

BUYBOTPRO[®]

Glossary:

Term Meaning

OA	Online Arbitrage - Buying products online to sell on Amazon.
RA	Retail Arbitrage - Buying products in store to sell on Amazon.
FBA	Fulfilled By Amazon - Sellers send items to Amazon and they handle packing/shipping to buyers.
FBM (MF)	Fulfilled By Merchant - Sellers pack/ship items themselves.
SFP	Seller Fulfilled Prime - Merchant Fulfilled but offering Prime delivery.
PL	Private Label - Sellers add own branding to unbranded products and sell on Amazon.
Wholesale	Sourcing products from wholesalers in bulk to then sell on Amazon.

Buy Box	Majority of sales come from the buy box, this is where customers click 'buy now'.
ROI	Return On Investment - The percentage of buy price that the returned profit is.
ASIN	Amazon Standard Identification Number - 10 digit code given by Amazon, unique to every product.
SKU	Stock Keeping Unit - A code to describe a product made by sellers to monitor stock.
FNSKU	Fulfilment Network Stock Keeping Unit - A code to connect an item within Amazon to a seller.
BSR	Best Sellers Rank - Ranking a product in a category, showing how well it sells.

Term Meaning

Q1/Q2/Q3/Q4	Financial Quarters - Different
Q4	Quarter 4 - The time of year that includes Christmas and is the
VA	Virtual Assistant - Hired by sellers to help source deals to grow business, often living
PPP	Profit Protector Pro - Algorithmic repricer, helps sellers win the buy

BBP	BuyBotPro - Automated deal analyser, quickly shows a seller
OAD	Online Arbitrage Deals - Sources great deals for sellers everyday.
EFN	European Fulfilment Network - Fulfilment of goods within the
PAN-EU	Pan-European Fulfilment By Amazon - A fulfilment method allowing sellers to sell around
SC	Seller Central - A part of Amazon where sellers can view and
POA	Plan of Action - When a seller appeals a suspension, Amazon
UPC	Universal Product Code - Standard barcode printed on
Prep Centre	A service that will prepare your FBA inventory to be sent to
COGS	Cost Of Goods Sold - Total of all costs to sell a product

Term Meaning

Gated	Refers to a category you must apply to sell in and Amazon must accept before you can sell in that category.
Ungated	When you're able to sell in a category without permission from Amazon.

Child ASIN	If a product has a variation such as size or colour, the ASINs for each variation is called a child ASIN as they are listed on the same page as the parent ASIN.
HAZMAT	Hazardous Materials - Products that require specific precautions when shipping and storing.
Repricing	Changing price of a listing to stay competitive and win buy box.
MCF	Multi Channel Fulfilment - When selling on Amazon and other various marketplaces using different fulfilment methods.
P&L	Profit and Loss
Replenishable	A product that you can buy and send to Amazon often as it constantly sells.
Multipack	Multiple of the SAME product sold together.
Bundle	DIFFERENT products sold together for a cheaper price than if they were bought separately. (e.g shampoo and conditioner)
AMZ	Amazon