

Version 10.2

Built To Power Rich Featured Next-gen Marketplaces

- With RFQ Features
- Fully Customizable
- Lifetime License
- Fast, Reliable & Secure

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About Yo!Kart

Yo!Kart, the force behind the success of 5000+ marketplaces worldwide has progressively evolved over the years – to offer Admin contemporary tools to win in eCommerce. Yo!Kart is a comprehensive multi-vendor eCommerce platform designed to facilitate the creation and management of online marketplaces.

With its user-friendly interface, rich feature set, and focus on security, Yo!Kart is ideal for businesses of all sizes aiming to thrive in the competitive eCommerce landscape.

Yo!Kart is a complete eCommerce solution that simplifies marketplace creation while offering extensive customization and scalability.

Here are some of its key features:

1. User Management

- **Admin Dashboard:** Centralized control for managing buyers, sellers, and affiliates, including email verification and reward points.
- **Seller Dashboard:** Vendors can manage their inventory, orders, and sales analytics.

2. Product Management

- **Product Catalog System:** Master and Sellers Catalog with its manageability.
- **Bulk Uploads:** Facilitates easy addition of multiple products simultaneously.

3. Order and Shipping Management

- **Order Management:** Enables both admin and vendors to manage orders

efficiently, including payment methods and site commissions.

- **Shipping Integration:** Integration with third-party logistics like ShipStation and AfterShip for real-time shipping rates and tracking.

4. Payment and Taxation

- **Multiple Payment Gateways** are available.
- **Tax Management:** Tax module supporting single and combined tax structure.

5. Marketing and SEO

- **Discount Management:** Offers discount coupons, volume discounts, and special price discounts to enhance the shopping experience.
- **SEO Tools:** Features like sitemap updates and SEO-friendly options to improve search engine rankings.

6. Localization and Multilingual Support

- **Localization Settings:** Personalized settings for language, currency, and time.
- **Multilingual Functionality**

7. Mobile Commerce

- **Mobile Apps:** Ready-to-launch Android and iOS apps for Buyers, featuring product review management, push notifications, and multilingual support.

8. Security and Compliance

- **SSL Encryption:** Ensures secure transactions and data protection.
- **Compliance:** Adheres to industry standards for data security and privacy.

Yo!Kart Features Overview



Fig: 1

Release Features Overview

With the current release — its version v10.2, Yo!Kart is equipped with seamless RFQ (**Request for Quote**) **module integration** to cater to its Clients a new feature and improve collaboration between Buyers and Sellers as per their needs and requirements. This feature ensures accurate quote generation, enhanced data visibility, and efficient communication within the platform.

The **Request for Quote (RFQ) module** is a dynamic feature that enables Buyers to request quotations directly from Sellers for specific Products or Variants. It enhances the platform's flexibility by supporting custom pricing, tailored negotiations, and various levels of control and customization from Admin and Sellers, making it a versatile feature for the Yo!Kart marketplace.

User Types

Yo!Kart Marketplace comprises a variety of user types, each having specific roles and contributions, as illustrated below:

