dropee

B2B eCommerce Marketplace Solution

Bringing businesses closer across the supply-chain

Trusted & Used By:

Red Bull · Anakku · Johor Corporation · FNA Group International · Nestlé Good Food, Good Life · Mars Incorporated · Coca-Cola · Asia Brands

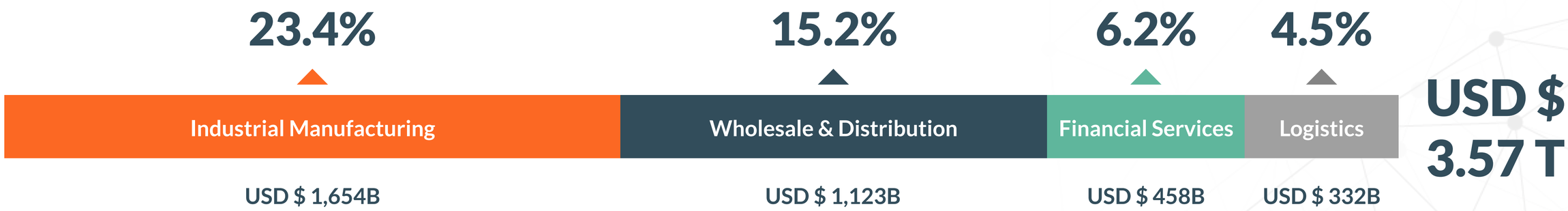
WHY

THE PROBLEM

INTRODUCTION

B2B SEA MARKET

Many B2B companies across Southeast Asia still operates traditionally with inefficient and lack of transparent practices.[1]



[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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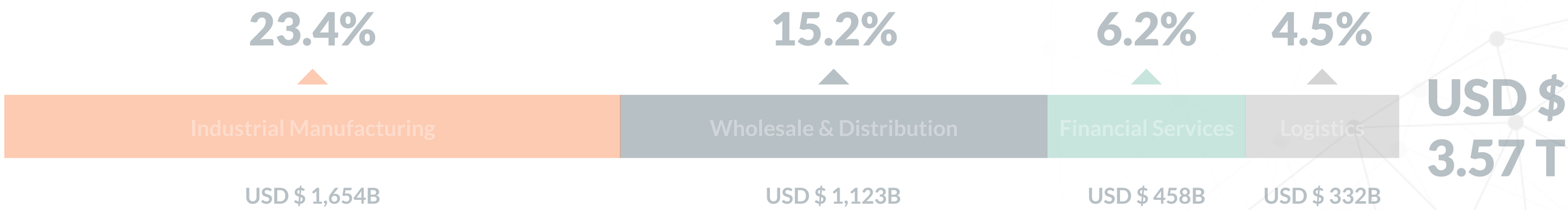

Traditional Operations

- Fragmented supply chain network
- Silo operations; lack integration
- Black economy

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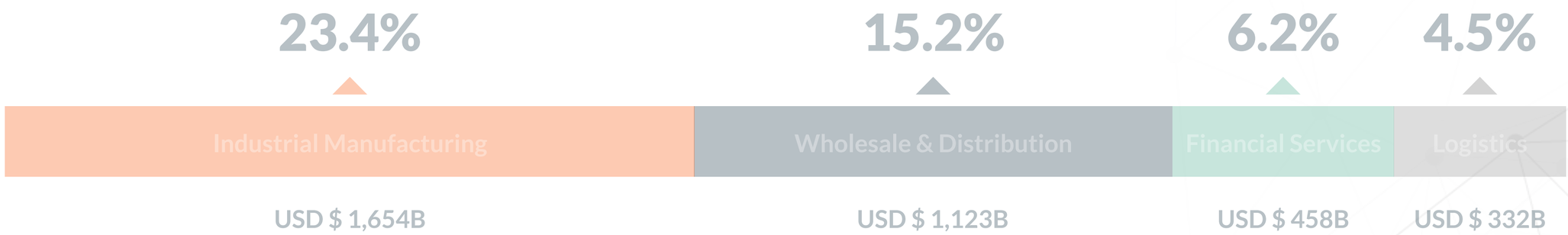

Traditional Operations

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Lack of Transparency

- Lack of transparent infrastructure
- Distrust between B2B buyer & seller
- “Leakages” across the supply-chain

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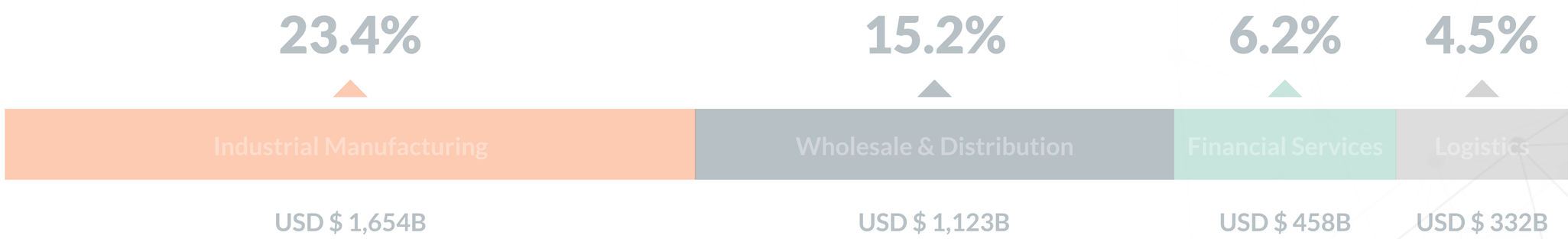

