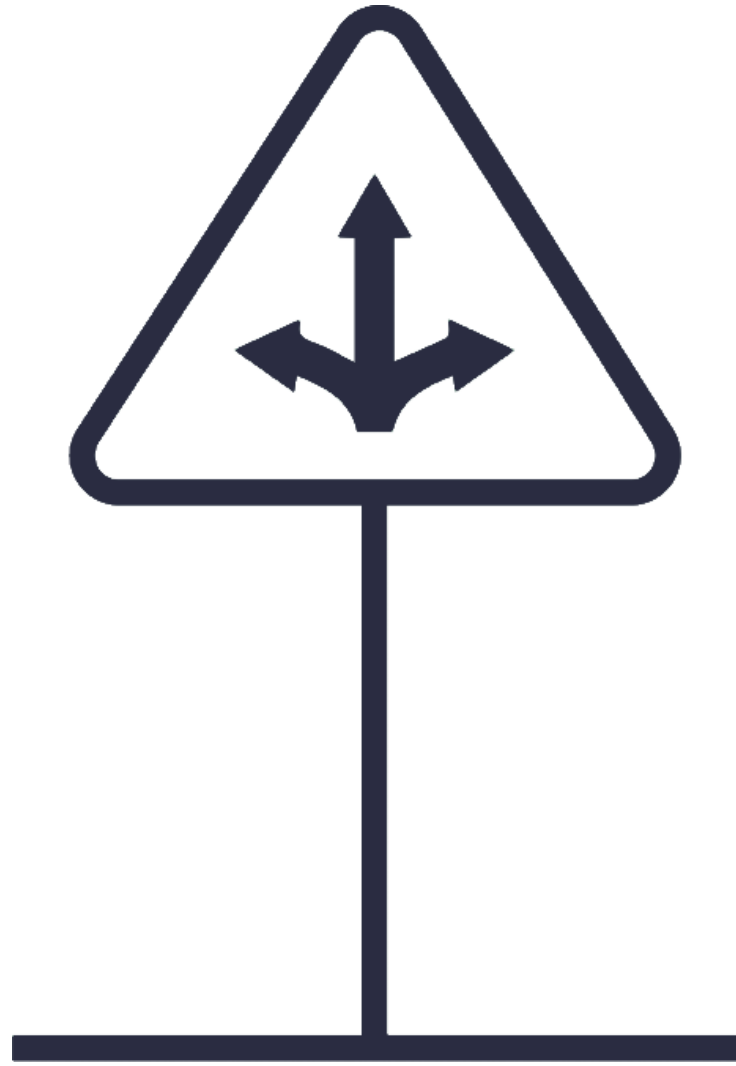
The Rise of
Mass Retail

2000-2019

The collision of
Mass Retail &
E-commerce

2020-Beyond

E-commerce First



The Future of E-commerce for Brands



**Maximum Channel
Exposure**



Delivery Speed



**Superior Product
Content**

**Four Horseman –
in the next decade there will be
4 \$100B shopping platforms**

amazon
The Amazon logo consists of the word "amazon" in a bold, lowercase, black sans-serif font. Below the text is a curved orange arrow that starts under the letter 'a' and points to the right, ending under the letter 'z'.

Google
The Google logo features the word "Google" in its signature multi-colored font. The letters are: 'G' (blue), 'o' (red), 'o' (yellow), 'g' (blue), 'l' (green), and 'e' (red).

Walmart The Walmart logo features the word "Walmart" in a bold, blue, sans-serif font. To the right of the text is a yellow six-pointed starburst icon, where each point is a short, thick line.

facebook
The Facebook logo consists of the word "facebook" in a bold, lowercase, blue, sans-serif font.

