
Why Should Cross-Border Commerce Be the Next Move in 2023?

A Comprehensive **CLEARgo** x **shopifyplus** guide

Business

Strategy

Insight



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Featuring case study



Why Should Cross-Border Commerce Be the Next Move in 2023?

Cross-border e-commerce has emerged as a significant opportunity for businesses looking to expand their reach and tap into new markets. Increased commerce digitization and the rise of global internet penetration provide businesses with the potential for cross-border E-commerce, enabling substantial growth and revenue.

According to experts, **global e-commerce sales will total approximately \$6.3 trillion in 2023**, with projections showing continuous growth in the coming years. E-commerce giant platform Shopify expects **20.3% of these sales to be from online purchases, positioning cross-border commerce as a lucrative option for businesses.**

One of the key advantages of cross-border e-commerce is the ability to access new and untapped markets. By expanding beyond domestic borders, businesses can reach a broader customer base and tap into markets with higher demand for their products or services.

Additionally, Juniper Research notes that the cross-border E-commerce marketplace model presents an innovative method where merchants can **reach a larger consumer base** while addressing logistical challenges seamlessly. Therefore, by embracing cross-border e-commerce in 2023, businesses can position themselves for success in the increasingly digitized and interconnected global marketplace.

Meanwhile, Shopify remains an increasingly popular platform for businesses looking to start cross-border commerce. However, migrating to Shopify requires significant time, effort, and expertise. While some businesses may have the resources and skills to handle the transition independently, many others would benefit greatly from partnering with a specialized Shopify expert. These professionals have the experience and knowledge to ensure a smooth and successful migration, allowing businesses to focus on their core operations and ultimately maximize their success on the platform. In this way, a specialized partner can be an invaluable asset for businesses looking to transition to Shopify.

1.0 Foundation

1.1 The E-commerce landscape

Southeast Asia

Southeast Asia (SEA) has experienced a significant transformation in its digital habits over the past few years. Occurrences like the COVID-19 pandemic have increased focus on home-centric lives, resulting in a rapid shift from offline to online. However, the current digital marketplace in the region is facing challenges due to geopolitical tensions, inflationary pressures, and other macroeconomic obstacles.

Despite these challenges, multiple forecasts project that the SEA region will have **402 million customers aged 15 and above, which accounts for 88% of the population, by 2027**. Indonesia is expected to have the most digital users, at 168 million, followed by Thailand, Malaysia, and Vietnam. In addition, a report by Meta and Bain & Company predicts that the gross merchandise value (GMV) will **expand from \$112 billion in 2021 to \$280 billion in 2027**. Although the growth rate decreased from 48% in 2020-21 to 15% in 2021-22, the region should expect it to increase steadily.



Multiple Forecast Projections 2027

402M

customers aged 15
and above for SEA
region

168M

digital users for
Indonesia

\$280B

of gross merchan-
dise value (GMV)

Southeast Asia's E-commerce industry presents many opportunities for businesses aiming to enter this lucrative market. One of the opportunities is cross-border E-commerce, as the region's middle class is expanding and has a significant interest in global brands. It creates a potential gateway for businesses to expand their customer base and **target the rapidly growing regional market**. Another promising avenue is partnering with local E-commerce players with a strong market hold and knowledge of local intricacies. Collaborating with them can help businesses establish a strong market presence and expand their outreach to a broader audience.

China and Hong Kong

The China E-commerce market is poised for significant growth over the next few years. A recent report predicts a **compound annual growth rate (CAGR) of 14.8%** from 2021 to 2026, driven by factors such as increasing internet penetration, rising disposable incomes, and growing demand for cross-border E-commerce. Also, experts valued the market at \$2.8 trillion in 2020 and expect it to continue its growth trajectory. China's share of **global E-commerce sales is projected to increase from 45.1% in 2020 to 54.7% in 2025**, with the number of online shoppers expected to reach 907 million by 2025.

