



1Point Commerce

Trade Smarter. Go Global.

The B2B Solution for SMEs to Go Global & Prosper.



1Point Commerce

“While every country through different organizations tries to promote its own products to increase exports, buyers need to find products from suppliers in all countries aggregated into one central platform to enable them to view, compare, and purchase products at the most competitive prices”

- Faeq Tadros

Founder & CEO



Who We Are

A Purpose-Driven Company

We increase employment by increasing trade.

We connect countries through trade, make global commerce local, and local companies global to buy, sell & grow.



Target Customers



- SMEs of raw material suppliers, manufacturers, service providers, & wholesale traders.
- Fit for companies of all sizes.
- Fit for governments to use for international tenders.



Our Platform

Designed for Buyers

To save time in purchasing products from suppliers around the globe at the most competitive prices.

Refined for Suppliers

To maximize local, regional, & global sales, gain new buyers, & expand into new markets at minimal cost & risk.



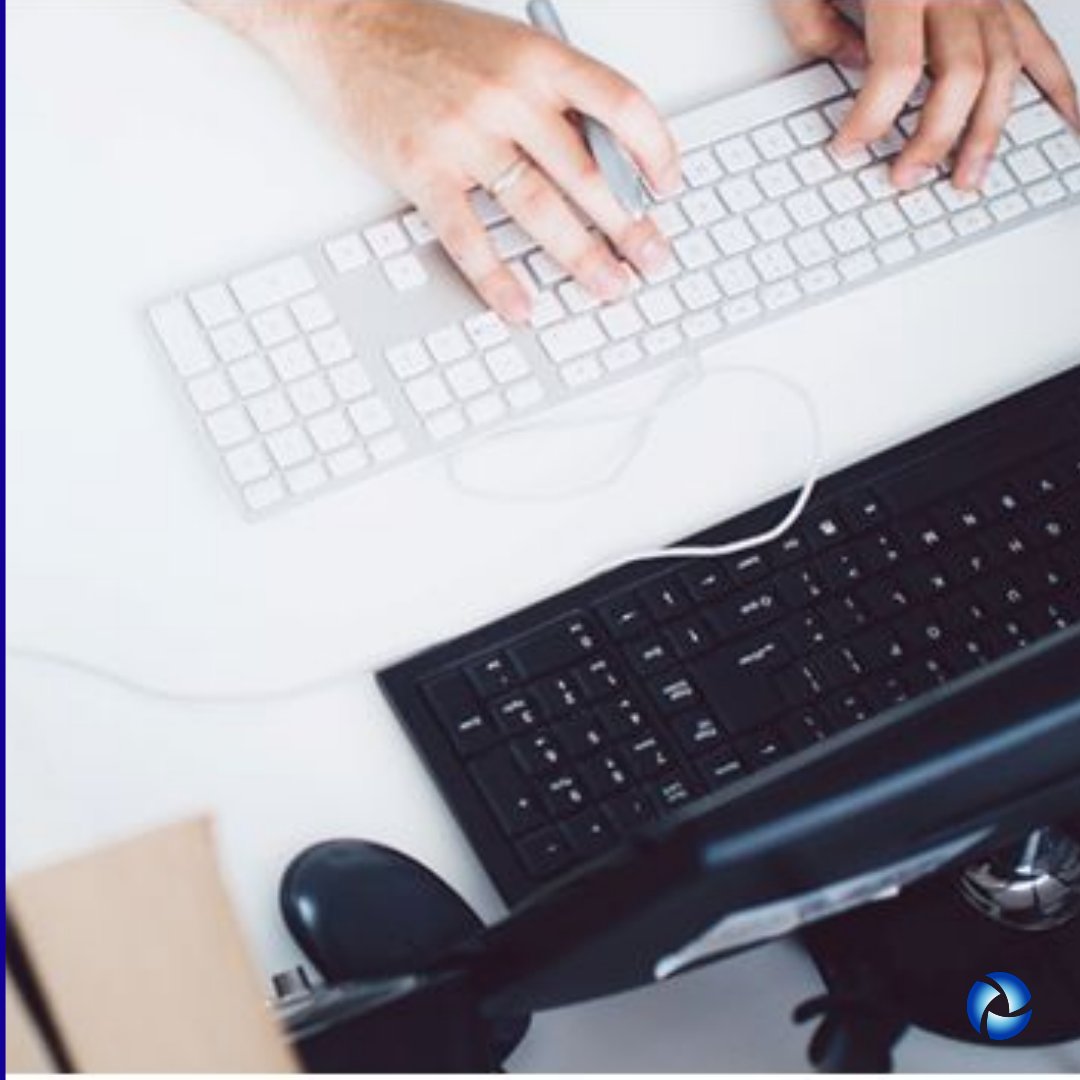


Buyers Pains

Buyers spend too much time & money, & face many obstacles before they reach the shipping stage.



Buyers do
their own
research







Buyers use
multiple
search
engines &
websites

CNC Machine

All Images Videos Maps Books More

About 103,000,000 results

Ads · Shop CNC Machine

			
6FC5303-0AF50-4BA...	Flat Bed CNC Lathe...	6FC5303-0AF50-3DA...	Heavy Duty Precision...
JOD 1,119....	JOD 10,114...	JOD 2,583....	JOD 1,774...
\$1,578.72 +...	₹1,034,500	\$3,643.20 +...	₹181,500
WiAutomati...	Bhavya Mac...	WiAutomati...	Bhavya Ma

Buyers
contact
suppliers
everywhere



Buyers
receive
information



**Buyers start
comparing
& sorting
offers**



Buyers evaluate suppliers



Buyers
select a few
suppliers



