

9

MAIN METRICS AND INDICATORS OF DIGITAL BUSINESS (DIGITAL ANALYTICS)

“THE VALLEY IS THE HUB WHERE KNOWLEDGE BECOMES THE DRIVER THAT TRANSFORMS”



9.MAIN METRICS AND INDICATORS OF DIGITAL BUSINESS (DIGITAL ANALYTICS).

The control and measurement of results is a critical component of any business. The online store must be analyzed and managed with the greatest possible degree of detail. The use of different metrics and KPIs that are specified in a scorecard will allow us to reflect in a rigorous, statistical and quantified way the performance of our business and extract knowledge from the analyzed information. Likewise, monitoring the activity of my competitors requires new tools that allow me to continuously analyze what factors are affecting the business of my competitors.

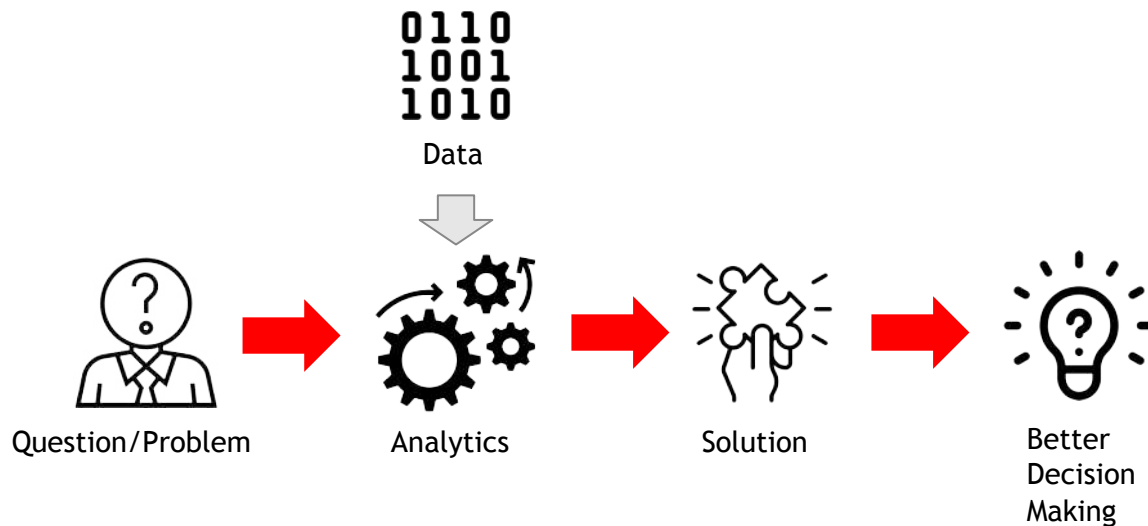
- Main metrics.
- Measurement tools available in the market.
- Sales funnel analysis.
- Main KPIs and dashboards.
- Example of how to use Google Analytics.
- What is my competition doing: competitive intelligence tools.
- B2B analytics: Biz Trends, Alibaba.com's tool.
- Other analytics platforms in the main B2B and B2C marketplaces: Range.me, Putajiouwang, Tridge, etc.

THE IMPORTANCE OF ANALYTICS



ANALYTICS

A set of tools created to transform data into insights that will lead to decision making.



WHY DO WE NEED IT?



When do we use analytics for decision making?

Opportunity

There is a great benefit in improving decision making

The use of Analytics

Why do we need to use analytics?



Cognitive limitations

Limitations in correctly interpreting a phenomenon or fact





ADVANCES IN INFORMATION TECHNOLOGY

- Lower cost of data storage
- Lower cost in data processing
- Virtualization
- More penetration
- Most actions on the Internet are measurable
- Most interactions are occurring in social media

ANALYTICS IN BUSINESS



WHAT HAPPENED AND WHAT HAPPENS NOW?

Descriptive analysis (reporting)

Are sales increasing? What are the sources of traffic to my website?



WHY DID IT HAPPEN?

Exploratory analysis

Why did sales increase in 2020? Was it the impact of Covid-19?



WHAT IS GOING TO HAPPEN?

Predictive analysis

What will my sales growth be if I increase my advertising budget by 20%?

ANALYTICS IN BUSINESS

Solutions



ONE-OFF REPORTS

Insights for specific issues. No automation required



AUTOMATED REPORTING

Solutions for business issues



ANALYTICS AS A PRODUCT

To improve customer value



ANALYTICS AS A PRODUCT

Everything is a Recommendation





Analytics as a Product

Comprados juntos habitualmente



+



Precio total: 23,87 €

Añadir ambos a la cesta

THE IMPORTANCE OF ANALYTICS

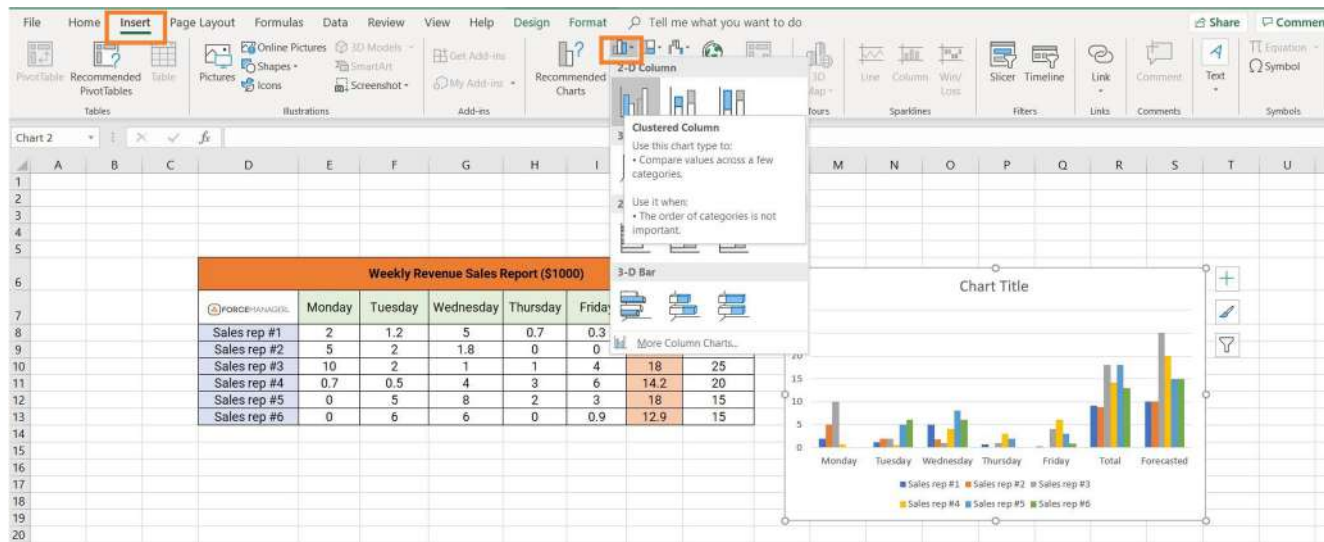


Automated Reporting





One-off Reports



Metrics are indicators that let you know how close or far you are from your company's overall goals in terms of authority, reach or conversions. They also show where mistakes are being made, point out actions to correct them and reveal valuable opportunities for the online strategy.



SEO METRICS

1. INDEXING

Indexing is one of the most important factors to take into account in an SEO strategy. The biggest indexer in the world today is Google and getting it to index the content you want means that you can get to appear in their search results. This is something very positive, because it generates:

- Visits to the web
- Conversions
- Sales



SEO METRICS

2. KEYWORD RANKING

It allows to know how well the contents of a website are being positioned and how much traffic it is attracting.

This metric can be measured:

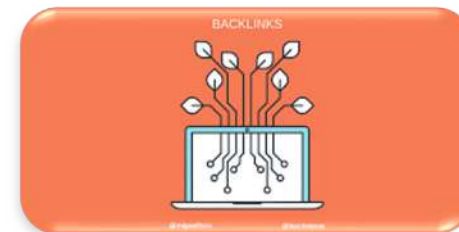
- by Google's SERP, where you can see if the page appears in the results lists when searching for a keyword
- by SEO software such as SEMRush or Ubersuggest, which show the blog's positions in Google for different keywords.



SEO METRICS

3. EXTERNAL LINKS

These are links that link two different domains
They are extremely beneficial for improving organic positioning.



4. ORGANIC POSITIONING

It is the privileged position that a page or website occupies when a user performs a search without having made use of advertising campaigns.



SEO METRICS

5. ORGANIC TRAFFIC

Organic traffic is the one that in most websites, generates a greater number of visits and of higher quality since they are users with a certain interest in the theme of a website or blog.

Organic traffic is essential for the success of a website and everything behind it: a brand, a company and ultimately, an online business.

The best way to know it is through Google Analytics.



INBOUND MARKETING METRICS

CONVERSION RATE

With it you can know the number of potential customers or real customers that have been achieved with an action or attraction strategy. It can be applied to blogs, landing pages, email, campaigns, among other media.



TRAFFIC SOURCES

They indicate the origin of the users that arrive at a website either organically, through a social network, an email, a paid campaign or any other means.



INBOUND MARKETING METRICS

LEADS

It is a potential customer of the brand that showed interest in consuming a product or service.

Measuring the number of leads generated by a strategy will provide the opportunity to visualize the impact of the actions.



CUSTOMER RATE

Tracking the number of customers obtained by Inbound Marketing efforts provides the opportunity to know what is working and what is not.



SOCIAL MEDIA METRICS

1. REACH

It is important to determine the number of people who have seen a publication. This metric also includes users who are not part of your digital community.



2. ENGAGEMENT

Engagement can be defined as the level of commitment that consumers and users have with a brand and this goes beyond the purchase of products or services.



SOCIAL MEDIA METRICS

3. CTR

- The Click Through Rate is the number of clicks obtained with respect to the number of impressions. It is useful to know the effectiveness of the links that are added to the publications.



METRICS FOR E-COMMERCE

1. WEB TRAFFIC

Reviewing the number of people who go to the ecommerce will give an idea of the number of sales that the company will have.



2. CART ABANDONMENT RATE

This is the percentage of online customers who add products to their virtual shopping cart but then do not complete the purchase. In other words, those customers who leave without making a purchase even though they were about to do so.



METRICS FOR E-COMMERCE

3. AVERAGE ORDER VALUE

This is the average amount of money each customer spends on an ecommerce site. It is essential if you want to increase revenue and know how much users are spending and how to raise that figure.



4. CANCELLATION RATE

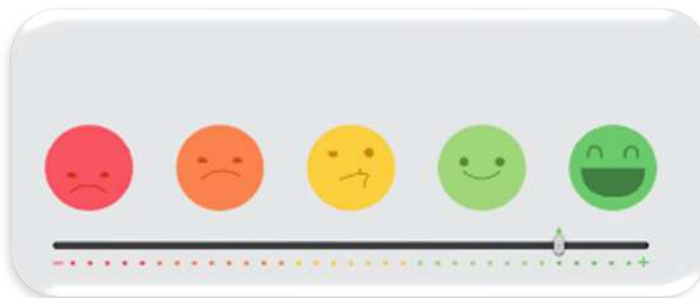
Measures the number of customers who stop shopping at the store over a period of time. It is valuable to recover former customers and rethink promotional actions.



METRICS FOR E-COMMERCE

5. CUSTOMER SATISFACTION

One tool for measuring customer satisfaction is a CRM.
Thanks to it you can have the opportunity to communicate directly with them, understand their needs and determine the level of delight they get from your products and services.



EMAIL MARKETING METRICS

1. OPEN RATE

Number of people who open the campaign emails.

It is important to know the effect of the subjects that are chosen for the emails since they must stimulate the click.



2. OPEN CLICKS

Used to calculate the unique clicks compared to the open rate and to know the engagement of the audience.



EMAIL MARKETING METRICS

3. EXPECTED CONVERSIONS

Shows how many people have completed a desired action, for example, subscribing to a channel, starting a free trial, downloading a material, completing a transaction, among others.

4. BOUNCE RATE

Indicates the email addresses that do not exist.
It is necessary to know them to determine if you are following the best practices of Email Marketing.



GOOGLE ADS METRICS

Impressions and clicks

Number of impressions and clicks generated by Google ads.

2. QS

The Quality Score is based on the CTR to measure the level of quality of an ad.

3. Cost per conversion

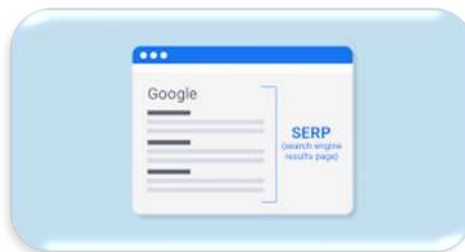
Refers to how much it costs to convert each lead or customer with an ad.



GOOGLE ADS METRICS

4. AVERAGE POSITION

This is the average position that the ads occupy in Google. Each SERP shows 7 ads, so if the average position is less than 7, the strategy is not fully effective.



5. CPC

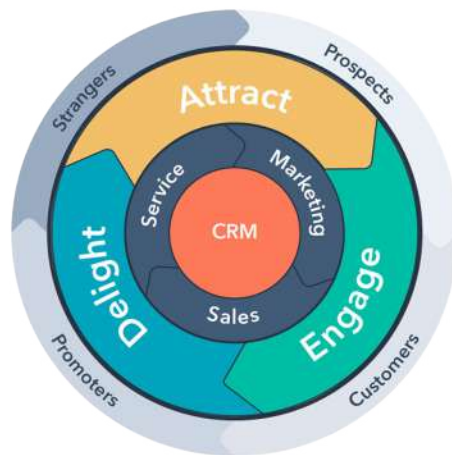
The cost per click is the amount of money that each click on an ad costs.



HUBSPOT

This software is capable of automating data analysis, Landing Pages and of course, Email Marketing, as well as calls to action, blogging and SEO actions in general.

In addition to this, it includes an effective and powerful Customer Relationship Management (CRM), a customer relationship management system.



RD STATION

- Helps optimize search engine optimization through SEO techniques and improves the user experience by improving the company's or brand's website.



HOOTSUITE

- Focused on social networks
- Content and publications manager.
- Publications must be programmed, defining time periods or periodicity, to keep profiles updated and in motion.



INFUSIONSOFT

It has the potential to create an Affiliate System, manage customer databases, provide real-time reports and manage incoming documents, such as tax receipts, offers and invoices.