Additionally, several trends and developments are shaping China's E-commerce market. These include the rise of **live-streaming E-commerce** and **social commerce**, the **importance of customer experience and personalization** in E-commerce, the growth of rural E-commerce, and the increasing use of technology such as artificial intelligence and big data. With all these trends in place, the China E-commerce market will continue growing and evolving rapidly in the coming years.



China E-commerce Growth

14.8%

CAGR growth
by 2026

907M

online shoppers
by 2025

9.6%

global E-commerce
sales growth by 2025

Furthermore, Hong Kong's e-commerce industry experiences significant cross-border spending, providing a considerable advantage for international merchants. Due to the prevalence of mobile banking, international e-commerce platforms, and app-based e-commerce sites, cross-border sales are becoming increasingly accessible and convenient. As a result, cross-border spending makes up 70% of the country's total e-commerce market.

Europe

In 2022, Europe's E-commerce revenue was \$634 billion, a decrease of 7% from 2021's \$684 billion. Despite this decline, Europe remains the third-largest E-commerce market

Europe's Projections

\$101T

market solid growth
by 2026

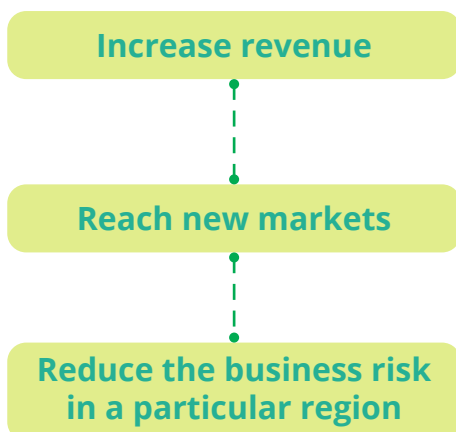


worldwide, after China and the US. The European E-commerce sector will experience solid growth of nearly 30% in 2023, with predictions forecasting the market will **reach over \$1.1 trillion by 2026**.

While countries like Norway, the UK, Germany, and the Netherlands have high E-commerce penetration rates of approximately 80%, smaller economies in the South and East, such as Greece, Portugal, and Poland, still have untapped potential in this sector. E-commerce is a significant economic sector in Europe, with an estimated 523 million active consumers.

1.2 Why are brands and retailers are selling internationally?

Cross-border e-commerce is widely popular among brands and retailers as it presents a unique opportunity to expand their business and reach a wider audience in international markets. The benefits of cross-border e-commerce are numerous due to advanced technology and logistics, which make it easier and more cost-effective to sell internationally. For example, cross-border e-commerce can increase revenue by reaching new customers and markets. Brands and retailers can expand their businesses beyond their domestic markets and tap into a more diverse consumer base to grow their customer base. Cross-border E-commerce increases revenue and greatly reduces the risk of economic downturns and market fluctuations in a particular region.



Also, cross-border e-commerce allows brands and retailers to offer consumers a wider range of products that may not be available in their domestic market. Cross-border e-commerce platforms allow businesses to provide customers access to a more diverse and personalized shopping experience, thus increasing international sales. Besides, cross-border e-commerce helps companies to **optimize their supply chains** and **reduce costs** by leveraging technology like **automated inventory management and real-time tracking**. It improves operational efficiency and reduces the risk of inventory shortages or overstocking.

Moreover, **advancements in payment and logistics technologies** have also made it easier for businesses to sell internationally. The proliferation of global payment gateways and digital wallets has made processing transactions faster and more cost-effective across borders. Similarly, the rise of global shipping and logistics networks has made shipping products to international destinations easier and more efficient.

Cross-border e-commerce presents a unique opportunity to reach a wider audience in international markets



Last but not least, cross-border e-commerce helps businesses to build a stronger brand image and reputation globally. It simplifies how brands and retailers reach new customers and markets, enabling them to increase their brand awareness and visibility in international markets. As a result, cross-border E-commerce leads to improved brand recognition and customer loyalty. Providing international customers with a seamless and personalized shopping experience enhances brand recognition, often leading to positive reviews and word-of-mouth recommendations.

