

By Eric Lian



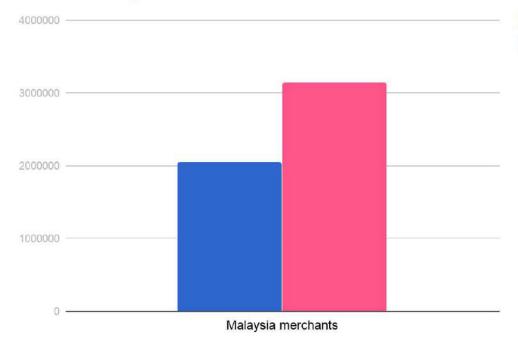
#### www.easystore.co



## Impact of MCO to online businesses

March Week 1
March Week 3

#### Online sales growth





## Agenda

How Traditional Business Go Online

How EasyStore Helps in Your Online Business



# How traditional businesses go online

Showcase traditional businesses



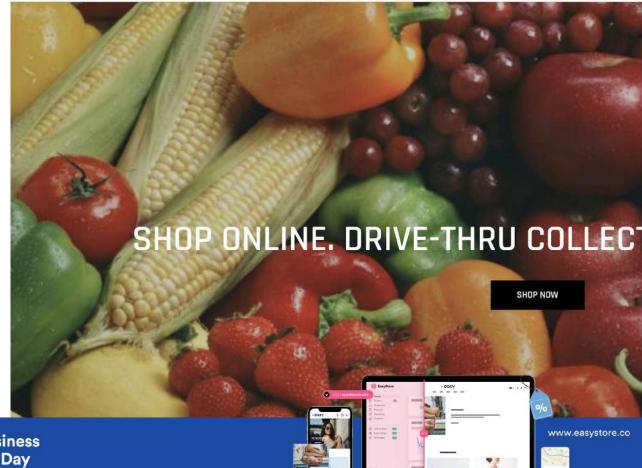
#### Case 1: fresco

- Started physical store since 2015
- Go online during MCO 2020



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#### **Case 2: Sunyours**

- Over 50 years business
- Started go online in 2012
- Online store created in 2018



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#### Case 3: adabi

- Since 1984
- Created their online store in 2018
- Now also available on Lazada, Shopee, Tesco eshop, more



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#### Case 4: Jia Xiang

- Home business in Pangkor
- Distribute to over 30 shops in Malaysia
- Online + offline



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## Popular issues when going online

Menu

Customer service

Orders management





#### Menu

No catalog/ hard viewing catalog

Lack of product description



Sunday 3:03 am

Hi, how do I order for white and red kimchi?

One small and one big size

Hyo Product List
Red Kimchi 300g - RM 16
White Kimchi 300g - RM 16
Golden Kimchi 300g - RM 16
Spring Onion Kimchi 300g - RM 16
Danmuji 300g - RM 10

Hi dear, here's the price list!

for your information, previously

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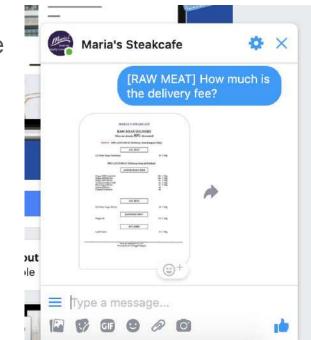




#### **Customer service**

Daily FAQ

Complicated purchase procedure



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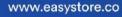
## **Order management**

Manual order recording

Manual payment status update

Manual delivery status update







# All these require Time, Cost, Human resource





## How EasyStore helps

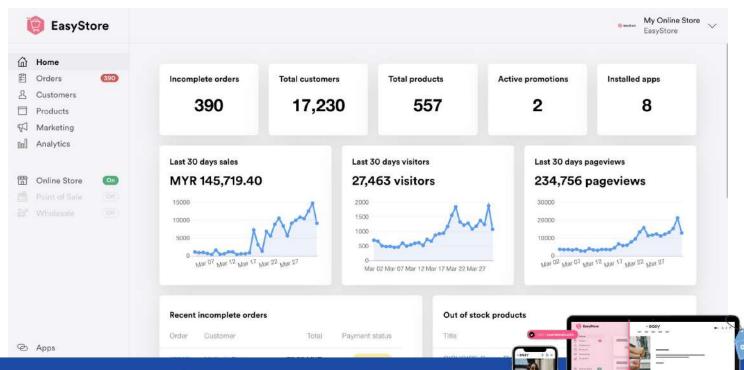
Time - Launch in day/days

Cost - Low cost barrier to start off

Human resource - No IT team needed

www.easystore.co

## What is EasyStore



www.easystore.co

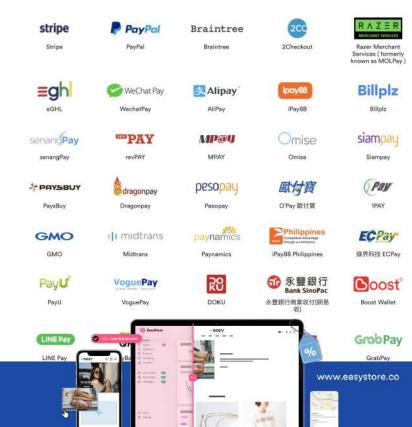
## **Build Your Online Store in 1 Day**

- ★ Payment Method (Visa Master, online banking, QR Pay)
- ★ Shipping Method
- ★ Product Details
- ★ Setup Your Own Theme