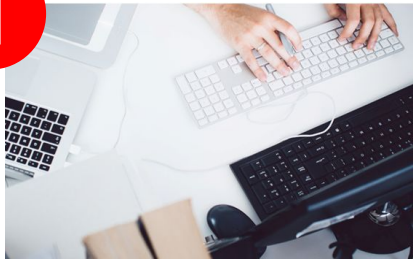
Buyers
negotiate
deals with
selected
suppliers



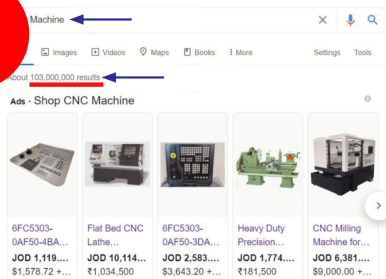
Buyers
close deals
when the
negotiation
is successful



1



2



3



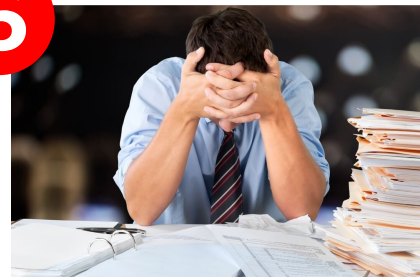
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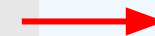
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Buyers Pain Points

Pain 1

Over 45% of SMEs are not involved in the global digital economy to find/compare more products/suppliers.

Pain 2

Tremendous amounts of time & money are wasted while trying to find & purchase products from suppliers worldwide at competitive prices.

Pain 3

Struggle in negotiating deals with suppliers speaking different languages & in different time zones leads to a loss in deals.

Pain 4

Buyers risk not receiving what they purchased.





Suppliers Pains

Suppliers go through different pains to reach the same stage!



Suppliers
search for
buyers
everywhere!



**Suppliers
search for
new markets
to increase
sales**



Suppliers
have to
fine-tune
their global
pricing
strategies

CNC Milling Machine



\$1000?

\$1500?

\$1750?



Suppliers
market-test
existing
products in
new markets

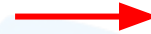


Suppliers
market-test
new
products in
all markets





\$1000? \$1500? \$1750?



Suppliers Pain Points

Pain 1

Finding new buyers to increase sales

Pain 2

Opening new markets through appointing local agents, distributors, strategic partners or establishing new offices

Pain 3

Market testing existing products in new markets & new products in all markets

Pain 4

Spending time & energy continuously to increasing sales & profits to stay in business



Suppliers Sales & Marketing Process

Finding Buyers

Suppliers hire salespersons, send emails, advertise, social media marketing, SEO, Search Engine Marketing & paying for keywords which is very expensive.