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Inefficient Practices

- Manual documentations & efforts
- High risk of human errors
- Inaccurate forecasting in supply-chain

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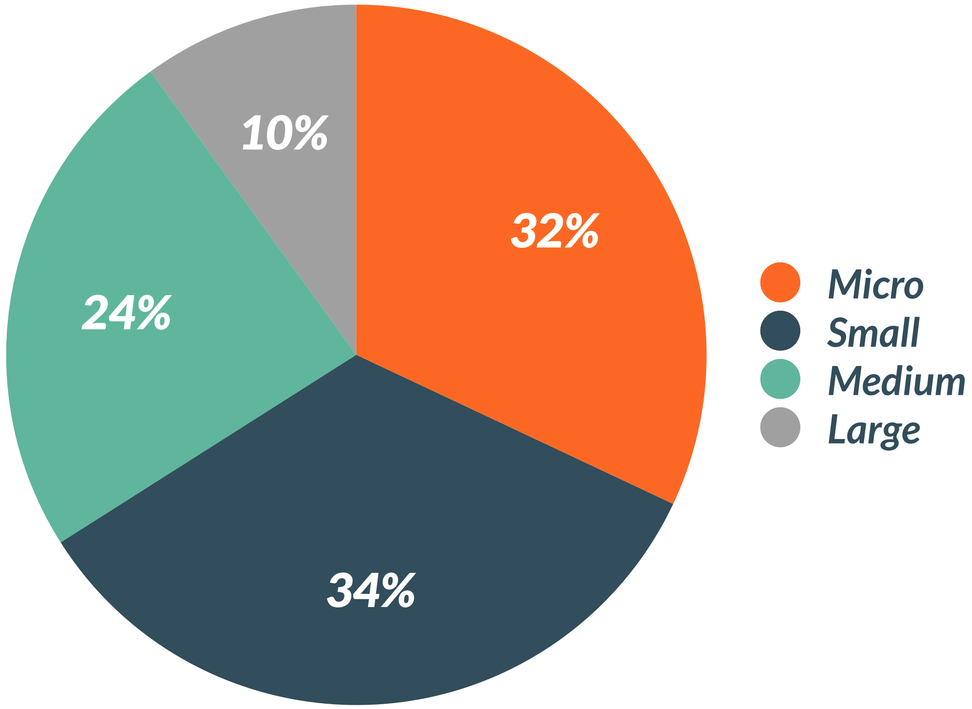
B2B COMPANY BREAKDOWN

Majority of the businesses in the Southeast Asia economy are SMEs.

Breakdown of Company Size in SEA 2019



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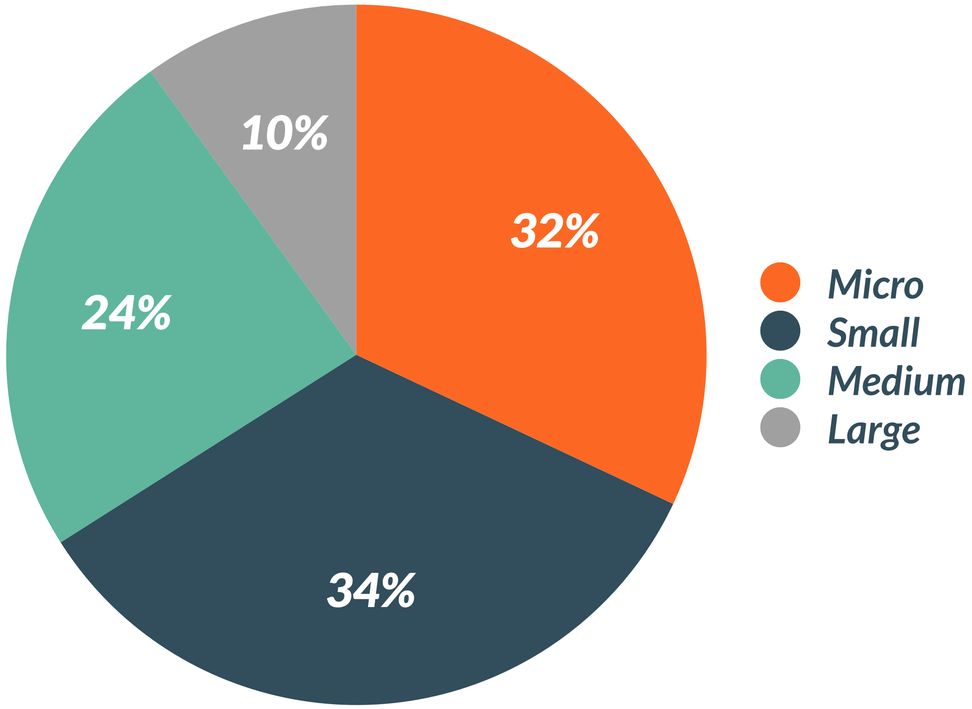