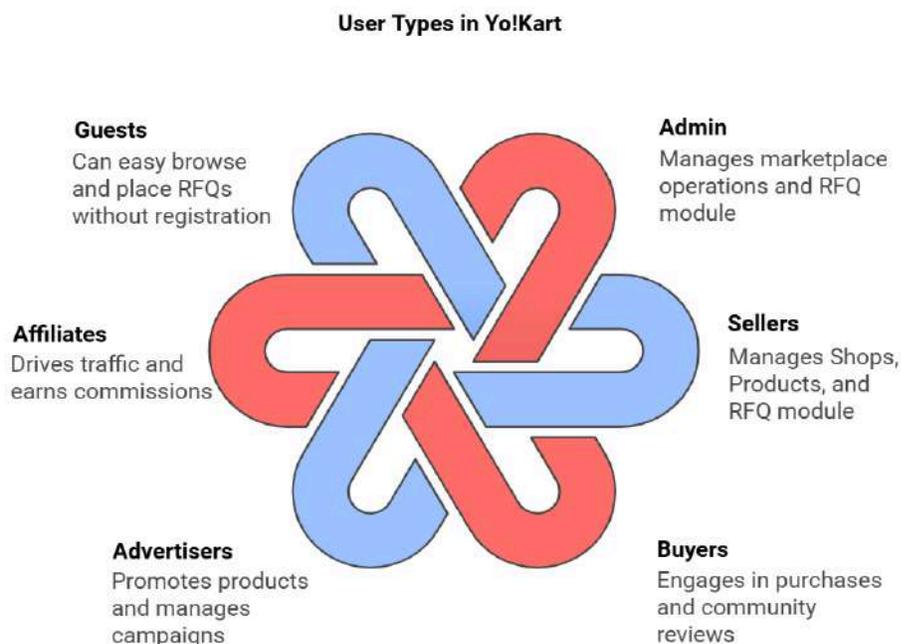


Fig: 2

Admin (System Administrator)

- Manages/Adds/Configures the overall marketplace operations
- Oversees user data, Product listings, orders, etc
- Controls and takes actions related to the new RFQ module

Sellers (Platform Sellers)

- Manage/Configure their shop and sell products over the Marketplace
- Add Products and manage their inventory
- Configure the new RFQ module for their shop

Buyers (Marketplace Buyers)

- Browse, purchase, and interact with Sellers and Products
- Earn rewards on purchases
- Leave reviews to foster community trust

Advertisers (Platform Advertisers)

- Advertise their Shops and Products
- Promote Products and services to a wider audience
- Manage ads and campaigns for visibility and engagement

Affiliates (Associate Partners)

- Drive traffic to the platform
- Promote Products using unique tracking links
- Earn commissions for each successful sale or referral

Guests (Unregistered Users)

- Browse freely and explore Products without signing up.
- Place Global RFQs without creating an account.
- Check out as a guest for a quick and convenient purchase.

Features Available

There are following 2 modes using which RFQs can be submitted on the Yo!Kart platform:

Standard (Private) RFQ:

RFQs get submitted to specific Suppliers. The flow is governed via the Product detail page and the settings done by the Admin under Settings>System Configurations submodule>Request For Quote tab>RFQ submission level (Individual/Variants/Catalog).

Global (Public) RFQ:

Global RFQ flow is governed by the option **(Public/Favourites/Selected)** chosen under the “Targeted Suppliers” field on the Request for Quote Form at the frontend marketplace.

Note:

- 1) We will be using Standard and Private keywords interchangeably.
- 2) We will be using Global and Public keywords interchangeably.



Fig: 3

The following are the user-specific additional new features available on the Yo!Kart v10.2 Marketplace:

1. Admin Features

RFQ Module: Monitoring and Control

The Admin Dashboard offers a comprehensive overview and manageability of RFQs under the Admin > Home > Request for Quotes (RFQ) Module.

1.1. RFQ Listing

RFQ Management at Admin



Fig: 4

1.2. Advance Search Filters on the RFQ Listing Page: Search by

- Title or RFQ number

- Buyer’s name, username, email ID
- Seller’s name, username, email ID
- Approval on the RFQ i.e. Pending, Approved, and Rejected
- Status of an RFQ i.e. Seller Response pending, Offered, Accepted, and Closed
- RFQ visibility type: Private or Public

1.3. RFQ Module-related Settings (Admin Panel → Settings)

1.3.1. Enable/Disable Main RFQ Module and Global RFQ Module

Admin can enable or disable the RFQ feature under Admin Dashboard > Settings > System Configurations > RFQ.

Enable Main RFQ	Enable Global RFQ	Impact on Platform
ON	ON	Both Private and Public RFQ flow will be functional
ON	OFF	Only Private RFQ will be Functional
OFF	ON	Not Possible since Public/Global RFQ flow will be functional only if the Main RFQ is enabled.
OFF	OFF	RFQ flow is disabled. Normal ‘Add to Cart’ flow will function.

