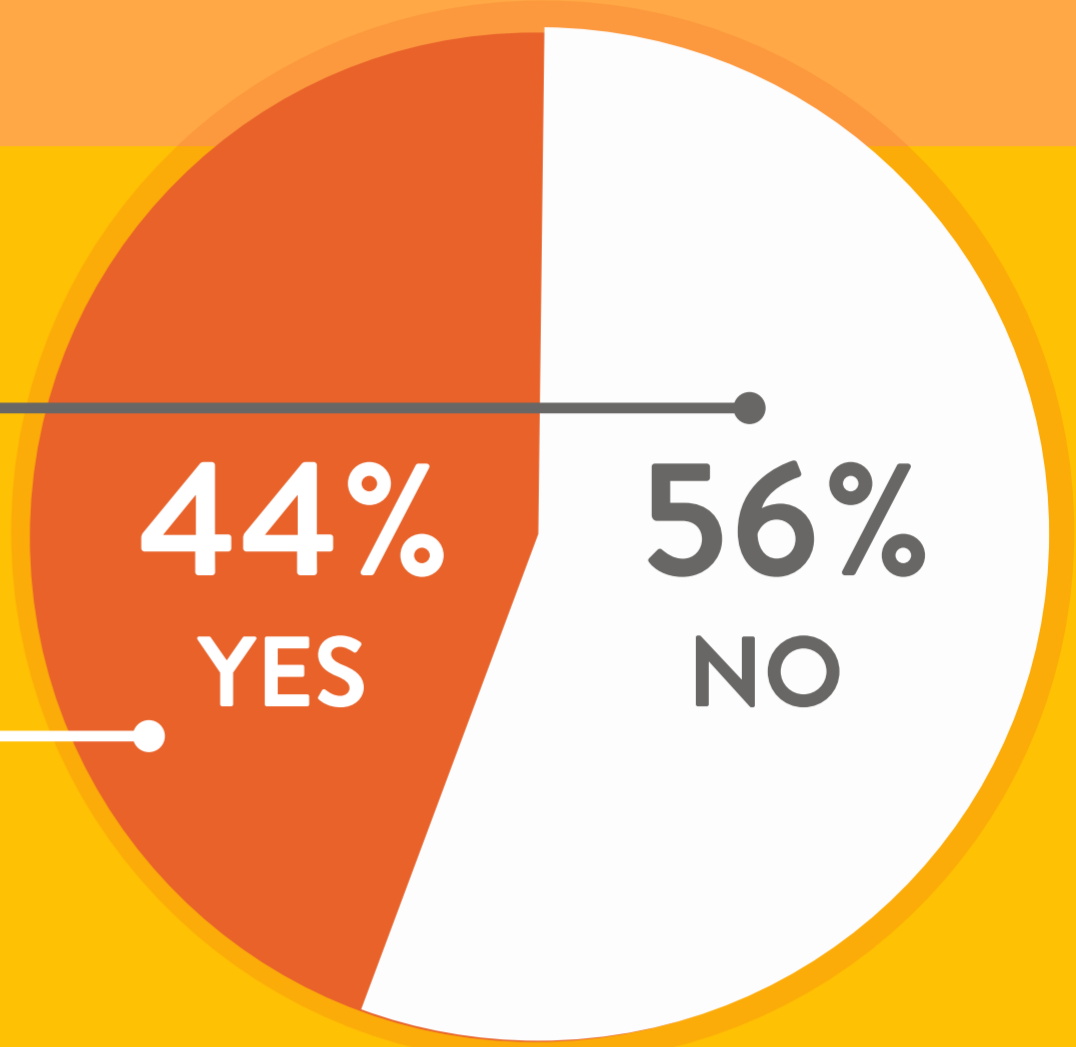




B2B E-WHOLESALE & ECOMMERCE

In July 2015, Handshake surveyed 410 wholesale distributors across 12 industries globally to understand their technology, sales, and fulfillment systems, including their investments in B2B eCommerce.