Losing Money & Time

Expenses can add up very fast with no sales. Time lost, money lost, & opportunity lost.

Risk Losing Business

No sales = No business = Closing down.
Our community loses. No Employment, poverty level increases, crimes & riots increase, etc.



We align buyers & suppliers
journeys for deals to happen.





The Network

Representatives

Associates

Traders

Affiliates

Online Platform

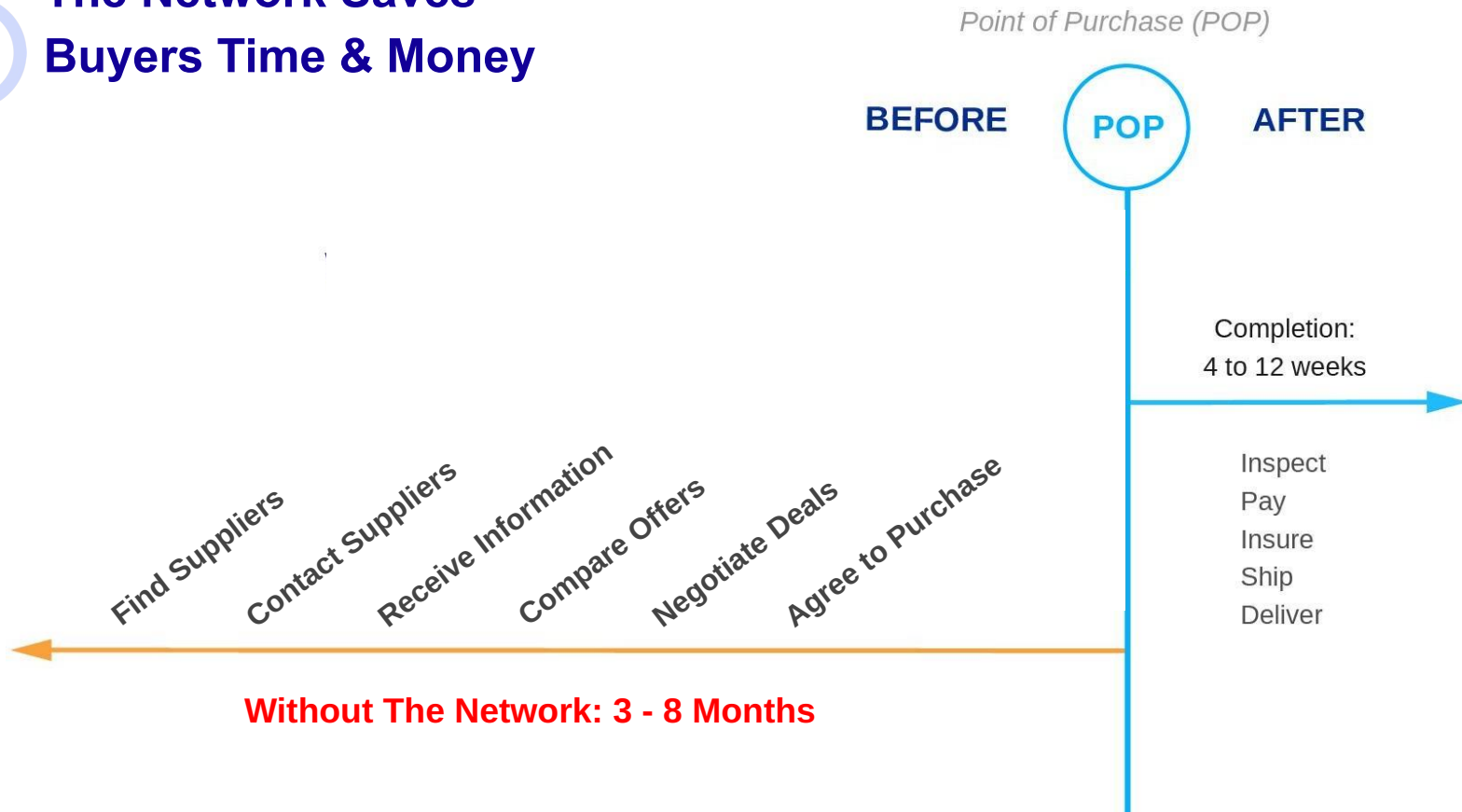
www.1Commerce.com

All of these services work hand in hand to cure the pains experienced by both buyers & supplies.



