

The Reseller's Guide to Backorders and Shortages

Working with hundreds of resellers in thousands of situations, we've discovered the keys to thriving amidst supply chain issues.

This is our advice after working with the best:

1. Ask for Help

You're not the only one experiencing these issues. There's no magic bullet and answers won't fall into your lap - partner with experts to find the solution.

2. Get Creative

Solving problems requires adapting and being open to alternatives. Utilizing functional equivalents is the proven and validated method to improve your timeframe and ensure compliance with end user requirements.

3. Open Communication

The most important piece of any transaction. Solving problems often requires collaboration with new vendors and partners. Those who share the needed information upfront will typically find the quickest resolutions.

4. Be Decisive

In shortages, solutions can disappear as quickly as they get created, making hesitation and overthinking the enemy. Swifter decisions generally yield stronger outcomes.

5. Positive & Timely Outcomes Exist

Supply chains are dynamic and complex, but 90% of issues can be averted with enough flexibility, communication, trust and timely decision making.

B2X Global



Let's Tackle Shortages Together

We're always ready to assist with any product via email, Skype, or Teams.

Contact us with your HPE part #, quantity needed, and the situation requirements.

- ▶ hpe@b2xglobal.com
- ▶ josh@b2xglobal.com
- ▶ sergio@b2xglobal.com

