

### B2B eCommerce Marketplace Solution

Bringing businesses closer across the supply-chain



# 

Trusted & Used By:





# THE PROBLEM

Presentation by Lennise Ng, Dropee



#### INTRODUCTION C **B2B SEA MARKET**

transparent practices.<sup>[1]</sup>



Industrial Manufacturing

USD \$ 1,654B

[1] Data from "Country Comparison :: GDP (Purchasing Power Parity)", CIA World Factbook, accessed 30 July 2017". Cia.gov. Retrieved 2019-06-18.

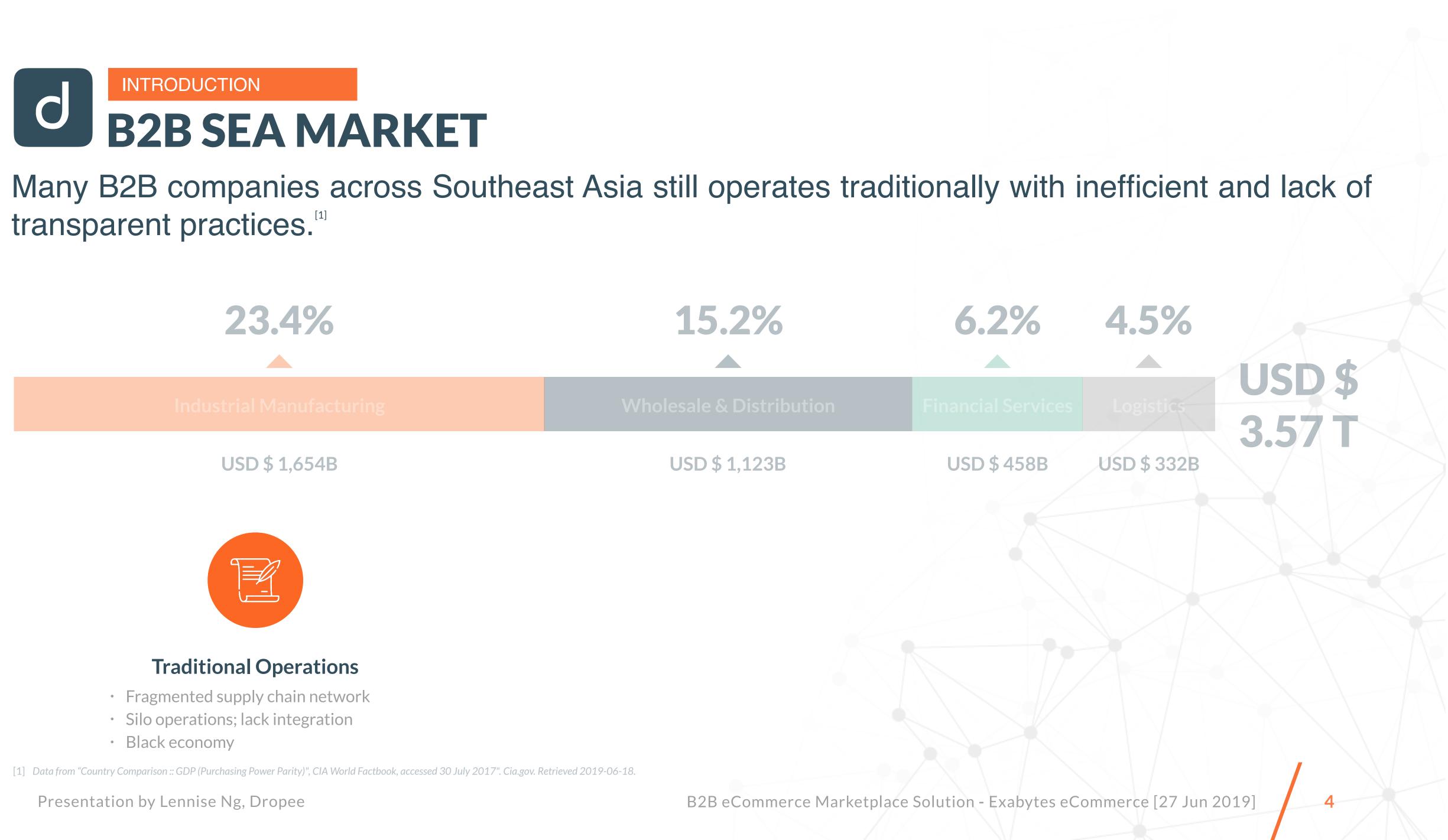
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### Many B2B companies across Southeast Asia still operates traditionally with inefficient and lack of