The above setting-based impact is clearly illustrated below:

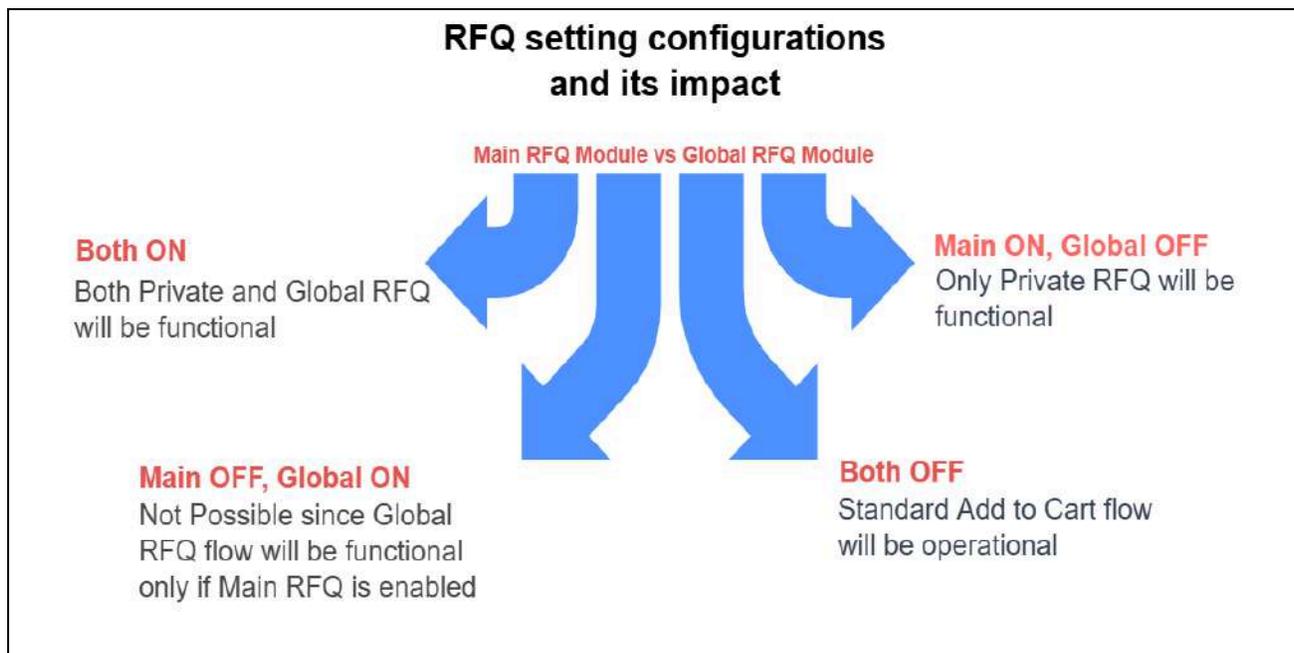


Fig: 5

1.3.2. Hide Product Prices

Admin can hide product prices across the platform from Settings > System Configuration > RFQ > Hide Product Prices.

- **Enabled:** Product prices and the "Add to Cart" button on the Product Detail Page will be hidden, and only RFQ submissions will be functional via the "Request for Quote" button.
- **Disabled:** Both the "Add to Cart" and "Request for Quote" buttons will be displayed on the Product Detail Page.

