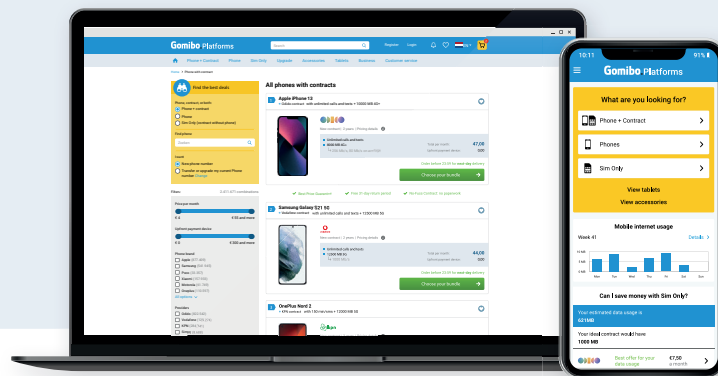


Marketplace

Grow your business on Gomibo's marketplace

Gomibo has grown to become the mobile phone market leader in The Netherlands under the brand name Belsimpel. This is achieved by selling mobile phones, subscriptions and related telecom products. As market leader, the platform has grown to a situation which generates annual revenue of €425 million. This growth was made possible by the hyper-efficiency which is embedded in the Gomibo software. The software implementation allowed for the utilization of key benefits, such as an extremely powerful comparison tool, high conversion rates, and continuous improvements by A/B testing, which led to a direct increase in sales. The combination of these factors made Belsimpel the biggest player in The Netherlands, leading to the decision to expand their operations across the borders into the whole of Europe. Grow your business by selling as a third party on this market leading transnational telecom platform.



This is what our marketplace can do for you

Offer different products and services

Our platform allows you to offer all the telecom products and services customers require these days. Our software can manage hardware but also complex products such as subscriptions and services. This allows merchants to differentiate in products and benefits the customer with a lot of choices that fit their needs.

Fulfillment that suits you

The Gomibo platform offers the fulfilment solution you need. This can range from an integration of your warehouse within our software to dropshipping from our warehouse and inventory. Additionally, it is possible to place your own inventory within our warehouse. We can even run your whole warehouse on our software. The Gomibo platform is compatible with all the major logistics carriers, ensuring the best possible delivery terms and prices across all EU countries. By offering these different fulfilment options, we help merchants to manage their orders in a way that suits their business, without having to worry about the logistics of fulfilment.

Optimized customer experience

Years of experience in e-commerce, led to great results. This is not only seen in the amount of sales and growth, but also in all the positive feedback provided by customers and partners. Gomibo provides an excellent customer journey, and the Gomibo software significantly supports key business processes. All in all, this leads to a highly rated customer journey with a very high NPS.

Increase your visibility

Gomibo currently has 2.9 million sessions each month, and sells more than 100k products each month. Benefit from this traffic using our SEA and SEO tools, and our unique affiliate platform. Very specific landing pages for the use in SEA can be set-up easily, generating additional high-quality paid traffic. At the same time, increase the number of warm leads by having your customers sign-up to a newsletter or out-of-stock notifications. By listing products on Gomibo, merchants can leverage our strong brand and reputation in the telecom industry, helping to stand out in a crowded market.

All features that allow you to operate your business seamlessly

Easy onboarding

Our easy KYC process ensures that after a few verification checks you can quickly started offering products through our marketplace. Use channel integrators to easily submit your shop or create a shop manually in a few simple steps. This allows you to easily start an (additional) online store without paying any startup costs. You don't have to pay anything until you have sold something: No cure, no pay.

Simple and straightforward selling

We manage the complex elements of marketplace processes. This saves time, allowing you to focus on your core business: Selling. Import your products via API, CSV, or manually. You are in control of your product management: adjust prices, set promotions, and update product information with minimal effort. This way, you make sure your offers are always up to date and the customer can easily find your products.

Manage your orders effortlessly

All orders and any customer inquiries can be found in our marketplace CRM system. In addition to the included standard CRM features (i.e. customer service, lead management etc.), Gomibo's CRM system offers much more. Gomibo has embedded an omnichannel CRM that supports all channels. With relevant order notifications you are able to improve the customer's (aftersales) experience. Notify customers about open payments which need to be completed, order shipping statuses, (previously) bought item review invitations, and much more. Additionally, upselling and cross-selling can be done before and after checkout with automatic communication templates. Allowing for an extremely smooth (after) sales process for both the vendor and customer.

Insight into your KPIs through the performance dashboard

We support you in doing your business. Beside easy sales and order management, we provide you with as much insight into your business as needed. We do this through our partner portal where you can see all of your business' KPIs at a glance. Here you get access to all relevant analytics. Think of sales overviews, but also inventory levels, Y/Y and M/M performance, financial KPIs, and much more.

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