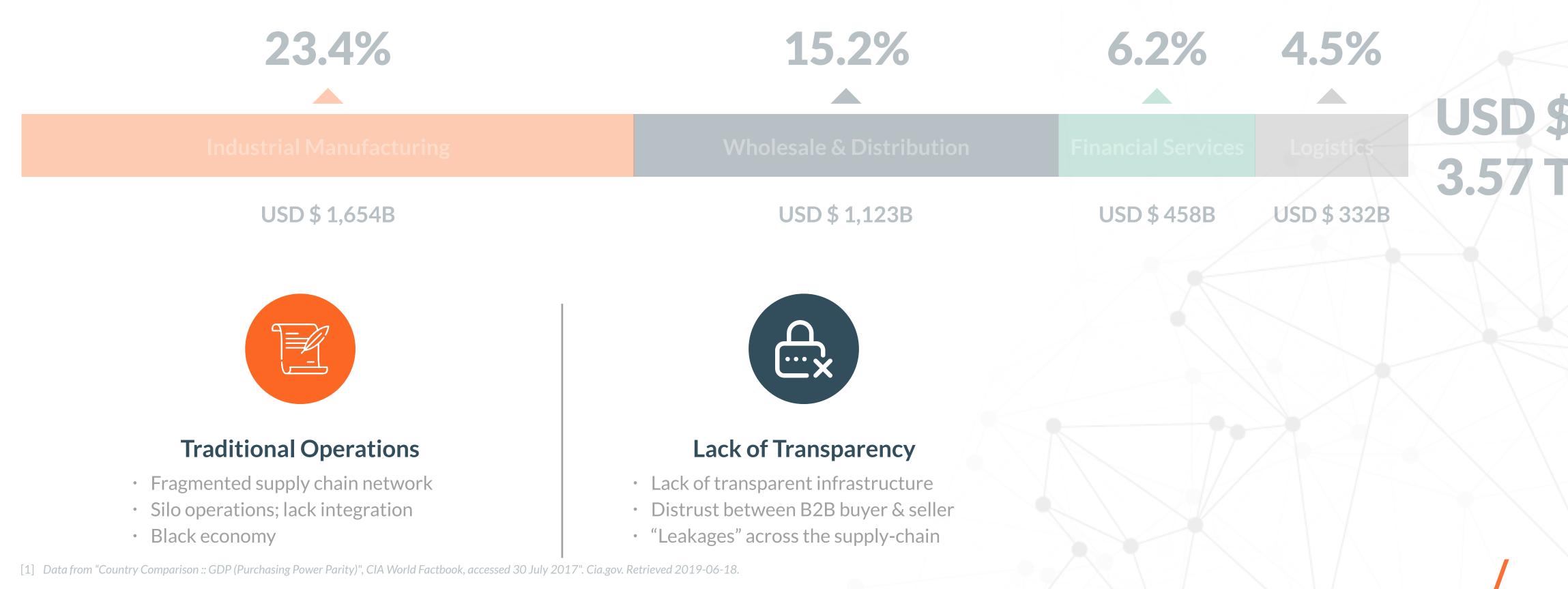


### INTRODUCTION 0



#### INTRODUCTION C **B2B SEA MARKET**

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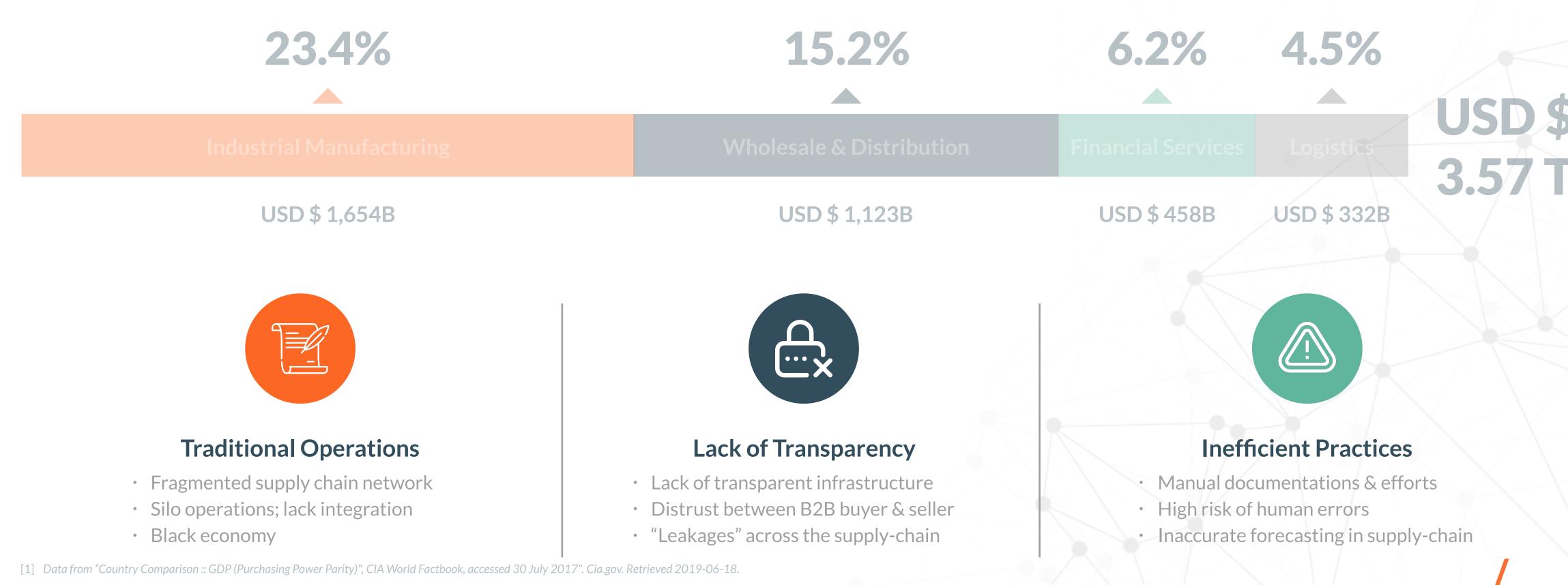