B2B ECOMMERCE ADOPTION



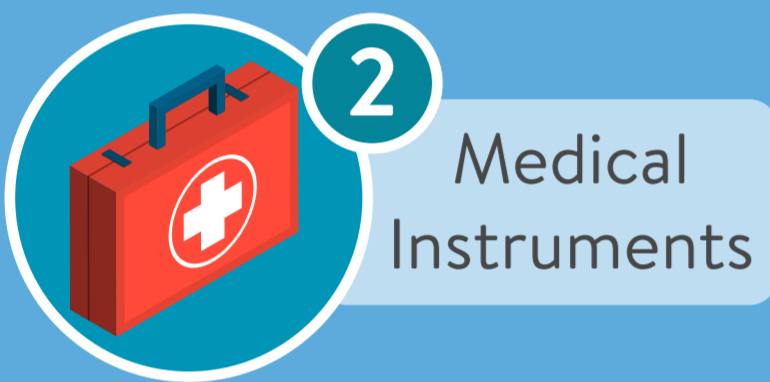
ADOPTION: TOP 5 INDUSTRIES



1 Furniture & Lighting



5 Toys, Baby & Kids



2 Medical Instruments



3 Eyewear & Optical

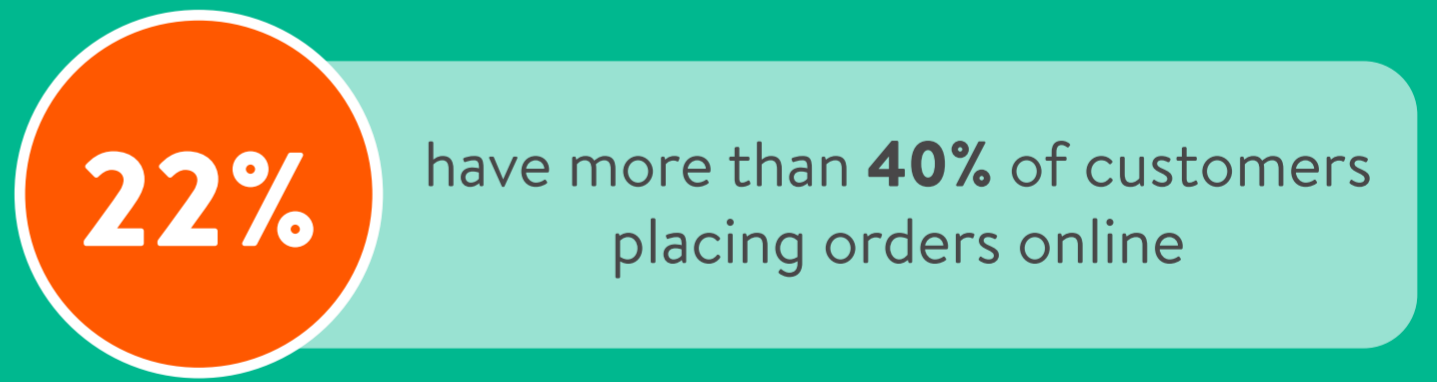
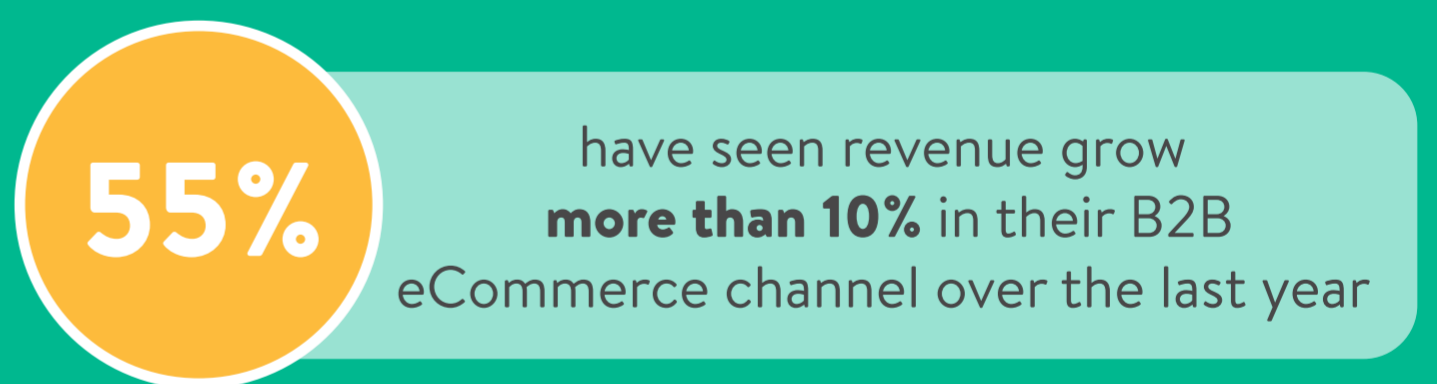