It is one of the most used tools in the market.



EMARSYS

It is a predictive software, which performs projections and future analysis based on the processing of a large and surprising volume of data.

It can study the behavior of users and leads on the web and predict the types of content and products that interest them.

In addition, it has the ability to design Email Marketing and Social Media campaigns, segment the audience in an advanced way and report accurately each of the actions of the strategies.



GOOGLE ANALYTICS

This tool was one of the first in the market and has established itself as one of the best free alternatives, ideal for SMEs and startups that want to undertake digital strategies to compete in terms of exposure and positioning with large brands.



GOOGLE SEARCH CONSOLE

- This free service from Google provides a great way to monitor and maintain a website's presence in search results.
- This tool helps to fix problems related to malicious software or spam, as well as keeping the website with minimal interruptions.



SEMRUSH

- It is a powerful solution for keyword analysis and detection of opportunities for good search engine positioning.
- It has a free version that helps identify top organic competitors, follow and no follow links and referring domains.



ION INTERACTIVE

Very useful for companies whose website has conversion problems (from visitors to leads or from leads to customers) or is not as effective in generating engagement with the audience.



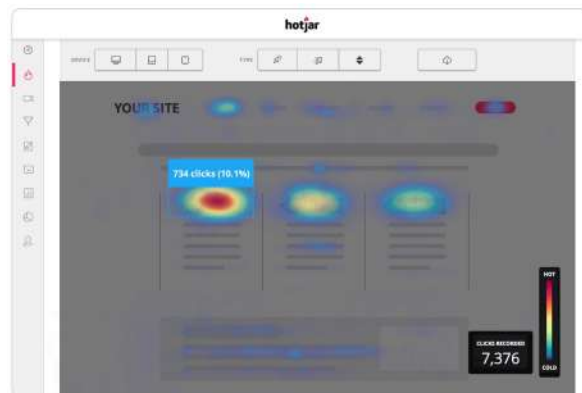
GOOGLE ADWORDS

- Google Ads is Google's online advertising program. Through Google Ads, you can create online ads to reach people at the exact moment they are interested in the products and services you offer.
- This tool has established itself as an ally for SEO professionals and strategies for dissemination and distribution of content of interest.



HOTJAR

- It is a tool that allows to analyze the way in which users browse the website of a brand or company, which in turn translates into a better understanding of their interests and needs.
- It guarantees the optimization of new content and a longer navigation time per visitor.



SIMILARWEB

- Competitor analysis is a fundamental part of any digital strategy. For this reason, SimilarWeb is a very good option.
- Thanks to this tool you can analyze and know what actions and tactics are being developed by the main competitors of a company on the Internet.



QUILLENGAGE

It is a great add-on for Google Analytics since it converts Analytics data to text.



ADOBE ANALYTICS

- This tool offers several ways to collect data from any source (including voice data) with the goal of not only understanding what the user is doing, but why they are doing it. In addition, its predictive analytics based on machine learning and artificial intelligence help to foresee what might happen next.



Adobe Analytics

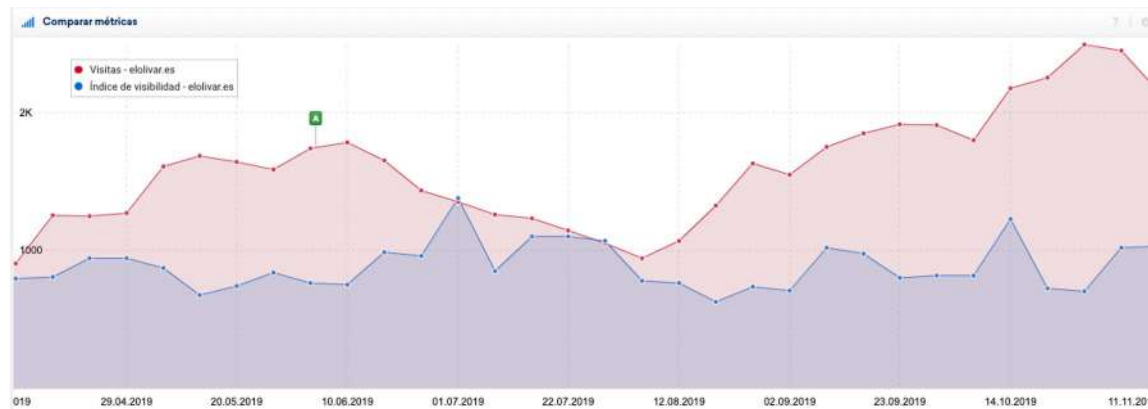
KISSMETRICS

- It is one of the great alternatives to Google Analytics. This paid tool collects information, based on segmentation, about searches and user behavior in real time.
- It also helps to understand the customer lifecycle and thus increase conversions.



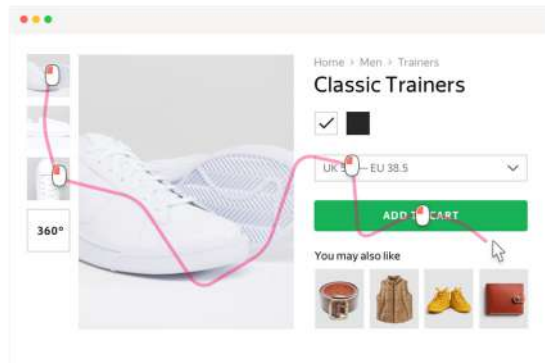
SISTRIX

- You can compare some Google Analytics metrics, such as the volume of users browsing a site, with its famous visibility index.
- In addition, you can check the positions that the site occupies for certain keywords and discover new keywords.



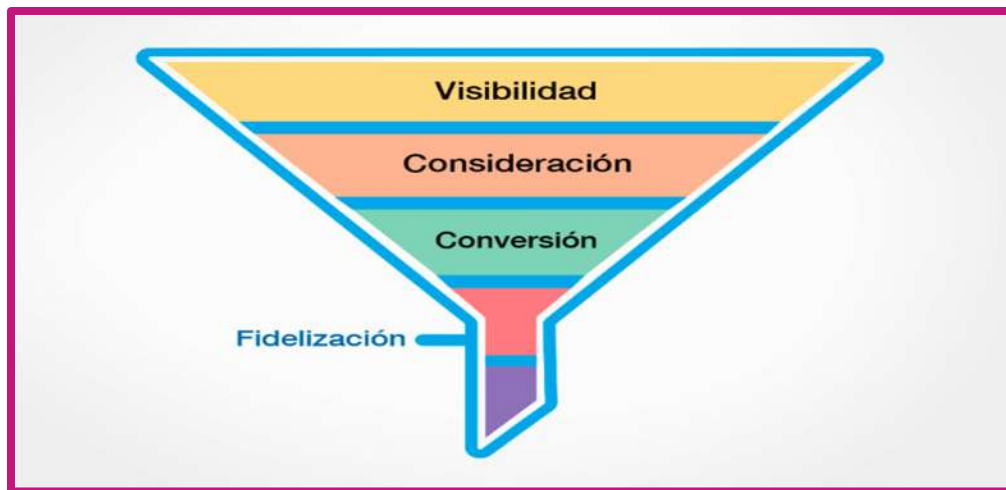
YANDEX

- Yandex Metrica performs comprehensive web analytics.
- With this tool, you can observe how users move through the web page: their mouse movements, their clicks,... Thus, you can identify what obstacles they face and it is especially interesting in the purchasing process and in improving the user experience.
- It has heat maps with which you can discover the strengths and weaknesses of a site.



WHAT IS IT?

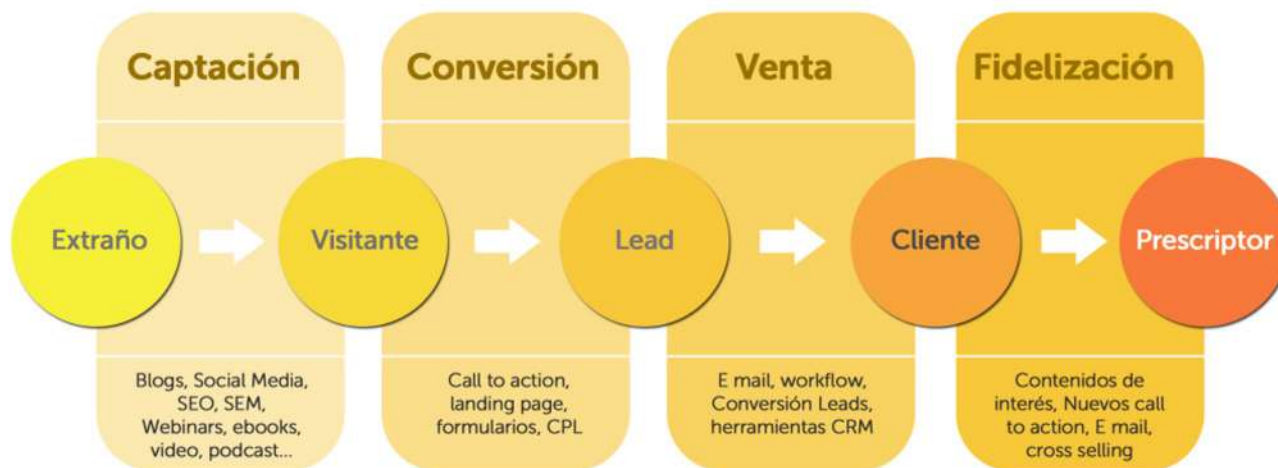
The sales funnel or conversion funnel is an online marketing term directly related to the objectives we set when we launch an online store and, in general, a website or blog, especially if its objectives are commercial.



This funnel, also called 'conversion funnel', determines the different phases or steps that each of the visitors to our website must take to achieve a specific objective: normally to become a registration or lead or to complete the purchase of a product or service.



Depending on the level of detail, more or less phases can be identified in the sales process



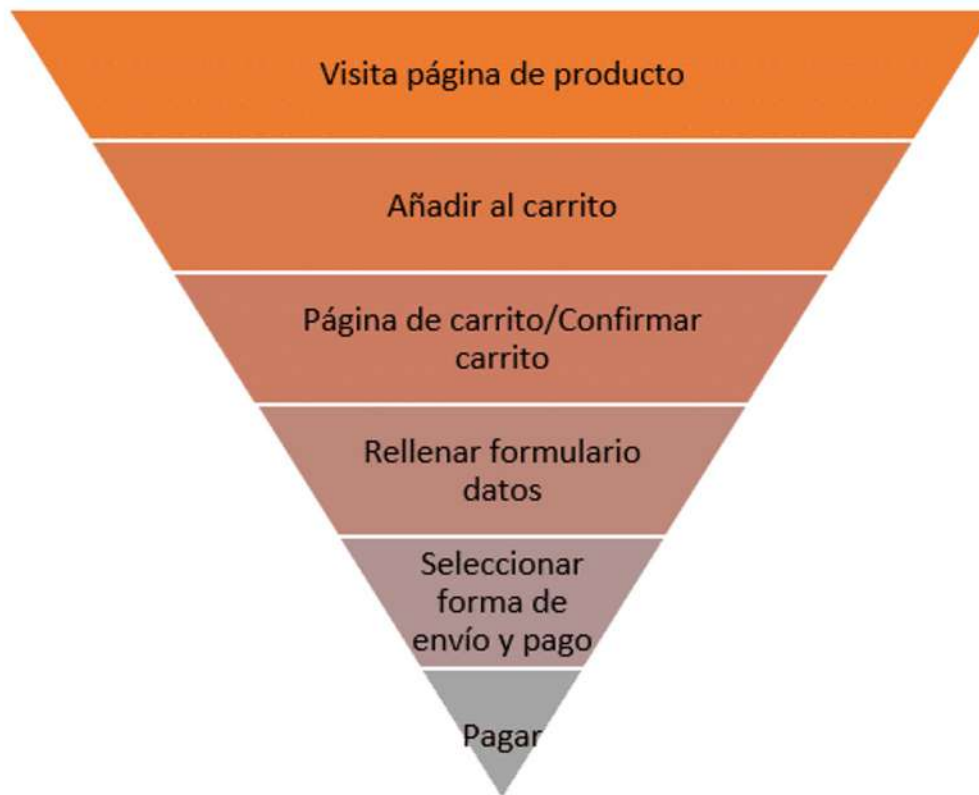
Therefore, there is a huge variety of graphical representations of sales funnels.



ANALYSIS OF THE SALES FUNNEL



ANALYSIS OF THE SALES FUNNEL



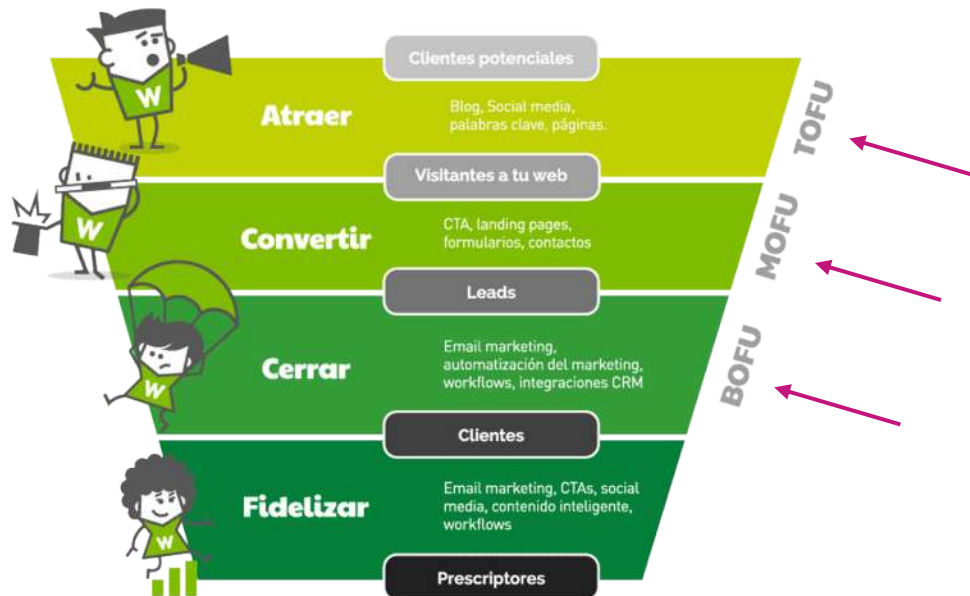
Regardless of the graphical representation chosen. The sales funnel always consists of three basic phases, whose names refer to their position in the funnel.

