

## Reseller & Corporate Purchase Partnership

At **Volcora**, we take pride in our products and our services to deliver the best POS Hardwares and Cash Management Solutions to our clients. With the increasing demand from resellers and corporate purchase clients, we have branched out to introduce our B2B partnership models for a convenient and flawless experience towards our enterprise partners. **Please note this is not the program for distributors.**

This document outlines the two models we currently offer for our North America reseller and corporate clients. For more information, please contact your sales representative or [sales@volcora.com](mailto:sales@volcora.com). Thank you for your interest and we look forward to working with you in delivering the top cash management and POS hardware solutions.



### Bulk Order (MOQ 11+)

The more traditional partnership is through a bulk ordering agreement, where Volcora and its partners enter a mutually agreed quantity, price and frequency of specific product(s). A greater discounted rate will be applied based on the order quantity. Bulk orders may be placed either via sales representatives or online. Benefits of leveraging bulk ordering partnership include having the ability to keep the inventory in stock and knowing the cost upfront, while being able to control the fulfillment process.

The Bulk Order Partnership workflow works as the following:

1. Partner makes a purchase order of X amount of product(s)
2. Partner makes payment as instructed
3. Volcora fulfills the bulk order within 3-5 business days (if in stock)
4. Depending on the agreement, Partner or Volcora arranges shipping method for pickup and delivery

### Volcora Drop Shipping Services

Introduced in 2021, we are now offering Volcora Drop Shipping Services (VDSS) for our US based destinations. Through this service, our reseller partners can place an order on behalf of their customer at discounted rates (based on retail price at time of purchase) through our website and have the item shipped directly to their customer. A great advantage of utilizing VDSS is our partners never have to hold on to the inventories, while offloading the hassle of order fulfillment and shipping to us.

The drop-shipping process just takes 3 simple steps:

1. Partner receives an order from their customer
2. Partner creates an order at a discounted rate to Volcora on our web portal, payments are made at the time of order creation.
3. Volcora fulfills and ships the order directly to the customer via our preferred carrier

## Getting Started

To begin our partnership journey, please follow below easy steps so we can get to know your needs better and tailor our partnership accordingly.

1

Fill out the Partnership Intake Application Form below with as much details as possible:

<https://volcora.com/pages/volcora-partner-intake>

2

Once submitted and approved, sales representative will contact you regarding next steps for agreement, terms and rates discussion.

3

You will receive your partnership code for purchase. Simply place your order online OR contact your sales representative to purchase