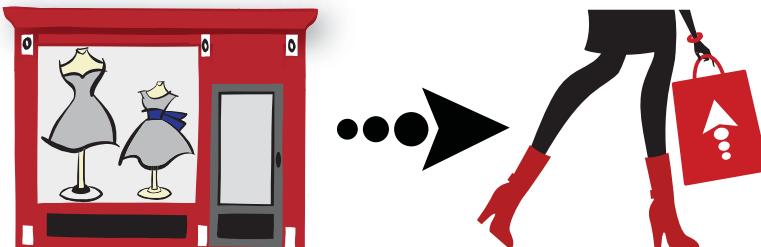# Let's Make a Deal...

Retail does not always follow the perfectly straight line of the supply chain. In a resale retail environment, the store buys from the customer. According to the Association of Resale Professionals, retailers selling gently used items is growing 7%, year after year, borne out of customer desire for high quality merchandise at lower prices. The exchange can be completed at the point of sale for either cash or trade credit.

Features/Benefits
- Negotiation calculator
- Cash payout or trade credit
- Payout locally or centrally
- Offer trade credit incentive
- Trade credit on fee-free trade cards
- Fully integrated CRM
- Eliminate data re-entry
- Detailed reports
- Signature capture
- Scan driver license to capture customer information

Traditional Supply Chain Model

Retailer sells to Customer

Customer sells to Retailer

Buy/Trade Consignment Model

BUY/TRADE

The Buy/Trade process occurs when a customer brings items to the store to sell to the retailer. The retailer either exchanges the item for cash or trade credit. The trade credit is loaded onto fully integrated, fee-free trade cards. Celerant has a built-in cash/trade calculator to facilitate the transaction between you and the seller. You also have the ability to offer higher trade credit than a cash payout, creating an incentive for the customer to use the trade proceeds at your store so your payout becomes a sale!

CONSIGNMENT

During the consignment process, the customer will still have ownership of the used item, while it remains on sale at the store, and will only receive reimbursement if and when the retailer sells the item. If the retailer manages to sell the item, the customer will be reimbursed, based on the consignment percentage of the price that the item is sold for.

ALL IN ONE

Celerant provides the tools and functionality that you need for carrying out and processing buy/trade and consignment sales for used items. A robust set of auditing tools makes payouts and detailed reports easy. Celerant allows the buy/trade or consignment payout locally, at the shop level, or centrally, at the company level. An integrated CRM captures customer information from a scanned driver license to eliminate the need to re-enter data. A signature can be required upon cash/trade and consignment redemption.

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