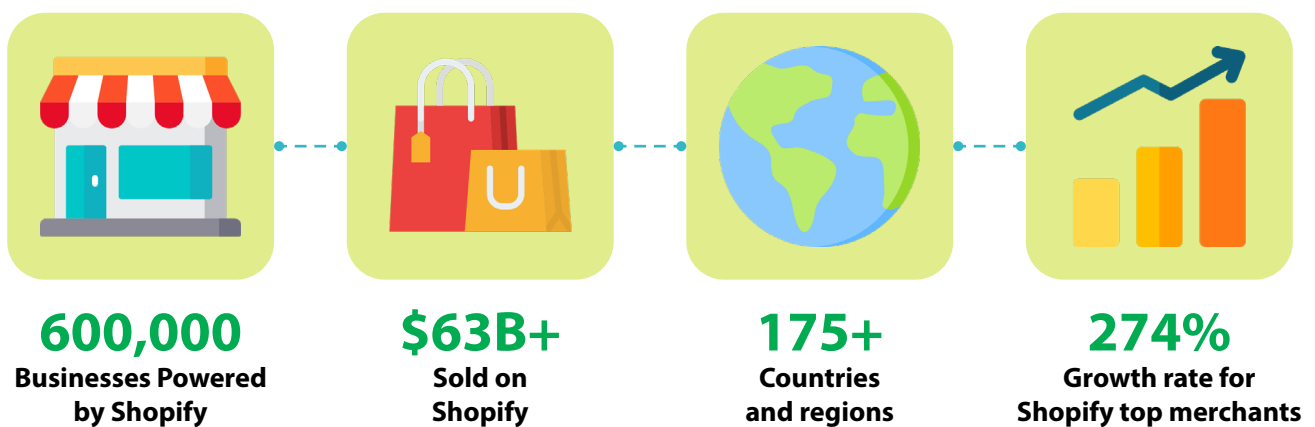
1.3 Shopify global footprint and infrastructure

Shopify is a leading e-commerce platform that provides a wide range of tools and services for businesses of all sizes to sell their products online. With over 4.15 million merchants in more than 175 countries, Shopify has a strong global presence and is constantly expanding its reach.

One of the key factors that have contributed to Shopify's success is its **robust infrastructure**. The company operates a **highly scalable and reliable cloud-based platform that can handle high volumes of traffic and transactions**. The platform is hosted on Amazon Web Services (AWS) and Google Cloud Platform (GCP), which ensures high performance, security, and reliability.

In addition, to further enhance its global infrastructure, Shopify has invested heavily in building a network of data centres and content delivery networks (CDNs) worldwide. They allow the company to deliver fast and reliable customer services, regardless of location. Shopify's data centres are located in North America, Europe, and Asia Pacific regions and are designed to meet the highest security, compliance, and performance standards.



Shopify has also been **expanding its global footprint through strategic partnerships and acquisitions**. For example, in 2020, the company acquired 6 River Systems, a provider of warehouse automation technology, to help merchants streamline their fulfilment operations. Shopify has also partnered with leading payment providers, such as PayPal, to enable merchants to accept payments from customers around the world.



In a recent news release, Shopify announced the launch of Commerce Components, a modular and customizable component suite that allows businesses to create unique and engaging online shopping experiences. It is part of Shopify's broader strategy to redefine enterprise retail and compete with traditional e-commerce giants like Amazon and Walmart. Shopify has also focused on creating an open-source platform that supports various integrations and customization options.

For example, Commerce Components can be used with popular front-end frameworks like React, Vue, and Angular. The feature allows businesses to build highly personalized and engaging shopping experiences that meet their unique needs. "Commerce Components by Shopify opens our infrastructure so enterprise retailers don't have to waste time, engineering power, and money building critical foundations Shopify has already perfected, and instead frees them up to customize, differentiate, and scale," said Harley Finkelstein, Shopify President, during the news release.