Traditional & Informal Business Processes

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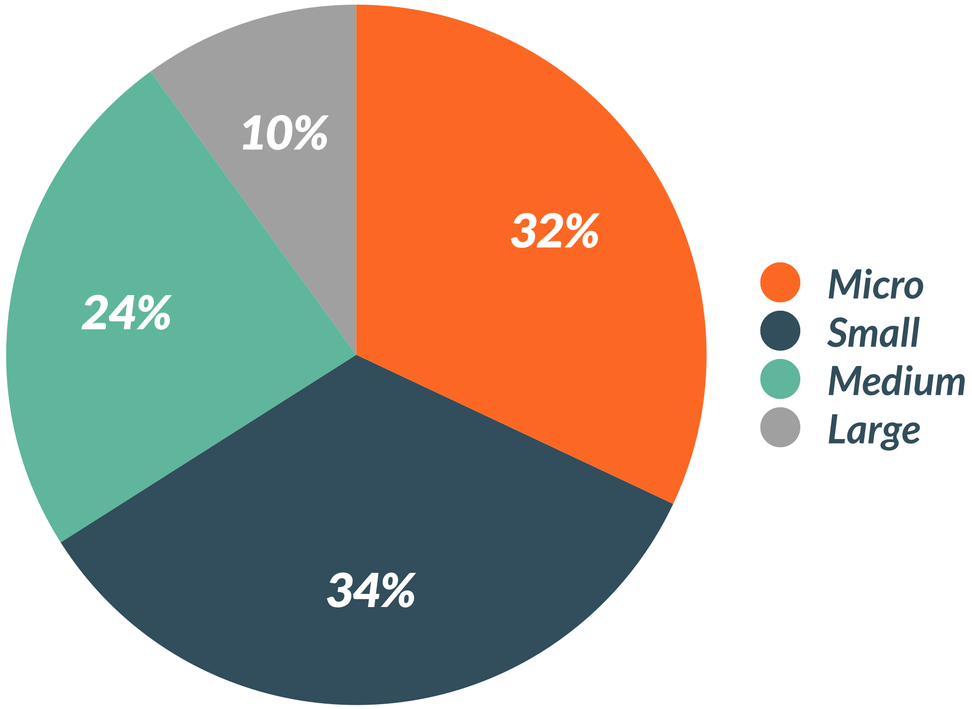

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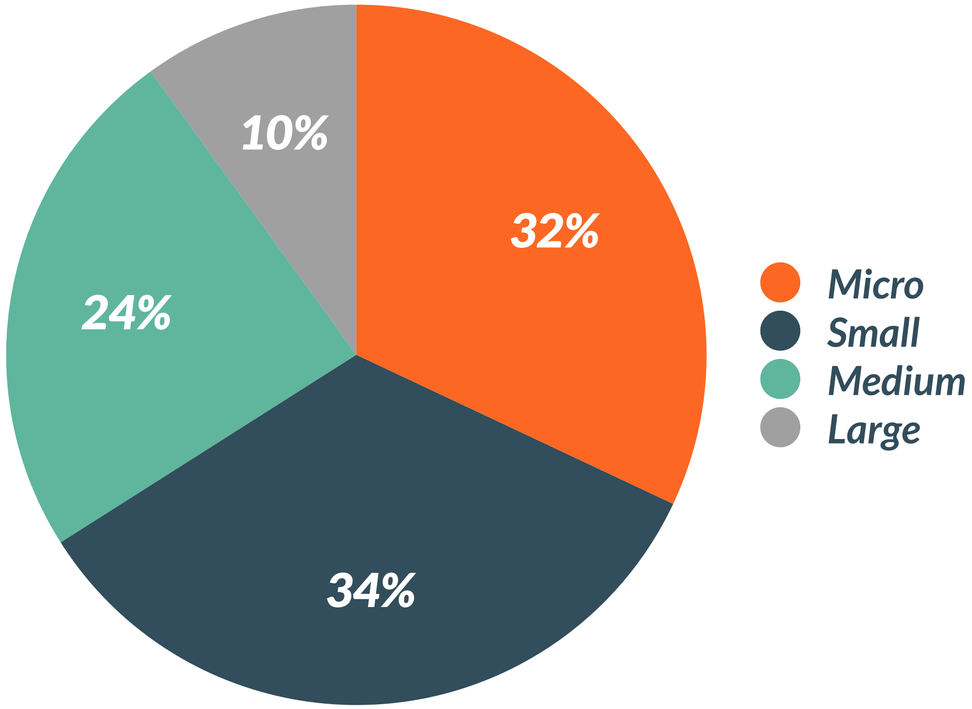

Traditional & Informal Business Processes

Lacking of Financial Opportunities

Distrust between Buyers & Sellers

HOW

THE SOLUTION

INTRODUCTION

THE MISSION

dropee

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

WHAT

THE PLATFORM

PRODUCT

THE SOLUTION

PRODUCT

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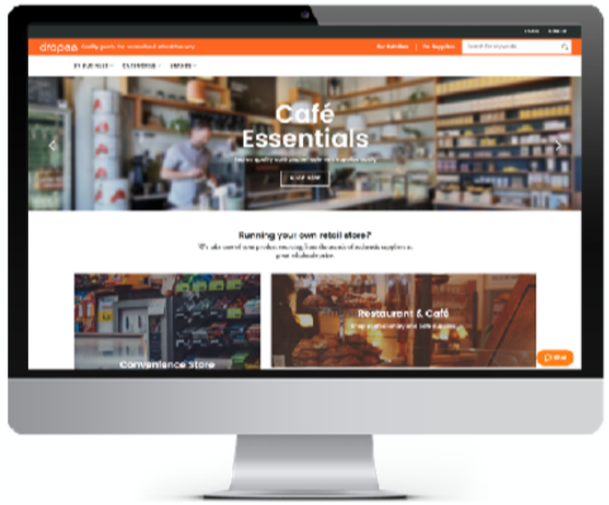


