



PROFIT SOURCERY

Third Party Services & Other Useful
Software

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Selling on Amazon can be a time-consuming job; after all you're running an online business! Thankfully there's plenty of software out there designed specifically for Amazon sellers to help you out.

ProfitSourcery are here to help you source the best stock for your Amazon store but there are other tools out there to help you with the other aspects of your business.

In this guide we'll introduce you to some of the software available to help you out. We'll explain the different types of software available and explain how they can be beneficial to your operations. These tools are not essential but you may find some of them will save you valuable time and help you make the most out of ProfitSourcery and Amazon.

Please note that ProfitSourcery is not affiliated with any of these services. If you have any queries or issues with any of these services you will need to contact the associated company directly.

Useful Tools and Third Party Software

Browser Add-ons

ProfitSourcery provides you with all the key information you need to make a purchasing decision from the profit margins and fees to sales rank and competition analysis. There might be times, however, when you want to do some additional research yourself (and we highly recommend doing the extra research so you can make better choices in the products you purchase). There are a number of browser extensions which can make the process much faster.

Browser add-ons can be easily installed to your internet browser for free and can be really helpful in choosing which products to invest in.

1. CamelCamelCamel (CCC) – The Camelizer

Each product we display to you will include a link to camelcamelcamel.com. CCC provides historical data to Amazon sellers. Using CCC you can see how the price of a product has changed over time as well as the changes in the Amazon sales rank.

CCC have a browser add-on available for Chrome and Firefox called “The Camelizer”, when you visit a page on Amazon.co.uk you can click the Camelizer icon which will appear at the end of your address bar at the top of your browser window to open a drop-down with the CCC graphs related to the product you are currently viewing.

This saves you time switching back and forth from one website to another. Within the drop down is a link to take you to CCC’s website if you need to look at the graph in more detail.

See our guide ‘What Makes a Good Product to Buy?’ for more information on using CamelCamelCamel data.

Note: Not every product has data available through CCC.

2. Keepa

A similar browser add-on we would recommend is [Keepa.com](https://www.Keepa.com). Keepa's browser add-on will display price history charts embedded within the Amazon listing (see below).



Frozen [DVD]
[Two Disney DVDs for £12.99*](#)

Chris Buck (Director), Jennifer Lee (Director) | Rated: Parental Guidance | Format: DVD
★★★★★ 4,971 customer reviews

Price: **£10.00** & FREE Delivery in the UK. [Details](#)

In stock.
Dispatched from and sold by Amazon. Gift-wrap available.

Want it today, 19 March? Order it within **2 hrs 53 mins** and choose **Evening Delivery** at checkout. [Details](#)

21 new from £7.55 13 used from £5.89 3 collectible from £8.90

amazon instant video
Watch Frozen [Plus Bonus Features] instantly from £9.99 with Amazon Instant Video

Also available to rent on DVD from LOVEFILM By Post

***Buy Two Disney DVDs For £12.99**
This title is in our Buy Two Disney DVDs For £12.99 promotion. [Click here to see the full range.](#) Offer only applies to Qualifying Items dispatched from and sold by Amazon. It does not apply to purchases made from third-party sellers at Amazon.co.uk's Marketplace platform.



As you can see from the example above there are four lines on the chart indicating Amazon's price (if they stock the item), the new marketplace price, the used marketplace price and sales rank. Keepa began tracking sales rank in early 2015 so the data is limited in how far back you can go for information however it is useful to have a quick overview you can check within the Amazon webpage to help you decide if the product is worth further checks.

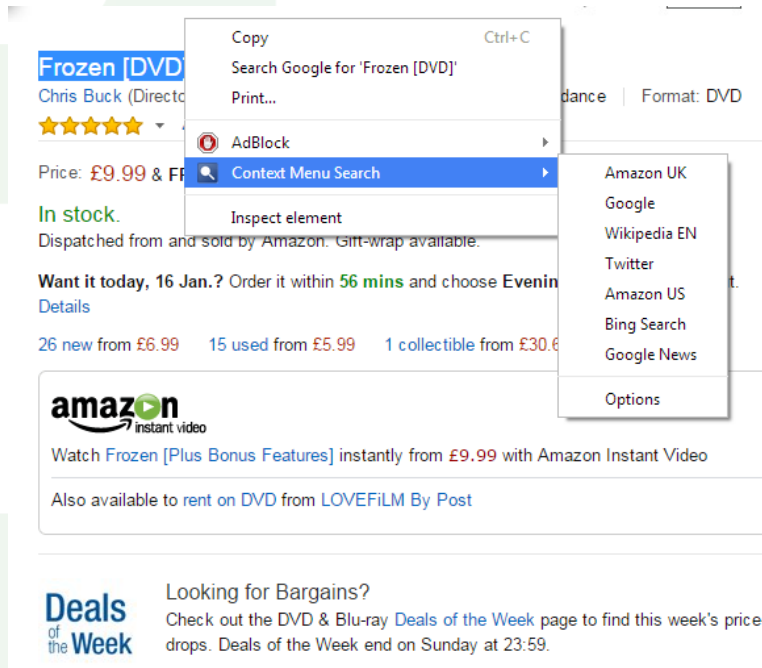
The sales rank is indicated on the left of the graph, in this case, with #0 at the bottom. Note that the sales rank is displayed "upside down" when compared to the way CCC displays the data. This can be confusing so make sure you take your time reading the graphs to ensure you understand the information.