- TOFU→ *Top of the Funnel*
- MOFU→ *Middle of the Funnel*
- BOFU→ *Bottom of the Funnel*



TOFU MOFU BOFU en Inbound marketing

The digital marketing actions that the company carries out must be oriented to the objective of each of these stages of the funnel.





WHAT IS IT FOR?

The sales funnel, by defining the steps that a user follows to become a customer, helps us to identify the percentage of users lost from our website in each of the steps.

Knowing the moment at which users are lost, the company can carry out marketing actions aimed at correcting that loss.



Therefore, the analysis of the sales funnel allows us to:

- Know at what point users fall out of the funnel.
- Detect errors and areas for improvement.
- Know where we need to focus our efforts.
- It helps us to calculate the return on investment (ROI) of our campaign.

KPIs (Key Performance Indicators) are a series of metrics used to synthesize information on the effectiveness and productivity of the actions carried out in a business.



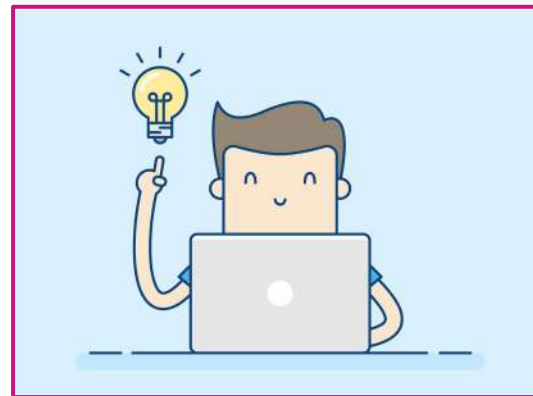
KPIs are also known as quality indicators or key business indicators that can be used and applicable in any business area and productive sector, although they are very commonly used in online marketing.





The ultimate goal of a KPI is to help make better decisions regarding the current state of a process, project, strategy or campaign and thus be able to define a future course of action.

ADVANTAGES OF KPIS



KPIs, thanks to the improvement of new information technologies, offer a much simpler, more objective and reliable measurement.



There are a multitude of specialized analytical tools that allow you to measure all types of KPIs in any sector or activity.

These types of tools are very focused for use in a specific field of action, so they will always use the most appropriate and suitable KPIs in each case, which greatly facilitates the work.



Características de los KPIs



Estrategia

Los KPI abarcan los objetivos estratégicos.



Objetivo

Los KPIs miden el rendimiento en relación con objetivos específicos.



Alcance

Los KPI están limitados por un perímetro de variación.



Codificación

Los KPI están codificados e incluyen una representación visual del rendimiento.



Duración

Los KPIs están limitados en el tiempo.



Puntos de referencia

Los KPI se utilizan en un marco de referencia.

Online marketing KPIs for Social Media are used to measure:

- Number of mentions
- Number of followers
- Number of comments
- Number of shares
- Number of subscribers

Each social network provides its own set of KPIs (Linkedin: the number of recommendations, Twitter: the number of Retweets, Google Plus: the number of +1, etc.).



THE ONLINE MARKETING KPIS FOR WEB ANALYTICS MEASURE:

The reputation of the domain in the eyes of search engines.
The type, quality and number of links to the website.
Traffic origin and duration of visits.
The keywords and the number of them by which users find the website.
The positions occupied by the keywords for which the web is or has been positioned.



The main KPI for web analytics are the number of new users, the percentage of new users, the number of pages per session and the number of sessions.

General online marketing KPIs measure the overall online marketing strategies of a brand. They can be:

- KPI for sales and customers.
- KPI for content



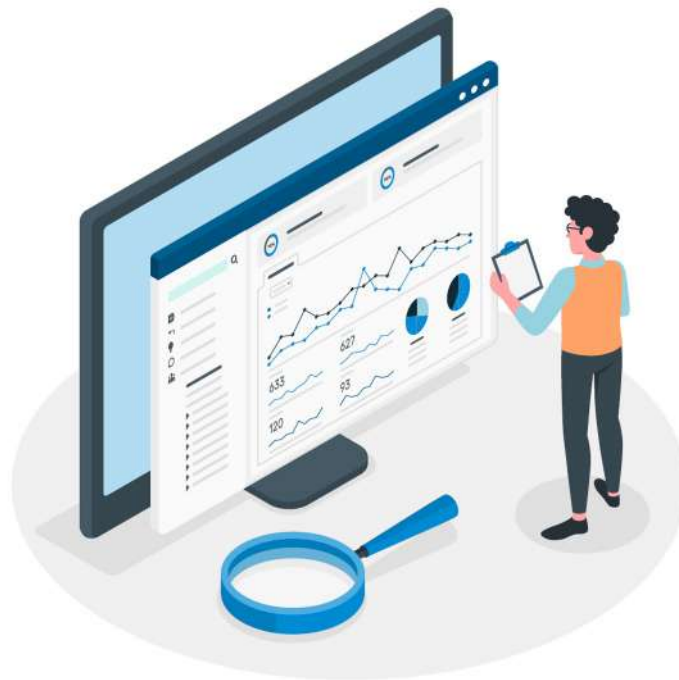
Example of a sales funnel with associated KPIs at each stage.



Example of KPIs associated with tactics, strategies and business objectives. (Google Merchandise Store Measurement Plan)

Objetivo empresarial	Estrategias	Tácticas	KPI
Vender productos que promocionen la marca Google	Crear una campaña de publicidad <i>online</i> que dirija a los clientes al sitio web de Google Merchandise Store para comprar productos de la marca Google	Aumentar las referencias a productos de la marca Android (aprovechando que Android está dando un fuerte impulso a la marca, se quiere aumentar el tráfico de referencia a páginas de productos de Android para ver si el reconocimiento de dichos productos aumenta por parte de los clientes)	Tráfico de referencia a las fichas de producto de la marca Android
			Usuarios nuevos en las fichas de producto de la marca Android
			Número de páginas vistas de productos de la marca Android
		Aumentar los ingresos de los productos de la marca Android (es una forma de medir el éxito de la campaña publicitaria)	Tasa de conversión de la marca Android
			Número total de transacciones de la marca Android
			Ingresos totales de los productos de la marca Android

Normally the KPIs of the companies are organized in **Scorecards**, a space where the KPIs that the company's management considers most important are collected.



The KPIs contained in a scorecard are used to measure the performance of different processes and areas of the company. Their number and frequency of measurement can be modified as management's interest varies, either to monitor specific aspects of the company or to obtain a true picture of its business.



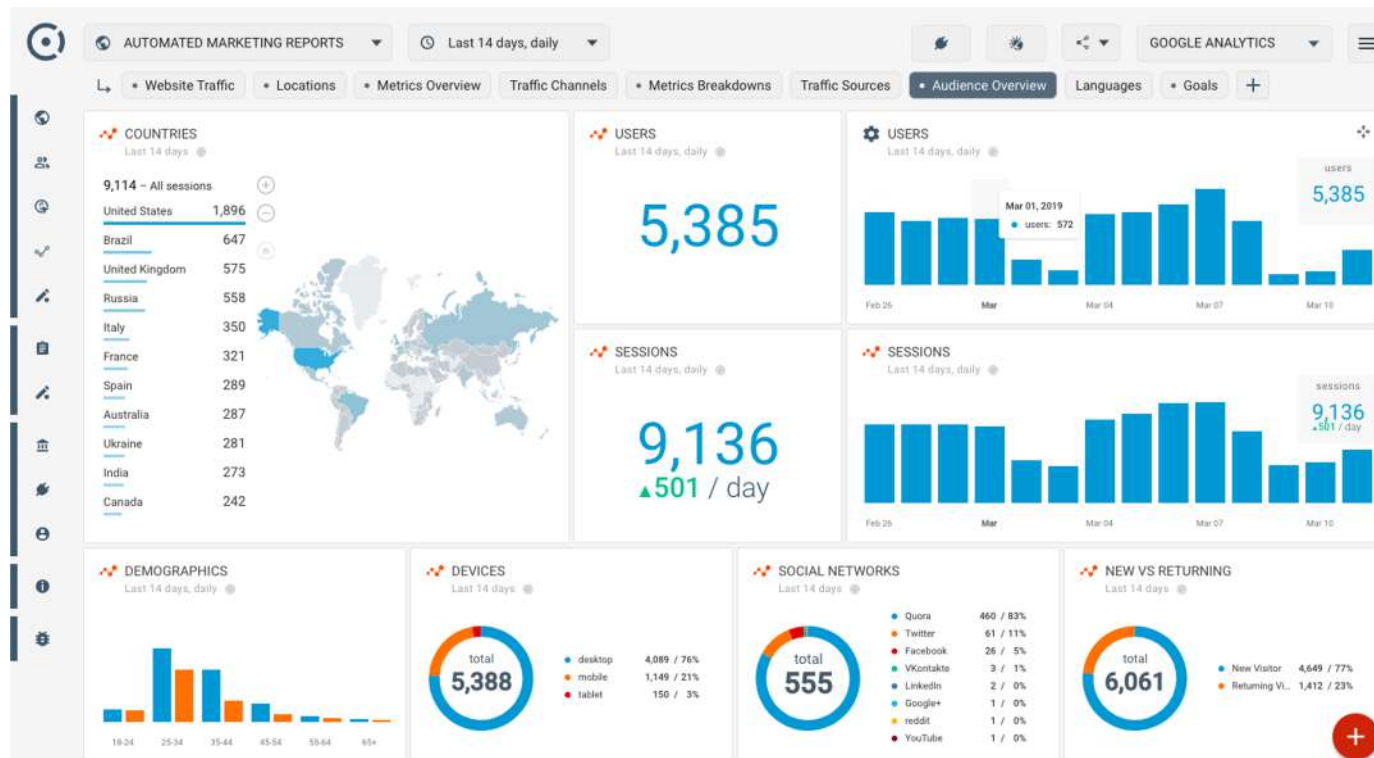
SCORECARDS SERVE A DUAL PURPOSE:



They facilitate decision making based on the comparison of the actual data obtained with the target data set in advance.

They allow Management to communicate to lower hierarchical levels what are the central axes of its business policy, thus involving all levels in the fulfillment of the company's strategic objectives.

Example of scorecard in Google Analytics



EXAMPLE OF HOW TO USE GOOGLE ANALYTICS.



GOOGLE MARKETING PLATFORM: ANALYTIC TOOL

Tool that allows you to know your users better to offer them better experiences and achieve good results. It allows you to know how users interact with the content of a website and discover what works and what does not.



Analytics 360

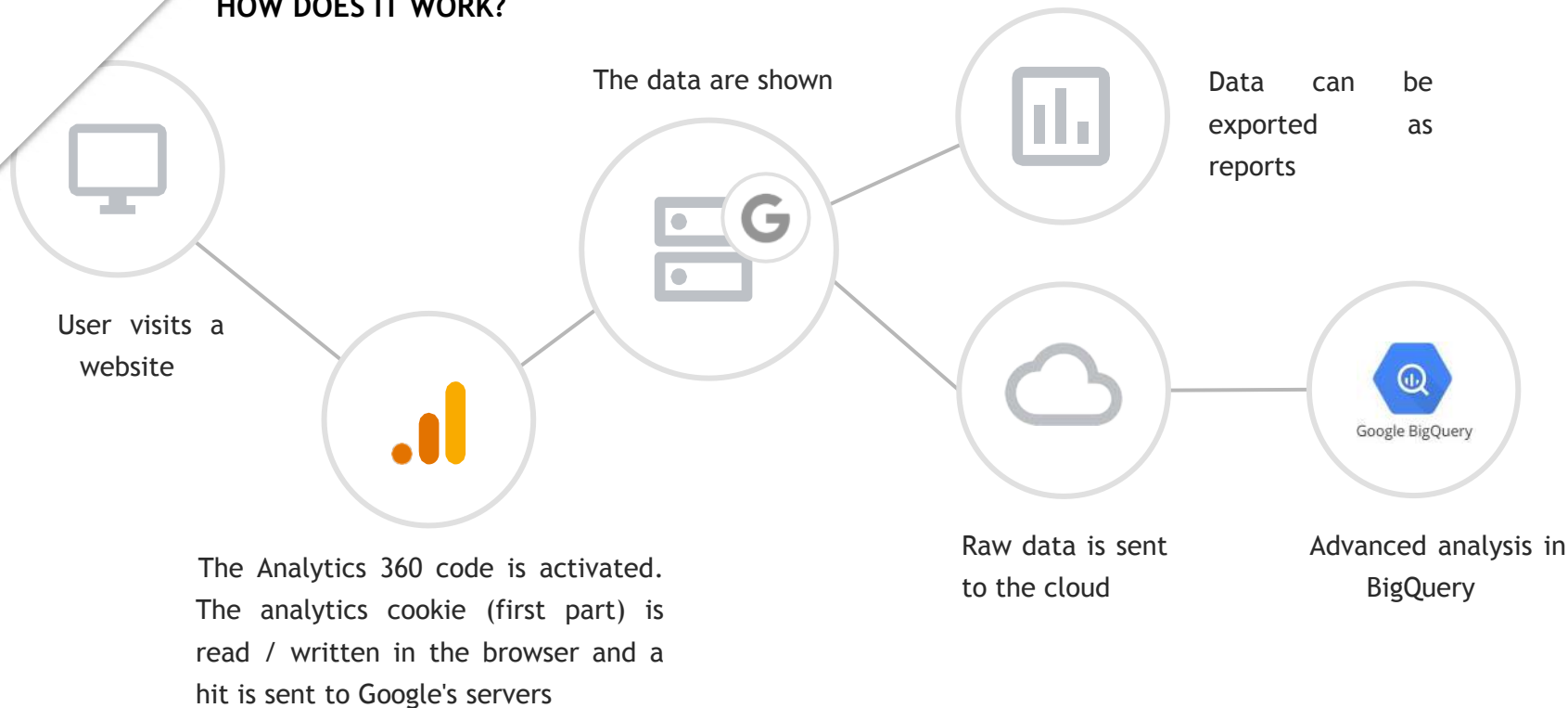
MAIN FUNCTIONALITIES

Track and analyze website traffic

Where does a user come from and how does he/she behave?