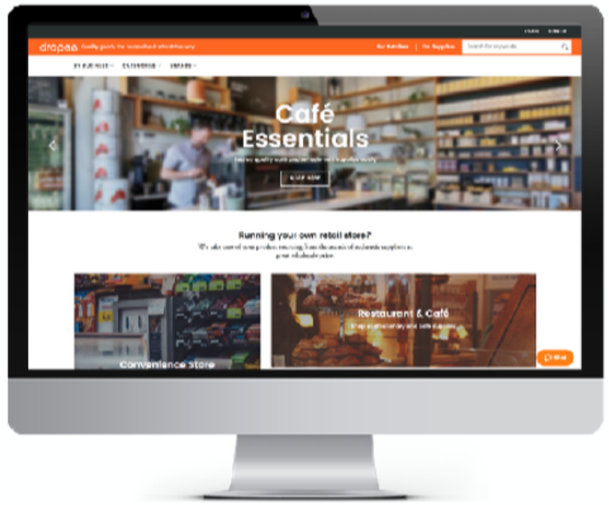
Dropee: B2B Marketplace

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.

PRODUCT

THE SOLUTION



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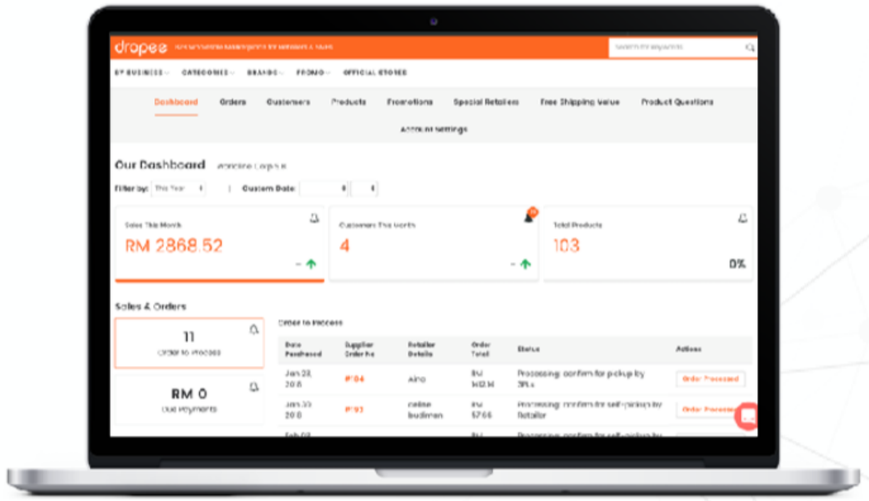


NexHera: Enterprise Solution

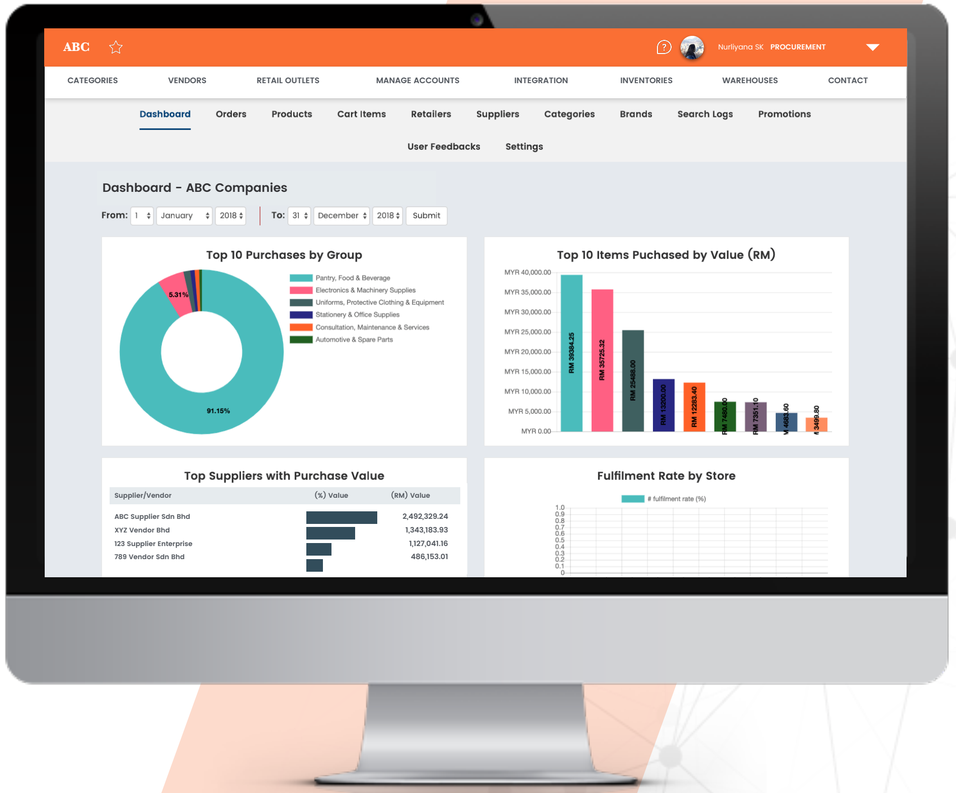
BRINGING BUSINESSES CLOSER

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.

