



ORDER FULFILLMENT / WAREHOUSING / ASSEMBLY

# Succeed Together



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**Ethan Chang**  
ChinaDivision CEO



Dear clients,

Since the beginning, we have fully understood the critical role we play as a loyal partner of our clients' businesses. We help eCommerce businesses streamline and grow. Whether you are a startup, established online store or a crowdfunding creator on Kickstarter, our experience team of experts is here to provide you with the best eCommerce order fulfillment service in responsive customer support and competitive price.

We deliver a seamless eCommerce fulfillment experience integrated with multiple eCommerce platforms, such as WooCommerce and Shopify. Besides, we offer fast worldwide shipping, real-time order and inventory management and a series of value-added services to help your business scale and grow cost-effectively, while quick order processing and custom packaging keep your customers happy.

ChinaDivision will continuously strive for unparalleled excellence. We are confident in the value and transparency that we offer to eCommerce sellers and we look forward to our cooperation with you.

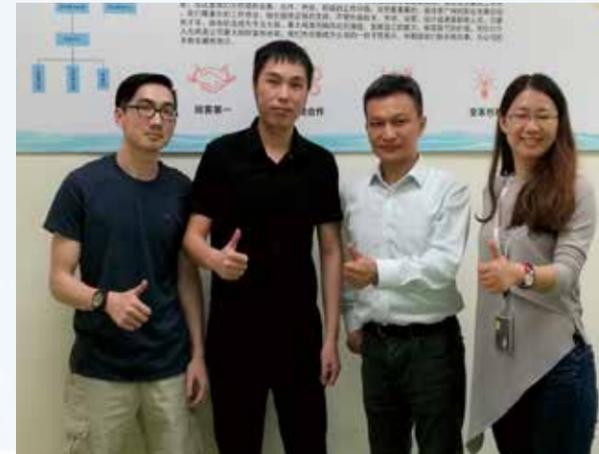


ChinaDivision is a full service order fulfillment provider for e-commerce online sellers and crowdfunding project creators from Kickstarter and Indiegogo, providing a comprehensive and customized one-stop solution ranging from China sourcing, China warehousing, order fulfillment to global shipping.

Online merchants finally find the right products with very fair price they cannot find elsewhere with help of ChinaDivision. They also partner with ChinaDivision to grow their business to a brand new level. At ChinaDivision, all the employees are committed to helping clients grow their business in a cost-effective way (both time and money) and keep their customers happy.

ChinaDivision is a famous B2B brand of CNstorm Co., LTD (which was founded in 2011 and engaged in sourcing and shipping products to overseas Chinese globally).

ChinaDivision CEO Ethan Chang (second from left) was invited as a VIP guest to join the PayPal 2015 Cross-Border e-commerce Conference



PayPal senior leader visited ChinaDivision (from left to right: head of ChinaDivision order fulfillment center Michael Chan, ChinaDivision CEO Ethan Chang, Head of SMB, China Director of PayPal Vince Lee and his assistant Chris)



CNstorm vice president Wade Pan (left one) accepted the award for "PayPal Outstanding Business 2016" with other famous enterprises



Trophy cup of "PayPal Outstanding Business 2016"



ChinaDivision CEO Ethan Chang (left) with Mayor of Bao'ao District, Yao Ren (right) at ESCE (Edinburgh Center)



ChinaDivision CEO Ethan Chang in the ESCE meeting



CNstorm Was Awarded "PayPal Outstanding Business 2016" with other famous Chinese enterprises such as Ctrip and Globalegrow at the PayPal 2016 Cross-Border e-commerce Conference

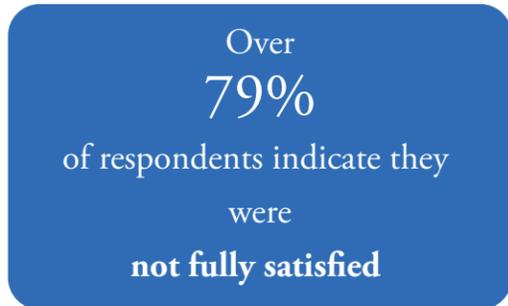


Xu Qin, Mayor of Shenzhen (second from right) shook hands with Ethan Chang, CEO of ChinaDivision (second from left) at ESCE (Edinburgh Center)

