

Published based on [Ecommerce: How B2B Businesses Function In It](#)

Ecommerce: How B2B Businesses Function In It

Did you recognize that b2b accounts for the bulk of e-commerce? That's right, even though there are hundreds of thousands of retail stores out there, b2b makes up the a lot of e-commerce! Some people find it rather astonishing when they realize that business is gravitating towards the web and that it's not just all about eBay and retailing to individuals. So if you are thinking that online business could be an area that you would like to foray into, here's some information that can help make your life a whole lot easier.

One of the ideal methods to run business online by way of retailing. In fact the majority of websites are created to sell, whether it's selling to the general public, promoting items and services or retailing to other business. If you choose that you would like to get into some type of retailing, whether that be retailing items to end users, or providing a middleman service to retailers, you need to get yourself a wholesale supplier. A wholesale merchant is where you will source the wholesale merchandise that you are planning to vend. It makes no difference what those items are, whether they are [dollar store merchandise](#) or even [as seen on tv products](#) every item goes through a wholesale retailer.

Recall when we were discussing that b2b accounts for the bulk of business online? Well, you'll learn that its most likely that your wholesale retailer has a website you can visit. If it's a good wholesale source, that website will also act as an interactive catalog that will show you what products are available, in what quantities and how much they cost.

Some wholesale merchants also supply a drop shipping service, and you may be able to employ this as a b2b bulk submit for the orders that your consumers place. A wholesale supplier is key to your success in the online world, they will provide you the best prices for your items and a good reliable service to sell those [dropship products](#) at the same time.

So what is the disparity between a wholesale merchant and a wholesale supplier that provides drop shipping? In general, you can employ b2b bulk submit order for both these kinds of sources, the difference being that with a straight wholesale supplier, the items will be transported to you and it will be up to you to get them to your clients. If you have a drop shipping arrangement in place, when you b2b bulk submit your orders, they will be transported straight to your customers.

Dependent upon the business pattern you intend to use, both these approaches are good ways to work, although you may find that one is simpler than the other if you are operating a business online.

It's a wonderful concept to research your choices and learn who is the best b2b supplier that you can utilize. There are many organizations out there that are only in place to assist other businesses and wholesale supply is one of these – if it makes your life easier using a total online e-commerce solution – then don't you think you should begin doing exactly that today?

You can also find this article published on [Ecommerce: How B2B Businesses Function In It](#), and on the tag pages [auctions](#), [drop shipping](#), [online merchandise](#), [products](#), [sources](#).