

Shopify Merchant Operating System

Partner Network

Talk to us



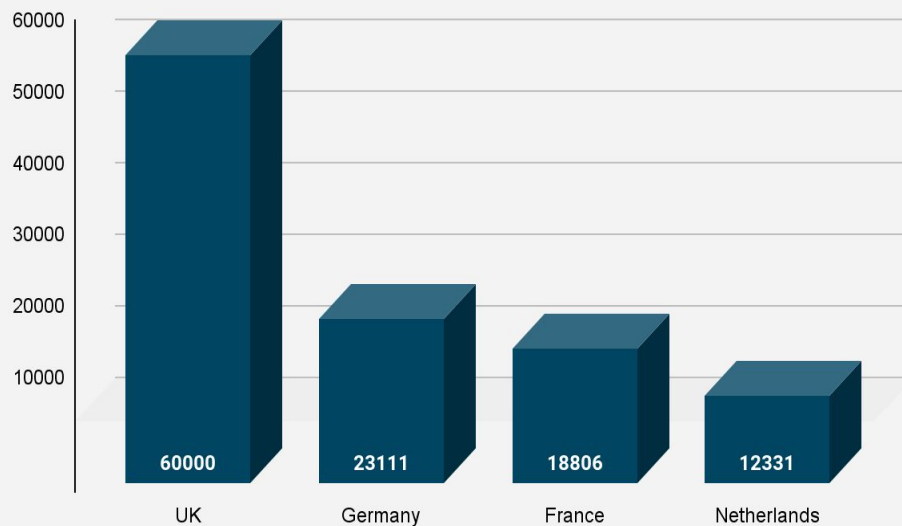
odoo



Shopify Market

- According to a statement made by Shopify in June 2019, the Shopify platform is now used by 820,000 merchants.
- The number of “active” stores is believed to be “over 500,000.”
- Shopify's merchants now operate over 1,000,000 businesses in 175 countries.
- United Kingdom has almost 60.000 websites and 3,9% of Shopify's global coverage, following Germany with 23,111, France with 18,806 and the Netherlands with 12,331 as of November 2020.
- Total platform sales are expected to be over \$100 billion this year.
- In the previous year, there were 218 million buyers on the marketplace.

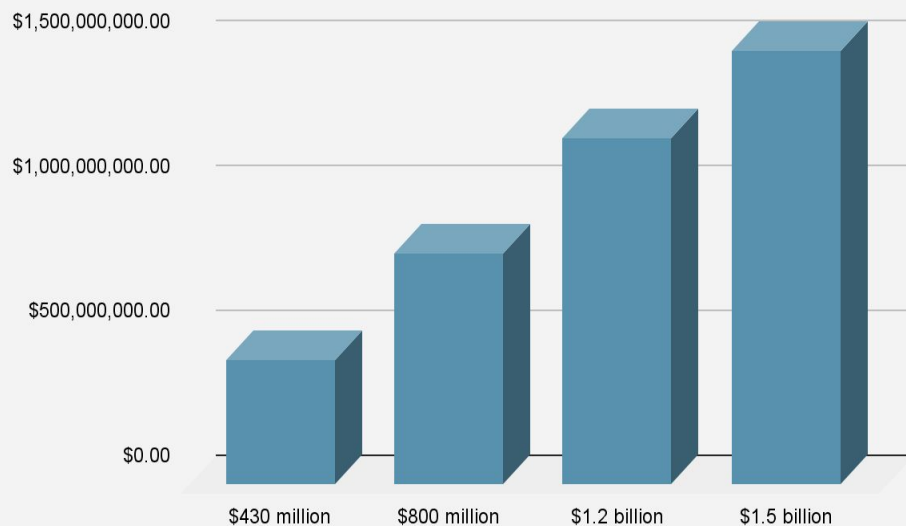
Shopify usage statistics in Europe - Websites per country



Shopify Ecosystem

- Shopify's app store nearly doubled in size in 2020, from 3,700 to over 6,000 apps.
- The Shopify Partner Program is a broad community of designers, developers, marketers, and affiliates who construct ecommerce websites, themes, and apps using the Shopify platform.
- There are almost 20,000 app developers and agency partners who assist organizations in growing by providing solutions for customer support, inventory management, and strategic information.
- More than 200,000 merchants were referred by partners in 2018, with 73 million products sold by merchants referred by partners.
- Shopify's total revenue for the full year 2020 was \$2,929.5 million, an 86% increase over 2019. Within this, Subscription Solutions revenue grew 41% to \$908.8 million, while Merchant Solutions revenue grew 116% to \$2,020.7 million.

Estimate value of the partner ecosystem per year 2016-2019



The BIG Problem

Improved business processes, customer service, sales management, marketing, accounting, employee management, on-time shipping, and so on, as a company grows, technology is required to keep all of the business procedures effective and efficient. This is why, in order to accelerate expansion, many Shopify eCommerce merchants are turning to enterprise resource planning (ERP) software.

Shopify has number of disadvantages that influence the merchants to look for an ERP system, like:

- Necessity to subscribe to, and install a variety of apps in order to maintain a unified business management.
- Different apps require different platforms to which you and your team must adapt in order to get the best outcomes.
- The apps subscription cost significantly adds up to the monthly subscription.