Next Decade: Channels Between \$10B -50B



amazon

Google

facebook

ebay

TARGET

Alibaba Group
阿里巴巴集团

LOWE'S

THE HOME DEPOT

Walmart

wayfair

chewy.com

COSTCO
WHOLESALE

BEST BUY

Pinterest

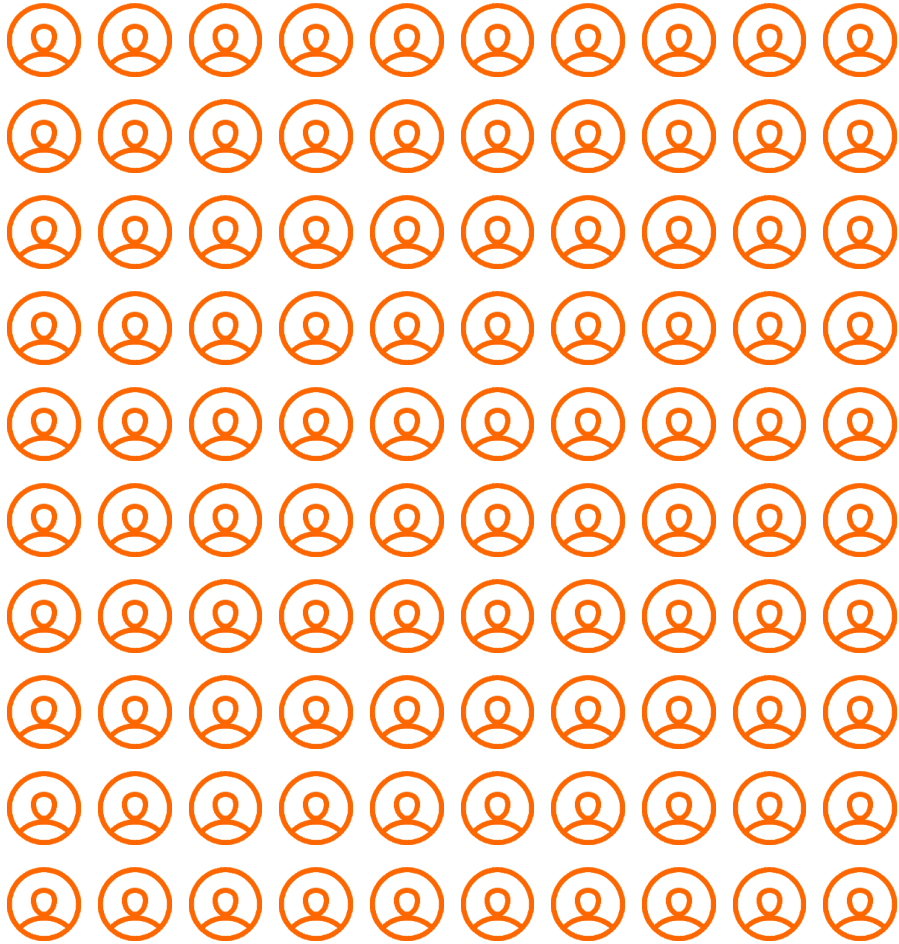
\$650B

2023 ecommerce market

85%

Let's Build a Deeper Partnership

Let Us Help You



80 Engineers



Launch on every shopping platform.

Let Us Help You



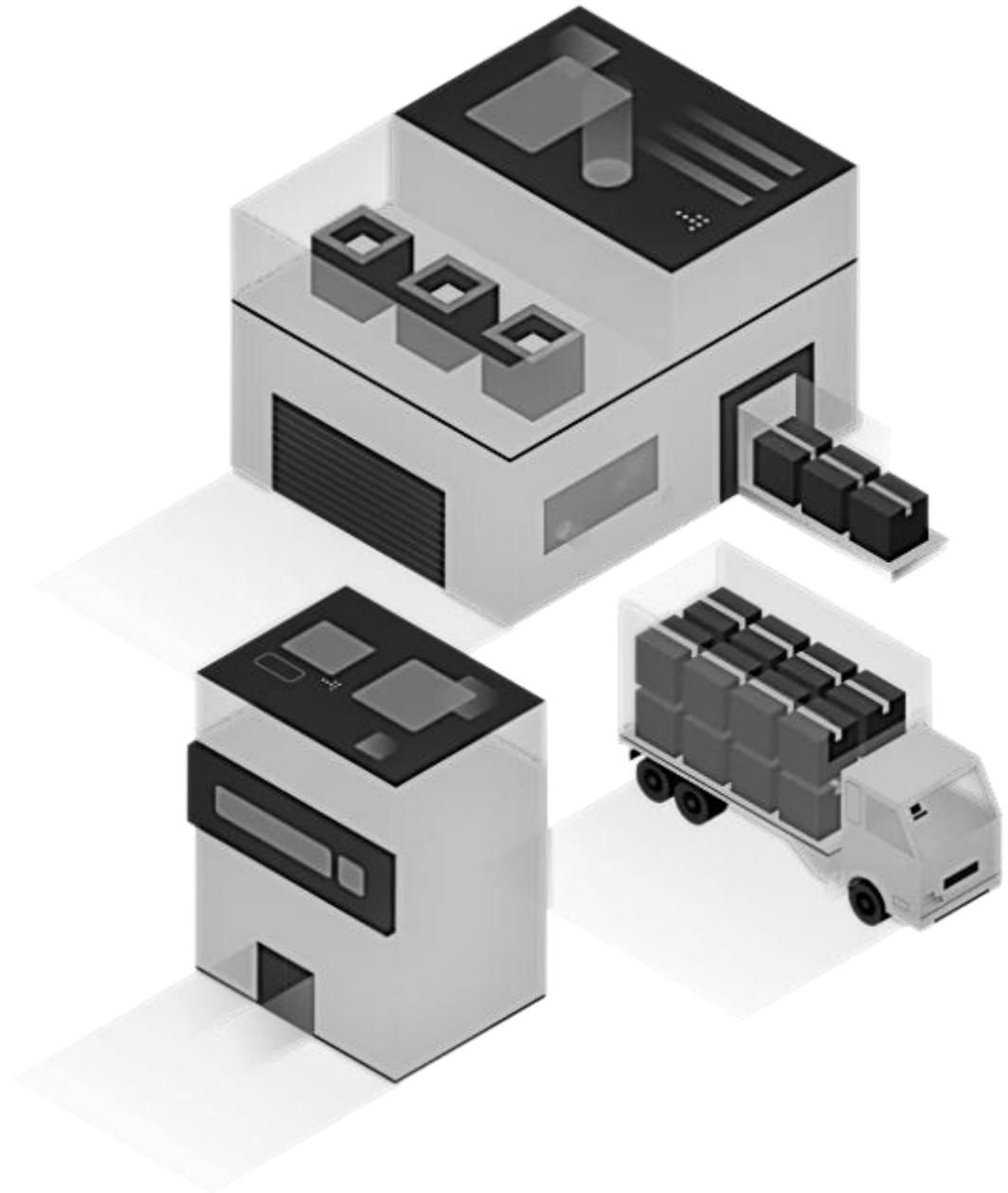
35 person channels team



Let Us Help You

\$52M

**Investment in next day
delivery since 2015**

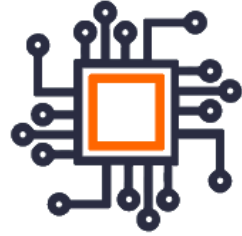


Closing Thoughts

Our Capabilities



**Channel
Integration**



**Technology
Platform**



Our Team



Supply Chain



Culture



**Best in Web
Content**



**Our Giving
Model**



**Customer
Experience**

Proprietary E-commerce Platform