Shopify offers three standard plans - Basic, Shopify, and Advanced - that provide a robust platform for users to start, grow, and manage their e-commerce businesses. But if you're considering upgrading from Shopify to Shopify Plus, you'll want to take a closer look at the details to determine which factors are essential to your decision.

	 shopify	 shopifyplus
Costs	*\$39 per month for Basic, \$132 per month for Shopify, \$531 per month for Advanced	Begins at \$2,000 per month for standard setups and integrations; variable fee option for higher volume business structures
Payment Processing Fees	<p>Basic: 2.9% plus 30 cents for online card sales, flat 2.7% for in-person sales</p> <p>Shopify: 2.6% plus 30 cents for online card sales, flat 2.5% for in-person sales</p> <p>Advanced: 2.4% plus 30 cents for online card sales, flat 2.4% for in-person sales</p>	Credit card fees vary by country. 0.15% per transaction for third-party payment processors; waived if you use Shopify Payments
Sales Limit	Technically unrestricted, but Shopify suggests a limit of 100,000. After exceeding that number, it may be time to compare your current plan with Shopify Plus	Unrestricted sales limits
Contract Requirement	Monthly, annually or biennially	Monthly, annually or biennially
Software Support	24/7 live support via email, phone or chat	24/7 live support via email, phone or chat
Extra Features	Sell unlimited products (including digital products), abandoned cart recovery, gift cards, and professional reports	All the listed Shopify features, plus an advanced report builder and real-time carrier shipping
Best For	E-commerce businesses of any size, selling any products, who are netting under \$1 million in annual revenue	Enterprise-level businesses who are consistently selling hundreds of thousands of products and bringing in well over \$1 million annually

*The prices mentioned are for reference purposes only. They are subject to change based on Shopify's official offer.

Shopify Plus isn't just a top-tier standard plan - it's a software platform designed for enterprise-level sellers who have both the funds and the need for a higher level of support. With a higher price tag starting at \$2,000 per month for standard setups and integrations and a variable fee option for higher volume business structures, it's important to consider whether the additional cost is worth the benefits. If you're consistently bringing in hundreds of thousands of products and well over \$1 million annually, Shopify Plus might be the way to go. It offers advanced features such as an advanced report builder and real-time carrier shipping, which can help streamline and optimize your e-commerce operations.

2.0 Foundation

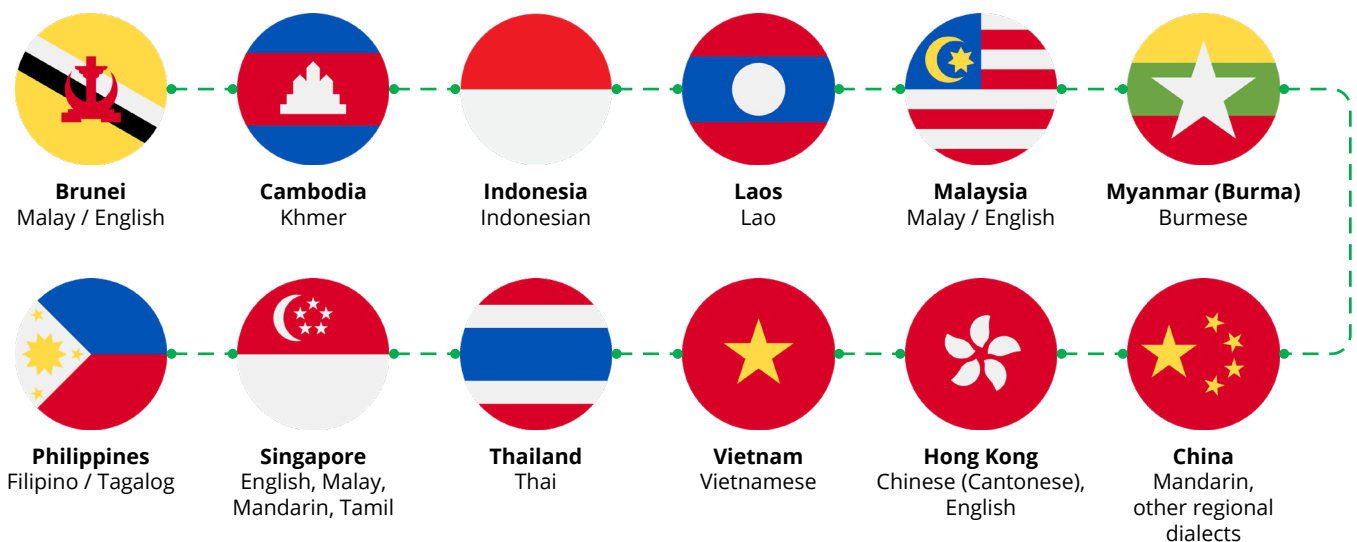
2.1 Overcoming common cross-border commerce barriers through Shopify