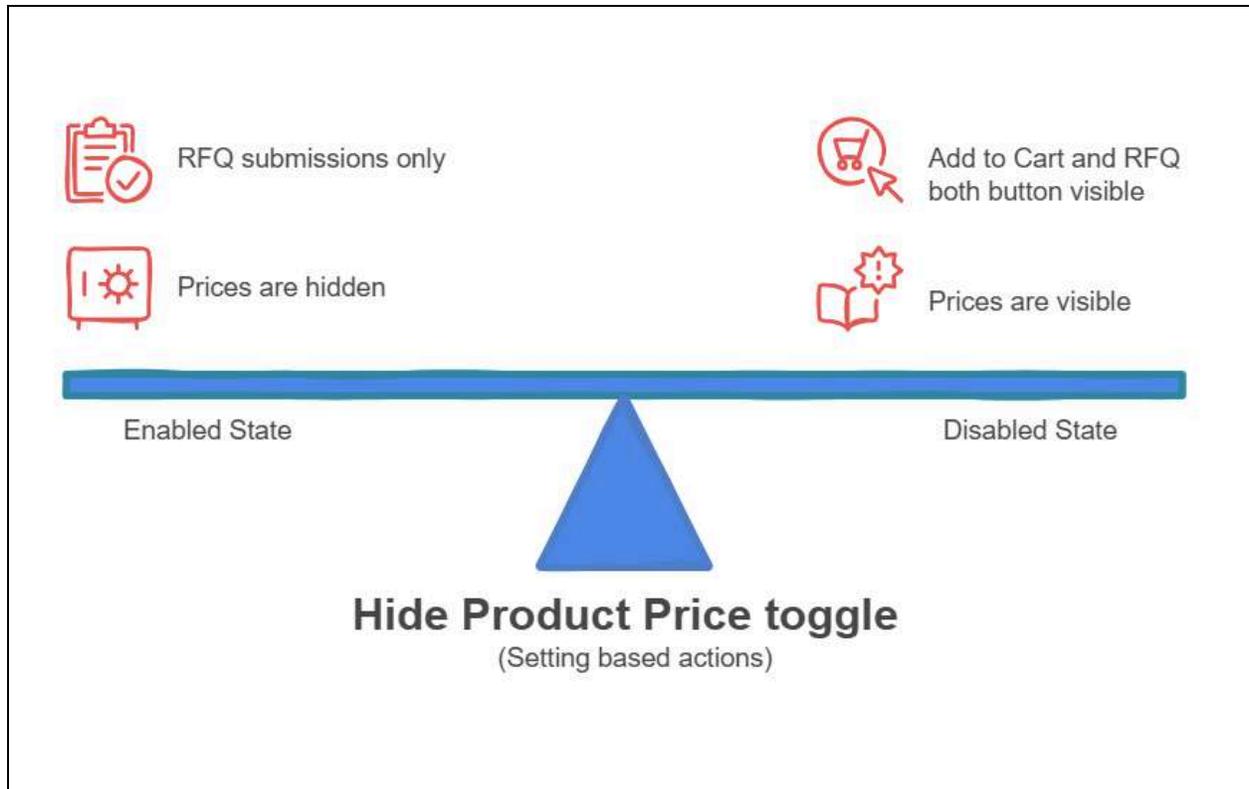


Fig: 6

1.3.3. RFQ Submission Levels

Admin can configure RFQ routing under Settings > System Configurations > RFQ > RFQ submission Level.

Based on the selected submission level under this field, If it is set to:

- **Individual:** Then, RFQs are sent to the specific Seller of the chosen product variant on the Product Detail page.
- **Variant:** Then, RFQs are sent to all the Sellers managing inventory for that Variant, regardless of which Seller's variant is displayed on the Product Detail page at the moment of submission.
- **Catalog:** Then, RFQs are sent to all Sellers managing inventory for any product variant under that Catalog, which Seller's variant is displayed on the Product Detail page at the moment of submission.

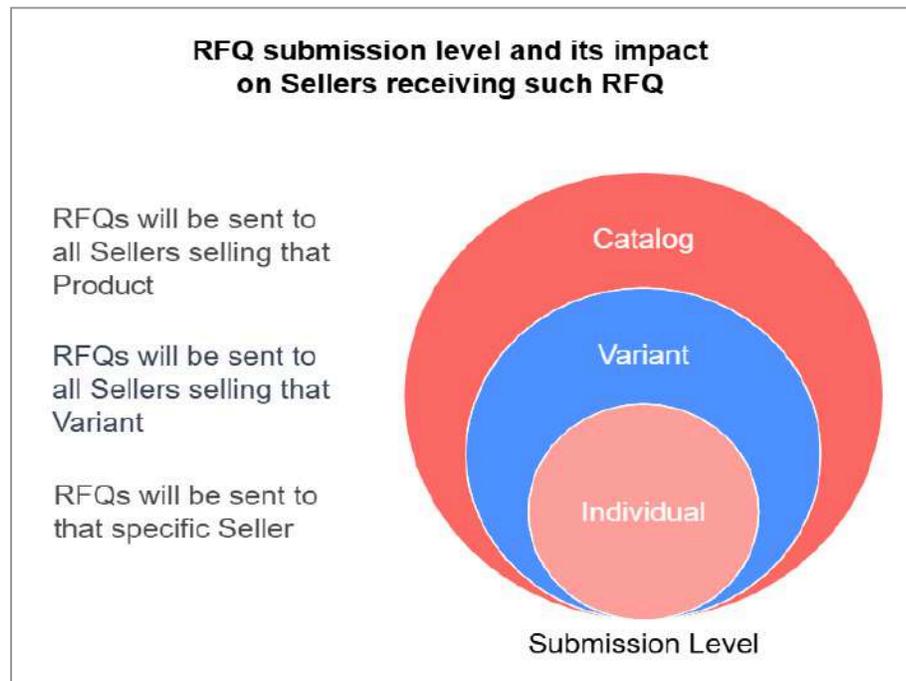


Fig: 7

1.3.4. Admin's Approval

Admin can configure the Manual Approval for RFQs under Settings > System Configuration > Manual Admin Approval

Based on this setting: If

- **Enabled:** Then, the Admin must approve RFQs before they are displayed under RFQ listing at the Sellers' end
- **Disabled:** Then, RFQs are instantly displayed to Sellers upon submission.