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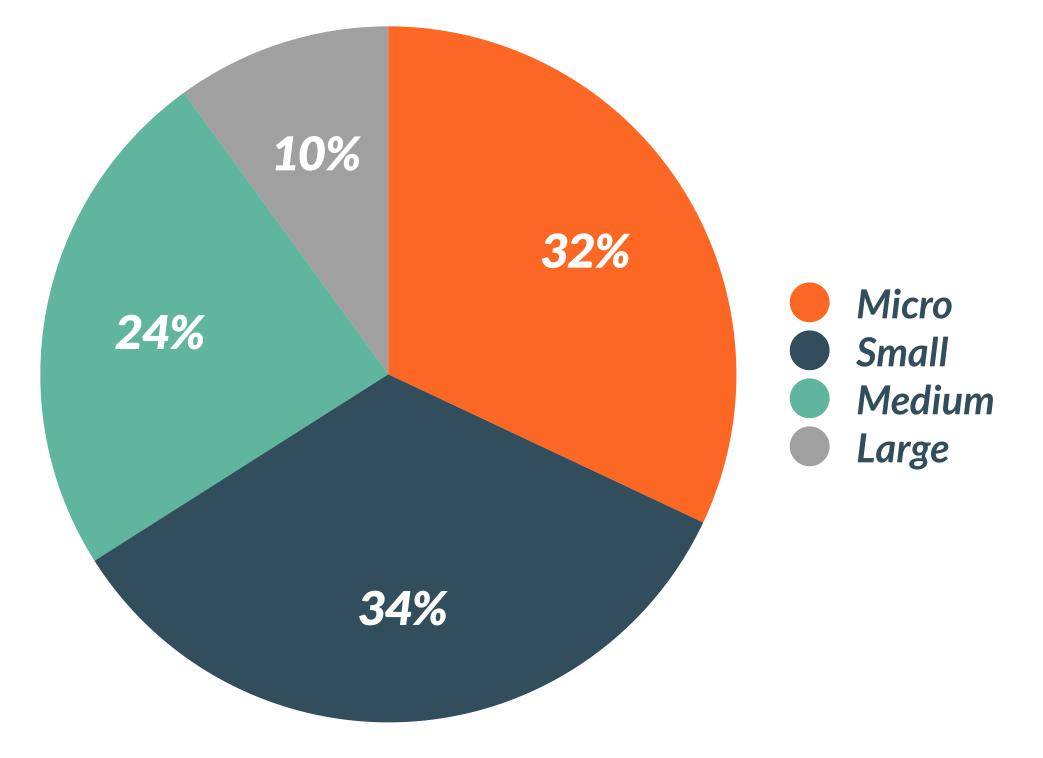
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### INTRODUCTION B2B COMPANY BREAKDOWN Majority of the businesses in the Southeast Asia economy are SMEs.