## Research I

B2B Order Fulfillment: Research on the Top Challenges of Delivering on the Customer Promise - By IBM Amplify 2016

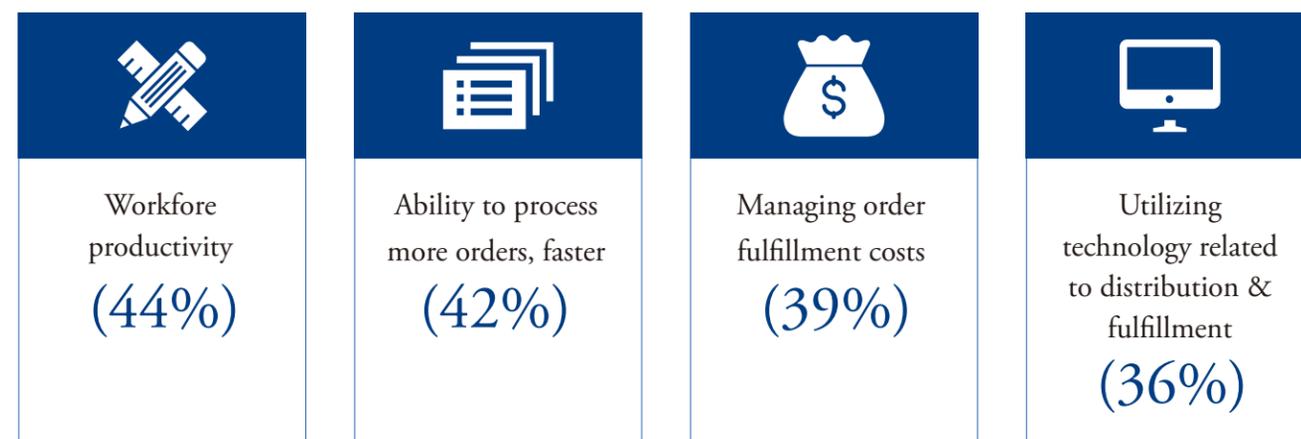
When asked...  
How satisfied are you with the effectiveness and efficiency of your fulfillment processes?



### Top Order Fulfillment Challenges: Related to Customer Satisfaction



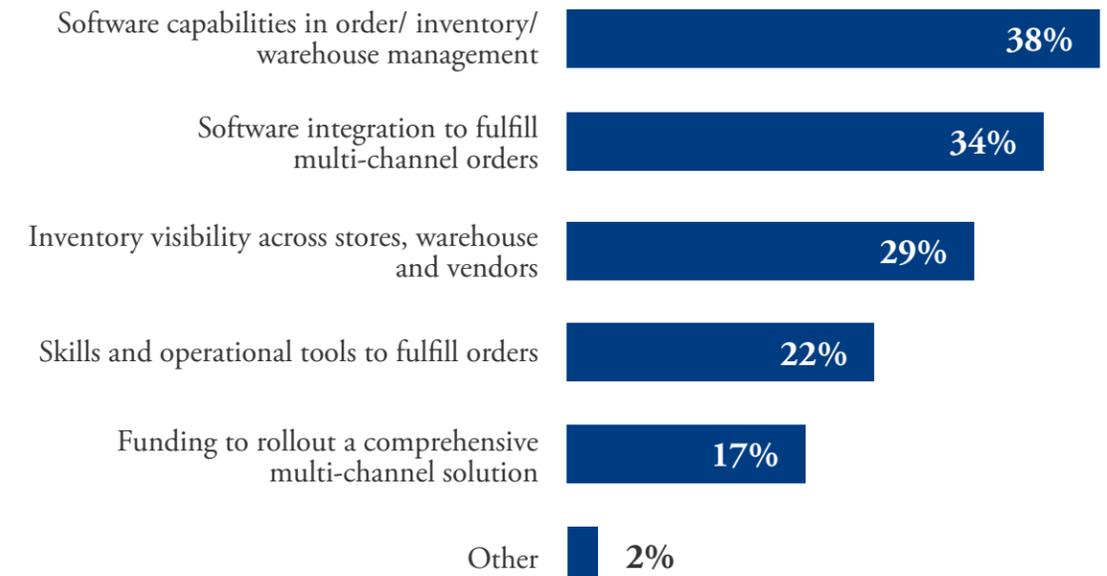
### Top Challenges: Related to Customer Order Management, Fulfillment and Distribution



