# Komet to Komet
# Quick Start Guide

kometsales

K2K

# Overview

Welcome! This guide is designed to get you started on the Komet to Komet for Product Availability integration.

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### What is K2K?

Komet to Komet (K2K) is a sales network that allows companies that are using Komet Sales to share their inventories in real-time with other companies that are using Komet Sales. Those companies can purchase those inventories and offer them via e-commerce to their customers.
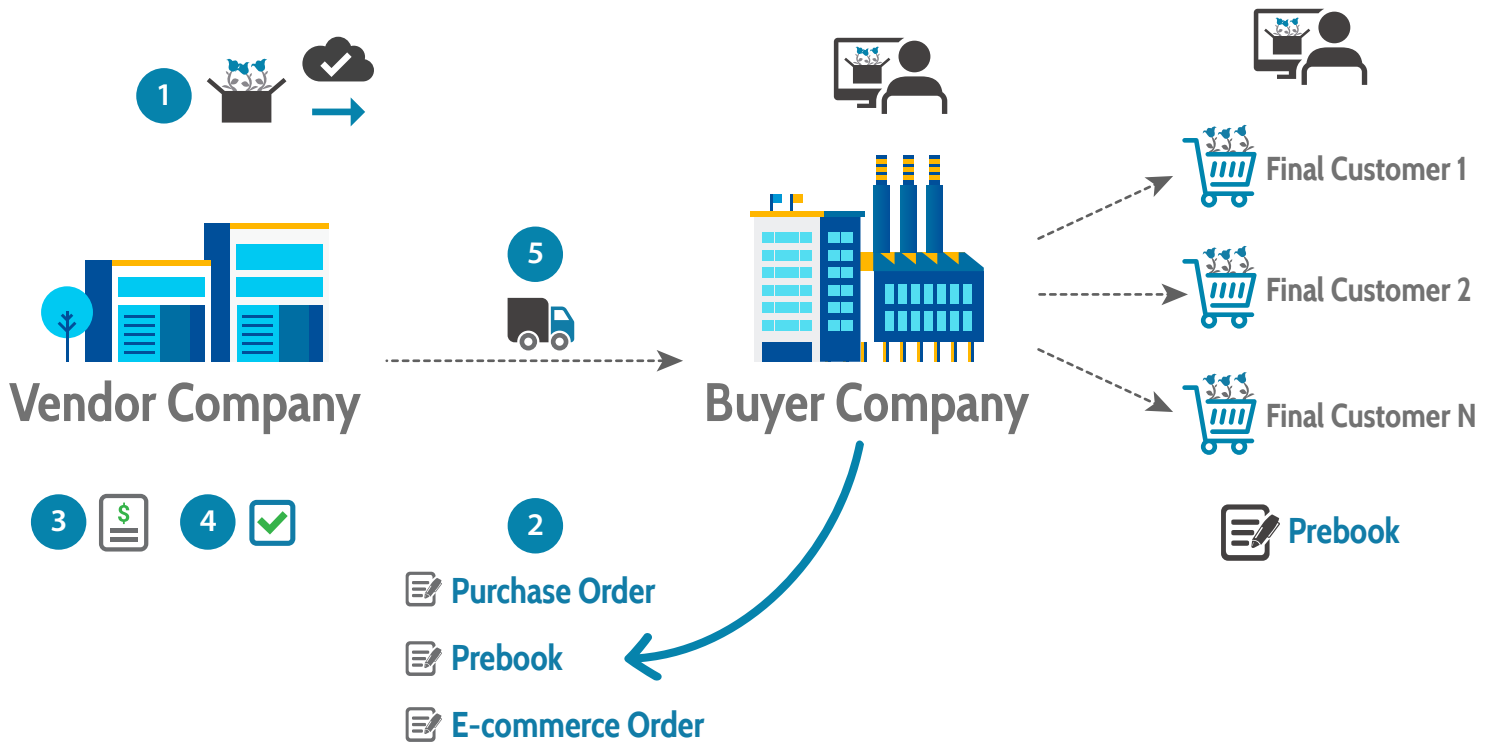
### How Does K2K Work?

Vendor Companies (usually an importer) display their product availability on the Buyer Company platform (usually a wholesaler or another importer). Once this happens, products can be purchased by salespeople, procurement team of the Buyer Company or can be visible on the e-commerce so all the customers of the Buyer Company purchase those products. As soon as a K2K product is requested, a sales order will be generated from the Vendor Company and once this is confirmed, the products to ship will appear on the Staging Area of the Buyer Company and the Vendor Company will proceed with the shipping process.