Multiple languages and currencies

Language barriers are one of the biggest challenges businesses face when expanding into foreign markets. Customers may not understand the language used on a business's website or product descriptions, leading to confusion and ultimately deterring sales. Yet, a survey found that **65% of customers prefer their languages when making online purchases**. Shopify addresses this challenge by allowing businesses to create multi-language stores that cater to customers in different regions. With the help of third-party apps, businesses can easily translate their website content into multiple languages, ensuring that customers can understand their products and services.

“40% will never buy from websites in other languages
76% of online shoppers prefer to buy products with information in their native language”

Another challenge businesses face when operating in foreign markets is managing multiple currencies. Customers may fail to purchase if they cannot easily understand the price of a product in their local currency or if they have to go through the hassle of converting currencies. Shopify allows businesses to display prices in multiple currencies, making it easier for customers to understand the cost of a product and make a purchase. Shopify's multi-currency feature also includes automatic currency conversion, which means that customers can pay for their purchases in more than 130 currencies.



Sasa is a multi-brand cosmetic retailer with a strong presence in Hong Kong and China for many years. However, Hong Kong residents are leaving in unprecedented numbers after the territory's chaotic handling of the covid crisis, civil unrest and the new national security laws imposed by Beijing in 2020. These include Sasa's loyal customers, which also results in sales dropping substantially.



In order to reach out to these customers and ensure they can still purchase their favourite products from Sasa in other countries, CLEARgo has set up a **multi-languages and currencies store using Shopify Plus**. This enables Sasa to continue **catering their products to foreign markets** including South East Asia, United Kingdom, United State, Australia and more.

203

retail stores

+

700

brands

+

4

countries

+

\$8+

billion revenue

As per the website purpose itself, it supports multi-lingual which is currently launched in both English and Simplified Chinese. Moreover, it is a multi-currency site in which the displayed price and payment will be personalized to the customer's location individually.

Built-in features and apps for cross-border commerce

Selling to international customers can be challenging due to currency and language differences, which many merchants struggle with because of limited resources. In response, **Shopify created Shopify Markets**, a tool that simplifies the process of adding new markets. This tool allows merchants to easily add new markets and turn visitors into repeat customers while using your Shopify admin to manage everything.



With Shopify Markets, adding new markets is easier since it automatically sets up the correct currency and domain subfolder, allowing international customers to easily find the merchant's store and browse in their preferred currency. The tool also provides data-driven suggestions to help merchants identify viable markets to enter and optimize their international selling strategies.

Merchants can **customize their international business by organizing multiple countries or regions** as a group or individually, setting custom pricing by market, publishing products differently by market, and defining order routing rules by market.

Merchants can **take greater control of their pricing strategy** using Shopify Markets by enabling percentage-based price adjustments for all products within a specific market. Moreover, merchants can set custom fixed prices for products in specific markets, allowing them to customize product offerings across different markets. It may be due to licensing agreements, regional regulations, or buyer preferences. Markets allow merchants to choose which products are published in their stores for each market and to manage product pricing accordingly.

Furthermore, direct-to-consumer brands need efficient order routing, particularly those that manage inventory across multiple locations. Shopify will soon introduce smart order routing, giving merchants full control over their delivery process. For example, the new split fulfilment rule enables merchants to prioritize which location fulfils an order depending on stock availability. The closest location rule fulfils orders from the store or warehouse nearest to the customer, resulting in a fast and seamless delivery experience.