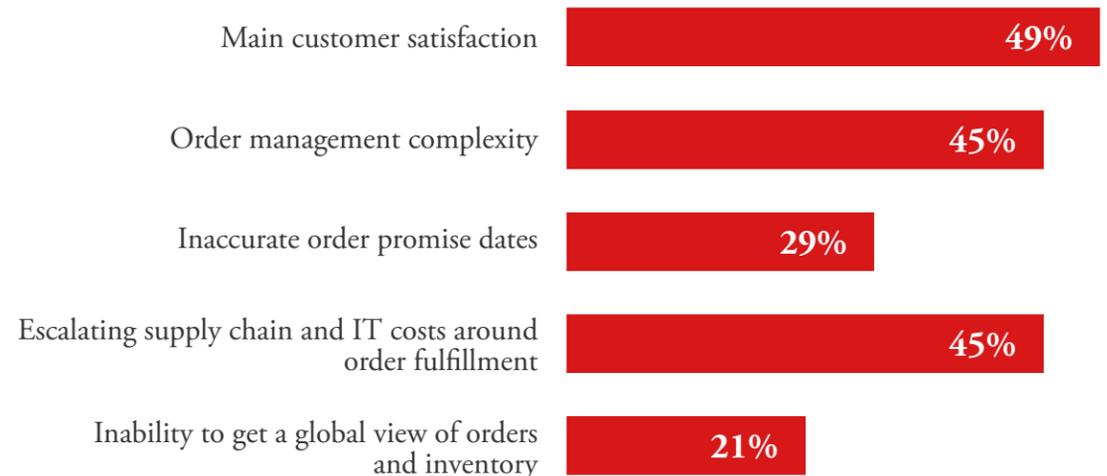
## Research II

Critical Issues and Challenges Related to Order Management and Fulfillment - By ORACLE AND CAPGEMINI

### Challenges in Offering Multi-Channel Fulfillment Options



### Top Inventory Management Challenges



## So, What's Bothering You...



### Business Scalability

My business develops by leaps and bounds, but...  
I don't have the ability and energy to process more orders faster...



### Brand Upgrading

I am looking to promote my brand via custom packaging with my own logo but...  
Amazon FBA only provides packing with Amazon brand logo...



### Technology Support

I sell on multi-channel platforms, but...  
I lack inventory and order management software to handle multi-channel orders...



### Fulfillment Cost

I want to expand my business to different markets, but...  
how can I manage order fulfillment cost concerning warehousing, picking, packing, shipping and taxes etc.,?



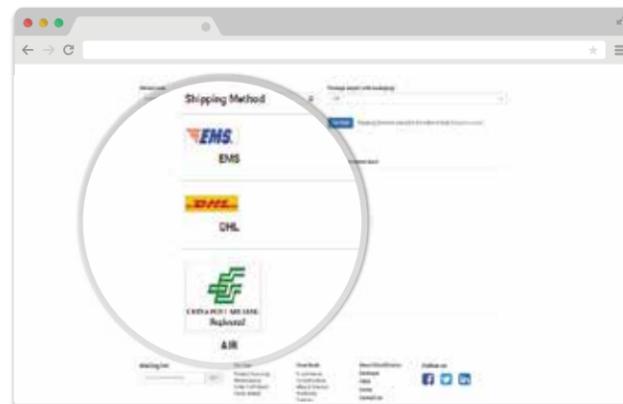
### Customer Satisfaction

- On-time delivery
- Accuracy of orders
- Fast turnaround time
- Updated shipping information
- Complete and clean packaging