PRODUCT

THE SOLUTION

Dropee marketplace connects qualified vendors to qualified buyers by facilitating trusted transaction process & offer financial opportunities.



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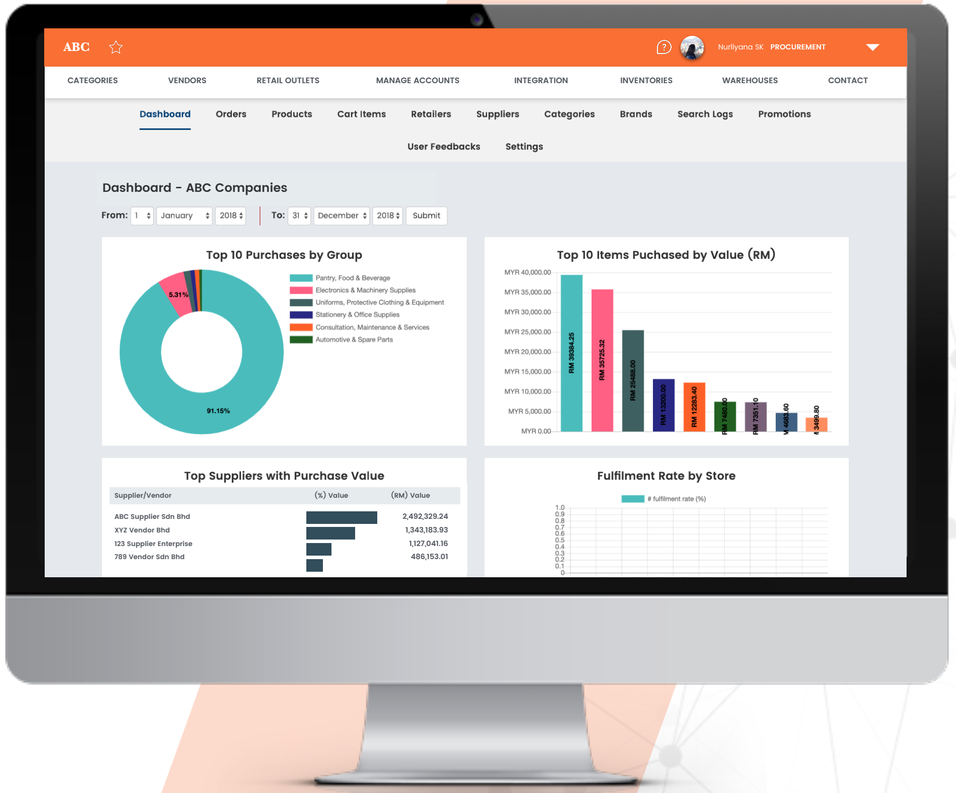
Retailers can source directly from main and qualified suppliers & leverage on our group-buy feature to receive more margins.



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MANAGE ORDERS ANYTIME, ANYWHERE

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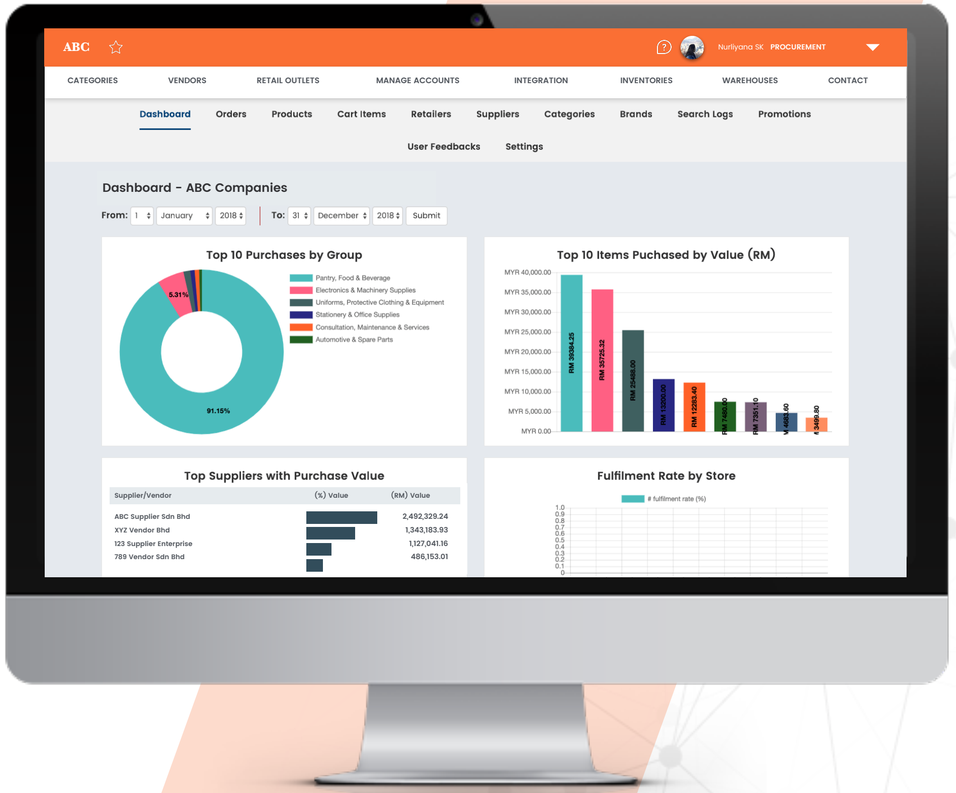