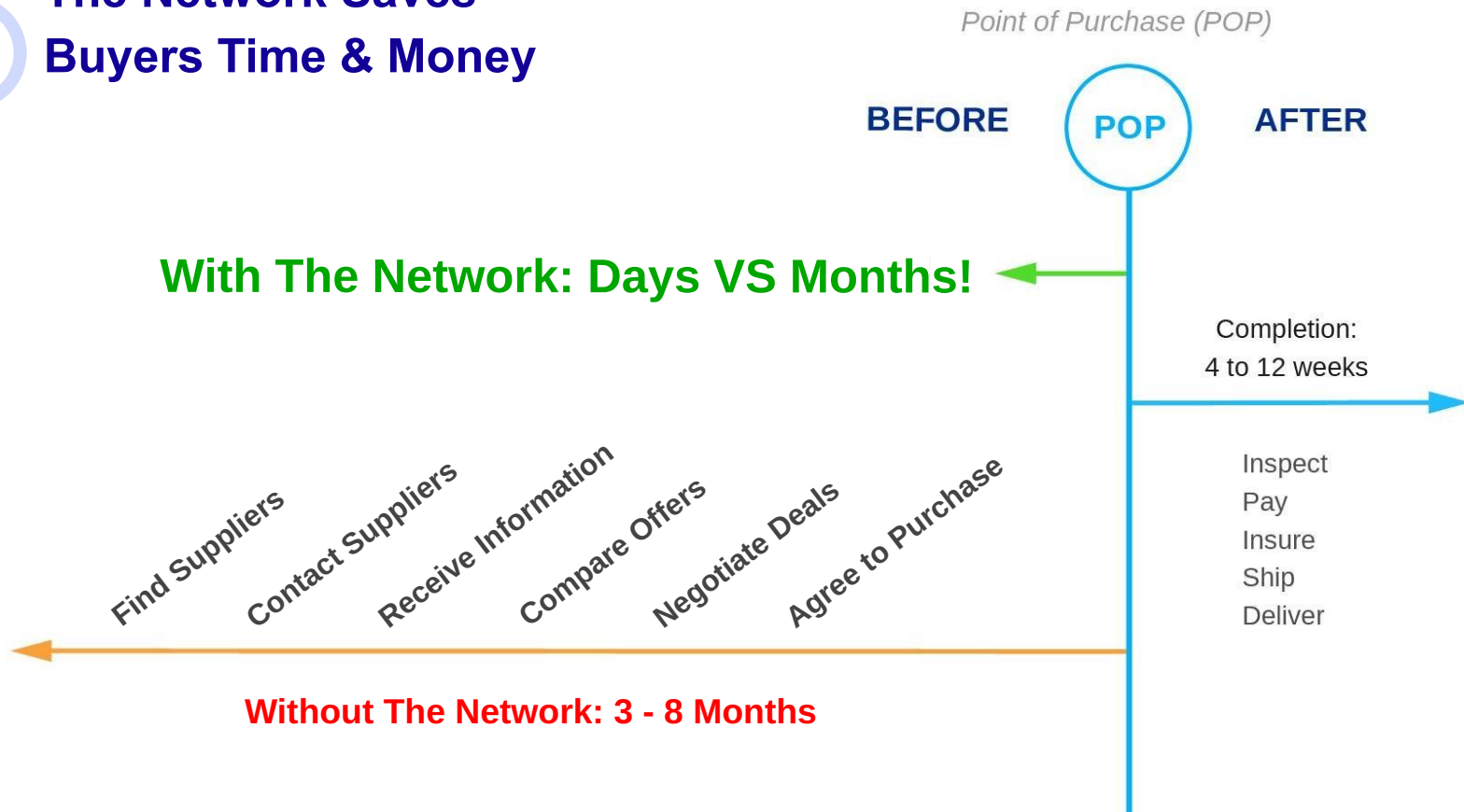


The Network Saves Buyers Time & Money





The Network Saves Buyers Time & Money



We solve the problems before the POP. After the POP, our Associates assist in completing deals.