In June 2019, Shopify announced: 25.8 million total number of apps installed

87% of merchants use apps, of which the Shopify app store offers more than 2,400 (the majority are paid apps)

Shopify announced in September 2018 that merchants have spent more than \$100 million in the App Store to far

From 2011 to 2018, more than 12 million apps were downloaded

87% of merchants say that they rely on apps to run their business

Despite the fact that web hosting is included in all Shopify services, Shopify does not include email hosting and a paying app is required for this process

Our Merchant Solution

The implementation of Odoo ERP and the Odoo - Shopify connector helps companies deliver goods to their customers faster, implements inventory control, and increases productivity. It can also facilitate better customer communication through reliable tracking of potential customers, opportunities, and quotes.

The benefit of using the connector can be of high value for your online store and all around for your business. With the connector, you can significantly increase data exchange speed by eliminating the time-consuming manual data entry process, which will improve the rate of information exchange, thus improving customer service efficiency and customer satisfaction.

The connector is simple and easy to use and can be implemented for only one or multiple stores simultaneously and various sales channels, ensuring streamlined business organisation and higher revenue!



The solutions process



Why Network with Partners

A cross-selling opportunity in which we assist you in selling your goods while also inviting you to promote ours!

We can assist you in growing your company's customer base by connecting you with potential customers in Germany!

In addition, we can serve as their Shopify backend solution.

We will provide you with:

1. We'll compile a list of Shopify merchants with significant monthly income
2. As well as promotional materials
3. Training
4. Consulting services for your customers

	A	B	C	D	E	F
1	First name	Last name	Email	Phone	Shop URL	Company Name
2	Adriaan	K	adrian@temperworks	02 228 14222	https://temperworks.com	Temper & V
3	Scott	C	prison@team10.com	+31 6 27380345	https://team10.com	TEAM10
4	Jordy	C	jordy@thebest.com	+31 68110752	https://thebest.com	THE BEST
5	Eleanor	H	elleanor@thinos.com	+31 20 7271186	https://thinos.com	THINOS & V
6	Boyan	S	boyan.s@theoceancleanse.com	+1 201 188 18 184	https://theoceancleanse.com	The Ocean Cleanse



Our Value to our Partners

We aim to build a network and require partners to train our end-customers and assist you in managing your own, therefore this is a consulting opportunity for your clients.

1. The software is an on-premise solution, an open source network based on source-core that allows organizations to adapt to our system with complete flexibility.
2. The list price is somewhat less than 5000 EUR, our partner receives 50% of the software commission, you receive half of the license fee, and we receive the remaining 50%.
3. Our servers host the system, which may be accessed from anywhere.



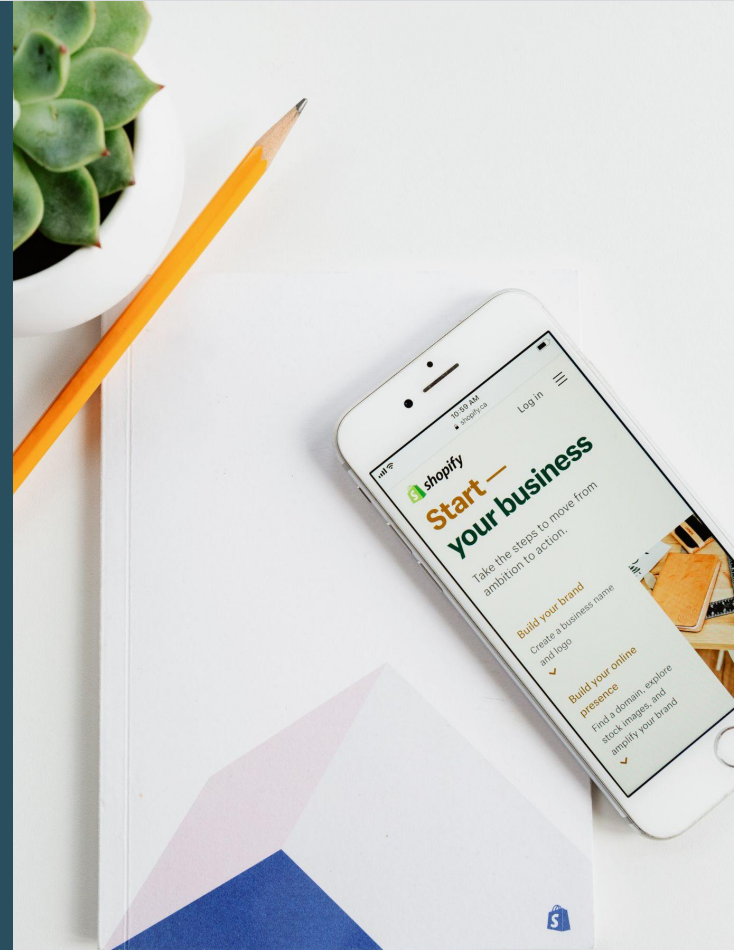
About Simplify-ERP, the Software Publisher

Simplify-ERP® offers retailers, wholesalers and pure-play online retailers complete solutions for future-proof commerce on the Internet.

If your customers have a webshop and merchandise management, our solutions and software components will complement their offering for a broader market presence, increasing online sales, and higher operating margins.

We provide integrated backend solutions for Shopify merchants, Odoo as ERP back office connected with Shopify's sales frontend.

With our Odoo Shopify Connector, we help the merchant integrate their existing Shopify store with Odoo and ensure a live data transfer between the frontend (Shopify) and the backend (Odoo).



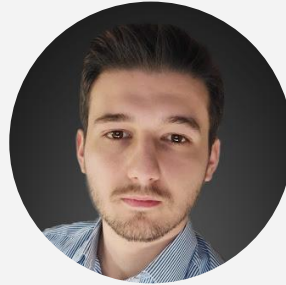
Let us Onboard you into our Partner Network



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