

Business Solution Partners and High-End Kitchen Appliance Dealers



A Brick-and-Click Appliance Bundle

To help high-end appliance dealers create a high-touch experience for their discerning customer base, NetSuite and Business Solution Partners offer the “Brick-and-Click” Appliance Bundle, which can be used in both brick-and-mortar and ecommerce selling environments.

BSP NetSuite Bundle for Appliance Industry:

- Integration to buying group retail deck
- Extended warranty management
- Add-on required and optional items
- Rebate management
- Delivery routing and management

The Brick-and-Click Appliance Bundle Helps Dealers

- Extend a positive shopping experience.
- Respond faster to customer requests.
- Minimize process gaps.
- Master the art of omnichannel distribution.

Luxury is a High-Stakes Game

- Sales of high-end appliances isn't like a Big Box store taking an order and delivering a \$1,000 refrigerator.
- One Sub-Zero refrigerator retails for more than \$10,000.
- To build out their kitchen suites, homeowners will add \$5,000-\$10,000 stoves, cooktops, dishwashers and wine storage units.
- Combined with high-end cabinetry, flooring and lighting, these kitchens can be worth \$50,000 to \$100,000 each.

Business Solution Partners' Customers

- Small, single-location dealers with \$5 million to \$10 million in yearly revenues.
- Multi-location companies that bring in \$30 million to \$50 million annually.
- Rely on legacy systems that are antiquated and that don't integrate with other applications.
- Transition to NetSuite ERP with BSP's “Brick-and-Click” bundle within six months or less.