International transactions - tax and compliance

Merchants must clearly understand applicable tax laws and regulations to accurately charge, report, and remit taxes on their sales. Shopify can assist with this complex task by automatically handling the most common sales tax calculations. Additionally, merchants can set up tax overrides to handle unique tax laws and situations. Shopify frequently updates default sales tax rates, and merchants can use them after verifying their accuracy and relevance to their specific circumstances. If needed, these rates can be overridden.

Many people believe that all goods shipped internationally are subject to tax and duties. However, this is not true. If the declared value of an item falls below a certain threshold, which is known as the de minimis value, the item will not have duties and taxes added to it. It's important to note that each country has its own de minimis value and regulations.

For online retailers who cater to international customers, it is essential to be aware of the de minimis value of their



service countries. These tax exemptions can impact pricing and profit margins. Additionally, knowledge of the de minimis value of a particular region can help retailers provide better customer service to their buyers. For example, a seller can inform their customer if their order has exceeded the de minimis value of their area, allowing the customer to anticipate any additional taxes or fees that may be imposed.

Country	Tax Rate	Duty De Minimis	Tax De Minimis
Brunei	0%	0 BND	0 BND*
Cambodia	10%	50 USD	50 USD
China	13%	0 CNY	0 CNY*
Indonesia	10 - 15%	3 USD	75 USD
Germany	16%	150.00 EUR	0 EUR
Hongkong	0%	0 USD	0 USD
Laos	10%	0 LAK	0 LAK
Malaysia	10%	500 MYR	0 MYR
Myanmar	5%	0 USD	0 USD
Philippines	12%	10,000 PHP	10,000 PHP
Singapore	7%	400 SGD	400 SGD
Thailand	7%	1,500 TB	1,500 TB
United Kingdom	20%	135 GBP	0 GBP
United States	0%	800 USD	800 USD
Vietnam	10%	1 Million VND	0 VND

*The tax de minimis has special rules.
- Local tax is not included

Merchants should also know other tax compliance requirements, such as customs duties and import taxes, which may apply to cross-border sales. It's important for merchants to consult with tax professionals and/or legal advisors to ensure they are complying with all relevant tax laws and regulations.



Secretlab is a Singapore furniture company primarily focused on gaming chairs established in 2014. In 2020 and 2021, during the COVID-19 pandemic, demand for the company's chairs rose greatly, partly because of office workers who had



to work from home. The brand is **widely endorsed by the oversea consumer** including the Western countries. Thereby, **huge international transactions** will be involved in the e-commerce business. Significant potential financial and reputational consequences exist for any business that ignores the country's rules and regulations.

For sales to Europe, merchants must comply with the **European Union's Value Added Tax (VAT) rules**, which require merchants to register for VAT in each country where they make sales and to charge and remit the appropriate VAT rate for each sale. This applies to sales of physical goods and certain digital services. Merchants can register for VAT through the relevant tax authority in each country where they make sales, and must file regular VAT returns and make payments on time.

1M+

chairs sold

+

HBO

partnership

+

\$350

million revenue

+

\$1B

surpassed

To ensure compliance with tax regulations, CLEARgo had initially set up Shopify PLUS's tax settings on the backend. However, the company's unique business logic required an additional feature to exclude the tax for customers with valid VAT IDs during the purchasing process. To address this need, CLEARgo developed a functional feature that validates VAT IDs before checkout and automatically excludes tax during the confirmation and creation of orders.

This feature not only **streamlines the manual tax exclusion process** that was previously done offline but also makes it easier for the finance department to track tax-related transactions. Additionally, this feature allows for better control of tax rates. With this solution in place, Secretlab can operate more efficiently and accurately, providing a smoother experience for its customers while complying with tax regulations.



Order and Fulfillment

When it comes to cross-border logistics and fulfillment, there are several key considerations that businesses should keep in mind:

Customs and Regulations

Each country has its own set of regulations and customs procedures that must be followed. Businesses should familiarize themselves with these regulations to ensure that their shipments are processed smoothly and without delay. Start with the logistics and fulfillment partners who are experienced and well-equipped to handle cross-border operations. Look for partners who have a good track record of timely deliveries and can handle customs clearance processes.



