

How Order Visibility Unifies Organizations & Their Partners

Legacy order-based systems primarily focus on visibility and often fall short of creating a fully digital supply network. The future for importers is an Import Management System.

Discover 12 reasons why in this handy infographic.

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The First Mile paradox & legacy laggards

With the explosion of eCommerce has come an influx of disruptors changing the shape of the Final Mile of the supply chain.

Consumer expectation has driven the need for goods to arrive on-demand and in as little as 24 hours – giving birth to new tools and technologies that have streamlined the downstream process.



While attention and heavy investment has been made at this final step however, few importers have turned to assess arguably the most crucial element of their supply chain: the First Mile.

It's here that businesses have the ability to select, inspect, and affect what ultimately arrives at destination.

Ensuring that what they order, is what they get.

The future of your business depends on an Import Management System

(And Mercado is perfectly poised to help)

Mercado is an Import Management System (IMS) designed to help businesses rely less on Microsoft Office and email to manage millions of dollars of inventory across their supply chain – from First to Final Mile.

Improve your time to market

by connecting your suppliers, partners, and products. Gaining clarity, control, and confidence with the cloud-based Mercado supplier enablement solution.

Increase sales

by connecting your products with customer demand. Inventory management with complete visibility, analytics, and transparency.

Reduce expenses

by connecting your teams and partners. helping you to achieve your business goals with a fully connected, predictable, and digital supply chain.



How order visibility unifies your imports, business, and partners

1

Forecasting

The key to ensuring all of your partners can deliver as expected, forecasting is a crucial element of your supply chain. As orders are placed months in advance of arrival, Mercado provides advanced and accurate forecasts to all supply chain partners, optimizing cost and availability.

2

No Shows

One of the highest costs for any business is a 'no show'. If a trading partner applies resources against a booking (such as a container, for example) and the product isn't ready, it costs everyone time and money. Mercado's production monitoring tools ensure everyone is 'in the know'.

3

Change Management

60% of all orders undergo changes during production, with an average of 7 changes per PO. These changes impact everything from design, to margin, to supply chain operations further downstream – making it critical that even the smallest of changes are tagged, tracked, and communicated. Mercado's change control tools ensure changes are documented and all parties are alerted, every step of the way.

4

Production Status

Imported products are 'made to order' and take months to complete. Knowing the exact status of your order improves your ability to support demand, reduce inventory, and reduce expense. Mercado's production control tools track your product at every critical stage – from sample to booked – and alert you if anything is not going according to plan.

5

Destination Receiving & Planning

From a receiving and planning perspective, the sooner you have accurate and detailed information about the status of your products the more efficiently you can process it and send it to market. Mercado updates your ERP & WMS in real-time, so you know the exact disposition of your products throughout their journey.

6

Customs Clearance

Delays in clearing your goods can cost significant time and money. Most processes businesses rely on today are paper intensive and highly susceptible to errors. The Mercado IMS automates this by validating and digitizing the information at inception, and sending it electronically to your broker thereby eliminating the need for paper and manual intervention.

7

Common Language & Process

One of the biggest challenges for importers is keeping everyone on the same page. Up to 7 departments have a major stake in the process, each having their own unique needs and 'language' to communicate. Mercado unites your teams and provides each with the exact information they need through a single source of truth. One team, one goal.

8

Demand Planning

With the rise of eCommerce, customer demand never sleeps as product orders can be placed 24/7 with an ever-increasing expectation that they will arrive within hours. In reality, products take months to plan, make, and move. Mercado digitally connects your product status throughout its lifecycle, so demand planners have a continuous pulse on the status.

9

Event Planning

Events are carefully orchestrated to optimize sales for holiday, product launches, and promotions. This 'orchestra' relies on a conductor to keep everyone playing beautiful music together. Mercado performs this role for your imports through automation, workflow, and process – so your team doesn't miss a beat.

10

Lead Time

Up to 75% of a product's lead time is due to custom manufacturing. If anything goes wrong during that time – including production delays, quality issues, and miscommunication – it can dramatically increase your overall lead time. Mercado digitally connects you with your suppliers, improving communication, control, and confidence that your products will be produced in the most efficient and timely manner.

11

Equipment Utilization & Optimization

A lot of money is wasted due to under utilized or improper equipment, yet this doesn't need to be the reality. The purchase order contains all the information they need to optimize assets and Mercado ensures this information is easily shared and continuously updated, so your entire network can achieve the lowest costs to track and transport your product.

12

Network Compliance

Up to 12 business entities are involved in getting product to market, with each playing a critical role in sourcing, inspecting, manufacturing, transporting, or clearing your goods. Mercado connects all of these entities to create a single, digital supply network. Keeping all parties in the know and in compliance with your standards and requirements.

Get started with Mercado

Discover how to transform your supply chain and build true order visibility into the heart of your business today.

Book a 1:1 slot with the Mercado team

mercadolabs.com/demo