

PRODUCT WORKFLOW STUDY

From surplus or needed stock to a searchable coffee-parts marketplace transaction

A buyer-seller workflow showing how Corexa can connect catalogue identity, seller stock, listing quality, buyer discovery, contact, ordering and stock-driven listing status.

Evidence level stated clearly throughout

Repository-reviewed

Capability basis

Catalogue-linked

Listing quality

Buyer + seller

Two-sided workflow

Pilot required

Outcome standard



THE CHALLENGE

Why the existing process breaks down

Coffee-equipment parts are often difficult to discover outside established supplier relationships. Service businesses may hold surplus stock while another technician is waiting for the same component. A marketplace can help only when listings are accurate, searchable and connected to real availability.

01

Surplus stock is invisible

Parts remain in a warehouse or van because there is no efficient path to expose them to qualified buyers.

02

Listings are inconsistent

Free-text names, missing part numbers and uncertain compatibility make search and comparison unreliable.

03

Price and stock become stale

A listing can remain active after quantity or source pricing changes.

04

Seller onboarding creates friction

A technician or business may abandon listing if profile, verification and inventory setup require too many disconnected steps.

05

Buyer enquiries lose context

Contact messages can omit the exact listing, quantity, machine or delivery need.

06

Wanted demand is not visible

Buyers searching for unavailable parts cannot signal demand to potential sellers.

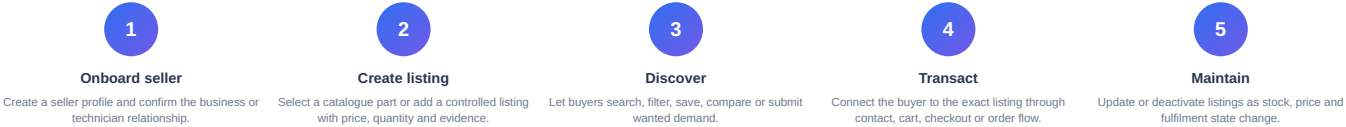
The central risk

The marketplace appears to offer stock that cannot be confidently identified, fulfilled or connected to the seller inventory that created the listing.

THE OPERATING MODEL

A connected workflow around the machine

Corexa can use a shared parts catalogue and seller inventory as the basis for listings. The marketplace then connects buyer search, listing detail, contact, cart or order activity and stock-driven updates.



COREXA CAPABILITY	OPERATIONAL CHANGE	WHY IT MATTERS
Seller profile and dashboard	Provides a seller onboarding and management path.	Supply can be associated with an accountable marketplace participant.
Catalogue-based listing	Allows a seller to search known parts or create a listing when stock is not already in inventory.	Search quality improves when listings use consistent identity and metadata.
Marketplace search	Supports buyer discovery, categories and listing views.	Buyers can move from a machine need to candidate supply.
Buyer contact and order paths	Includes contact, cart, checkout and order-oriented product routes.	Interest can remain connected to the exact listing and seller.
Wanted listings	Allows buyers to express demand when supply is not currently visible.	Sellers can discover demand rather than relying only on passive browsing.
Inventory-driven status	Supports marketplace readiness and listing state derived from inventory or WAM data.	Zero or unavailable stock can be prevented from remaining indefinitely active.

CREDIBILITY STANDARD

What is supported - and what is not yet claimed

A credible case study distinguishes repository evidence, real workflow scope and future outcome hypotheses. The evidence level below is deliberately explicit.

✓ Repository capability

The repository contains marketplace search, seller profiles, seller dashboards, sell flows, carts, checkout, orders, wanted listings and warehouse marketplace state utilities.

✓ Two-sided design

Buyer and seller journeys are represented as distinct but connected experiences.

✓ Credible limitation

This study does not claim transaction volume, liquidity, part compatibility accuracy or fulfilment performance. Those require active market participants and controls.

✓ Pilot requirement

A limited seller catalogue and known buyer group should validate listing accuracy, stock state, enquiry routing and fulfilment.

Not yet claimed: this case study does not present a measured productivity, revenue, accuracy or customer-satisfaction improvement. A controlled baseline and participant-approved result are required before those claims are published.

Measurement plan for the publishable version

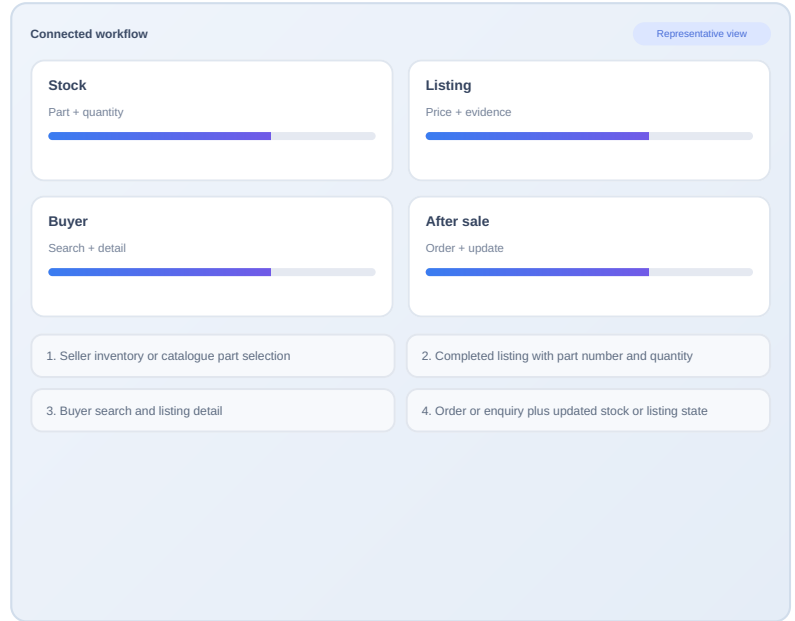
MEASURE	EVIDENCE SOURCE	CREDIBLE REPORTING
Seller activation	Onboarding funnel	Profiles that publish at least one valid listing as a percentage of started onboarding.
Listing completeness	Marketplace audit	Percentage of active listings with identity, quantity, price, condition and usable media.
Stale listing rate	Stock and listing comparison	Active listings with no available quantity or outdated price.
Search-to-enquiry rate	Marketplace analytics	Buyer enquiries or cart actions per relevant listing view.
Enquiry routing accuracy	Message audit	Percentage of buyer contacts delivered to the correct seller and listing context.
Fulfilment exceptions	Order review	Orders affected by unavailable stock, wrong identity, price mismatch or cancellation.

"A trusted parts marketplace is built on accurate identity and availability before it is built on listing volume."

MAKE THE STORY TANGIBLE

Show the same part from stock record to buyer order

Use one real catalogue part and follow it through seller inventory, listing creation, buyer search, listing detail and final order or enquiry. Include the quantity change after the transaction.



Recommended evidence-building sequence

Phase 1 - Curated supply

Onboard a small number of sellers and a controlled catalogue of verified parts.

Phase 2 - Buyer pilot

Invite known service participants to search, enquire and complete selected transactions.

Phase 3 - Trust report

Publish listing accuracy, stale stock, routing, fulfilment and participant feedback.

Build the publishable proof layer

Replace representative views with dated interface screenshots, a defined baseline, system-derived measures and an approved participant quotation.

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Publication note: capability descriptions are based on the Corexa repository supplied in July 2026. Confirm the deployed workflow, permissions, integrations and data quality before presenting a capability as a completed customer outcome.