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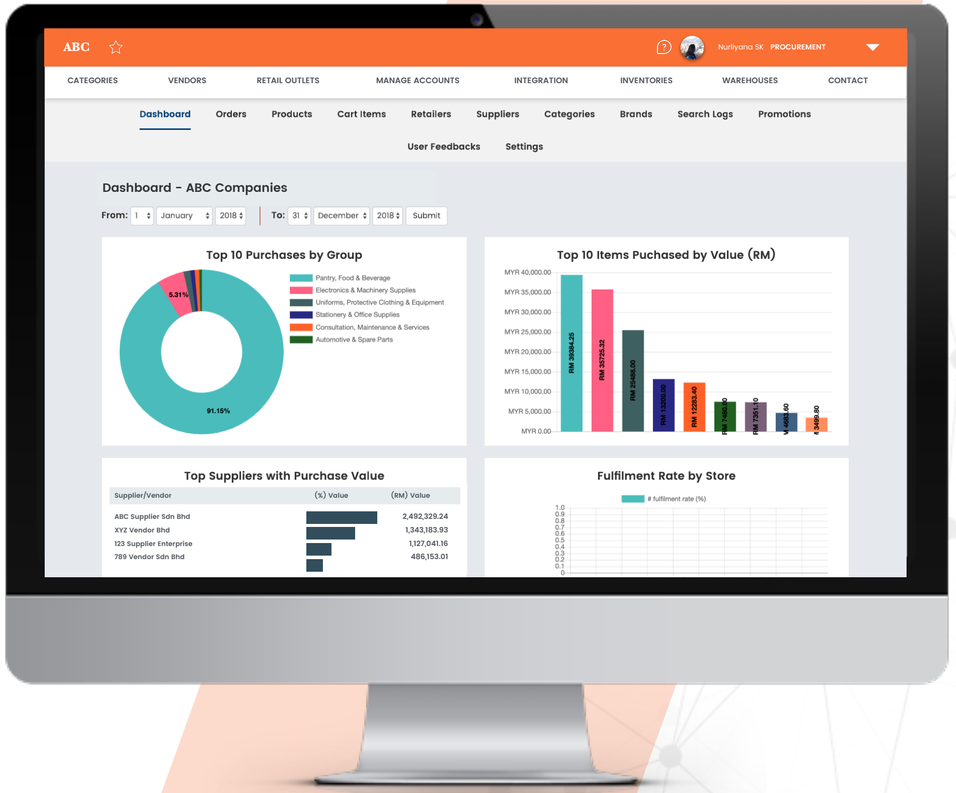
COMPREHENSIVE DASHBOARD

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.



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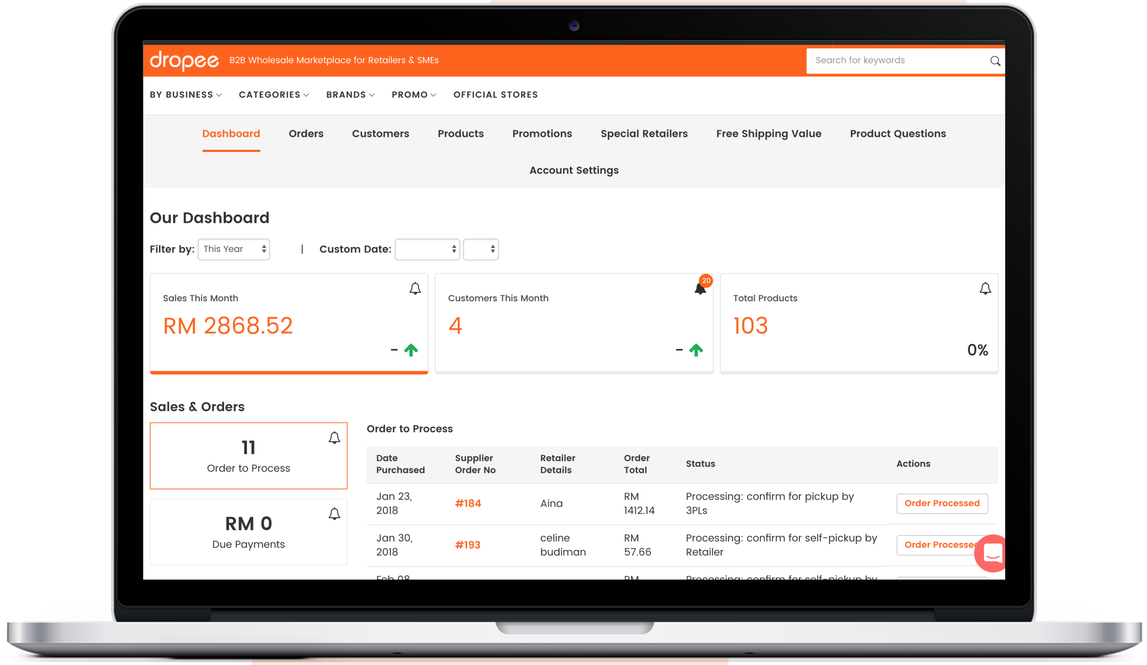