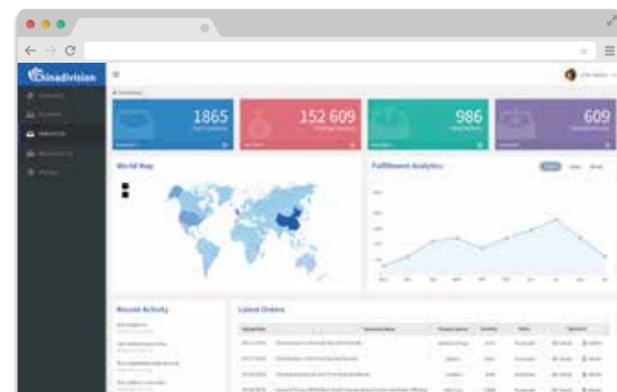
### Integrate with Your eCommerce Store

- ✓ Connect your store, download orders and generate labels in seconds.
- ✓ Ship your orders and automatically update tracking information on your store.



### Stay on Top of Your Costs

- ✓ Full cost breakdown for each order. Order handling, shipping cost, taxes. You know where your money is going to.
- ✓ Compare couriers based on price and delivery time.
- ✓ Reduce or avoid taxes reasonably.



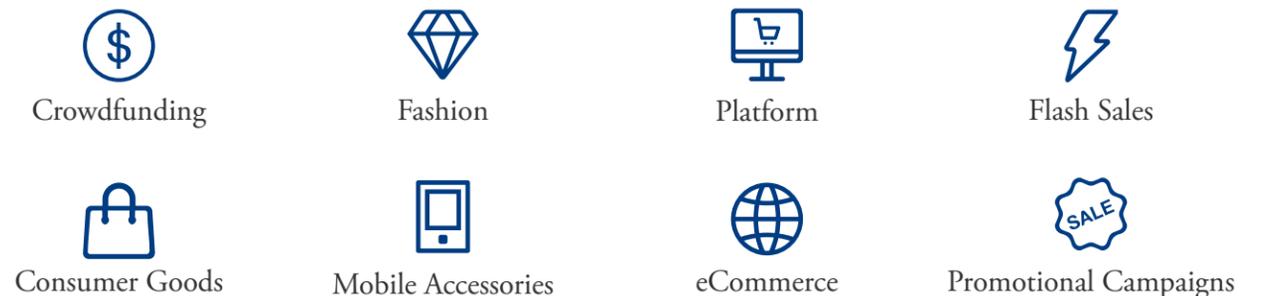
### Real-time Inventory and Order Management

- ✓ WMS (Warehouse Management System) is created for timely monitor and higher efficiency.
- ✓ You have 24/7 access to ChinaDivision dashboard to manage orders and inventory.

### How It Works?



### Industries Served



And More...

At ChinaDivision, we recognize that products you sell come in all shapes and sizes, so we tailor our order fulfillment infrastructure to the needs of your business. Whatever you sell on eBay, Amazon or other marketplaces, ship it with the experts of international shipping. We provide a one-stop solution covering sourcing, warehousing and shipping, with a full range of shipping solutions (Express, Postal Services and Dedicated Line) for each kind of product.



### Sourcing Service

Located in Shenzhen, China, the world factory, ChinaDivision makes the most of its strategic location to assist you in shortening supply chain and purchasing all kinds of products from China at competitive price and satisfactory quality.



### Fulfillment Service

Test orders are processed in advance to ensure that all systems are fully integrated and operational. Upon receiving an order, our professional packers will pick & pack and ship it in your preferred style. Barcode technology is used to reduce human errors and improve efficiency. Address will be identified before shipping and you can check logistics information on the dashboard.