Aggregate data from different Google platforms

HOW DOES IT WORK?



GA: HOW IT WORKS

Data collection

- To track a website and collect data, you must create a Google Analytics account and add a JavaScript code on each page of the website.
- When a user arrives on the site, the code collects anonymous information about how the user interacted with the page, in addition to browser data.
- Each time a page loads, the tracking code collects and sends data about the user's activity, grouping this activity into "sessions."
- A session begins when a page is entered with GA tracking code and ends after 30 minutes of inactivity.

Data processing

- Once user interactions are collected, Google Analytics begins the process of transforming the raw data into useful data.
- When Analytics processes the data, it aggregates and organizes it by different criteria such as browser or whether a desktop or mobile device was used.
- Once processed, the data is stored in a database and cannot be modified.

Reporting

- Once processed and stored in the database, the data is displayed in Analytics reports.

Integrated data produces actionable information



Insights:

+ 200 reports including:

- 1.) Mobile Overview Report.
- 2.) Channels Report.
- 3.) Navigation Summary.
- 4.) Landing Pages Report.
- 5.) Site Speed Overview Report.
- 6.) Goal Overview Report.

We don't measure clicks and page views, we measure business objectives.



Focus

It is not necessary to measure everything

We measure and analyze to carry out actions that allow us to improve sales, leads, interest, ...



Plan

A measurement plan that identifies the dimensions and metrics necessary for the analysis of the different KPIs.

Define a clear context for each KPI (acquisition, conversion, ...)



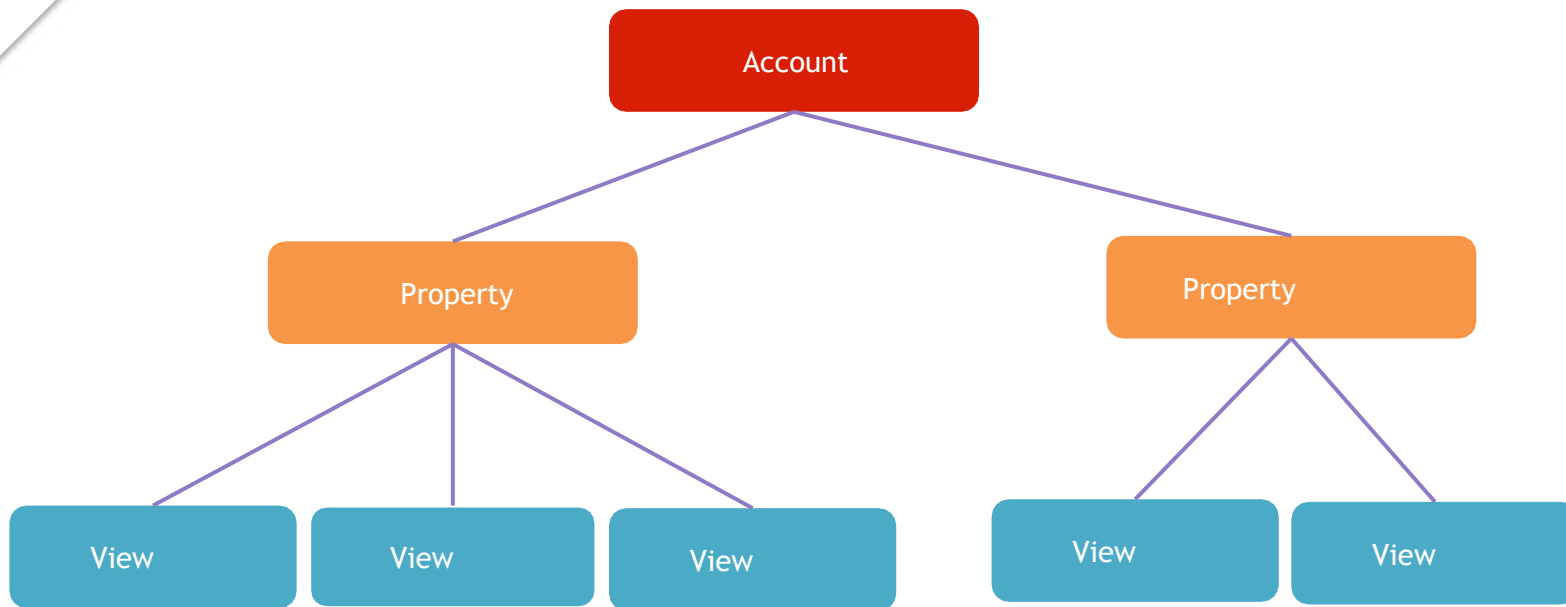
Analysis

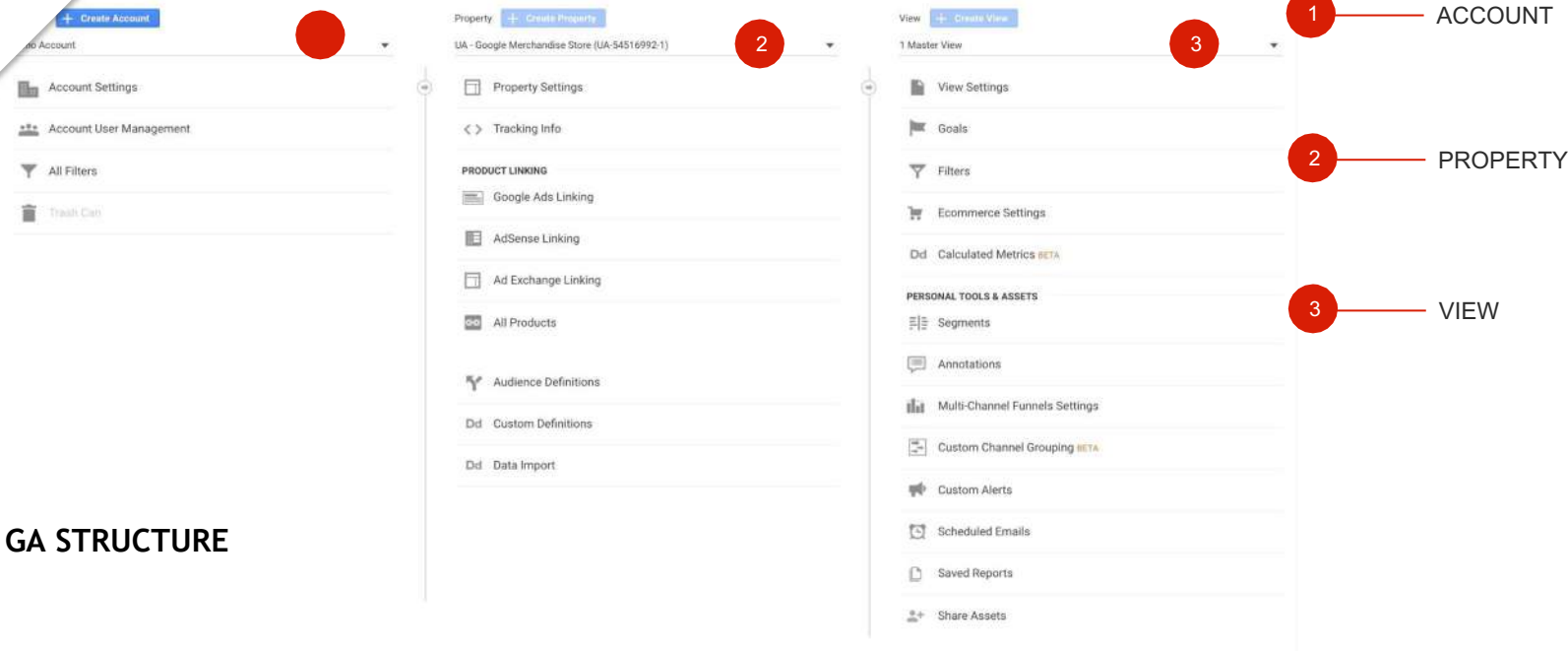
Tools do not analyze, collect, sort and present data.

It is necessary to have analysts close to the business.

It is advisable to have reference values and set clear objectives.

GOOGLE ANALYTICS STRUCTURE





The screenshot displays the Google Analytics interface, organized into three main columns, each representing a different level of configuration:

- Column 1 (ACCOUNT):** This column contains settings for the entire Google Analytics account. It includes options like "Create Account", "Account Settings", "Account User Management", "All Filters", and "Trash Can". A red circle with the number "1" is placed next to the "Create Account" button.
- Column 2 (PROPERTY):** This column contains settings for a specific property. It includes options like "Create Property", "Property Settings", "Tracking Info", "PRODUCT LINKING" (with sub-items like Google Ads Linking, AdSense Linking, and Ad Exchange Linking), "All Products", "Audience Definitions", "Custom Definitions", and "Data Import". A red circle with the number "2" is placed next to the "Create Property" button.
- Column 3 (VIEW):** This column contains settings for a specific view. It includes options like "Create View", "View Settings", "Goals", "Filters", "Ecommerce Settings", "Calculated Metrics BETA", "PERSONAL TOOLS & ASSETS" (with sub-items like Segments, Annotations, Multi-Channel Funnels Settings, Custom Channel Grouping BETA, Custom Alerts, Scheduled Emails, Saved Reports, and Share Assets). A red circle with the number "3" is placed next to the "Create View" button.

Red lines connect the labels "ACCOUNT", "PROPERTY", and "VIEW" on the right side of the image to their respective columns in the screenshot.

GA STRUCTURE

GA STRUCTURE

Google Analytics: creating an account.

1. Go to Google Analytics: <https://analytics.google.com/>
 2. Click on create account and follow instructions
- Fill out the account details (Name and sharing settings)
Fill in the property details (property name and type of property)

Account details

Account name (Required)
Accounts can contain more than one tracking ID.

Account Data Sharing Settings ⓘ
Data you submit, process, and store using Google Analytics ("Google Analytics data") is secure and kept confidential. This data is used to maintain and protect the Google Analytics service, to perform system critical operations, and to use exceptions for legal reasons as described in our privacy policy.

The data sharing options give you more control over sharing your Google Analytics data. [Learn more.](#)

☐ **Google products & services**
Share your Google Analytics data with Google to help improve Google's products and services. Turning on this setting enables Google Analytics to provide best in class intelligence and insights services, maintain critical Spam Detection services that benefit all linked products and users, and offer Enhanced Demographics and Interests reporting when Google signals is enabled. If you disable this option, data can still flow to other Google products linked to your property. Visit the product linking section in each property to view or change your settings.

☒ **Benchmarking**
Contribute anonymous data to an aggregate data set to enable features like benchmarking and publications that can help you understand data trends. All identifiable information about your website is removed and combined with other anonymous data before it is shared with others. [Show Example](#)

☒ **Technical support**
Let Google technical support representatives access your Google Analytics data and account when necessary to provide service and find solutions to technical issues.

☒ **Account specialists**
Give Google marketing specialists and your Google sales specialists access to your Google Analytics data and account so they can find ways to improve your configuration and analysis, and share optimization tips with you. If you don't have dedicated sales specialists, give this access to authorized Google representatives.

[Learn how Google Analytics safeguards your data.](#)

Property setup

Property details
A property represents a business's web and/or app data. An account can contain one or more properties. Manage your properties in the Admin section of the Google Analytics interface.

Create a Google Analytics 4 property to measure your web and/or app data

Property name

Reporting time zone
United States (GMT-07:00) Los Angeles Time

Currency
US Dollar (USD \$)

You can add these property details later in Admin.

Hide advanced options

Create a Universal Analytics property

The Universal Analytics property is a part of an earlier version of Google Analytics and only supports web measurement. It is not recommended for new Analytics users, and it will not support app measurement. Turn this on if you'd like to create a Universal Analytics property.

Website URL

Create both a Google Analytics 4 and a Universal Analytics property

This will create two properties with connected site tags, so you only need to tag your website once. [Learn more](#)

☐ Enable enhanced measurement for Google Analytics 4 property

Automatically measure interactions on your sites in addition to standard screen view measurement.

Data from on-page elements such as links and embedded videos may be collected with relevant events. You must ensure that no personally identifiable information will be sent to Google. [Learn more](#)

☒ Create a Universal Analytics property only

Analytics | All accounts > UA - Google Merchandi... | 1 Master View

ADMIN | USER

Account [+ Create Account](#)

Demo Account

Account Settings

Account User Management

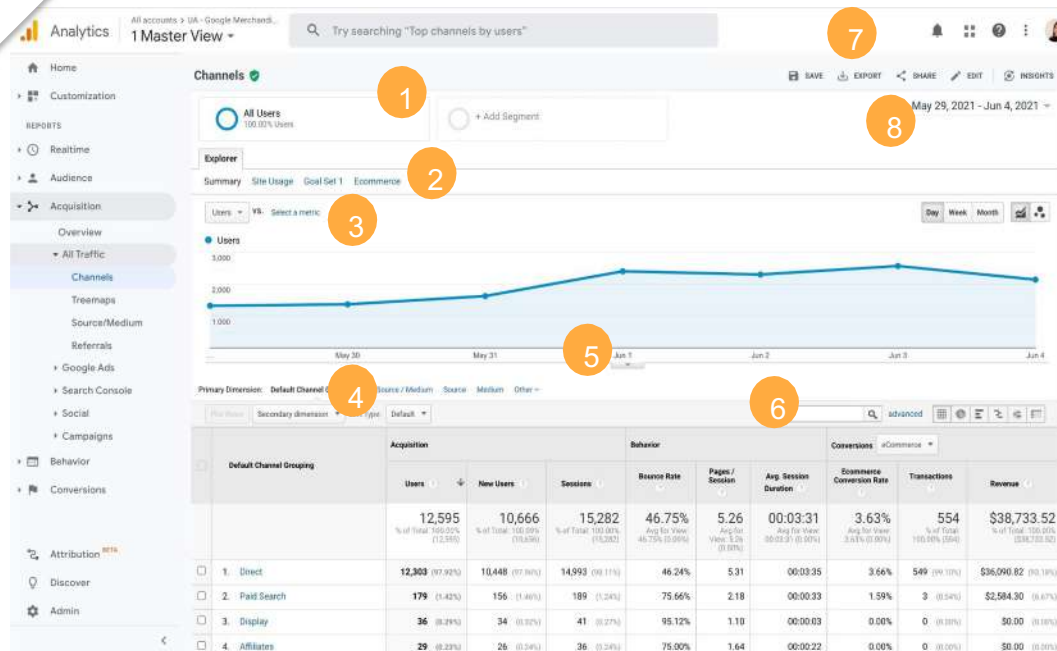
All Filters

Trash Can

EXAMPLE OF HOW TO USE GOOGLE ANALYTICS.