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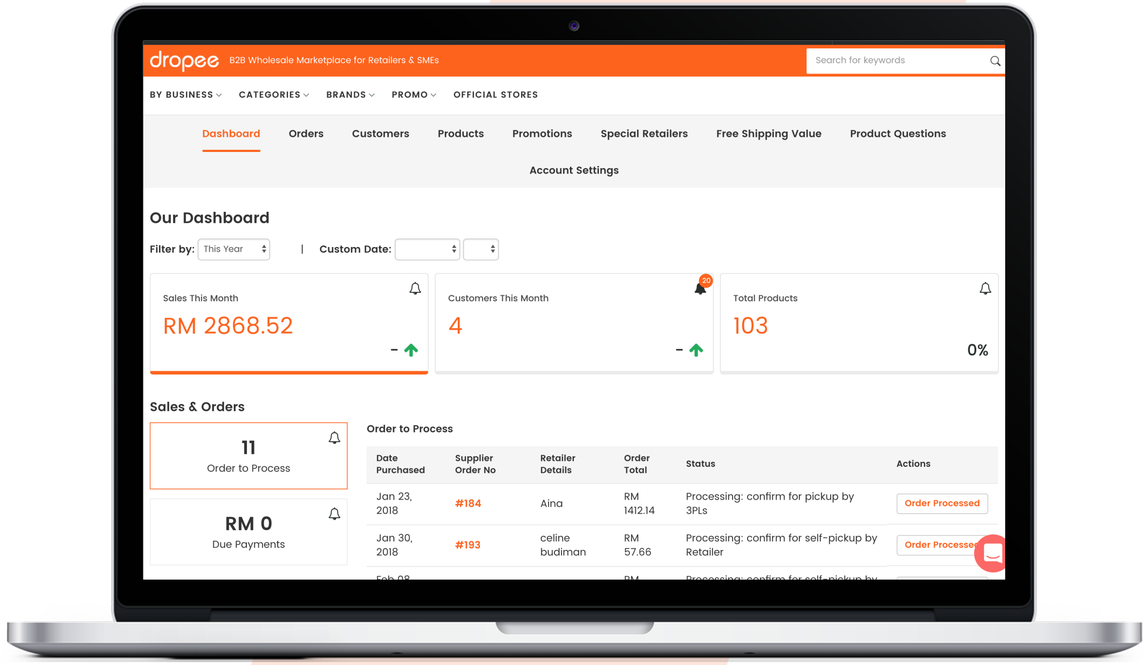

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For **Brand Owners and Principals** to view, monitor, and analyse the sales performance for their supply chain ecosystem.

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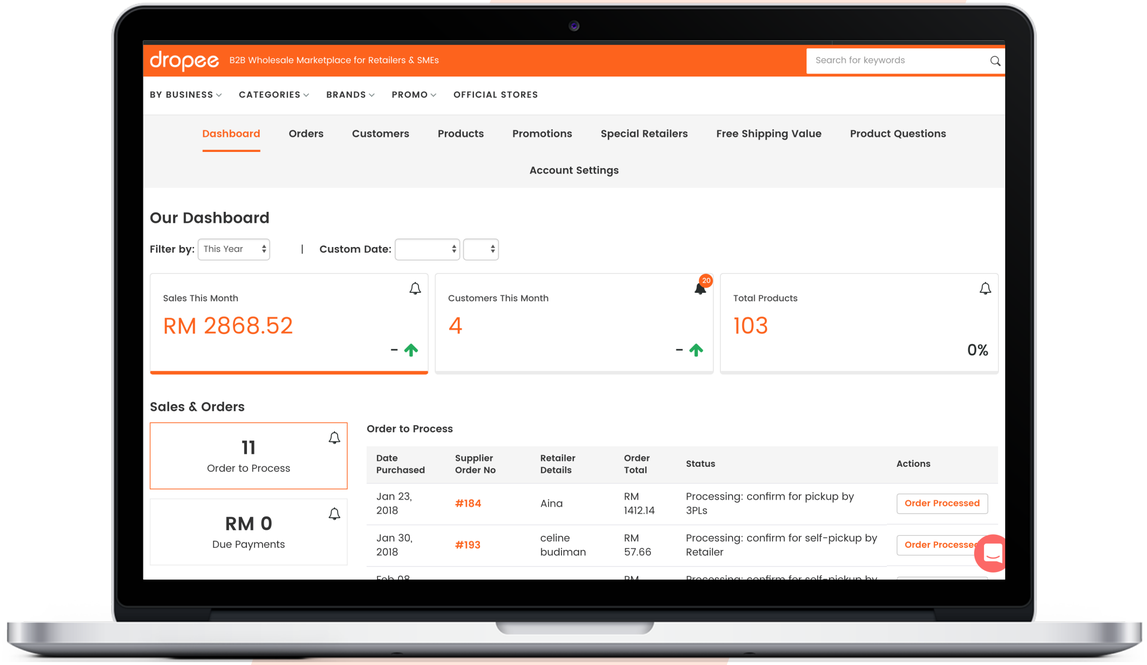

