

A Partner Story – Gain valuable
insights into VladaChem’s journey

How VladaChem GmbH achieved greater success with CheMondis

The Initial Situation

What were the hurdles you were facing in the chemical procurement process before diving into the CheMondis world?

Before encountering CheMondis, our chemical procurement process was fraught with challenges such as inefficient vendor communication, difficulty in locating rare chemicals, and an overwhelming amount of paperwork.

The Goal

What was the goal to use CheMondis?

Our primary goal for using CheMondis was to streamline our procurement process, improve our vendor communication, and optimize our sourcing strategy.

The Solution

How did CheMondis help? Any specific "a-ha" moments or cool wins courtesy of CheMondis?

The transformation after incorporating CheMondis was notable. Not only did we experience efficient sourcing of chemicals, but we also had a significant "a-ha" moment when we realized how easy and quick it was to connect with multiple vendors/customers and obtain competitive pricing. The platform, in a nutshell, revolutionized our procurement strategy, giving us more time to focus on core business aspects.

Interview with Mrs. Dr. Crenguta Dordea

Introduce yourself in a few sentences.

Hello! I am Crenguta Dordea, working as a CEO at VladaChem GmbH, a chemicals supplier.

Can you share your experience as a supplier on CheMondis? How did you initially discover the marketplace?

We've been a proud supplier on CheMondis for the past year. Our initial discovery of the marketplace was through a recommendation from a business associate. The positive feedback we received about CheMondis piqued our interest, and we haven't looked back since.

"CheMondis has not only met but exceeded our expectations in various ways. For instance, our lead generation has improved by 30%, and we've streamlined our communication process with clients, reducing response time by half."

– Crenguta Dordea, CEO at VladaChem GmbH

How did CheMondis services meet or exceed your expectations? Can you provide examples of how it made a positive impact on your business?

CheMondis has not only met but exceeded our expectations in various ways. For instance, our lead generation has improved by 30%, and we've streamlined our communication process with clients, reducing response time by half.

In what ways did CheMondis demonstrate exceptional support and assistance throughout your membership on CheMondis?

The CheMondis team has been exceptional in their support. From assisting us in onboarding to providing insights to optimize our listing, their dedication to ensuring we get the most from the platform has been commendable.

What improvements or benefits have you observed in your operations on CheMondis?

Our operations on CheMondis have seen a substantial uptick in efficiency. The order management system in particular has reduced our administrative load, allowing us to focus on client relationships.

Were there any specific features of Chemondis' platform that supported you in your daily business? For instance, how did the platform help with sourcing, communication, or order management? You just logged onto CheMondis, what's the first thing you do?

One of the standout features for us on CheMondis is its user-friendly sourcing tool. As soon as we log in, the first thing we do is check for new inquiries and respond promptly. The platform's robust communication tools have also simplified our dialogue with clients.

How would you summarize the overall value that CheMondis brought to your business? Why would you recommend CheMondis?

The value CheMondis has brought to our business is immeasurable. Not only has it optimized our sales process, but it's also introduced us to a network of potential clients we might not have reached otherwise. I'd highly recommend CheMondis to any chemical supplier looking to expand their digital footprint.

You certainly use other digital sales channels, besides CheMondis. What would you say makes the difference at CheMondis (if you see any)?

While we utilize various digital sales channels, CheMondis stands out for its niche focus on chemicals. This specialization means we're reaching an audience that's specifically interested in what we offer, giving us a competitive edge.

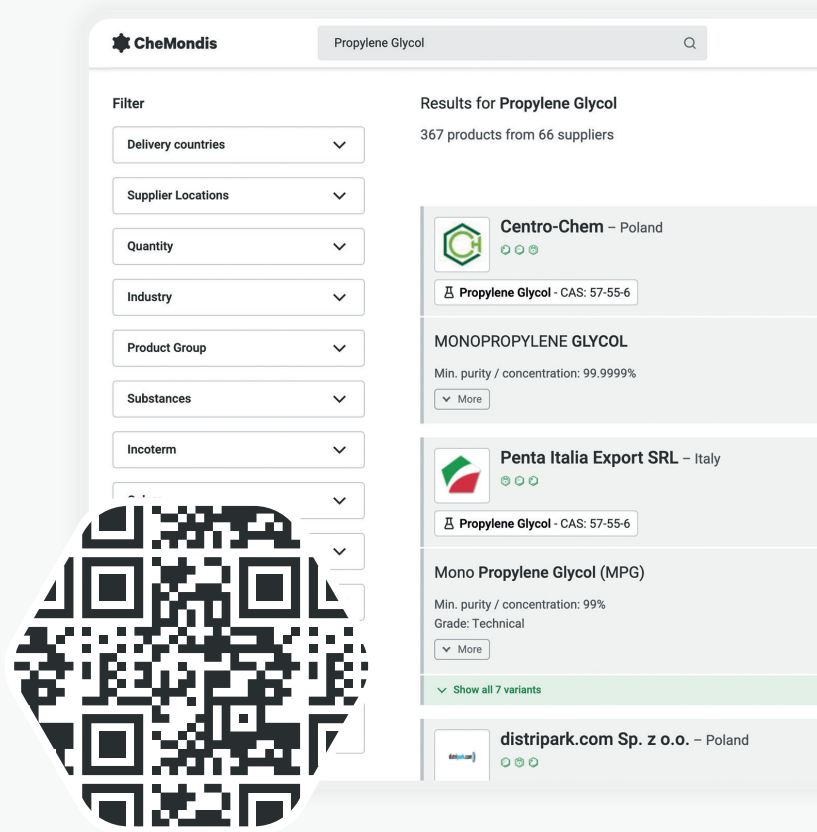


Mrs. Dr. Crenguta DORDEA
Managing Director
VladaChem GmbH



Europe's leading B2B marketplace for chemicals

We match Suppliers with Buyers across Europe to create new business relationships which are made to stay.



Our top features for Suppliers

Scan me
to check out
our marketplace



Complementary Digital Sales Channel

Digitally reach new markets and customers



Your Online Brand Shop

Showcase your products to thousands of verified Buyers



Search Engines Visibility

Make your brands and products visible on the most common search engines



State of the Art Client Interaction

Quick and easy negotiation with your customers via our marketplace