2. Seller Features

2.1. RFQ Configuration

Sellers have the feature at their Shop level to decide whether they want to deal with RFQs via Yo!Kart-based Marketplace. Sellers can toggle the RFQ

functionality for their shop under Seller Dashboard > Shop > Manage Shop > General > RFQ Module. If this toggle is:

- **Enabled:** Then the "Request for Quote" button will appear for their Products on the Product Detail Page.
- **Disabled:** Then, the "Request for Quote" button does not appear for their Products on the Product Detail Page.

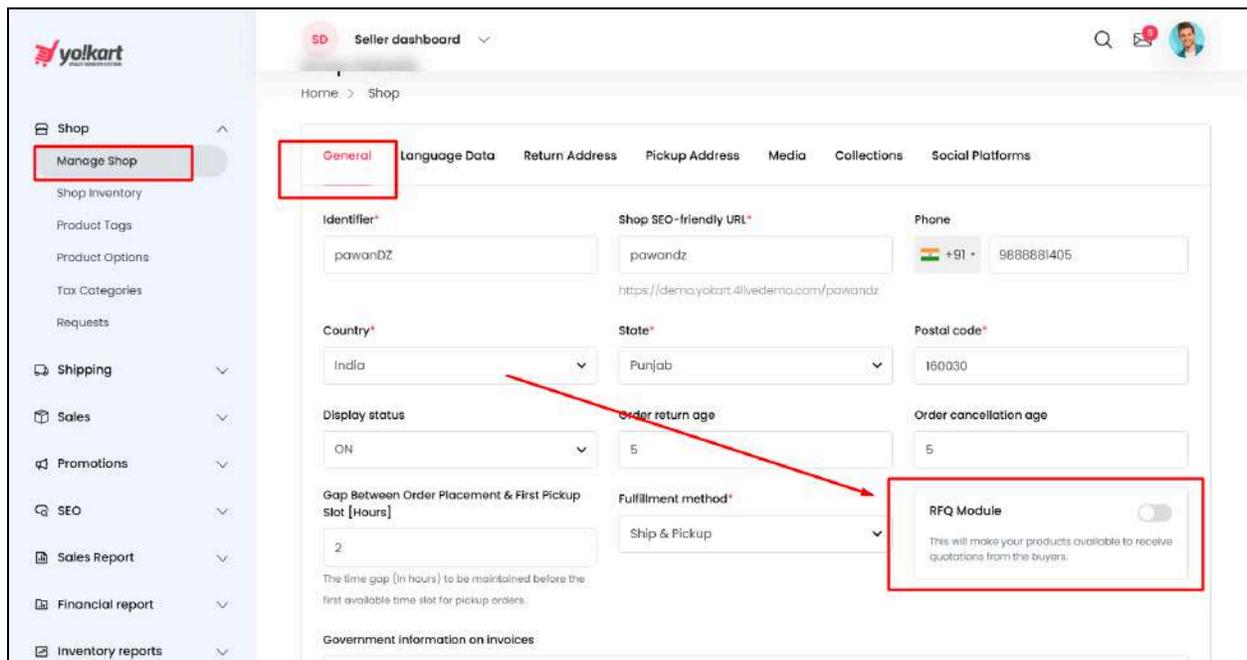


Fig: 8

2.2. Order Type Settings

Sellers can configure the "Order type" for their product variants in the Product Inventory Setup Form under Seller Dashboard > Shop > Shop Inventory > Create/Edit by setting the Order Type to:

- RFQ and Cart: This allows Buyers to submit RFQs or directly add that Product to the cart from the Product detail page (This means, that product variant will be available for both i.e. Add to Cart and RFQ).