Representatives

They assist local businesses in making their companies global to increase sales.



Representatives

Present IPoint Commerce

To the local Chamber of Commerce, Ministry of Industry & export-oriented organizations.

Communicate in English as well as the Local Language

To smoothly assist SMEs in completing deals between buyers & suppliers in different countries.

Point of Contact for SMEs

To assist SMEs in other countries in purchasing local products.



Associates

Associates are reputable service providers.

They are invited by the representatives to provide our members with the services they need to complete deals & expand into new markets at minimal cost & risk.



Associates

Assist in Completion of Trade Deals

Providing finance, insurance, inspection, testing, shipping, freight forwarding & customs brokerage services.

Focus on Expansion in Their Localities

Providing legal, accounting, advertising, marketing, consultancy, translation, real estate, employment & other services.



Traders

Sector-Specific Industry Experts

They cater to SMEs that are not internet-savvy to find them the products they are looking for from companies around the globe.



Affiliates

Growing 1Point Commerce

Affiliates invite companies to join 1Point Commerce & grow the platform.

Commission-Based Position

Affiliates receive a commission on each new membership, with recurring revenue on renewals.



What Makes The Network Successful?

The Technology and the use of Standards.

The standard language is English.

Familiar with all representatives,
associates, and traders.

Standard categories – NAICS and HS Codes.

These codes are used in all countries.

Standard pricing – US Dollars.

For easy comparison of offers.



Negotiation

Numeral Negotiation System

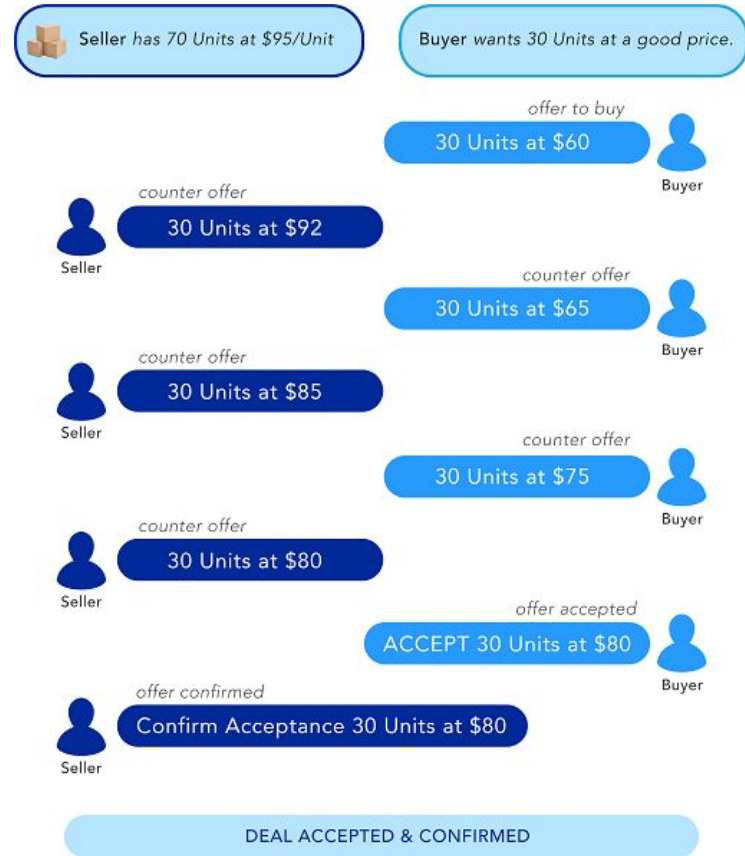
The perfect tool for those who do not communicate in the same language.

Used by buyers & suppliers to negotiate & close deals using numbers (1,2,3, etc.)
privately & securely.



Negotiation System:

Language barriers & negotiation errors are minimized, & deals are made more time-efficient.

