

# How can fulfillment services help your business grow?

by Tony Pires

Outsourcing your fulfillment can provide a business with a partner who is skilled, knowledgeable, and experienced in meeting inventory management, distribution, shipping and storage needs.

***Using a fulfillment service increases your business while at the same time helping to minimize the costs associated with the potential increase in business.***

We like to simplify it by offering these 4 reasons that seem to help see the value in fulfillment. So, we thought we would share them here with you.

## ***Fulfillment lets you work on your business***

Packing, shipping, distribution and managing inventory is not what gets you excited each day (it's does for us) Having a partner who can handle the day to day details of this aspect of your business helps you to focus on the part of the business that you enjoy and will help you grow and be profitable.

## ***Fulfillment helps turns fixed costs into variable costs***

Seasonal or fluctuating business volume can greatly increase your costs. Increased warehouse space needed during these times can become very costly when it remains empty during the slow season. Rent, utilities and insurance are fixed costs that a business has to pay for whether they are busy or not. Fulfillment can help control these costs when sales are up or down, which we all know is nice for cash flow.

## ***Fulfillment reduces your staffing & equipment needs***

The need for extra employees, training, payroll and benefits such as vacation and sick time are one of the largest expenses for most businesses. Never mind the expense of equipment and software to process your material. With fulfillment services you only need to ensure your product is delivered to the warehouse.



They take care of all the other expenses associated with the distribution. No idle workers and no idle equipment to worry about.

## ***Fulfillment providers are experts***

When your customers are expecting to receive your product on time and in good shape, having the knowledge to ensure it is packed and shipped correctly is not something to take for granted. No one wants to have their package sent overseas and then get stuck in customs because they didn't fill out the paper work properly. Fulfillment providers are experts and experienced in working with all shipping providers.

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