

# Alibaba.com and Bigcommerce Streamline Sourcing to Selling for Online Businesses

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[Bigcommerce](#), the ecommerce platform of choice for fast-growing brands, today announced a new partnership with Alibaba.com to provide merchants with greater global access to products and services. As part of the partnership, Alibaba.com, the leading platform for wholesale trade, will integrate its buyer and supplier network with Bigcommerce's robust, easy-to-use ecommerce platform.

According to industry research<sup>1</sup>, 84% of online sellers find that establishing a drop ship supplier or wholesaler relationship is the #1 roadblock to starting an online business. The new Bigcommerce-Alibaba.com partnership brings together online businesses with trusted suppliers to make it easier to find, purchase and stock products from all over the world.

- **Shortened sourcing cycle:** Bigcommerce merchants can source products directly from manufacturers around the world — including the ability to find suppliers and receive quotes within 48 hours with the [AliSourcePro](#) service.
- **Convenient access to new and hard-to-find inventory:** Finding new and niche products is made easier for Bigcommerce merchants with the integration of Wholesale Checkout, Alibaba.com's wholesale marketplace with products at low prices and low minimum order quantities.
- **Simplified buying process and streamlined checkout:** Bigcommerce merchants will have single-click access from the Bigcommerce platform to Alibaba.com where they can easily find products, register and complete purchases.
- **Safe and secure way to connect with trusted suppliers from around the world:** Bigcommerce merchants can purchase goods directly from the world's leading network of independently verified manufacturers. Merchants also receive access to Alibaba.com buyer services such as Escrow, a payment protection program, and third-party inspectors for quality control.

"We are partnering with Bigcommerce to make it easy for our customers to do business anywhere in the world," said Michael Lee, director of Global Marketing and Business Development at Alibaba.com. "Alibaba.com and Bigcommerce together are building an integrated ecommerce ecosystem and helping to introduce more small and medium-sized merchants and online stores to the global market."

"With this Alibaba.com partnership, we are helping our merchants grow their online businesses every step of the way — from sourcing to selling," said Eddie Machaalani, co-founder and CEO of Bigcommerce. "Alibaba.com provides access to the world's largest network of suppliers and manufacturers of goods that will help our merchants build their online presence and expand into new revenue opportunities."

For more information — including resources on how to build a business, source products and find suppliers — visit <http://www.bigcommerce.com/alibaba/>.

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## Company Contact:

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E. [support\[ \]@pressat.co.uk](mailto:support[ ]@pressat.co.uk)

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