### Value-added Service

- **Brand Upgrading:** We care about your needs for brand upgrading, so we offer customized packages and add marketing inserts to increase your customer loyalty.
- **Kitting & Assembly:** Pre-kitted packages save time and money for products that consistently ship together as a set. We have extensive experience creating multi-packs, club packs, promotion kits and other product kits.



### Warehousing Service

Contact your suppliers to send goods to the warehouse, and ChinaDivision will take care of the rest. Product quantities together with details will be checked and verified against the provided data before they are put on shelf. Free warehousing for 90 days.



**call us**

+86-755-21631556



**Send us Email**

info@chinadivision.com

	ChinaDivision	Shipwire	Amazon FBA
Sourcing Services	✓	✗	✗
Free Warehousing	For the first 60 days	✗	✗
Returns Management	✓	✓	✓
Minimums	✗	Minimum monthly account billing \$500	✗
Integration	Custom API, Plug-in for shopping carts and marketplaces	Plug-in for shopping carts and marketplaces	Plug-in for shopping carts and marketplaces
Setup Fee	✗	✗	✓
Pick & Pack	Per order	Per item (full pick fee+ additional pick fee)	Per item (depend on product size and category)
Customized Packaging	✓	✓	✗
Trustpilot Ratings	★★★★★	★★★★	★★★★★

Réalisation

Realization is a growing women's fashion brand from Australia. Since clothing products are characterized by high SKU counts, there are often mistakes during picking such as wrong color or wrong size. ChinaDivision utilizes barcode technology to improve fulfillment accuracy and efficiency. Returns are also checked promptly to determine if they can be restocked and resold, which greatly reduces inventory loss.



DealHippo is one of our clients for flash sales. Since order quantity is quite large everyday, DealHippo is looking for a fulfillment partner who has the capability to scale with their business. ChinaDivision offers API integration with DealHippo's shopping cart, thus orders can be downloaded automatically and processed efficiently. Almost 20,000 packages from DealHippo are picked, packed and shipped in two days.

MIXWIRE

Mixwire develops their own APP to sell quality non-branded fashion and targets at American market. Although price for product is competitive, shipping cost becomes a headache. ChinaDivision helps to figure out a cost-effective logistics solution by suggesting ePacket as the shipping method. Leveraging the good cooperation with ePacket in American market, ChinaDivision can offer heavily shipping discount.



ChinaDivision CEO Ethan ( fourth from right) with Mayor of Shenzhen, XU Qin (six from left) at ESCE (Edinburgh Center)