INTRODUCTION TO REPORTS



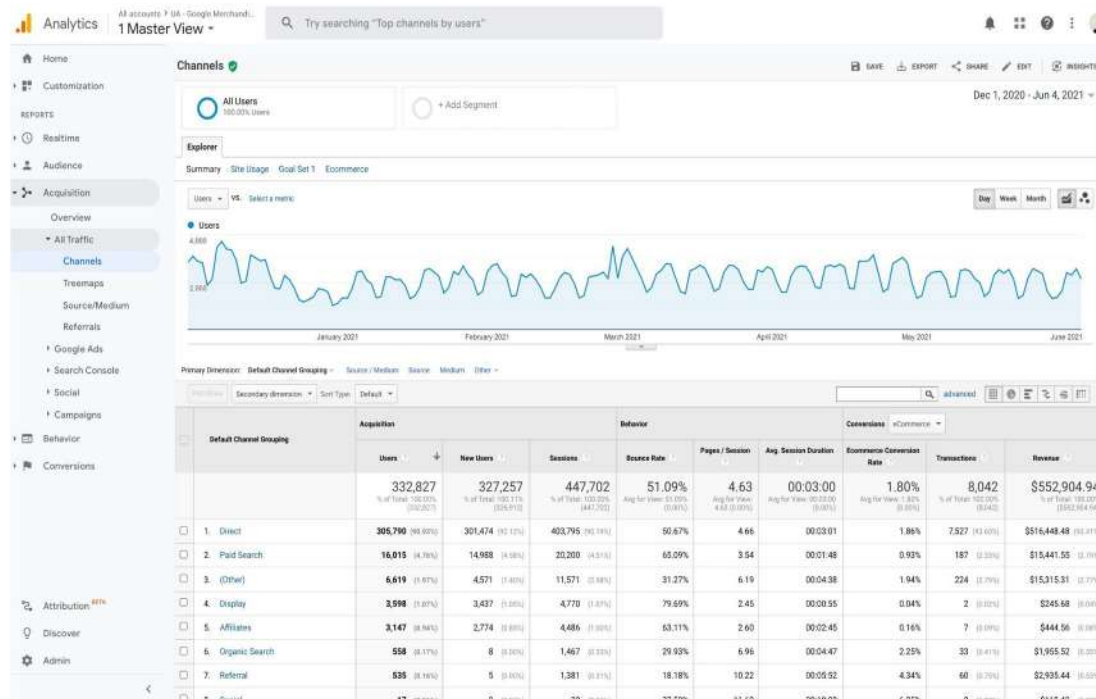
- 1 Segments
- 2 Views
- 3 Metrics
- 4 Secondary dimension
- 5 Notes
- 6 Filters
- 7 Export
- 8 Date

EXAMPLE OF HOW TO USE GOOGLE ANALYTICS.



Adquisition > All the traffic > Channels

It breaks down traffic by traffic sources through how users have arrived at the website.

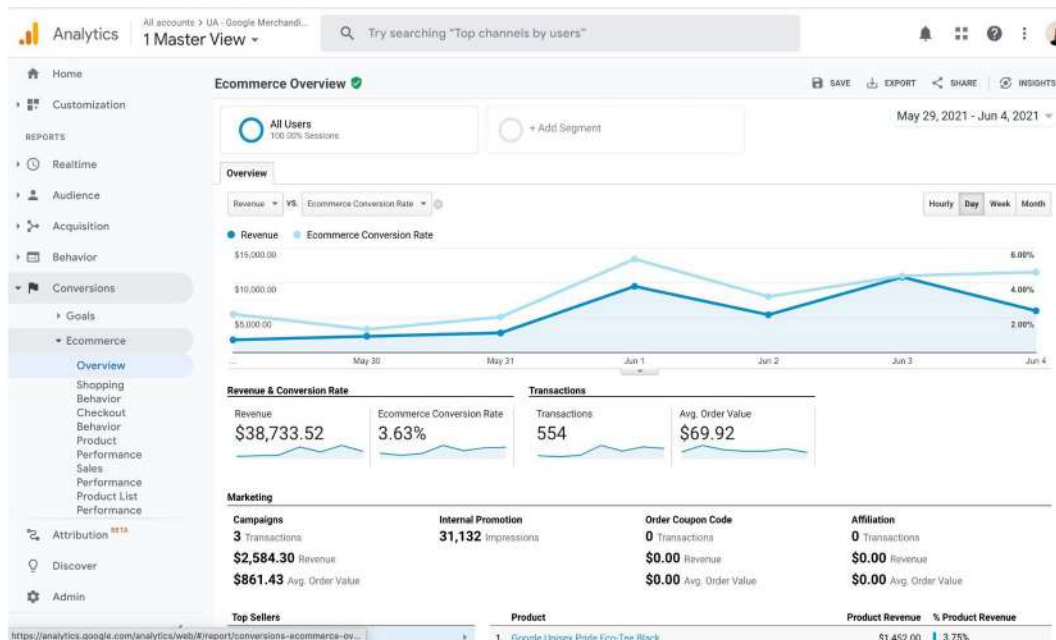


EXAMPLE OF HOW TO USE GOOGLE ANALYTICS.



REPORTING IN ECOMMERCE

Conversions > Ecommerce > Overview: Sales Summary, Ecommerce Conversion Ratio, Transactions, Average Order Value, and other metrics

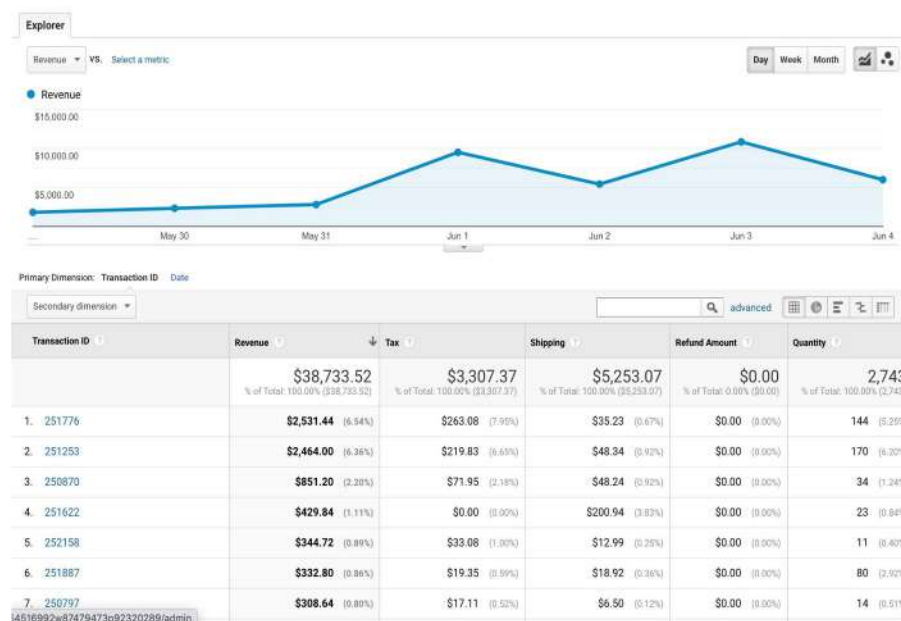
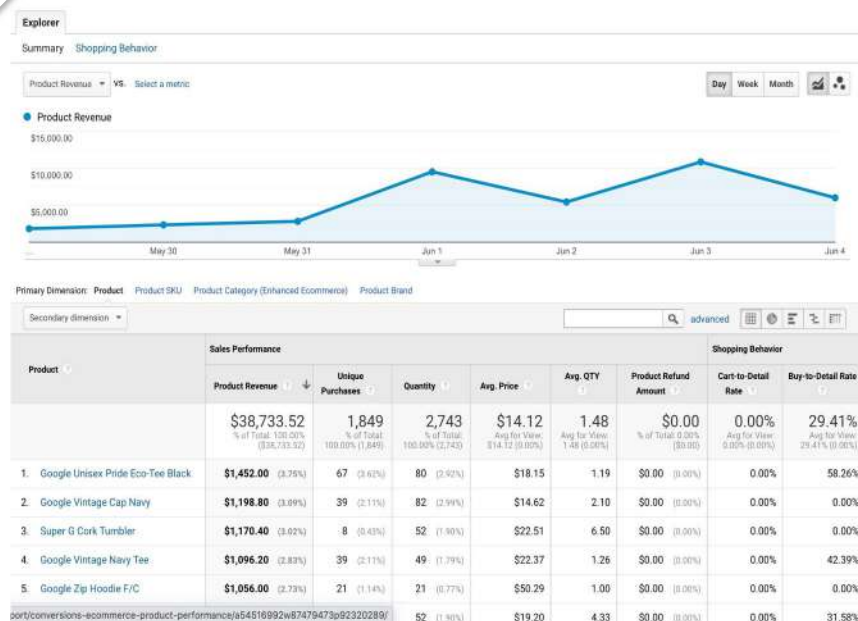


EXAMPLE OF HOW TO USE GOOGLE ANALYTICS.



ECOMMERCE REPORTS

Conversions > E-commerce > Activity by product /Commercial activity : Activity by product and by transaction.



WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



SEMURSH
COMPETITIVE INTELLIGENCE

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



It is an SEO tool for web analytics and competitive analysis, which offers various metrics and important data related to SEO positioning to define and analyze your content strategy.



WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



Visión general **Posiciones** Información Competidores Páginas

Positions ▾ Filtrar por palabra

Keyword positioning

Percentage of keyword traffic

Total monthly search volume for keyword

KD = Keyword difficulty
Keyword difficulty
The closer to 100 indicates better positioning of the word.

Cost per click of the keyword

Posiciones en búsquedas orgánicas 1 - 100 (87.732.506)

	Palabra clave	Pos.	Dif.	Tráfico, %	Volumen	KD%	Costo (USD)	URL	SERP	Última actualización
>	youtube	* → 24	nueva	< 0,01	151.000.000	95,72	0,89	https://www.a... 5255	📄	04 jun. 2019
>	amazon	1 → 1	0	12,37	101.000.000	82,73	0,01	https://www.a... com/	📄	04 jun. 2019
>	google	* → 55	nueva	< 0,01	83.100.000	70,58	1,14	https://www.a... 2294	📄	04 jun. 2019
>	google translate	13 → 12	↑ 1	0,01	45.500.000	92,71	0,91	https://www.a... 16M2	📄	04 jun. 2019
>	yahoo	23 → 23	0	< 0,01	37.200.000	79,63	1,04	https://www.a... 984X	📄	04 jun. 2019
>	craigslist	52 → 54	↓ 2	< 0,01	37.200.000	80,61	1,12	https://www.a... 1QG2	📄	04 jun. 2019
>	ebay	4 → 4	0	0,07	37.200.000	92,83	0,34	https://www.a... IBGU	📄	04 jun. 2019
>	walmart	81 → 92	↓ 11	< 0,01	37.200.000	82,08	0,02	https://www.a... 8788	📄	04 jun. 2019

Administrar columnas 10/13 Exportar

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



Singular**Price**

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



WHAT IS

- Competitive intelligence tool that detects price changes in distribution networks and discovers who sells your products, through tracking and monitoring with specially configured bots.

SERVICES

- Price control and distribution
- Stock control: additions, deletions, breakages...
- Control of product valuations on the platforms.
- Competitor analysis.
- Review of the distribution network 365 days a year.
- Personalized attention with Price Managers

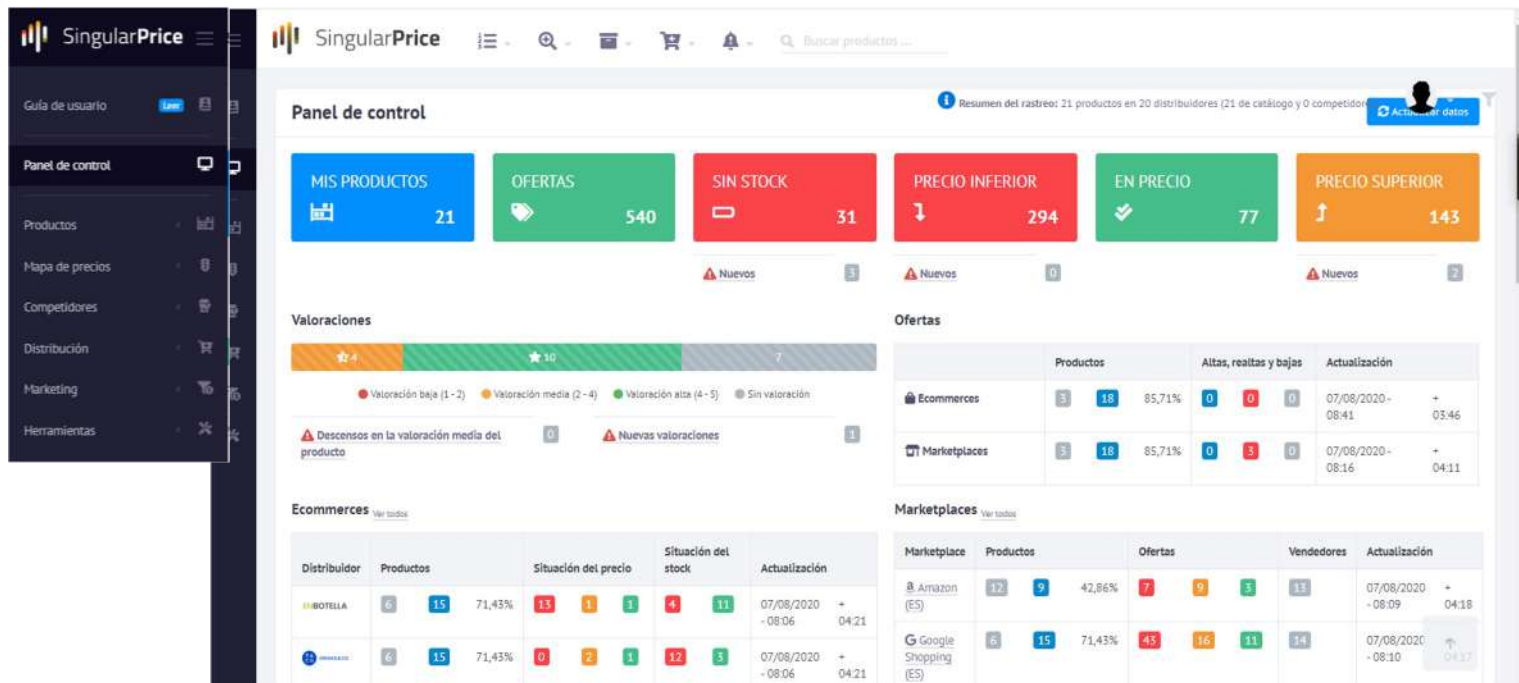
OTHER INFORMATION OF INTEREST

- Automation by sending periodic alerts and reports.
- Unlimited number of users
- Lifetime updates
- Human verification: confirming registrations, de-registrations and new matches, achieving the best level of matching