When the sales begin to climb, explore contracting a local warehouse vendor, pick and pack vendor, or third-party logistics (3PL) that can further reduce delivery costs and streamline your cross-border processes. Retailers can offer a variety of fulfillment methods with different price options during checkout.



Shipping Costs

Shipping costs can vary greatly depending on the destination country, shipment size, weight, and shipping method. Businesses should factor these costs into their pricing strategy to ensure that they are still profitable. While a 40-foot container unit costs approximately \$1,300 to ship before 2020, it reached a record high of \$11,000 in September 2021.

Retailers can negotiate with shipping carriers to get better rates based on their shipping volume.

This is especially important for businesses that ship a high volume of products. Use freight forwarders who specialize in handling the logistics of shipping goods across borders. They can help retailers consolidate shipments and choose the most cost-effective shipping options. Shipping aggregators allow retailers to compare rates from multiple carriers and choose the most cost-effective option for each shipment.



49% of people abandon their shopping carts because extra costs at checkout are too high.



Order-to-Delivery Time

The delivery time for cross-border orders can vary depending on various factors such as the origin and destination countries, shipping method, customs clearance procedures, and the efficiency of the local postal and delivery services. In general, it can take anywhere from a few days to several weeks or even months. It's important to keep in mind that international shipments may face delays due to customs inspections, weather conditions, holidays, and other unforeseen circumstances. Additionally, during peak seasons such as holidays or major sales events, delivery times may be longer due to the increased volume of shipments.

Businesses should communicate realistic delivery times to their customers to manage expectations. Poor customer experience due to slower delivery time can be avoided if you have clearly stated the delivery times before the order was processed. Keep track of your order-to-delivery speed during your pirate run and indicate the range of delivery time on the order page. Always offer a premium faster delivery service as an option for those customers who need the product soon.



3.0 Expand / Scale

3.1 Key Success

Create a seamless customer experience

One of the key features of Shopify is its ability to create a seamless customer experience across borders. Merchants can use Shopify to easily set up their online stores to support multiple currencies, languages, and shipping options. As such, customers can shop using their preferred languages and currencies and choose the shipping method that best suits their needs. Also, Shopify provides a seamless customer experience across borders by integrating various payment gateways. It permits customers to pay for their purchases using various payment methods, including credit cards, PayPal, and local payment options that are popular in their home country.



In addition, Shopify's advanced shipping capabilities help ensure the quick and efficient delivery of customer orders. Merchants can use Shopify to manage their inventory and shipping and to provide customers with real-time tracking information. Hence, it helps retailers build trust and confidence among customers, who can always see exactly where their order is. At the same time, businesses can set up shipping zones that specify which countries they ship to and the associated shipping rates. Shopify's partnership with global carriers enables merchants to access discounted shipping rates and easily print shipping labels.

The Big Bad Wolf is a book fair that offers customers a wide variety of books at discounted prices. The fair is held for several days, usually 24 hours a day, and offers books of different genres and categories. It has become well-known for its "book sale without borders" concept, which means that it offers books in multiple languages from different countries. This concept allows the fair to appeal to a broader audience, with visitors from different cultural backgrounds and interests.

When it comes to online book sales, The Big Bad Wolf faces two major challenges: **scalability and speed of development.**

That's why they turned to CLEARgo for revamping their e-commerce website is from Shopify to Shopify Plus, a platform renowned for handling high traffic and sales volumes.

With Shopify Plus, The Big Bad Wolf's website is now able to handle even the busiest periods of flash sales, ensuring that customers don't experience any frustrating delays or crashes. And with CLEARgo's approach to multiple-stores, multiple-countries concept, they are able to launch new store campaigns with different themes, app developments, and content populations in just two weeks - a feat that would have been impossible with their previous platform.

The Big Bad Wolf can continue to offer discounted books to customers all over the world, without sacrificing the quality of their online shopping experience.