#### Breakdown of Company Size in SEA 2019

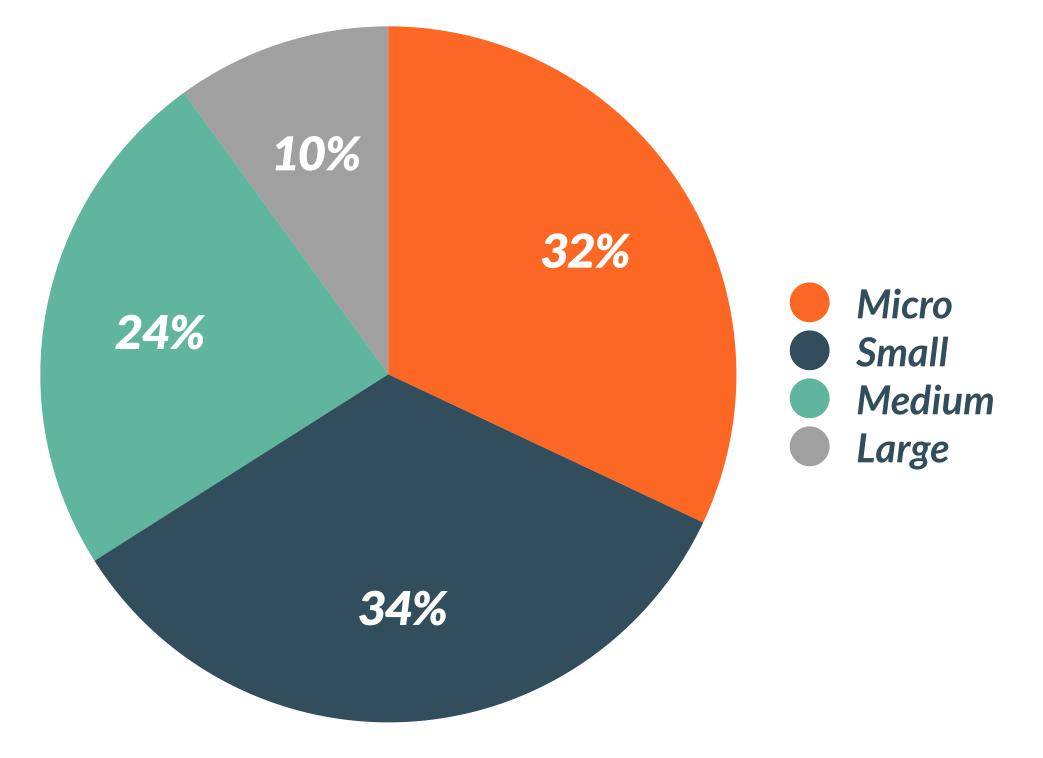


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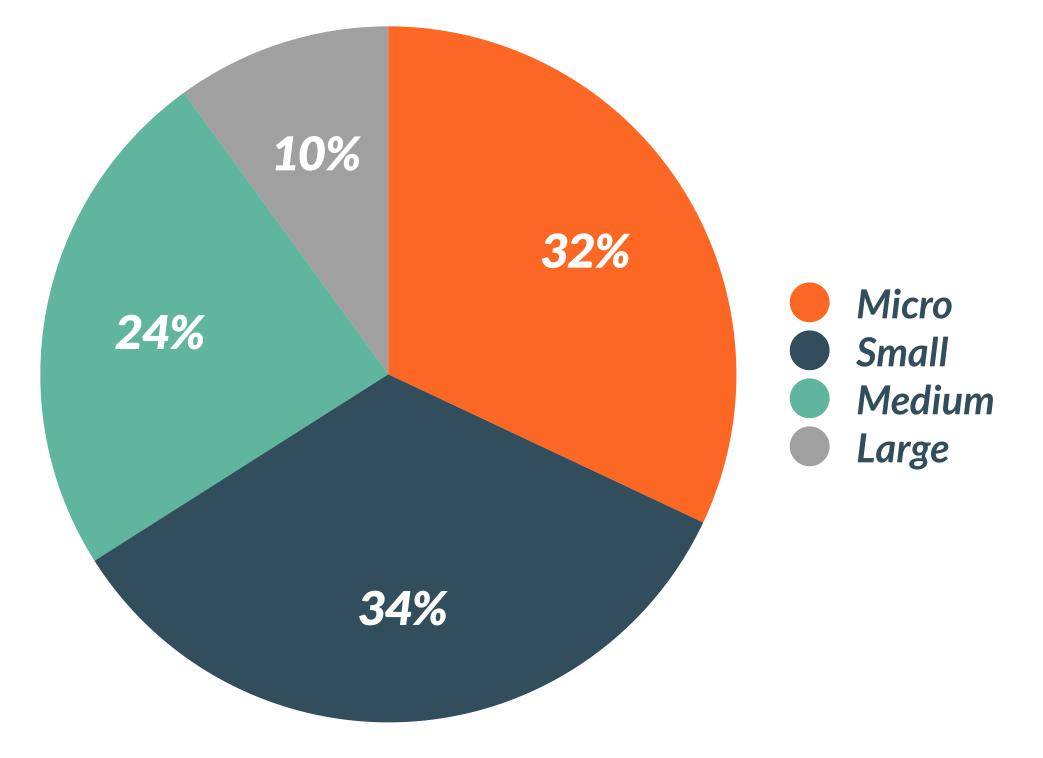
Traditional & Informal **Business Processes** 