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



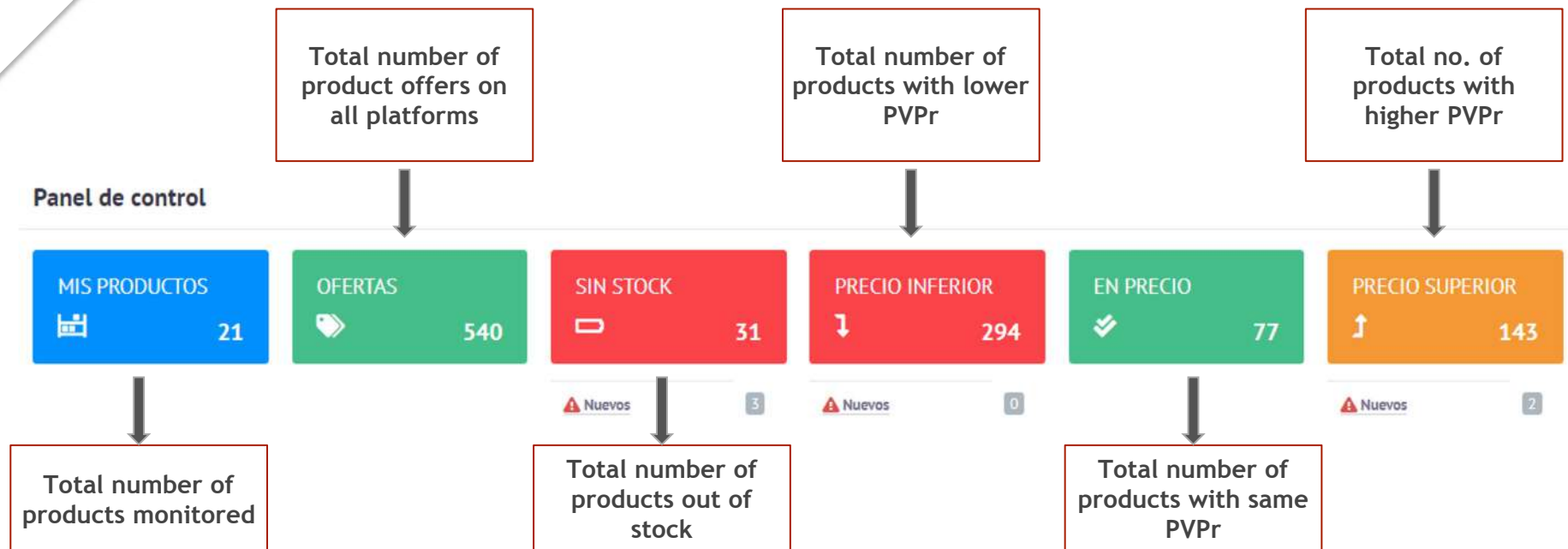
CONTROL PANEL



WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



CONTROL PANEL - FUNCTIONALITIES



WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



General situation
by Ecommerce
and Marketplaces

Valoraciones



● Valoración baja (1 - 2) ● Valoración media (2 - 4) ● Valoración alta (4 - 5) ● Sin valoración

⚠ Descensos en la valoración media del producto

0

⚠ Nuevas valoraciones

1

% of ratings (low, medium, high and unrated) of products on platforms

Ofertas

	Productos			Altas, realitas y bajas			Actualización	
Ecommerce	3	18	85,71%	0	0	0	07/08/2020 - 08:41	+ 03:46
Marketplaces	3	18	85,71%	0	3	0	07/08/2020 - 08:16	+ 04:11

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



merces [Ver todos](#)

Distribuidor	Productos	Situación del precio	Situación del stock	Actualización
UNIBOTELLA	6 15 71,43%	13 1 1	4 11	07/08/2020 - 08:06 + 04:21
Amazon.es	6 15 71,43%	0 2 1	12 3	07/08/2020 - 08:06 + 04:21
Gala Online	7 14 66,67%	12 0 2	0 14	07/08/2020 - 08:06 + 04:21
Vivino	9 12 57,14%	3 4 5	0 12	07/08/2020 - 08:41 + 03:46
Drinks & Co	9 12 57,14%	9 2 1	0 12	07/08/2020 - 08:16 + 04:11



General situation by Ecommerce with information on: number of products marketed, price situation and stock situation.

Marketplaces [Ver todos](#)

Marketplace	Productos	Ofertas	Vendedores	Actualización
Amazon (ES)	12 9 42,86%	7 9 3	13	07/08/2020 - 08:09 + 04:18
Google Shopping (ES)	6 15 71,43%	43 16 11	14	07/08/2020 - 08:10 + 04:17
eBay (ES)	18 3 14,29%	2 0 1	2	07/08/2020 - 08:12 + 04:15
Vivino (ES)	7 14 66,67%	113 62 26	53	07/08/2020 - 08:13 + 04:14
Drinks & Co (ES)	6 15 71,43%	41 33 11	17	07/08/2020 - 08:16 + 04:11



General situation by Marketplaces with information on: number of products marketed, price situation and number of sellers.

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



SingularPrice | **SingularPrice** | **Resumen del rastreo: 21 productos en 20 distribuidores (21 de catálogo y 0 competidores)**

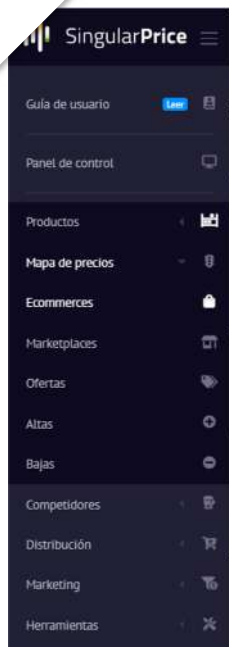
Productos: 21 productos (Marketplaces)

Producto	Categoría	Marca	PVP	Ofertas	AMZ.es	GS (ES)	EBAY (ES)	VV (ES)	D&C (ES)
Botella 0,75L Marqués de Riscal Rosado 2019 EAN: 8410064940038 P/N: N/A	Vino rosado / 2019	Marqués de Riscal	6,60€	22 (16)	5,47€ - 6,61€ (2) 5,47€	5,47€ - 6,59€ (7)	-	5,47€ - 6,57€ (8) 5,47€	5,55€ - 6,64€ (5) 5,50€
Botella 0,75L Arlenzo de Marqués de Riscal 2016 EAN: 8410064943304 P/N: N/A	Vino tinto / 2016	Marqués de Riscal	7,95€	27 (17)	7,75€ (1) 7,75€	8,25€ - 8,59€ (4)	-	8,50€ - 10,10€ (21) 9,24€	8,55€ (1) 8,55€
Botella 0,75L Marqués de Riscal Verdejo 2019 EAN: 8410064943009 P/N: N/A	Vino blanco / 2019	Marqués de Riscal	7,40€	55 (4)	7,50€ - 10,54€ (4)	8,50€ - 8,59€ (11)	-	7,55€ - 8,59€ (28) 7,59€	8,94€ - 10,31€ (12) 8,94€
Botella 0,75L Marqués de Riscal Reserva 2015 EAN: 8410064943004 P/N: N/A	Vino tinto / 2015	Marqués de Riscal	14,40€	60 (23)	13,75€ - 16,11€ (7) 14,11€	15,80€ - 16,30€ (3)	-	12,50€ - 14,10€ (37) 13,94€	13,74€ - 15,34€ (13) 14,50€

Full listing of all products,
general description: name,
EAN, Part Number

Product analysis on all
marketplaces: RRP, number of
active offers, minimum price,
maximum price, Buy box
winning price.

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS

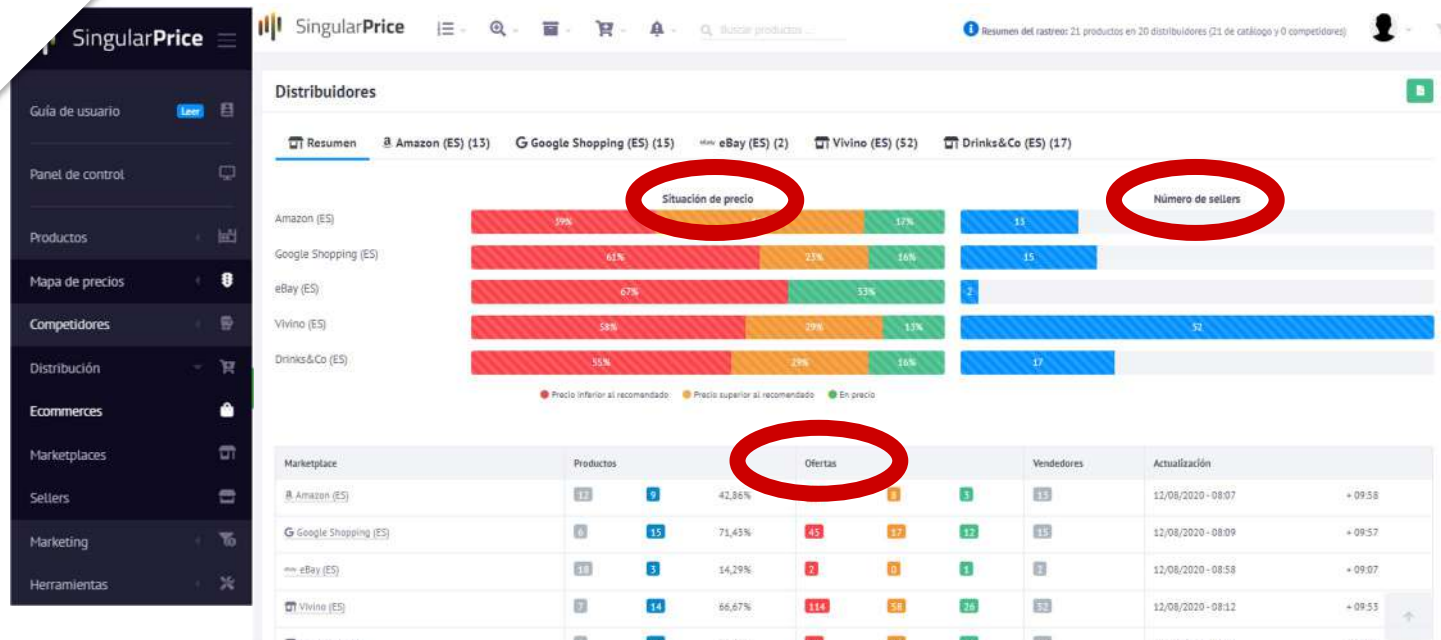


Mapa de precios: 21 productos (Marketplaces)

Producto	P/N	PVP	AMZ.es	GS (ES)	EBAY (ES)	WV (ES)	D&C (ES)
Botella 0,75L Marqués de Riscal Rosado 2019	N/A	6,60€	5,47€	5,47€		5,47€	5,70€
Botella 0,75L Arlenzo de Marqués de Riscal 2016	N/A	7,95€	7,75€	6,25€		7,24€	8,50€
Botella 0,75L Marqués de Riscal Verdejo 2019	N/A	7,40€	7,36€	4,90€		7,39€	8,17€
Botella 0,75L Marqués de Riscal Reserva 2015	N/A	14,40€	13,75€	12,80€		13,84€	14,90€
Botella 0,75L Txakoli Marqués de Riscal 2018	N/A	13,90€		12,05€			11,56€
Botella 0,75L Marqués de Riscal Viñas Viejas Rosado 2018	N/A	29,75€				25,26€	25,26€
Estuche 1 Botella 0,75L Barón de Chirel Verdejo Viñas Centenarias 2018	N/A	42,50€		40,36€		39,90€	
Botella 0,75L Marqués de Riscal Limousin 2018	N/A	14,75€		13,20€		11,61€	12,96€
Botella 0,75L Finca Montico 2018	N/A	12,90€		10,77€	17,90€	10,77€	11,40€
Botella 0,75L Marqués de Riscal Sauvignon Organic 2019	N/A	9,90€	9,85€	8,37€		8,20€	8,85€
Estuche 2 Botellas 0,75L Marqués de Riscal Verdejo + Ice Bag 2019	N/A	14,80€					
Estuche 3 Botellas 0,75L Marqués de Riscal Verdejo 2019	N/A	22,20€					
Botella 0,75L Barón de Chirel Tinto Reserva 2015	N/A	69,95€	77,88€	65,00€	64,75€	57,02€	57,02€

Analysis of the price situation by product and the different marketplaces.

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



Information on price situation, number of offers and number of sellers per marketplace

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



SingularPrice

Guía de usuario [Learn](#)

Panel de control

Productos

Mapa de precios

Competidores

Distribución

Ecommerce

Marketplaces

Sellers

Marketing

Herramientas

Resumen del rastreo: 21 productos en 20 distribuidores (21 de catálogo y 0 competidores)

Buscar productos

Sellers

Distribuidor	Ofertas	Inferiores	Amazon (ES)	Google Shopping (ES)	eBay (ES)	Vivino (ES)	Drinks&Co (ES)
Amazon	1	1	1	0	0	0	0
Apontida	5	2	0	0	0	3	0
ApoVino	6	4	0	0	0	3	3
Ardoa On-Line	1	0	0	0	0	1	0
Bebevinos	2	1	0	0	0	2	0
BEBIDAS Y MAS...	1	1	1	0	0	0	0
Bodeboca	18	4	0	8	2	8	0
Bodega Privada	3	3	0	0	0	3	0
Bogar Wines	3	0	2	1	0	0	0
Bulmet	5	1	0	0	0	5	0
Calangel	1	0	0	0	0	1	0
Campoluz	3	3	3	0	0	0	0
Campoluz Enoteca	10	9	0	0	0	10	0
campoluzenoteca.com	11	9	0	11	0	0	0

Complete list of all sellers marketing the products on all monitored platforms

WHAT IS JUNGLE SCOUT?

