

Factrees Launches a New Networking Platform To Provide Nearshore Sourcing Solutions During Supply Chain Crisis

US-Based Manufacturers, sales reps, and distributors are all in one platform, making nearshore sourcing easy, quick, and cost-effective.

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/EINPresswire.com/ -- Connecting US-based manufacturers, sales reps, and distributors is now easy, quick, and cost-effective after the launching of a platform that matches sourcing partners based on product lines, territory, services offered, and business relationships. "[Factrees](#) is the new kid on the block," said Keith Williams, Factrees Co-Founder and CEO, while announcing the launch of the B2B networking platform that seeks to revolutionize the way companies find quality sourcing partners.

“

I have been in the industry for 30 years. Factrees is a very creative concept supported by a very helpful web interface. I believe those who use it will have an advantage over those who don't.”

Paul Entwistle, COO Hardware Industry



Factrees

Sourcing Simplified

BRINGING THE WORLD'S MANUFACTURERS
& SALES REPS TOGETHER

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The current supply chain crisis is causing an unprecedented challenge for US manufacturers and distributors. "It's about transportation delays and ocean transport going up fivefold" says Bruce Strahan, managing partner at global management consulting firm Argon & Co., in a recent episode of the Distribution Strategy Group's (DSG) Wholesale Change webcast. Distributors are scrambling to deal with the increased costs and delays. "One of the most effective ways is nearshoring items that are now abroad" according to Helgi Leja, senior director at Distribution Performance Solutions.

"Factrees' searchable B2B network of US manufacturers,

independent sales reps, distributors, wholesalers, and retailers is the right place to make the best connections and partnerships to grow your business,” said Williams adding that the searchable network makes it easy for the customers to find the best sourcing partners using the best-in-class AI-powered search engine and filters.

With Factrees, companies showcase their experience and reputation by displaying their relationships with manufacturers and distributors. Users can provide ratings and reviews of their business partners that other users can leverage on the platform to evaluate potential sourcing partners. In addition, the Factrees messaging feature allows users to message each other directly and have real-time video meetings all inside the platform.

“We are creating a sourcing community that simplifies and expedites the process of finding quality sourcing partners while reducing the dependency on word-of-mouth and tradeshow marketing for driving growth,” said Keith Williams, while pointing out that the sourcing landscape is vast and extremely fragmented. Factrees is providing a much-needed solution for this extremely fragmented market.

[How Factrees works](#)

oUsers create company profiles that expand their exposure to sourcing partners across the country. Factrees allows companies to connect quickly and easily to get products from the factory to customers.

oSearch and Claim Company using the Claim button and verifying through email, and the process of networking begins

oBill the profile by adding details that all the Factrees network can view

oPublish the profile once satisfied and start growing the contacts by inviting your business partners into the network

Pre-launch

Before revealing the platform for general use, Factrees invited select companies for free early access to test the key features. These customers were allowed to build their company profiles before launch. The features which were available for early access included:

oClaiming the company profile

oSpecification of the territory coverage

oDefining the categories and industries that the user supported

oAssigning business partners

The early access was also meant to inform Factrees about the platform’s performance and offer a chance to work on the areas where customers suggested improvement.

According to Factrees representative, customers were eagerly waiting for its launch. Courtney

Little, President of Ace Glass, who participated in the Beta, said that Factrees has a great solution where it provides efficient tools and processes that will assist manufacturers and representatives in connecting easily. The platform is not only helpful to the manufacturers, sales representatives, and distributors who participated in early access. They also hailed it as a simple and detailed way to promote businesses. "There is a groundswell of realignment between manufacturers and sales representatives. Factrees is offering valuable tools; a professional approach to connect and match all manufacturers with quality sales agents," said Ron Smith, President & CEO of Curtis Stout, adding that he highly recommends Factrees for its positive impact on the business.

Pricing

[When it comes to pricing](#), the company representatives say signing up and creating a profile is free, but there will be monthly subscriptions for expanded features and information. "The Factrees platform will be completely free for users to search the network, claim/create a company profile and publish that profile to the entire network," said the representative adding that users will be able to find quality sourcing partners, evaluate them based on relevant data and connect with them all in one place.

For more information, visit: www.factrees.com

ABOUT

Factrees is a B2B networking platform that connects manufacturers, independent sales reps, and merchants, improving efficiency and reducing costs associated with finding quality sourcing partners.

Keith Williams

Factrees

+1 760-678-7337

[email us here](#)

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