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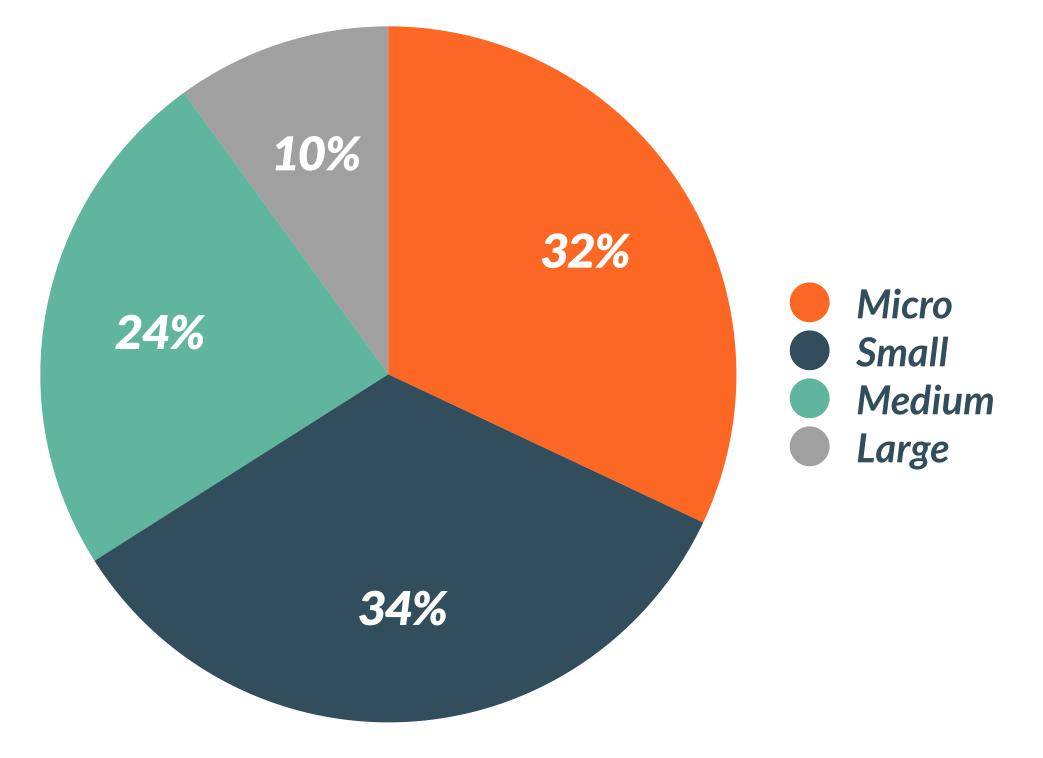


Lacking of Financial Opportunities



### INTRODUCTION C **B2B COMPANY BREAKDOWN** Majority of the businesses in the Southeast Asia economy are SMEs.

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**Traditional & Informal Business Processes** 



Lacking of Financial **Opportunities** 



Distrust between **Buyers & Sellers** 



# THE SOLUTION

Presentation by Lennise Ng, Dropee







# To bring businesses closer through a digital supply-chain network that promotes meaningful B2B relationships for all stakeholders.

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# THE PLATFORM

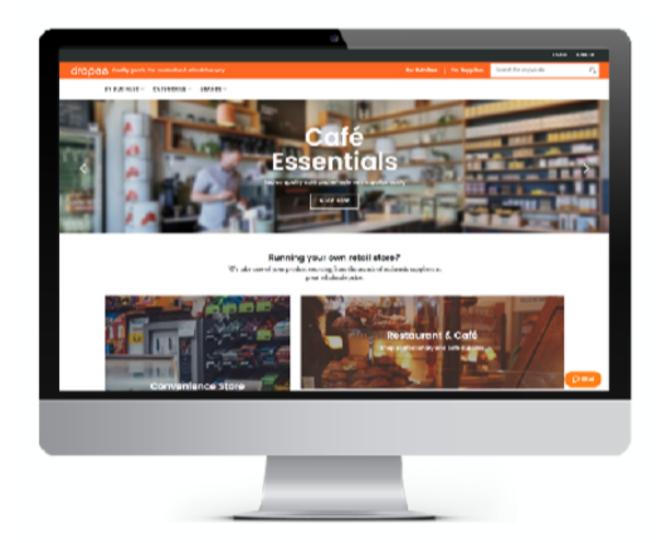
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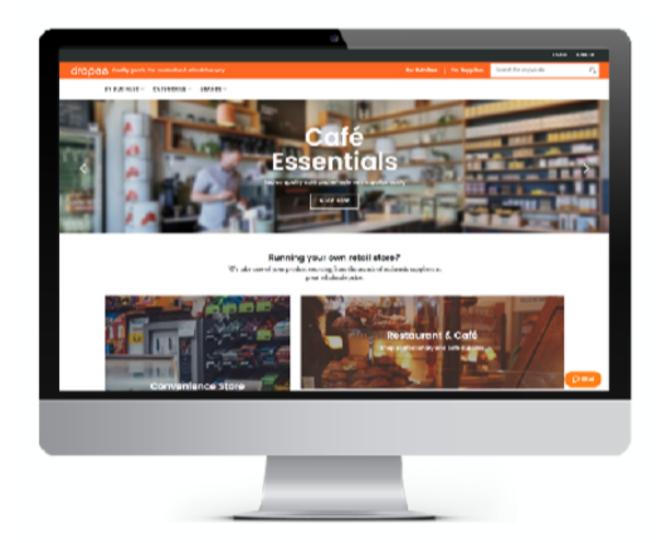