Jungle Scout is an application in the cloud, whose main objective is to show data and statistics that will help in the process of selecting products to sell, identifying market niches and studying the competition.



Con Jungle Scout, puede analizar y tomar decisiones basadas en resultados y estadísticas reales. Puede extraer y exportar la siguiente información en Excel:

- Product name
- Brand
- Price
- Category
- Classification
- Sales estimate
- Estimated income
- Evaluations
- Average score
- BSR
- Weight and measures
- Cost FBA

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



A tool designed for retailers, the product catalog provides all the information needed to know which product sells best.

Product Database

Amazon Marketplace Spain

Product Tier

Seller

Categories

- ☐ Select All
- ☐ Bebé
- ☐ Belleza
- ☐ Bricolaje y herramientas
- ☐ Coche y moto
- ☐ Deportes y aire libre
- ☐ Electrónica
- ☐ Equipaje
- ☐ Hogar
- ☐ Hogar y cocina
- ☐ Iluminación
- ☐ Industria, empresas y ciencia
- ☐ Informática
- ☐ Instrumentos musicales
- ☐ Jardín

United States

Canada

Germany

Spain

France

India

Italy

Mexico

United Kingdom

Videojuegos

Zapatos y complementos

We will have to select the database we will consult, we can only do the research for one country at a time.

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



JS Jungle Scout

Position in search results

Add to Web App Product Tracker

Current price in buy box

Rank of the best sellers

Estimated sales in the last 30 days

Estimated daily unit sales

Estimated revenues in 30 days

Number of comments

Star rating 1-5

Type of seller

List quality score 1-10

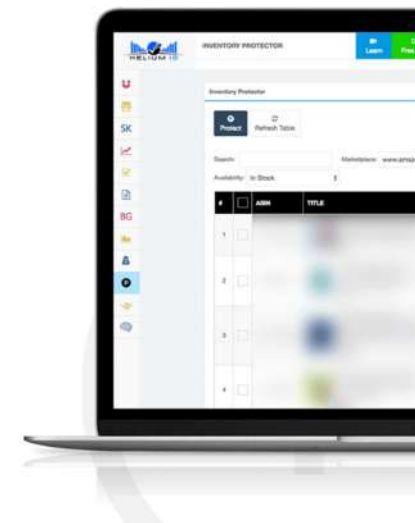
Jungle Scout PRO EXTENSION													
Average Monthly Sales			Average Sales Rank		Average Price		Average Reviews		Opportunity Score /				
200			14,805		€48.96		105		2 Low Demand with high competition				
#	Add	Product Name	Brand	Price	Category	Rank	Mo. Sales	D. Sales	Revenue	Reviews	Rating	Seller	LQS
1		Seibertron 3 D'la Backpack Assault...	Seibertron	€9.99	Equipaje	#26,042	0	0	€0	0	5	FBA	6
2		WAWJ Mochila antirrob impermeab...	WAWJ	€6.97	Electrónica	#542	41	1	€136	289	4	FBA	6
3		Overmont 35L Multifuncional portátil...	Overmont	€9.98	Electrónica	#12,560	3	0	€120	109	4	FBA	7
4		Mochila de Portátil, REYED Mochila...	REYED	€5.99	Equipaje	#67	548	21	€14,243	274	4.5	FBA	7
5		Under Armour UA Hustle Backpack L...	Under Armour	€5.99	Deportes y...	#172	703	24	€18,271	586	4.5	FBM	5
6		WinCret Acolchada Mochila Portatil ...	WinCret	€9.99	Equipaje	#7,218	11	0	€550	14	4.5	FBA	7
7		Thule Crossover - Mochila para port...	Thule	€3.41	Informática	#3,741	0	0	€0	120	4.5	AMZ	5
8		Mil-Tec Military Army Patrol MOLLE...	Mil-Tec	€9.95	Electrónica	#512	225	12	€8,989	142	4.5	FBA	4
9		Rains Mini Mujer Backpack Negro	Rains	€8.00	Deportes y...	#12,512	11	0	€638	6	5	---	5
10		Thule - Crossover Backpack 32L	Thule	€9.46	Equipaje y co...	#8,086	62	1	€4,927	78	4.5	FBM	4
11		WENIC Mochila Antirrob Impermeab...	WENIC	€6.58	Equipaje	---	---	---	---	146	4.5	FBA	7
12		The North Face Borealis, Mochila	The North Face	€8.13	Deportes y...	#9,370	98	3	€6,577	143	4.5	---	5
13		Lixada Mochila de Senderismo 50L /	Lixada	€3.99	Deportes y...	#71	453	30	€15,397	203	4	FBA	7
14		XD Design Bobby - Backpack Mochil...	XD Design	€9.95	Deportes y...	#7,784	108	3	€9,715	40	4	FBM	6
15		Xiaomi Mi City Póster Gris Mochila...	Xiaomi	€7.54	Informática	#23,696	0	0	€0	27	5	FBA	4
16		HapiLeap Mochila Escolar Unisex Mo...	HapiLeap	€24.80	Electrónica	#28,830	0	0	€0	138	4.5	FBA	5
17		Mardintop 35/60L Mochila Militar T...	Mardintop	€34.98	Deportes y...	#1,407	276	9	€9,654	50	4.5	---	6
18		Awinit Backpack, Business Anti-The...	Awinit	€30.99	---	---	---	---	---	5	5	FBA	7
19		5.11 Tactical RUSH 12 Mochila, Unisex...	5.11 Tactical	€7.24	Deportes y...	#4,937	176	4	€12,714	85	5	AMZ	5
20		Herschel Retreat Backpack - Mochil...	Herschel	€76.95	Equipaje	#3,730	74	1	€5,694	41	4	FBM	5
21		Twelve South Thunderbolt BackPack...	Twelve South	€39.99	Informática	#6,487	0	0	€0	34	4	AMZ	6
22		AmazonBasics - Mochila para por...	AmazonBasics	€24.99	Informática	#8,083	0	0	€0	73	4.5	AMZ	6
23		HXSS anti-rob de nylon innovem...	HXSS	€35.99	Electrónica	#7,725	8	0	€368	15	3.5	FBA	7

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



WHAT IS HELIUM 10?

- Helium 10 is software tools for Amazon sellers.
- It contains more than a dozen tools that help Amazon sellers find keywords, identify trends, study competitors and fully optimize product listings to increase sales exponentially.



WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS



PRODUCT RESEARCH

Discover winning product ideas and delve into these markets to research and validate those ideas.



KEYWORD RESEARCH

Discover the keywords that attract traffic to help generate more traffic to your list.



PRODUCT LAUNCH

Launch products and rank keywords. Determine how many units you will need to sell to rank for the keywords on page 1..



LISTING OPTIMIZATION

Quickly create and optimize your product listings to generate sales.



KEYWORD TRACKING

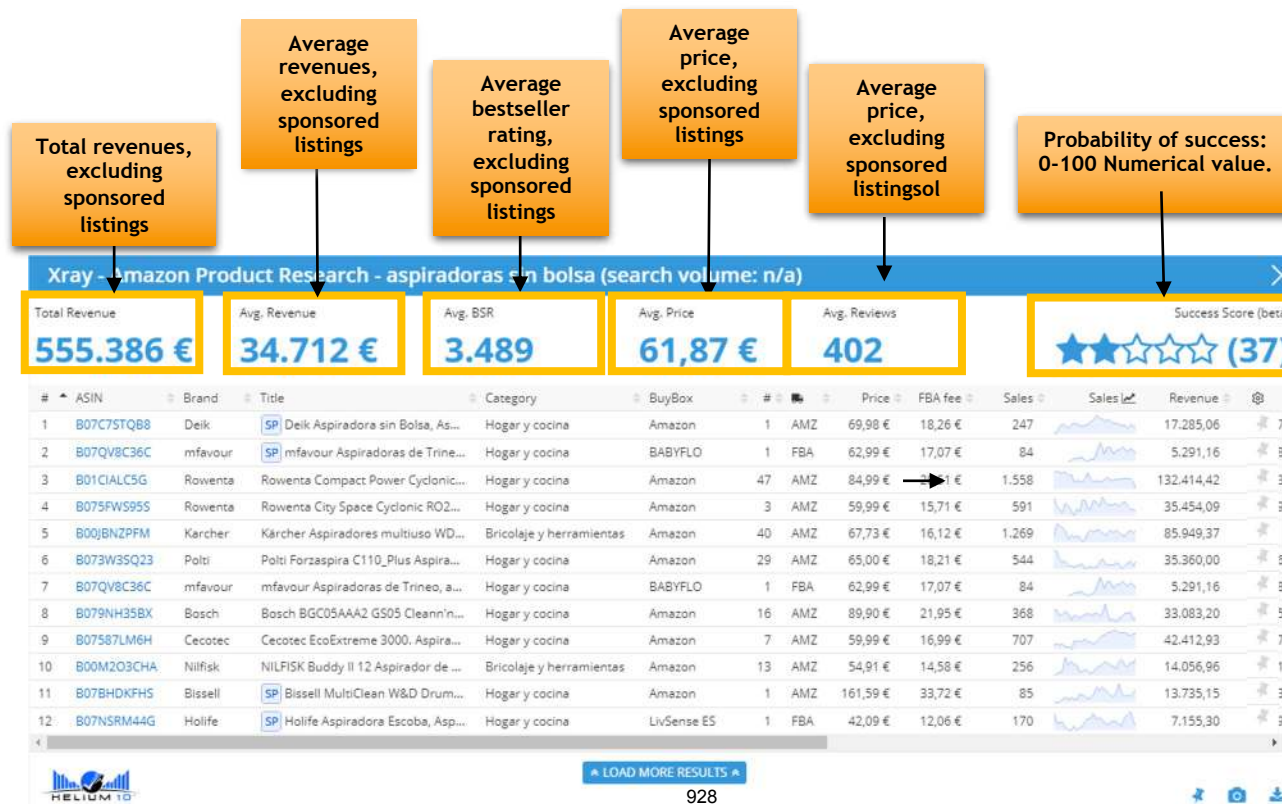
Track all your keywords, including your ranking and Amazon badges.



REFUND

Get a refund for lost or damaged inventory that Amazon has not reimbursed.

WHAT IS MY COMPETITION DOING? COMPETITIVE INTELLIGENCE TOOLS





BIZ TRENDS



WHAT IS BIZ TRENDS?

It is an essential tool for optimizing results within the platform and, above all, for decision making.

It combines knowledge of my profile's performance ratios with data on the sector and its main competitors.

B2B ANALYTICS: BIZ TRENDS, ALIBABA.COM'S TOOL.



Biz Trends is updated regularly (daily, currently), so it always offers access to the most up-to-date company and industry information.

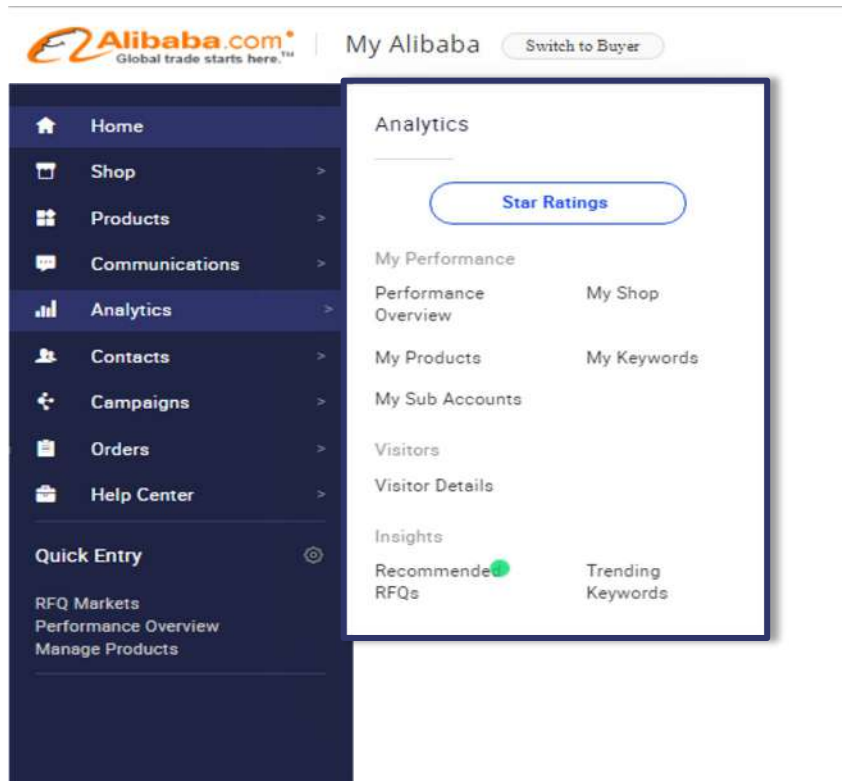




BIZ TRENDS FOR GOLD SUPPLIERS

It is only available for Gold Suppliers, a paid membership for suppliers on Alibaba.com. It offers comprehensive ways to promote your products, maximizing product exposure and increasing ROI.