Keepa is particularly useful for analysing products Amazon stock. Many sellers try to avoid products which Amazon sell themselves as it can be difficult to win the Buy Box but Keepa can help you spot items where Amazon frequently find themselves out of stock, this is indicated by breaks in the orange line. If you see consistent breaks it indicates Amazon do not frequently stock the item.

See our guide “What Makes a Good Product to Buy” for more information on using Keepa data.

3. Context Search

Context search is a very handy time saving browser add-on for finding more information related to products you are looking to sell or are already selling without copying and pasting text. All you need to do is highlight the name of the product on Amazon or any other website, right click and move your mouse down to the Context Menu Search and select from a number of other sites to search for the product.



You are able to customise the sites you wish to appear as search options from a number of default sites or you can add your own if a site you want is not available. This means you can check Google for more information about a product, you can check the news and social media for any hype about the product and you can check Amazon from other retail sites.

4. PriceBlink & Invisible Hand

There are a few price comparison add-ons available such as PriceBlink and Invisible Hand, these add-ons will search the web for any product you are looking at online to find cheaper offers if they are available. The margins you see on ProfitSourcery.com are based on the cost price from the linked retailer but it is always possible there might be even better offers from other retailers we are unable to show you currently.

You can use price comparison add-ons to make sure you're getting the best deal on the internet. The deals we show you will sometimes be hugely discounted items which will potentially sell out quickly, if you find you've missed out on a deal you can use price comparison add-ons to see if you can buy the item for a similar price somewhere else on the web.

Repricing Software

If you have read our guides you may have seen references to repricing software, there are a number of repricers available which suit different budgets and different requirements so check features of each to decide which suits you best.

Repricers help you competitively set the pricing on your Amazon listings in order to help you win the Buy Box. Repricing software is optional for Amazon sellers but as your inventory increases you will begin to find it impossible to check the prices for all of your listings manually. Repricing software which automates this process is far more efficient and much cheaper than hiring somebody to help you out.

Appeagle

One repricer we've tried and tested ourselves is [Appeagle](#).

Appeagle is a browser based programme with a monthly fee.

You are able to connect your Amazon account (as well as eBay and Rakuten), import your listings and set rules for each listing. Appeagle then checks your prices against the competition either once an hour or constantly depending on your package. You can set minimum and maximum prices you are willing to sell each product for and Appeagle will work to make sure your price is constantly competitive meaning you win more Buy Boxes and make more sales.



We currently have a promotional deal with Appeagle. If you sign up to Appeagle today and use the promo code 'PS50', you'll receive a 50% discount for the first month of using their repricer.

If you would like to see more repricing software alternatives, see Tamebay's guide on multi-channel software [here](#). The guide provides a comprehensive list of multi-channel software including repricing tools.

RepricerExpress



[RepricerExpress](#) is a

super-fast, cost-effective Amazon and Play auto repricing tool designed to help merchants increase their online sales through competitive pricing across all their channels and listings.

Sellers can freely customise pricing strategies with basic and advanced rules, set min and max prices to protect margins, bulk import and export filtered searches or templates to apply changes to pricing in a snap.

ProfitSourcery readers can get 10% off their first month's subscription by signing up using promo code "PROFIT10". Get your free 15-day trial now.

Inventory Management Software

There are many inventory management solutions available for Amazon sellers, these programmes have a range of functions and are available for different budgets depending on what you need the programme to do for you. At their most basic these programmes are designed to help you keep your inventory up to date, this is more difficult to do yourself as your inventory grows and especially if you are selling through multiple channels.

Inventory management software should only be considered by large sellers. The software is expensive and is only truly beneficial for users who have hundreds (and thousands) of extensive product lines with thousands of units to manage. If you are running a small to medium sized store on Amazon then this software shouldn't be considered by you.

Many inventory managers will integrate with Amazon, eBay and other popular marketplaces. Some will come with repricing features integrated and some will allow you to create complex sales reports so you can monitor the performance of your stock lines and plan for your future growth. For this reason, inventory management software is important if you plan to set up a large multi-channel selling business.

If you would like to see inventory management software alternatives, see Tamebay's complete guide on multi-channel software [here](#).

Ecommerce Accounting Software

Managing the income you make from Amazon is an important part of running your business. If you have a registered company which you trade through you'll be required by HM Revenue & Customs to provide yearly financial accounts. Managing your company accounts can be a time consuming job but thankfully there's accounting software on the market that can help you handle your income and taxes.

Software such as [Clear Books](#), [Quick Books](#), [Xero](#), [KashFlow](#) and more, can allow you to easily manage the accounting side of your business with minimal fuss. You can see your total income for financial periods and the software can automatically calculate any taxable income for you. In addition Clear Books and Quick Books help you create and report financial accounts to HM Revenue & Customs through automated invoicing and VAT returns. This makes them great choices if you're looking to save time and effort managing your accounts.

If you are unsure if you should contact HM Revenue & Customs about your business activities on Amazon, see our guide 'What Is Trading & Should I Register a Business?' We've got expert advice to help you understand how HM Revenue & Customs describe commercial 'trading activity' and the steps you should take if you are 'trading'.