- **Cart Only:** Only the "Add to Cart" option will be available on the Product detail page (Guest User/Buyer won't be able to submit RFQ for such product variants through its Product Detail Page).
- **RFQ Only:** Buyers can only submit RFQs for that product inventory/variant through the Product detail page (Guest User/Buyer won't be able to directly purchase (i.e. Add to Cart) such product variants through its Product Detail Page).

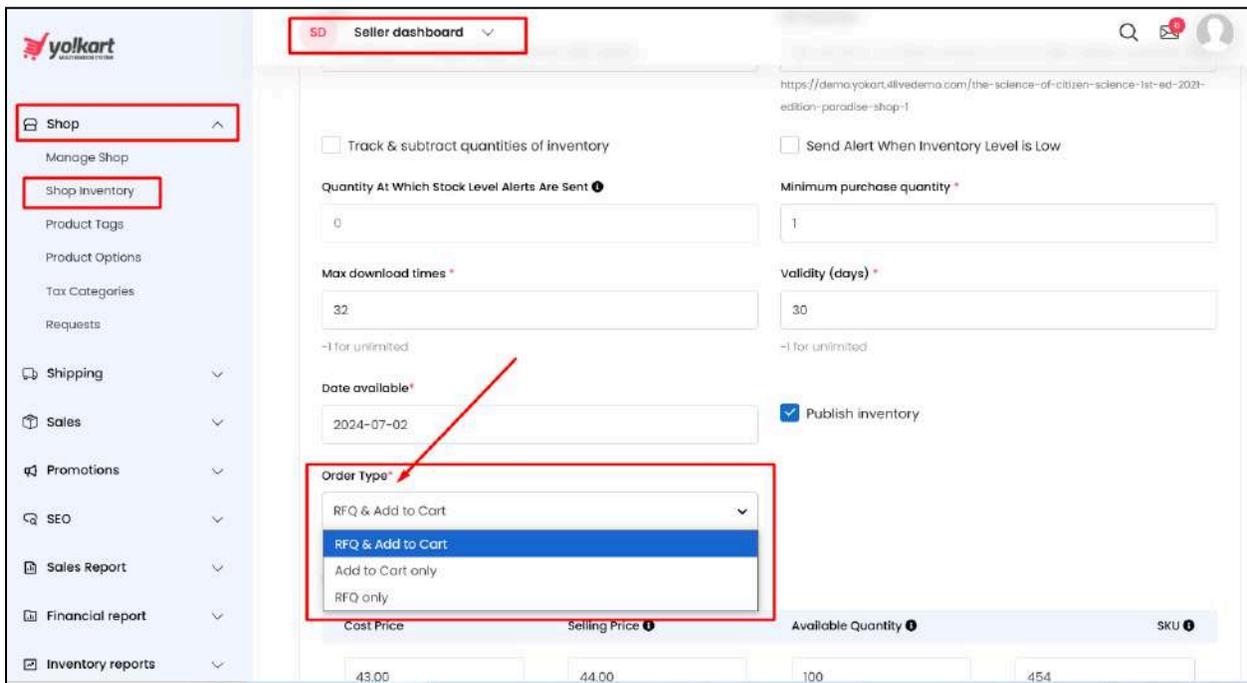


Fig: 9

Additional feature: Special privilege to Sellers

“**Hide Price**” field feature associated with the above “**RFQ only**” configuration:

Sellers can set at inventory level (Seller Dashboard > Shop > Shop Inventory > Add/Edit > Hide Product Price) whether they want that inventory/product variant to appear along with its price or without a price on the Product Detail Page.

NOTE: This “Hide Product price” field appears only when “**RFQ Only**” is selected as “Order type” (Seller Dashboard > Shop > Shop Inventory > Add/Edit > Hide product price). If this field is:

- **Enabled:** Product Price is hidden and only the “Request for Quote” button is visible on the Product Detail page.
- **Disabled:** Price is visible alongside the “Request for Quote” button on the Product Detail page.

2.3. Global RFQs

Sellers can view and participate in Global RFQs under Seller Dashboard > Sales > Global Request for Quotes.

- Assign to me: This button allows a Seller to manually assign global RFQs to himself.
- Exception under Global RFQs: Even if the “Main RFQ module” field is set to “disabled” at the Seller’s shop level, that specific Seller can still view, assign, and participate in the global RFQs, ultimately providing flexibility and control.