#### **Dropee: B2B Marketplace** TRANSPARENCY & CONVENIENCE

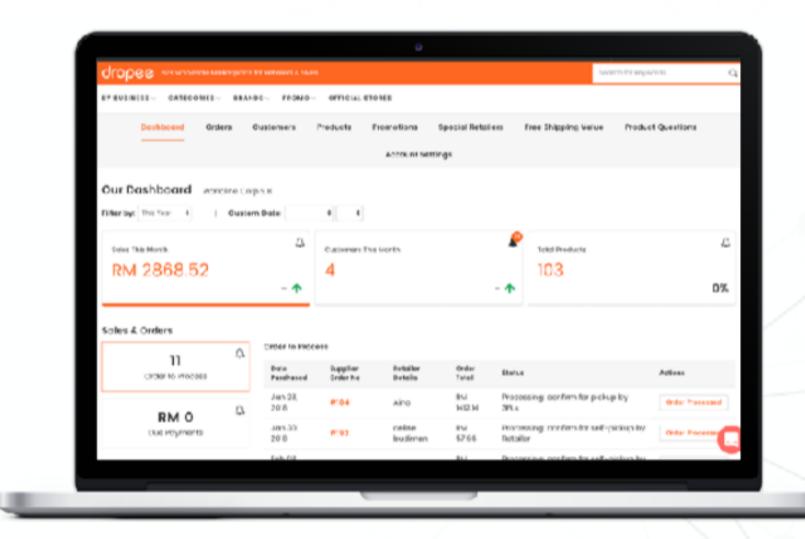
The marketplace makes it easy for operators to bring suppliers, dealers and their inventory online - to offer more choice to business buyers. Buyers can now easily search and procure from sellers at wholesale pricing.





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#### NexHera: Enterprise Solution BRINGING BUSINESSES CLOSER

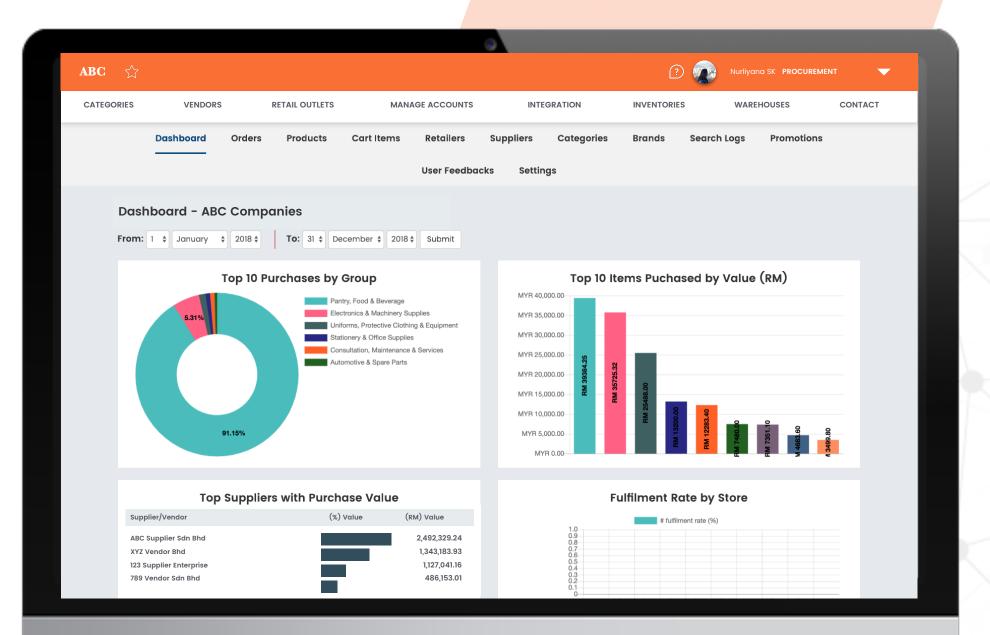
A solution for wholesalers, distributors, retail chain owners, and brands to enable a complete supply chain visibility through utilising our powerful tools. These tools are catered to specific selling scenarios, improving customer experience & accelerating sales.





transaction process & offer financial opportunities.