> ### Definitions 📖
>
> **Vendor Company (VC):** Usually, an importer. Is the company that is going to publish and transfer (if sold) its Open Market Inventory to the Customer Company.
>
> **Buyer Company (BC):** Usually a wholesaler or another importer. Is the company that is going to receive (and purchase if needed) the Open Market inventory availability of another company and offer it to their own customers through e-commerce.

# K2K Process Overview



**Vendor Company**

**Buyer Company**

Final Customer 1

Final Customer 2

Final Customer N

1

2 📝 **Purchase Order**

📝 **Prebook**

📝 **E-commerce Order**

3 4 5

📝 **Prebook**

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1. Vendor Company publishes and synchronizes its Open Market inventory so this is visible in the Buyer Company.

2. The K2K inventory is requested in three different ways from the Buyer Company:

   - Through a purchase order.

   - Through a prebook.

   - Through an e-commerce order.

3. The system creates an invoice in the Vendor Company.

4. Once the invoice is confirmed, the product is transferred to the Staging Area of the Buyer Company and associated to an AWB.

5. The Vendor Company proceeds to the shipping process (that can be done directly to the final customer or to the Buyer Company).

# How can I benefit from Komet to Komet as a Vendor Company?

Some of the K2K benefits include:

- You will no longer need to call your customers or send them your product availability. Once you set up, your products will be automatically shared to them and even invoiced so you will only need to take care of the shipping process.

- You will maximize your product visibility since your inventory will not only be visible to your customer's procurement team but also, through your customers' online stores.

- With K2K you will share inventory in real-time with multiple customers (all of those with whom you have set up the integrations).

- You will use fewer labels since the labels you use to ship your products will be used as receiving labels.

# How can I benefit from Komet to Komet as a Buyer Company (ie. Wholesaler)?

Some of the K2K benefits include:

- Display more product availability for your customers, since the inventory shared by your vendors will be visible not only by your procurement team but also by your customer, through your e-commerce.

- With K2K, you don't purchase a product until it's sold.

- The shipping labels your vendor use to ship the product will serve as receiving labels in your company.

# How can I set up Komet to Komet integration as a Vendor Company (ie. Importer)?

As an initial step, you have to make an agreement with the Buyer Company (a wholesaler or another importer) to proceed with the integration, then proceed to set up the following

- Set up the Buyer Company as a customer in your account.

- Activate and set up the E-commerce. Read Configuring E-commerce Settings for more information.

- Configure the Days of Service of the Buyer Company.

- Contact our support team so we can set up the integration.

For further information about the alternative settings, Buyer Companies have available read K2K: Vendor Company Settings.

## How can I set up Komet to Komet integration as a Buyer Company?

As an initial step, you have to make an agreement with the vendor Company to proceed with the integration, then proceed to do the next:

- Setup the Vendor Company as a vendor in your account.

- Set up the Shipping Schedule by Vendor or the Port Days setup for the Vendor Company.

- Enable the Inbound Truck Freight Option and enter a Cube Rate (In order to calculate the landed cost).

- Enable the Vendor Availability setting (Contact Komet Sales).

- Set up the currency for the Vendor Company (in case both have a different currency)

- Map the products coming from the Vendor Company in your account.

For further information about the alternative settings Buyer Companies have available read K2K: Buyer Company Settings.

## As a Vendor Company, how can I share my inventory?

Make sure to have products available in your inventory that fulfills the following conditions:

1. The Inventory Type is Open Market.

2. The product has a price.

3. The product must be in boxes.

4. The product cannot be in hold.

5. The aging of the product cannot be more than 10 days.

6. The product box has to have Box Dimensions.

**7.** If the setting Min Age and Max-Age for the E-commerce are activated, the inventory products to be published will be restricted based on the age set up.

**8.** The Local After value set up either per product or category will be also taken into consideration. This value will override the Max. Age setting, meaning that if you have a product with a max-age value of 7 but the Local After value is set at 6, a product with aging of 6 will not be synchronized.

## As a Buyer Company, How can I sell (and price) Vendor Company's inventory?

Vendor Company's Products shared through K2K can be purchased by your procurement team through a Prebook, or a Standalone PO. You can also offer those products through E-commerce. All you need is to go to the Staging Area of Vendor Availability section, map and confirm the product. Pricing is automatically set using your default margin setting. You may also manually adjust those calculated prices for this inventory from the Available items tab.

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# We're Here To Help You

## Still Need Help? Contact Us!

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**Send us an e-mail to**
support@kometsales.com
with your inquiry.

**Call us at**
+1 (786) 206-0554

**Use our Live Chat**
Star chatting with one of our
Customer Support Representatives.