2.4. Manage RFQs

Sellers can track and respond to RFQs submitted for their added Inventories/Products, including making offers and accepting, or rejecting requests. The following elements under the Offer negotiation Page provide a broad spectrum of actions that can be taken by a Seller to manage the RFQs:

- **View:** Used to view placed RFQ-related primary/major details.
Offers related actions such as:
- **Offer:** Used to give an offer on the placed RFQ.

- **Offer log:** Used to monitor the offer chain history created between the Seller & Buyer.
- **Edit:** Used to edit the existing offer on the placed RFQ.
- **Link Inventory:** Used to link the product inventory with the placed RFQ.
- **Change Inventory:** Used to change the linked product inventory with the placed RFQ.
- **Attachment:** Used to view and send any attachment(s) to the Buyer.
- **Messages:** Used to view and send any text messages to the Buyer.
- **Shipping Rates:** Used to fetch the defined Shipping rates with the offer.
- **Remove:** Used to remove any existing offer on the placed RFQ.

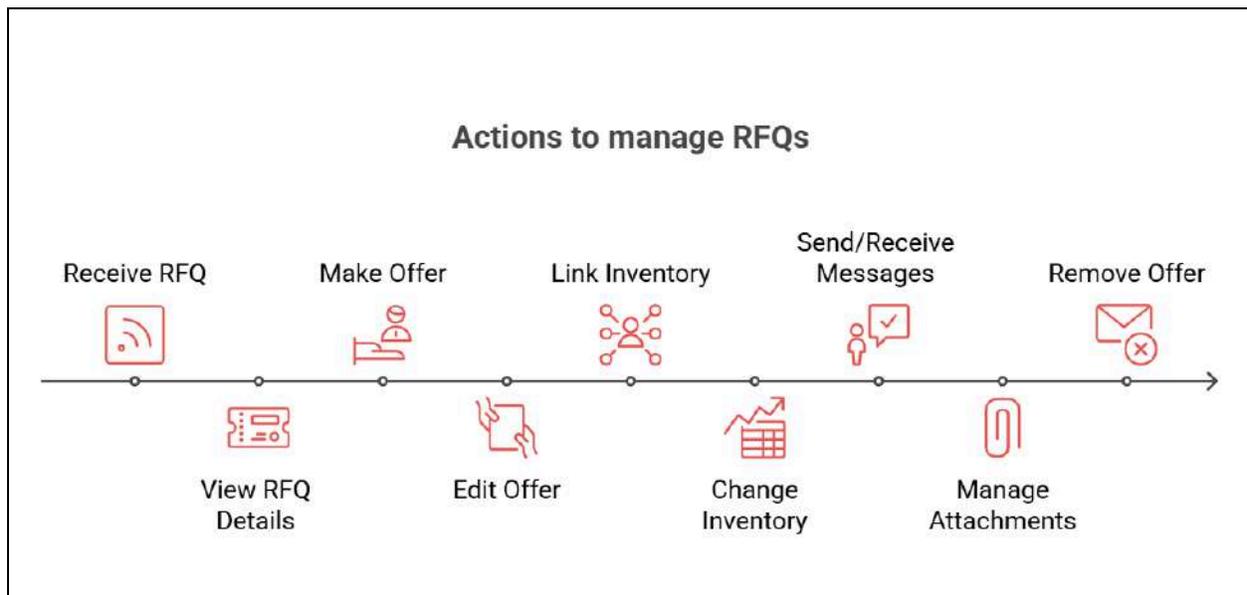


Fig: 10

3. Buyer Features

3.1. Provision for Guest User to place RFQ

- Guest users can directly submit RFQs via the marketplace using the “Request For Quote” button on the Homepage or Product Detail Page
- They can complete the RFQ submission by providing minimal personal details such as Name, Email, and Phone number.

3.2. Manage RFQs

Buyers can track and respond to the offers quoted by the Seller on the placed RFQ, including closing the RFQ and accepting, or rejecting requests.

- **View:** Used to view placed RFQ-related details.
Offer related actions such as:
- **Close:** Used to close the placed RFQ.
- **Attachment:** Used to view and send any attachment(s) to the Buyer.
- **Messages:** Used to view and send any text message to the Buyer.
- **Download RFQ Copy:** Used to keep track of initial Quote info and a log of actual accepted offers from different Sellers.