# Dropee marketplace connects qualified vendors to qualified buyers by facilitating trusted





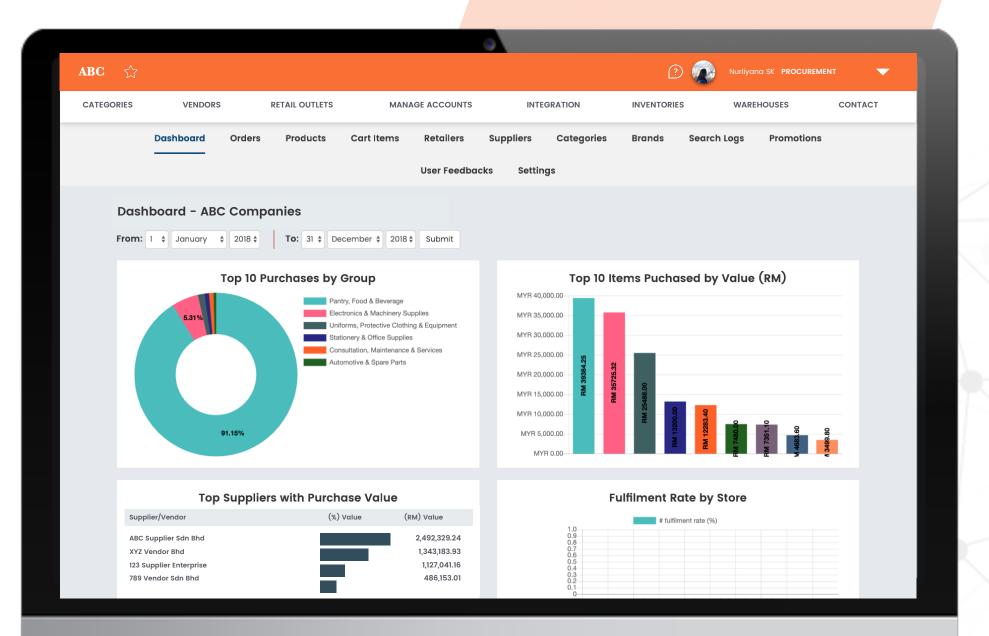
transaction process & offer financial opportunities.



#### FULL TRANSPARENCY

Retailers can source directly from main and qualified suppliers & leverage on our group-buy feature to receive more margins.

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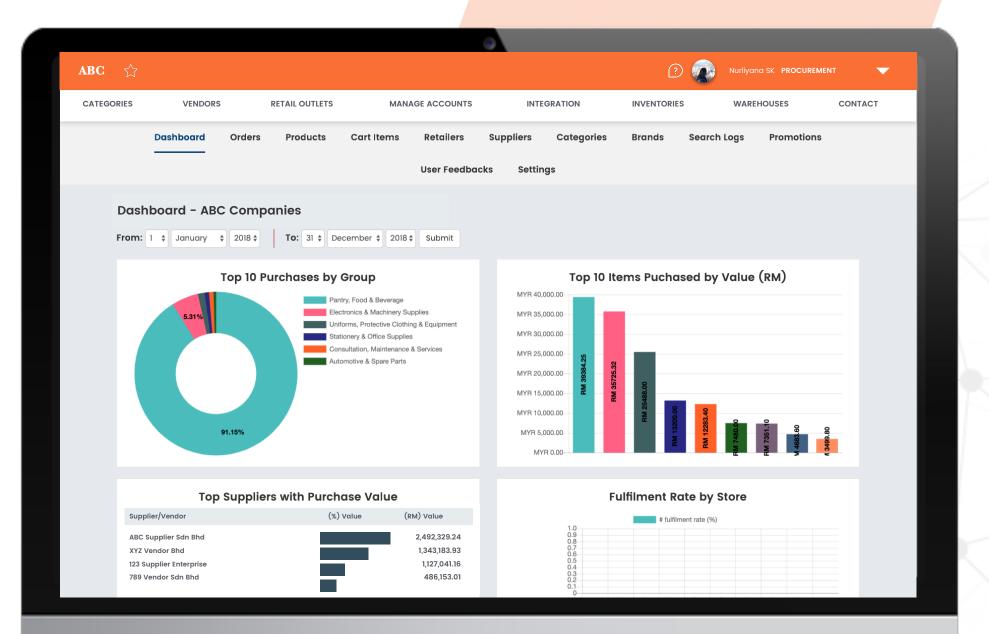
Retailers can source directly from main and qualified suppliers & leverage on our group-buy feature to receive more margins.



#### MANAGE ORDERS ANYTIME, ANYWHERE

Our marketplace allows the businesses to buy & sell via across any platforms as we are 100% online-based and manage their PO, Invoices with a click of a button.

