



# 1Point Commerce

*Trade Smarter. Go Global.*

The B2B Solution for SMEs to Increase Sales/Exports.



*“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 marketplace to enable them to view, compare, and purchase products at the most competitive prices”*

**- Faeq Tadros**  
Founder & CEO



# The Problem

There are buyers & suppliers everywhere!

How to align buyers' and suppliers' journeys for more deals to happen?



# 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, fine-tune global pricing strategies, & expand into new markets at minimal cost & risk.



# 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 countries to immediately become active in the global digital economy.



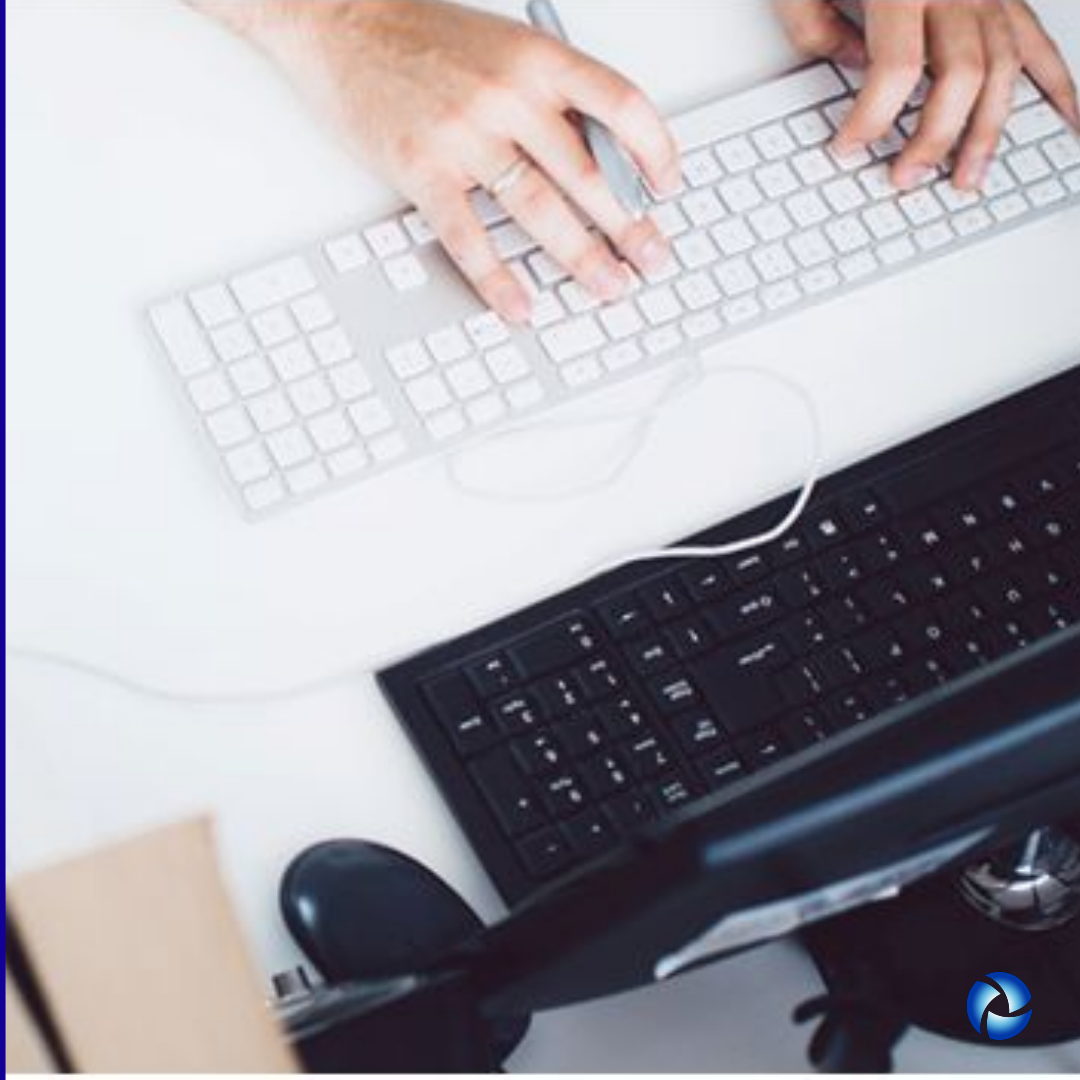


# Buyers Pains

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

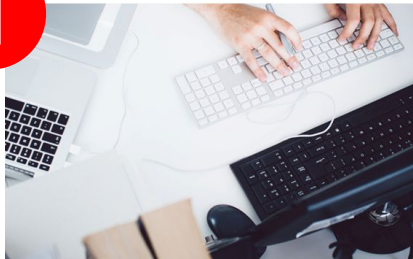


Buyers  
close deals  
when the  
negotiation  
is successful

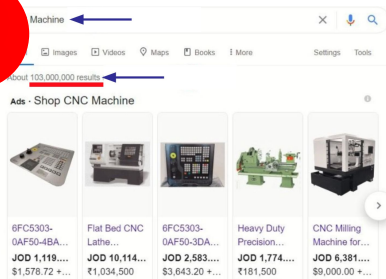




1



2



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5



6



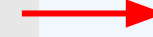
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# Buyers Pain Points

