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PayPoint agrees landmark deal with eBay to access the Collect+ network for parcel deliveries

Welwyn Garden City, 26 July 2018: PayPoint and eBay have signed a strategic partnership that will enable eBay sellers and buyers to access the Collect+ network for convenient click and collect parcel services. This landmark deal sees eBay become the first multi-carrier partner for Collect+ signed by PayPoint. eBay customers will also be able to have their deliveries to Collect+ locations made by their own choice of carrier service.

eBay will initially have access to 2,500 selected stores within the Collect+ network in time for the start of the busy peak season – from the beginning of October, ready for Black Friday, Cyber Monday and the Christmas period – with the intention to expand across the rest of the network. Whether for a Black Friday bargain or an auctioned antique, eBay customers will now have a more convenient way to receive their parcels.

Commenting on this deal, Dominic Taylor, CEO of PayPoint said, “This is an exciting opportunity for our retailer network and for Collect+ as the definitive Click and Collect solution for UK online merchants with the potential for millions of extra parcels for our store network. Convenience stores play such an important role in local communities, providing simple and convenient solutions for those with busy lives. The reach of our network ensures we’re available wherever and whenever our customers need us, – especially given the increasingly blurred lines between online and offline shopping.”

Dominic continued, “This deal is perfectly in-line with our parcel strategy as we move Collect+ to become the industry solution for a multi carrier approach. We know that half of people collecting a parcel are visiting their local stores for the first time. The eBay deal therefore represents a significant boost in footfall and possible sales for our Collect+ retailers.”

eBay UK Vice President, Rob Hattrell, said: ‘24 million customers shop with us every month. We want to make it as convenient as possible for them to get the item they’re looking for. Our partnership with CollectPlus is a great boost to our delivery options, giving customers thousands more locations to choose from when they are shopping.’

With over 7,000 Collect+ stores nationwide, Collect+ customers can enjoy a high level of convenience no matter where they live. Over nine million people live within 300 metres of a Collect+ store and more than 98% of stores offering Collect+ are open seven days a week and longer than traditional opening hours.

The first stores offering services to eBay customers are expected to go live in September and October 2018.

A new Parcels retailer app will be launched at the same time to improve in-store operations via parcels scanning in and out away from the counter, accepting driver deliveries via mobile and creates extra capacity to serve customers during busy times. The app will be available on iOS and Android.