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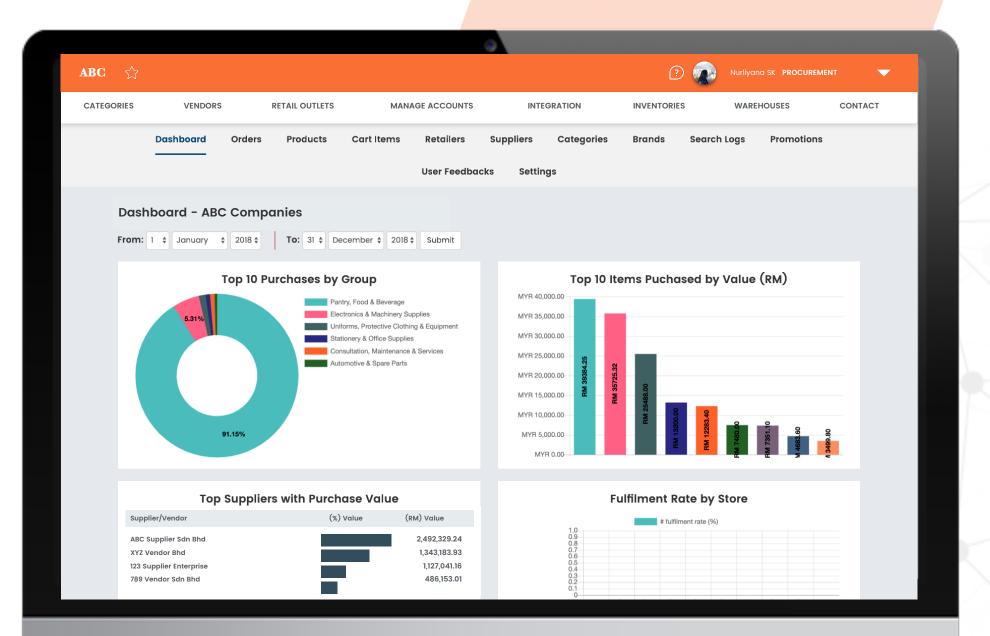
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#### **COMPREHENSIVE DASHBOARD**

Our dashboard allows suppliers to customise any of their buyers orders, promotions & manage credit terms and we've partnered with financial institutions to provide financing.

# Dropee marketplace connects qualified vendors to qualified buyers by facilitating trusted



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NexHera brings businesses closer by digitally connecting stakeholders from manufacturers to retail to promote a stronger supply-chain network.

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retail to promote a stronger supply-chain network.

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# NexHera brings businesses closer by digitally connecting stakeholders from manufacturers to

#### **NEXHERA HUB**



For Brand Owners and Principals to view, monitor, and analyse the sales performance for their supply chain ecosystem.

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#### **NEXHERA COMMERCE**

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#### **NEXHERA REP**

Mobile app that assists sales rep with smart inventory recommendation to customers & performance management.



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#### **NEXHERA REP**

Mobile app that assists sales rep with smart inventory recommendation to customers & performance management.



#### **NEXHERA TOOLS**

Streamline processes by integrating to other core business functions.



# **BONUS TIPS CHOOSING YOUR B2B ECOMMERCE PARTNER**

Below are the list of questions to go through to ensure you've found the right digital partner for your B2B business' shift from offline-to-online.



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Below are the list of questions to go through to ensure you've found the right digital partner for your B2B business' shift from offline-to-online.

### **1. Does your B2B eCommerce solution cover your selling rule?**

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### **BONUS TIPS** C **CHOOSING YOUR B2B ECOMMERCE PARTNER**

Below are the list of questions to go through to ensure you've found the right digital partner for your B2B business' shift from offline-to-online.

# **Does your B2B eCommerce solution cover your selling rule?**

# 1. 2. Is it user-friendly enough for your customers to place orders?

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### **BONUS TIPS** C **CHOOSING YOUR B2B ECOMMERCE PARTNER**

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- 1.
- 2.
- **Does your B2B eCommerce solution work on mobile?** 3.

# **Does your B2B eCommerce solution cover your selling rule?** Is it user-friendly enough for your customers to place orders?



### **BONUS TIPS** C **CHOOSING YOUR B2B ECOMMERCE PARTNER**

Below are the list of questions to go through to ensure you've found the right digital partner for your B2B business' shift from offline-to-online.

- **Does your B2B eCommerce solution cover your selling rule?** Is it user-friendly enough for your customers to place orders? **Does your B2B eCommerce solution work on mobile? Is your B2B eCommerce solution within budget?**

- 1. 2. 3. 4.

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# **BONUS TIPS CHOOSING YOUR B2B ECOMMERCE PARTNER**

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- 1. Does your B2B eCommerce solution cover your selling rule?
- 2. Is it user-friendly enough for your customers to place orders?
- 3. Does your B2B eCommerce solution work on mobile?
- 4. Is your B2B eCommerce solution within budget?
- 5. Will this B2B eCommerce solution stand the test of time?



# THE ASK & CONTACT CONNECT WITH ME

# **LENNISENG** > CEO & Co-Founder



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f

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### www.bit.ly/eec-dropee-2019