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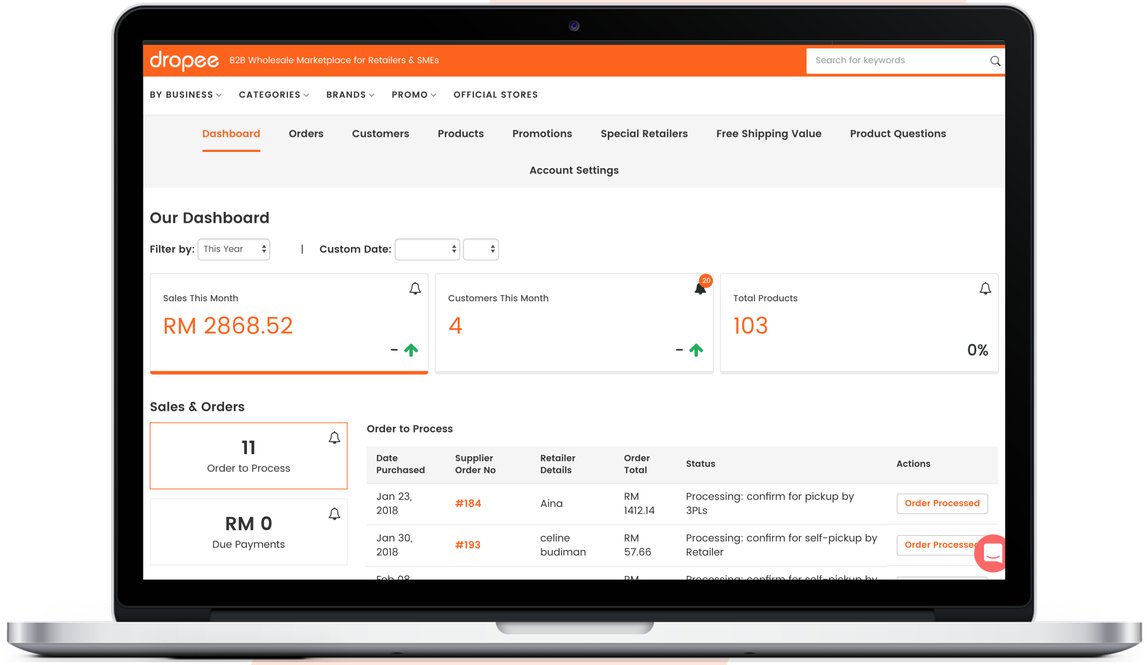

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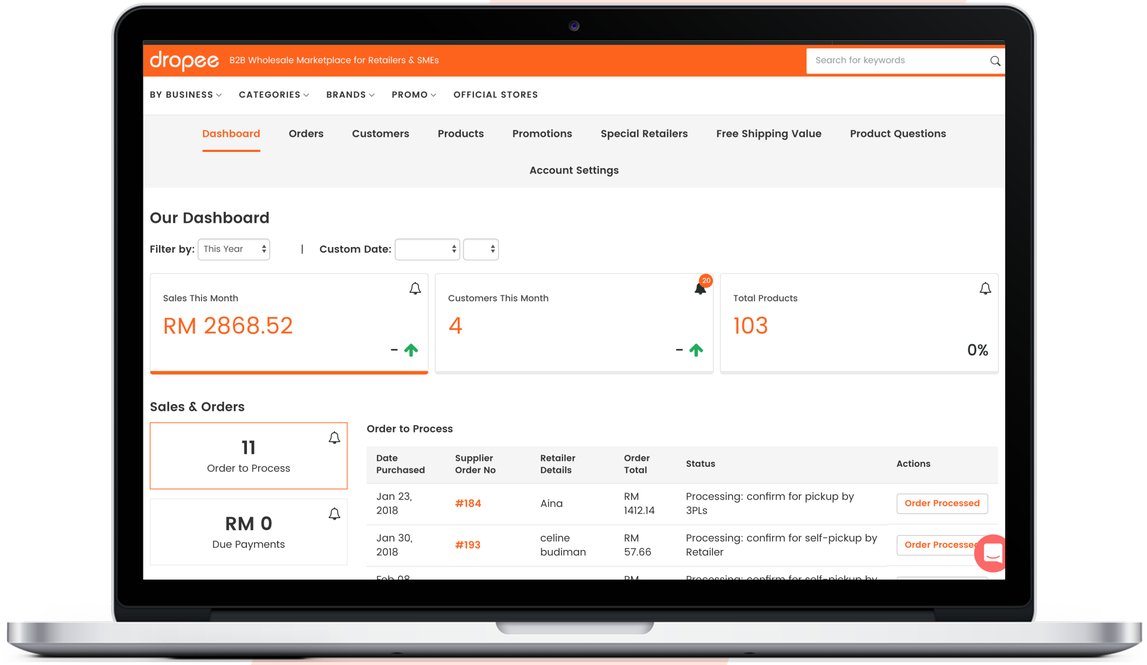

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NEXHERA TOOLS

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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5. **Will this B2B eCommerce solution stand the test of time?**

THE ASK & CONTACT

CONNECT WITH ME

LENNISE NG

> CEO & Co-Founder

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