37
cities

+

14
countries

+

6M+
bookworms

+

31M+
books sold

Optimize operations for international sales

Shopify's cross-border commerce capabilities include integration with various payment gateways, allowing businesses to offer their customers various payment options. They are especially important for international sales, as customers in different regions may have different preferences for payment methods. Shopify's payment gateway options include popular options like PayPal, Stripe, Amazon Pay and local payment methods. Multiple payment methods enable merchants to provide customers with a seamless checkout experience, regardless of location.

In addition, when selling products internationally, it's important to comply with local tax laws and regulations. Shopify's platform provides merchants with tools that help them automatically calculate and charge the appropriate taxes based on the customer's location. Thus, businesses can avoid costly compliance issues and charge the correct taxes on their sales. Additionally, Shopify offers resources and guidance to help merchants navigate complex tax laws and regulations in different regions.

Aimer is a well-known brand enterprise specializing in the research and development, production, and sales of high-quality underwear and related products. The company's product portfolio has expanded from bras and underwear to include multiple products such as thermal wear, home wear, sportswear, swimwear, socks, home textiles, home decor, protective masks, and more.



After 3 months of development, the result is a sleek and user-friendly online store, ready to launch in multiple countries. What sets this project apart is the careful selection and integration of third-party applications, ensuring that the website seamlessly communicates with a vast number of product attributes. Plus, the order fulfillment process is automated through an API synthesis, making information exchange between Aimer and logistics partners more efficient.

To further optimize their operations, Shopify Flow feature was activated to **automate refund flagging and new product flagging**. Keeping simplicity and ease of use in mind, the Aimer team was carefully trained to manage and maintain the website on a daily basis with default settings, reducing manpower requirements.

Overall, Aimer's partnership with Shopify PLUS and CLEARgo has paved the way for a successful entry into the global market, allowing them to provide high-quality products to customers worldwide with a smooth operation.

Conclusions

Managing a single store might not be hard, but penetrating your business to other regions requires a journey with an experienced agency, CLEARgo

Cross-border commerce is the next big move for businesses and retailers in 2023. With the increasing globalization of trade, it has become imperative for businesses to explore new markets and expand their reach beyond their home country. Leveraging the power of e-commerce platforms like Shopify can help businesses easily set up online stores and start selling their products to customers in different countries. However, expanding into new markets can be daunting, with challenges such as logistics, payment processing, and local regulations weighing down expansion efforts. This is where CLEARgo and Shopify come in.

As a leading international e-commerce agency, CLEARgo deeply understands the nuances of cross-border commerce. We have helped numerous businesses successfully expand into new markets, and we understand the importance of tailoring your approach to each market. Partnering with Shopify, the leading e-commerce platform, allows us to offer businesses a comprehensive solution for cross-border commerce. Shopify's powerful platform makes setting up an online store easy and manages payments, shipping, and taxes across multiple markets.

More importantly, we understand the challenges that businesses face when it comes to cross-border commerce. Our expertise in international e-commerce and Shopify's powerful platform can help your business to tap into new markets and grow its customer base. As a Shopify partner, CLEARgo has extensive experience in helping businesses set up their online stores on the Shopify platform and in providing customized solutions to meet the unique needs of each business. We provide businesses access to powerful tools and features, including a user-friendly website builder, customizable themes, payment processing, and shipping solutions.

CLEARgo also offers a comprehensive range of services, including e-commerce strategy, website design, development, optimization, and ongoing maintenance and support. Whether you're a small business looking to expand your reach or a large enterprise seeking to streamline your e-commerce operations, CLEARgo and Shopify have the expertise and resources to help you succeed in the highly competitive world of cross-border commerce.

In summary, **cross-border commerce is no longer an option but is necessary for businesses looking to stay ahead of the curve.** Partnering with CLEARgo and Shopify is the first step towards expanding your business's reach and taking advantage of the numerous opportunities that come with selling to customers in different countries. We invite all businesses and retailers to join us on this exciting journey and take their businesses to new heights.

A Comprehensive
CLEARgo x  **shopifyplus** guide

Contact Us Today
to take your business to new heights