4 Gift & Homeware

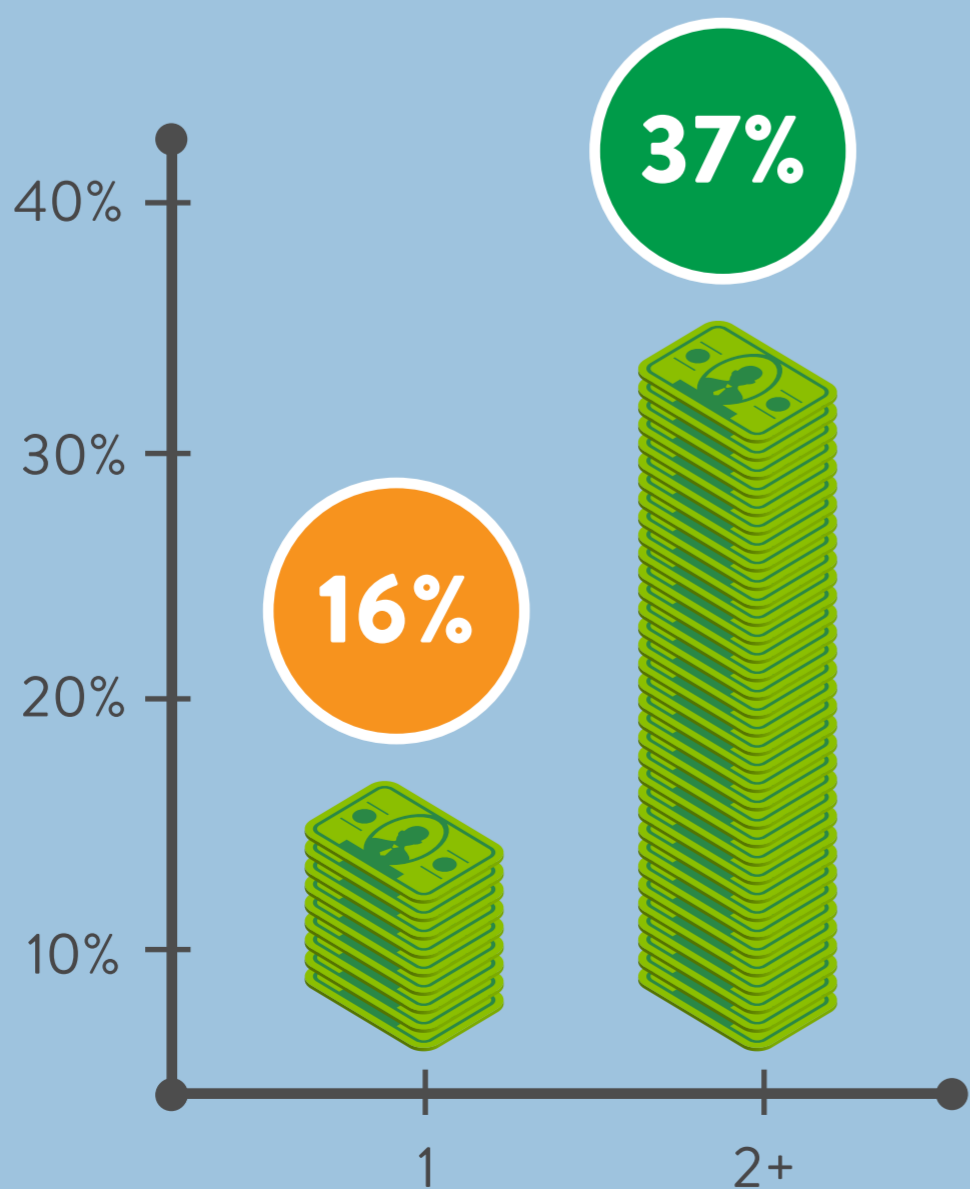


ARE YOU FALLING BEHIND?

THE RESULTS



% with 1/3 or more revenue from B2B eCommerce



Years Since Implementation

GROWTH TAKES TIME

