Walmart ✹ Fulfillment Services

Best Practices

To accelerate your WFS business, use this **checklist** as a guide for success.

Sellers have seen a **50% GMV growth** on average, for key items fulfilled by **Walmart Fulfillment Services.***

*Individual seller results will vary, and average increase is not claimed to represent typical results of using WFS.

Getting Started

☐ Leverage the **Item Conversion Report** to convert your most profitable items to Walmart-fulfilled.

☐ **Add new items** directly to your WFS catalog or **convert your existing items** in bulk.

Inventory Prep & Inbounding

☐ **Streamline inventory prep** with WFS Prep Services. We'll place a scannable label on every sellable unit, so your inventory is properly received and stored.

☐ Get **discounted shipping rates** for small parcel and less-than truckload (LTL) deliveries when you use the Preferred Carrier Program.

Optimizing Sales

☐ Check the **Manage Inventory** page for out-of-stock and at-risk items. Create an inbound order to replenish them and avoid missing out on sales.

☐ Review the **Inventory Health Report** for a snapshot of your items' performance and in-stock rates. Follow our suggested replenishment quantity to restock inventory.

☐ Check the **GMV Penetration Report** to see what percentage of your total sales come from WFS. Help maximize your sales by converting more items to Walmart-fulfilled or keeping Walmart-fulfilled inventory in stock.

☐ Analyze profits with the **Sales Dashboard** and **Orders Report**. To help increase GMV, try adding new items or removing items that perform poorly.

☐ Reach an 80% or higher **Listing Quality Score** to significantly improve your overall sales. Review our content and pricing suggestions for each item.

☐ Further increase item visibility on Walmart.com with **Sponsored Search**.