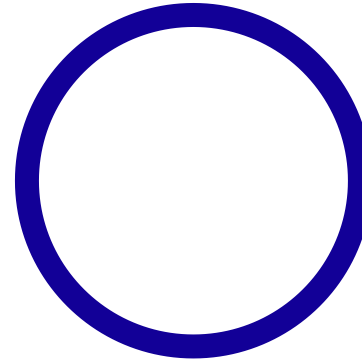


Example of 1PC's negotiation system

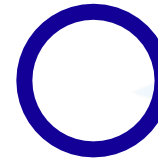


Suppliers Challenge

To increase new & growing sales volumes to the current market level.



Current Market
More than 90%



Growing Market
Less than 5%

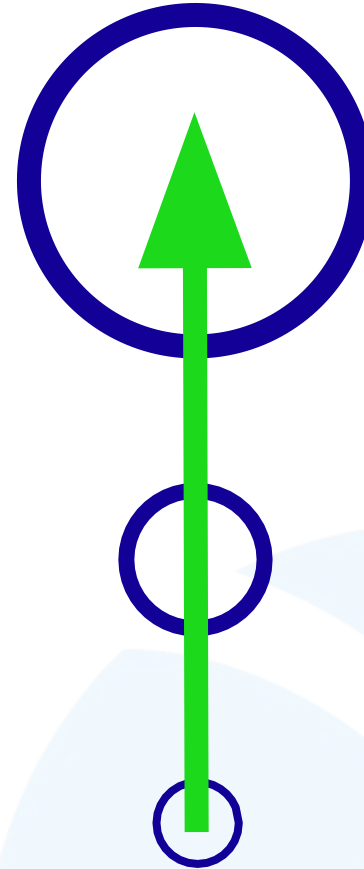


New Market
Less than 1%



The 1Point Commerce Solution

We increase new &
growing market sales to
current market sales levels.