RFQ Management: Buyer

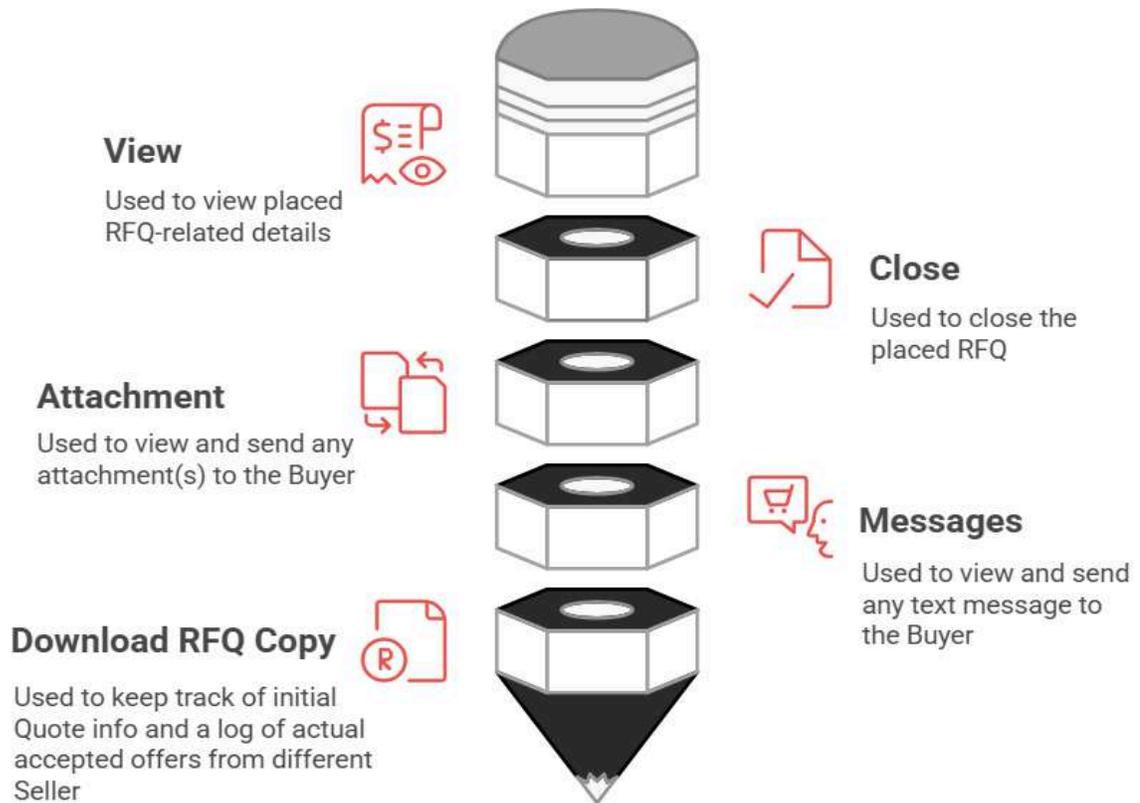


Fig: 11

3.3. Standard RFQ Form

- Buyers can submit Product-specific RFQs by submitting the Standard RFQ form directly from the Product Detail pages.
- Critical information such as the Product, Shop & Seller's name will get auto-fetched on this form.

3.4. Global RFQ Form

This form is designed for the Buyers to send RFQs to multiple Sellers using the “Request for Quote” button given on the Marketplace Homepage. Buyers can initiate the Global RFQ process by filling in the necessary details on the Global RFQ form such as “Product type” (Physical, Digital, and Service) and selecting the “Targeted suppliers” as:

- **Public:** RFQ containing “Public” tag sent to all the Sellers.
- **Favorite:** RFQ sent to the chosen Sellers from a suggestion list of Sellers whose shops have been marked as favorites by the Buyer.
Note: This field will only appear to the logged-in users on the platform and will not be visible to the guest users.
- **Selected:** RFQ will be sent to all the chosen Sellers (from a suggestion list of all Sellers present on the platform) who have enabled the RFQ module for their shops.

Summary

- **Admin:** Controls the RFQ ecosystem, manages approvals, and configures submission levels and visibility.
- **Seller:** Configures RFQ for their shop, Customizes Product order types, and actively manages Buyer requests and offers.
- **Buyer:** Submits RFQs for Products or Variants, tracks responses, and negotiates with Sellers for the best offer.



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