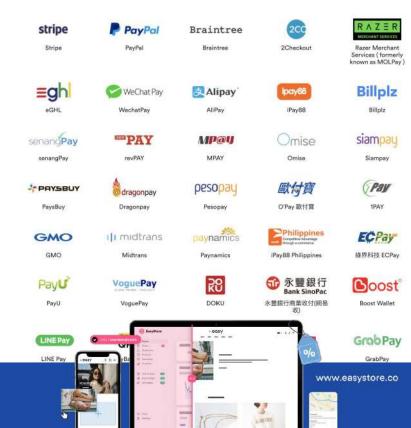
## **Accept Payment**

- ★ Manual Payment or Payment Gateway?
- ★ No transaction fees



## **Accept Payments**

- ★ Documents (ACRA, Company Bank Acount)
- ★ Instant Sign Up: Stripe
- No document needed: Paypal



## **Shipping Method**

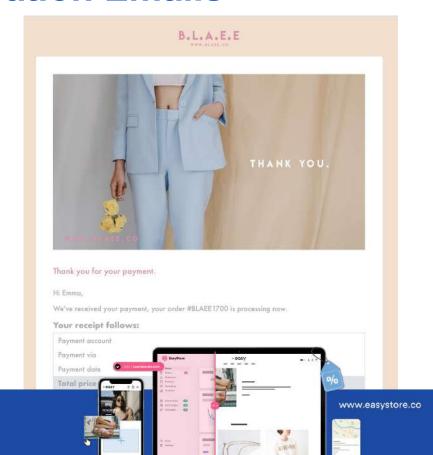
- ★ Singapore Shipping Partner: EasyParcel
- ★ EasyStore Most Used Feature:
  - Auto-fulfillment
  - Auto filled airway bill



#### **Automated Notification Emails**

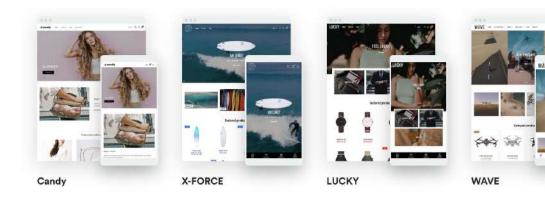
#### ★ Notify your customers

- ✓ Register account
- ✓ Payment made
- ✓ Tracking number
- ✓ Refund notification
- ✓ Cancelled order
- ✓ Abandoned cart



#### **Theme Templates**

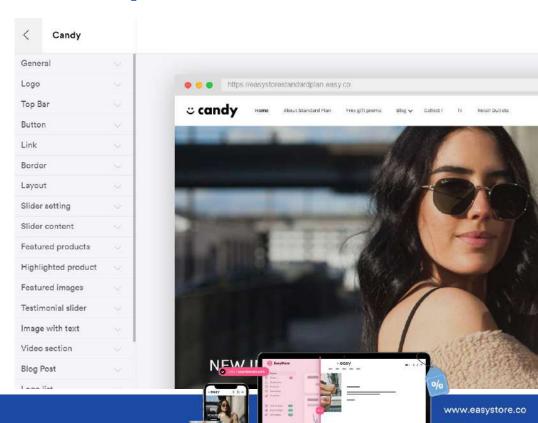
- ★ Free templates
- ★ 1 click install
- ★ Customizations/ HTML, SCSS
- ★ Optimized in all devices





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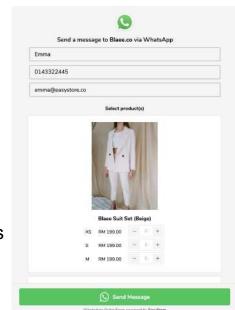


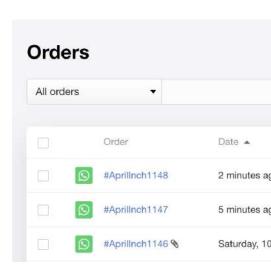
## WhatsApp & LINE Order Form

★ Receive orders via WhatsApp & LINE

★ One-click order & complete payment

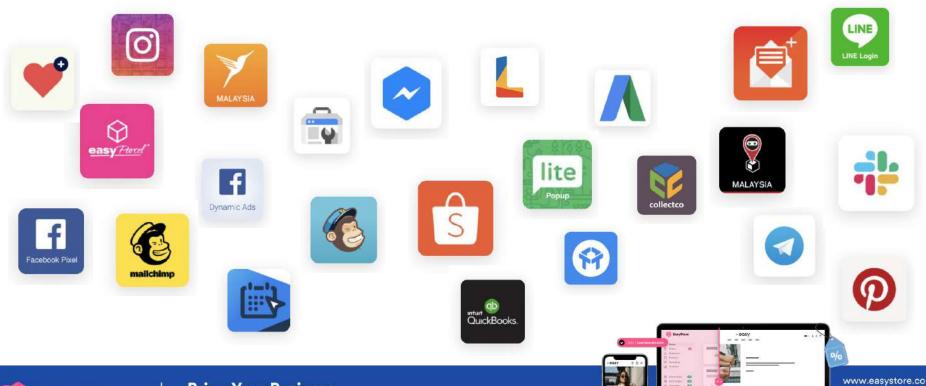
★ Follow up with customers when the order is not complete
 (abandoned checkout)







## 100++ Plugins





# S\$150 for One-year Online Store



