For R&D and procurement it is often difficult to find the right link on a website for online ordering of small quantities of chemical products. Usually the requestor has to fill out large web forms and it takes a few days in order to get an answer from the supplier. **But, as we all know, time is a key factor for success in development and innovation.**

Any new project and the approval process for a new supplier start with samples and small quantities for pilot tests. As soon as the raw material of the respective supplier is approved, he will benefit from the success of his customer’s end product for quite a long time. **The manufacturers of raw materials and intermediates should therefore have a vital interest to publish their products in databases and to facilitate the ordering process for samples and small quantities.**

The focus on deliveries above 20 metric tons, inflexible IT-tools and cost saving programs are the main reasons why the supply of small quantities does not enjoy enough priority. The internal operating expense is too high compared to the apparent result on a short-term basis. However, from customer’s point of view a rapid and professional samples management is mandatory for further co-operation with a supplier**. Well organized sampling processes are a competitive advantage and will generate additional business on medium and long term.**

**How does e-samples.com work?**

Basically, ***e-Samples*** is a comprehensive web-based communication platform between requestor (R&D, Purchasing), manufacturer and logistics (internal or external).

The requestor is able to search for products at [***www.e-Samples.com***](http://www.e-Samples.com) using various criteria. All chemicals listed there are available on commercial scale. After a free and non-recurring registration, the buyer can order the required products online. The producer will release the order which will immediately be forwarded online to his logistician, responsible for bottling and shipment. It is possible to outsource the process of physical handling. All participants (orderer, manufacturer and logistician) are permanently updated online regarding order status. The order history is available any time and can be downloaded by the e-Samples users.

***e-Samples*** will optimize the sample ordering process, create transparency and reduce cost. Thanks to higher speed of the complete data flow, sample management will get more attractive equally for customers and manufacturers

**Please contact us at:** **info@e-samples.com**