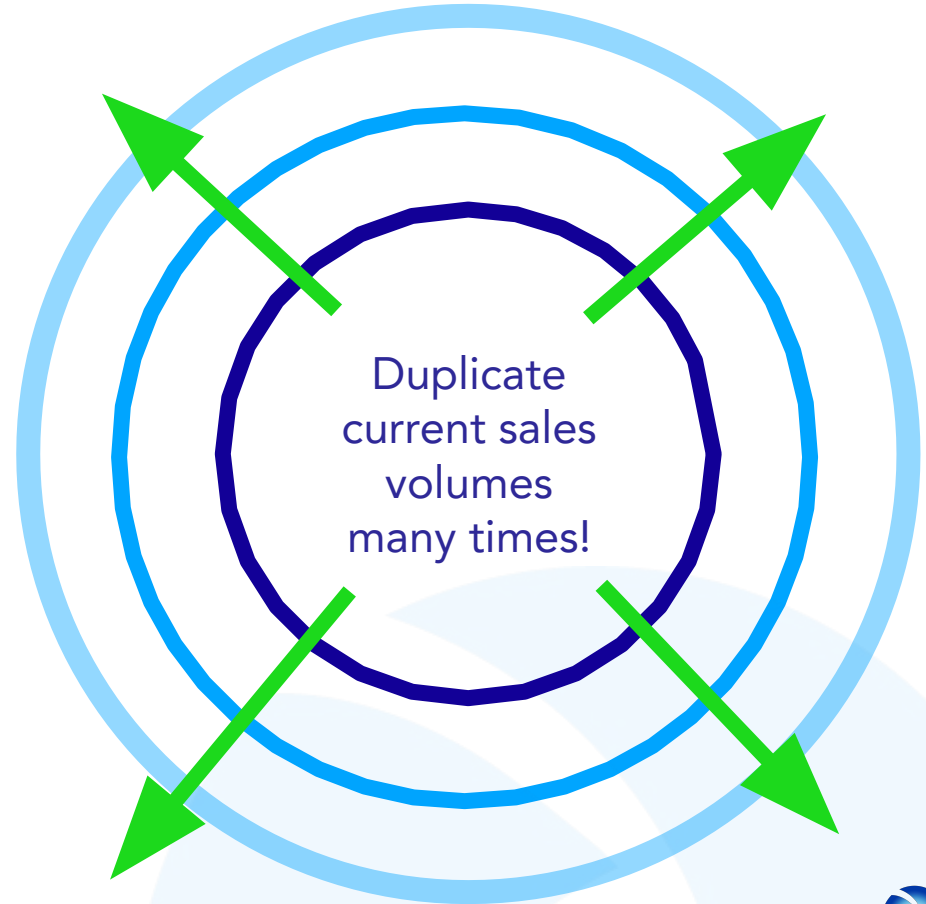
Current Market
More than 90%

Growing Market
Less than 5%

New Market
Less than 1%



**Through our local presence
of representatives in cities
worldwide, we increase
global trade & sales!**



1Point Commerce VS Other B2B Platforms

	1Commerce.com	Alibaba.com	TradeIndia.com	Made-in-China.com	EC21.com	TradeKey.com	IndiaMart.com	GlobalSources.com
For Suppliers	✓	✓	✓	✓	✓	✓	✓	✓
For Buyers	✓	✗	✗	✗	✗	✗	✗	✗
Local Presence	✓	✗	✗	✗	✗	✗	✗	✗
In-Platform Negotiation	✓	✗	✗	✗	✗	✗	✗	✗
Products for Sale	✓	✓	✓	✓	✓	✓	✓	✓
Products Wanted	✓	RFQ**	RFQ	RFQ	RFQ	RFQ	RFQ	RFQ
Services Offered	✓	✗	✗	✗	✗	✗	✗	✗
Services Wanted	✓	✗	✗	✗	✗	✗	✗	✗
Liquidations	✓	✓	✓	✓	✓	✓	✓	✓
Joint Ventures	✓	✗	✗	✗	✗	✗	✗	✗
Tenders	✓	✗	✗	✗	✗	✗	✗	✗
Agencies	✓	✗	✗	✗	✗	✗	✗	✗
Industrial Codes Categories	✓	✗	✗	✗	✗	✗	✗	✗
Compare Products	✓	✓	✗	✗	✗	✗	✗	✓
Completion of Trade Deals	✓	Some	Some	✗	✗	✗	✗	Some
Trade Shows	✗	✓	✗	✗	✗	✗	✗	✓
Expansion into New Markets	✓	✗	✗	✗	✗	✗	✗	✗
Membership Fee in US \$ *	275 - 795	1300 - 6500	860	895	1395	519	422-900+	10000+

* Membership Fees - Only 1Point Commerce and Alibaba make their membership fees easily accessible. Membership fees for other platforms were only found through research on discussion forums and search engines.

** RFQ - Request For Quote

The Effect of 1 Billion Dollar Increase in Exports on Employment

In the USA, a \$1 billion increase in exports **adds 6,000 jobs**.

The same amount of \$1 billion adds **47,000 jobs** in Jordan (UN Study).

On average, \$1 billion adds **26,500 jobs** worldwide.

Imagine what *\$1 trillion* in exports will do...**26.5 Million jobs** worldwide!



Membership Types for SMEs

PERFORMANCE - BASED

(suppliers only - conditions apply)

US \$1695 Dollars with a \$275 activation fee.

A balance of \$1420 after completing the first deal.

No Deal = No Fee.

STANDARD

(All business types, buyers, suppliers, governments & associations.)

US \$795 Dollars / Year.

COMMISSION - BASED

(Manufacturers only - conditions apply.)

US \$275 Dollars / Year.

+ 1% commission until the payments reach \$520.

Total \$795.



Group Memberships

We offer group
memberships for
Countries,
Associations,
& Large Companies
at a special rate!



**With your
participation,
you win,
your cities win,
we all win!**

Together, your business thrives!

An increase in sales & profits increases local employment.

Local taxes increase to fund new development projects.

Together, we elevate local communities into another dimension of prosperity through trade.



When Buyers Buy, Suppliers Sell

For suppliers to increase sales, the buyers' needs must be met.

Buyers need the right solution to help them make the right decision to purchase products at the most competitive prices.





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Faeq Tadros

Founder & CEO

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