BASIC	STANDARD	PREMIUM
For New Businesses	For Growing Businesses	For Established Businesses
<ul style="list-style-type: none"> ✓ 5 Product showcases ✓ Customer support ✓ Priority search results ranking ✓ Respond to buyer inquiries & quotes 	<ul style="list-style-type: none"> ✓ 12 Product showcases ✓ Priority customer support ✓ Priority search results ranking ✓ Respond to buyer inquiries & quotes 	<ul style="list-style-type: none"> ✓ 28 Product showcases ✓ Dedicated customer support ✓ Priority search results ranking ✓ Respond to buyer inquiries & quotes
US \$ 116.58* /month billed annually (US \$1399.00)	US \$ 249.92* /month billed annually (US \$2999.00)	US \$ 499.92* /month billed annually (US \$5999.00)
CHOOSE BASIC	CHOOSE STANDARD →	CHOOSE PREMIUM



RECOMMENDED RFQS

Alibaba.com | My Alibaba

99+ Help ~ 4 Notifications

Buying Requests

Time of post: Last day Last 7 days 7 days ago

Categories: Home Appliances Water Treatment Appliances Third Level Industry Fourth Level Industry

RFQ movements

Total Quotation Quota: 199 The percentage of RFQ that has been quoted: 84% RFQ quota balance: 952

Peer performance (7 days)

The average number of RFQs quoted: 3.2 Top 10 in peer performance of RFQs quoted: 16.6

Matching RFQs **Matching keywords**

Keywords search: You can search for keywords you might be interested in

Keywords	RFQ Count	Total Quotation Quota	Remaining Quotation Quota	
cold type	5			
water cooler	3			
filter	2			
pet water dispenser	2	20	18	Check RFQs
ce certification	2	20	17	Check RFQs
activated carbon type	2	20	14	Check RFQs
electric water boiler	2	20	13	Check RFQs

In the Matching keywords tab, we will find the keywords found in the RFQ names and details within the statistical period.

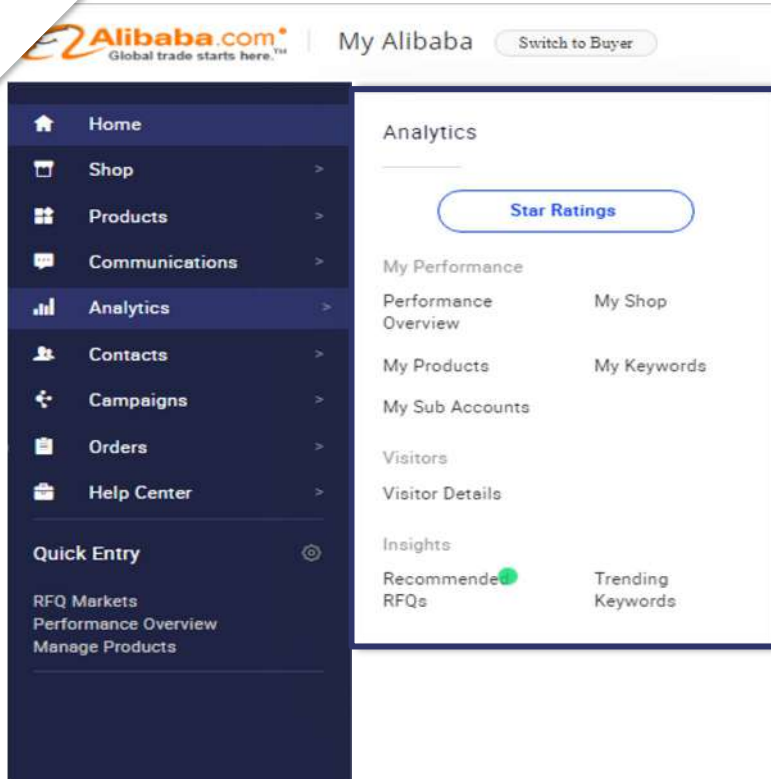
Selecting "Check RFQs" will redirect you to a new tab with a list of all the ads containing this keyword.

B2B ANALYTICS: BIZ TRENDS, ALIBABA.COM'S TOOL.



AGROSMARTglobal
 INTERREG SUDOE
 SOE3/P2/E0897
 MOOC Agrosmart Global

ecommercenews



KEYWORD TRENDS

B2B ANALYTICS: BIZ TRENDS, ALIBABA.COM'S TOOL.



Hot Keywords

Notice: The keywords information listed are based on the data from the past 12 months. Listings are in compliance with the policies. View the [brand list](#).

[Product listing policies](#) and make sure all information in your

Search

The data are updated on every 3th day of the month before 9:00hrs (PST)

Keywords	Supplier Competition	Showcased Products	Search Frequency	Search Frequency (Past 12 Months)
water dispenser	708	239	2190	
water dispenser parts	80	7	1372	
dispenser water	78	7	646	
cold water dispenser	175	24	485	
hot and cold water dispenser	280	88	399	
water dispenser machine	150	20	355	
water dispenser electric	14	1	352	
drinking water dispenser	123	15	346	
water dispenser pump	102	11	342	

Since we have the list of keywords and we have data about the sellers and the products listed under each word, one way to take advantage of the list is to extract those related keywords and perform a search directly on Alibaba.com by word.

B2B ANALYTICS: BIZ TRENDS, ALIBABA.COM'S TOOL.



AGROSMARTglobal
INTERREG SUDOE
SOE3/P2/E0897
MOOC Agrosmart Global

ecommerce**news**

The screenshot displays the Alibaba.com homepage during a 'Mid-Year Sale'. At the top, a navigation bar includes a 'Ready to ship' banner, category-specific buttons (Sports Caps, Backpacks, Water Dispensers, Face & Body Mask, Cake Tools, Back Support, Vape pen Atomizers), and a 'Source now' button. Below this is the main search area with the Alibaba.com logo, a search bar containing 'hot and cold water dispenser', and a 'NEW' badge. To the right of the search bar are links for 'My Alibaba', 'Orders', 'Favorites', and 'Cart'. A secondary navigation bar lists 'Categories', 'Ready to Ship', 'Trade Shows', 'Membership', 'Services', and 'Help', along with 'Get the App' and 'English - USD'. The main content area features a large orange banner for the 'Mid-Year Sale' with the text 'Get more than 30% off' and 'Save on these top items at your fingertips', accompanied by a 'Source now' button. To the left of the banner is a 'MY MARKETS' sidebar with a list of categories: Luggage, Bags & Cases; Fashion Accessories; Electrical Equipment & Supplies; Food & Beverage; Machinery; Shoes & Accessories; Packaging & Printing; Vehicles & Accessories; and 'All Categories'. To the right of the banner are three smaller promotional sections: 'New arrivals' with a 'Source Now' button and an image of a jewelry box; 'Top-ranked products' with a 'Source Now' button and an image of a bicycle; and 'Deals from 30% off' with a 'Source Now' button and an image of a dress.

In the list of results, we will be able to apply a series of filters to identify our competitors.

Check it Now **alibaba.com** Global trade starts here.

Products hot and cold water dispenser table top **NEW** Search

My Alibaba 99+ Orders Favorites Cart

Categories Ready to Ship Trade Shows Membership Services Help Get the App English - USD

RELATED CATEGORY

- Home Appliances
 - Water Dispensers
- Furniture
 - Dining Tables
 - Restaurant Tables
- Product Features
- Certification
 - CE
 - CB
- Housing Material
 - Plastic
 - Stainless Steel
- Installation
 - Desktop
- Sample Order **NEW**

Products Kind of vendor Seller's country of origin Countries to which it exports

Supplier Types: ☐ Trade Assurance ☒ Verified Supplier Supplier Location

Product Filters: Min. Order: less than Price:

View 710 Product(s)

High quality counter water dispenser
\$150.00-\$300.00 / Unit
10 Units Min. Order

Supplier Location

search

Suggested Location

- ☐ South Korea (17)

All Countries & Regions

- ☐ China (Mainland) (581)
- ☐ India (7)
- ☐ Malaysia (71)
- ☐ Taiwan (34)
- ☐ Thailand (7)

Past Export Countries

search

All Countries & Regions

- ☐ United States (164)
- ☐ Chile (135)
- ☐ India (128)
- ☐ Mexico (108)
- ☐ United Kingdom (101)
- ☐ Philippines (91)
- ☐ Spain (85)

Premium Related Products

under sink or table top hot and cold water dispenser can control

6 Photos

Add To Compare

Sponsored Listing Contact Supplier Chat Now!

Messenger 13

B2B ANALYTICS: BIZ TRENDS, ALIBABA.COM'S TOOL.



In the left column, we can apply a series of filters that will help us to further specify the product.

The screenshot shows the Alibaba.com interface with the search term "hot and cold water dispenser table top". The left sidebar contains several filter categories:

- RELATED CATEGORY**
 - Home Appliances
 - Water Dispensers
 - Furniture
 - Dining Tables
 - Restaurant Tables
 - Product Features
 - Certification
 - ☐ CE
 - ☐ CB
 - Housing Material
 - ☐ Plastic
 - ☐ Stainless Steel
 - Installation
 - ☐ Desktop
 - Sample Order **NEW**
- Product Features**
 - Sample Order **NEW**
 - ☐ Paid samples
 - ☐ Free samples
 - Min. Order: less than OK
- Supplier Features**
 - Supplier by Area
 - ☐ Asia
 - ☐ Middle East
 - Suppliers by Country/Region
 - ☐ South Korea
 - ☐ China (Mainland)
 - ☐ India
 - ☐ Malaysia
 - ☐ Taiwan
- Supplier Types**
 - ☐ Trade Assurance
 - ☒ Verified Supplier
 - ☐ Onsite Checked
 - ☐ Transactions via Alibaba.com
- Total Revenue**
 - ☐ US\$5 Million - US\$10 Million
 - ☐ US\$10 Million - US\$50 Million
 - ☐ US\$2.5 Million - US\$5 Million
 - ☐ US\$50 Million - US\$100 Million
 - ☐ See more
- Mgmt Certification**
 - ☐ ISO9001
 - ☐ Other
 - ☐ ISO14001
 - ☐ OHSAS18001
- My History**

The main content area displays search results for "hot and cold water dispenser table top". It includes a list of suppliers, with "HAO HSING INDUSTRIAL CO., LTD." highlighted. The product details show a "hot warm cold" dispenser, "under sink or table top", and "hot and cold water dispenser can control". The interface also includes a search bar, navigation links (Categories, Ready to Ship, Trade Shows, Membership, Services, Help), and a top navigation bar with "Check it Now", "Alibaba.com", and "Global trade starts here".

B2B ANALYTICS: BIZ TRENDS, ALIBABA.COM'S TOOL.



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SOE3/P2/E0897
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ecommerce**news**



Sourcing Solutions ▾ Services & Membership ▾ Help & Community ▾

Ready to Ship | Trade Shows | Get

Categories ▾

Suppliers ▾ hot and cold water dispenser table top



96 My Alibab

Order Protect

Related Searches: countertops vanity tops table tops table top cookers table top office tables with glass top

Categories

Home Appliances
Water Dispensers
Construction & Real Estate
Countertops, Vanity Tops & Table
Tops

Top 3 Markets

- ☐ Africa
- ☐ Northern Europe
- ☐ Oceania
- ☐ South Asia
- ☐ Eastern Asia
- ☐ Southern Europe
- ☐ Central America

Total Revenue

US\$2.5 Million - US\$5 Million
US\$1 Million - US\$2.5 Million

Suppliers > hot and c 827 Supplier(s)

Products

Suppliers

One Request, Multiple Quotes.

☐ Trade Assurance ☒ Verified Supplier

Sort By: Best Match

Location: All

9 YRS **Ningbo Jewin Electrical Appliances Co., Ltd.**

Verified Supplier Trade Assurance Contact Details Video

ODM orders accepted 9 years' experience 10 employees



water dispenser
without

Table top bottled
water dispenser

Mini Table top
Electronic cooling

Transaction Level:
Main Products:
Country/Region:
Total Revenue: US\$5 Million - US\$10 Million
Top 3 Markets: Southeast Asia 10.0%, Western Europe 10.0%, Eastern Europe 10.0%

34 Transactions(6 months)
\$ \$260,000+

Response Rate
93.1%

Contact Supplier

Chat Now!

We can select the suppliers we are interested in to make a comparison, once selected, a new tab will open with the results.

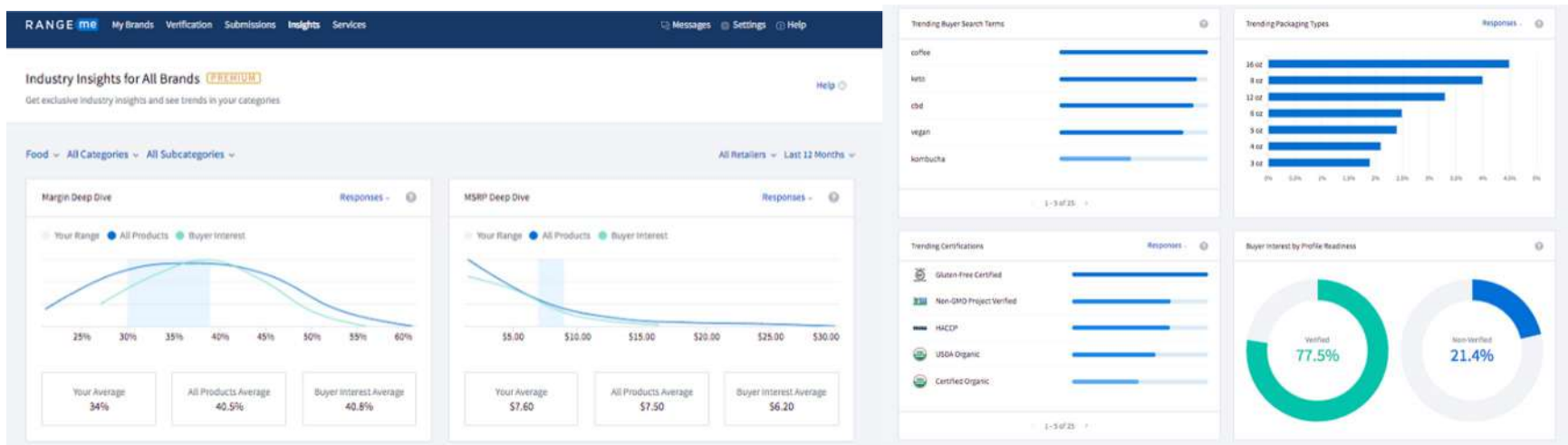


OTHER ANALYTICS PLATFORMS IN THE MAIN B2B AND B2C MARKETPLACES: RANGE.ME, TRIDGE, ETC.



RANGE.me

HOW RANGEME SHOWS INDUSTRY DATA TO ITS PREMIUM CUSTOMERS



OTHER ANALYTICS PLATFORMS IN THE MAIN B2B AND B2C MARKETPLACES: RANGE.ME, TRIDGE, ETC.



TRIDGE PROVIDES A DATABASE TO ITS CUSTOMERS WITH:

- Real-time wholesale market prices
- Production volume
- Global production trend
- Production analysis by country
- List of suppliers in various industries