**ChinaDivision Attended the First Anniversary of ESCE (Edinburgh Center) and Assisted with Exhibit Transportation**

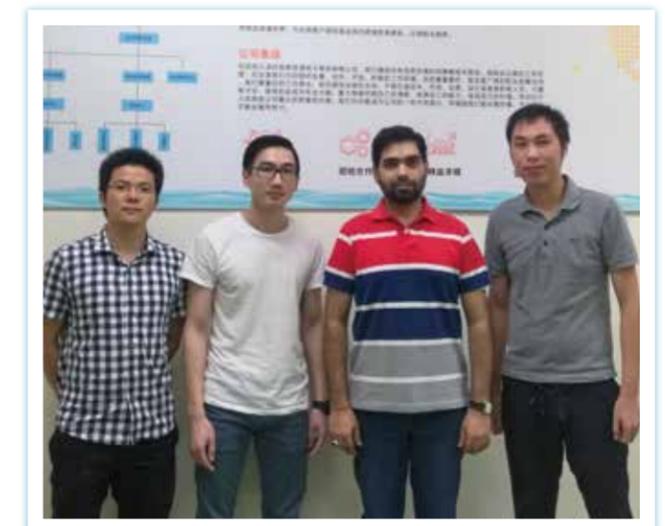
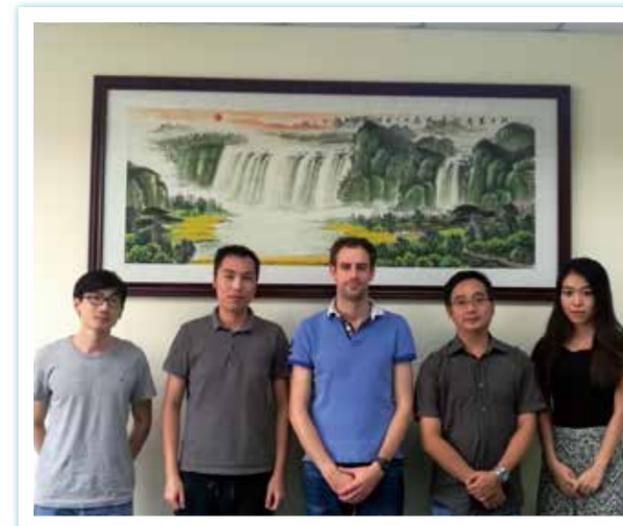
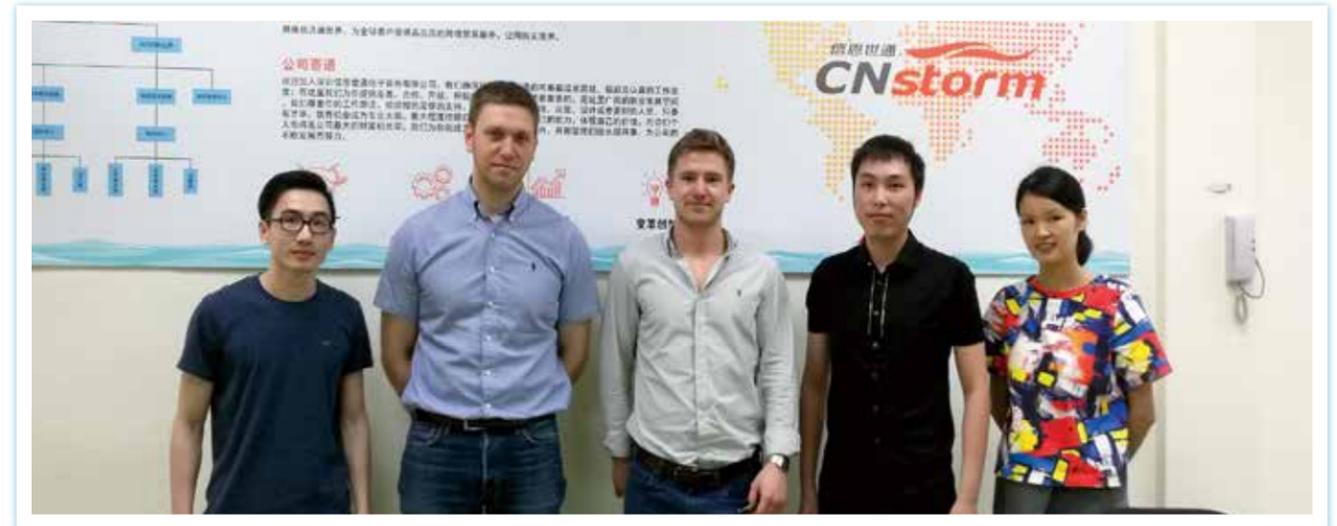
Edinburgh-Shenzhen Creative Exchange (ESCE) is a creative exchange program implemented on the basis of cooperation between municipal governments of Shenzhen and Scotland. It is aimed to enhanced cultural collaboration and increased exchanges between both nations.

On September 7, 2016, Edinburgh center embraced for its first anniversary. The project team of ESCE (Shenzhen Center) arrived at Britain successively to hold a series of industrial activities at the Edinburgh Center. Senior leaders of ChinaDivision attended the anniversary along with the delegation led by Mayor Xu Qin and Yao Ren. Besides, ChinaDivision also assisted with the exhibit transportation to Scotland.

It was a great honor for ChinaDivision to meet elites in different areas and share their perspectives of the global e-commerce. ChinaDivision will spare no efforts to meet the upcoming opportunities and challenges.



Ethan at the ESCE Edinburgh center



## Our Team