## 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?



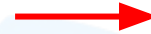
Suppliers  
market-test  
*existing*  
products in  
new markets



Suppliers  
market-test  
*new*  
products in  
all markets







# 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, etc.



We align buyers' & suppliers'  
journeys for more deals to happen.





## **The Network**

Representatives

Associates

Traders

Affiliates

## **Online Platform**

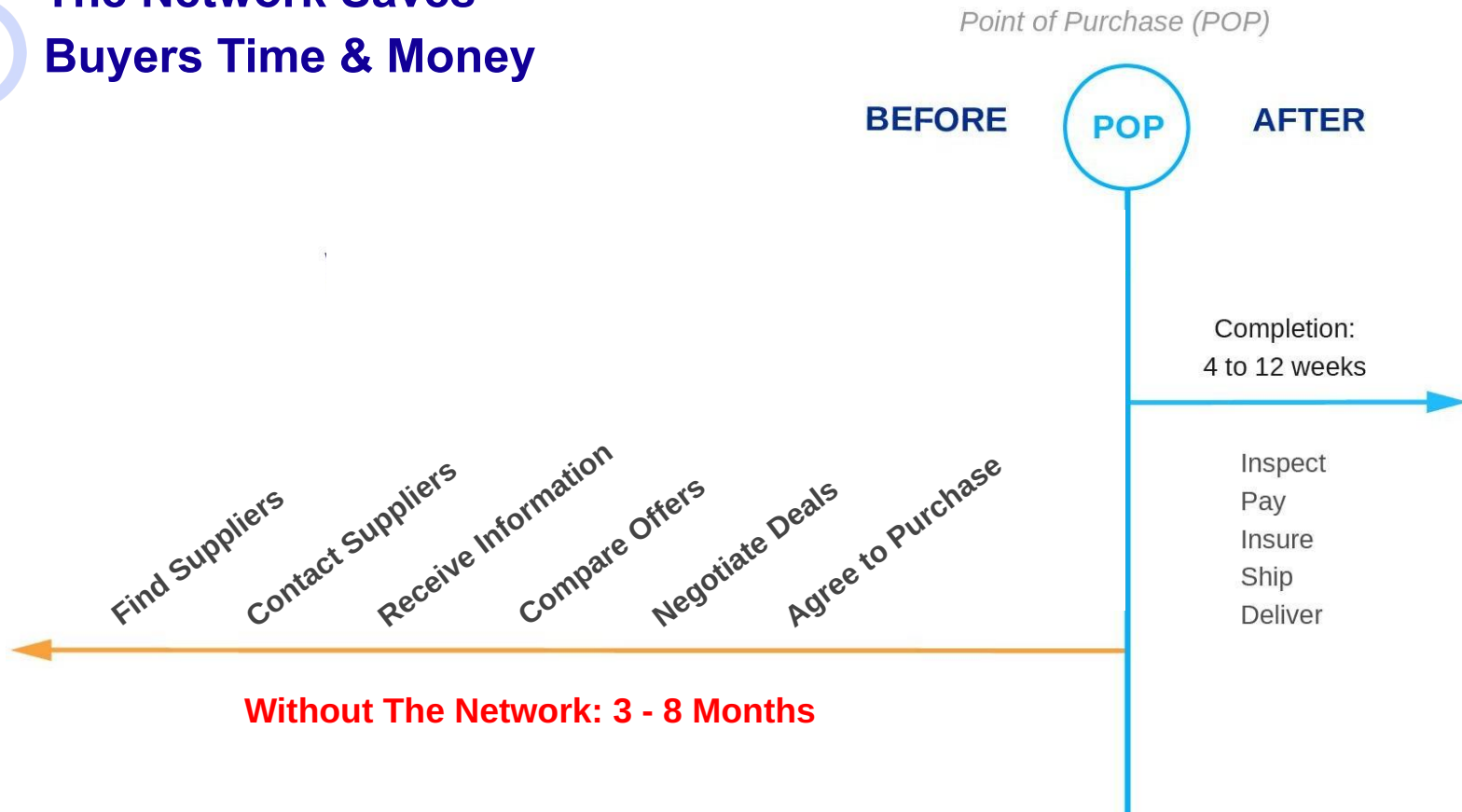
[www.1Commerce.com](http://www.1Commerce.com)

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





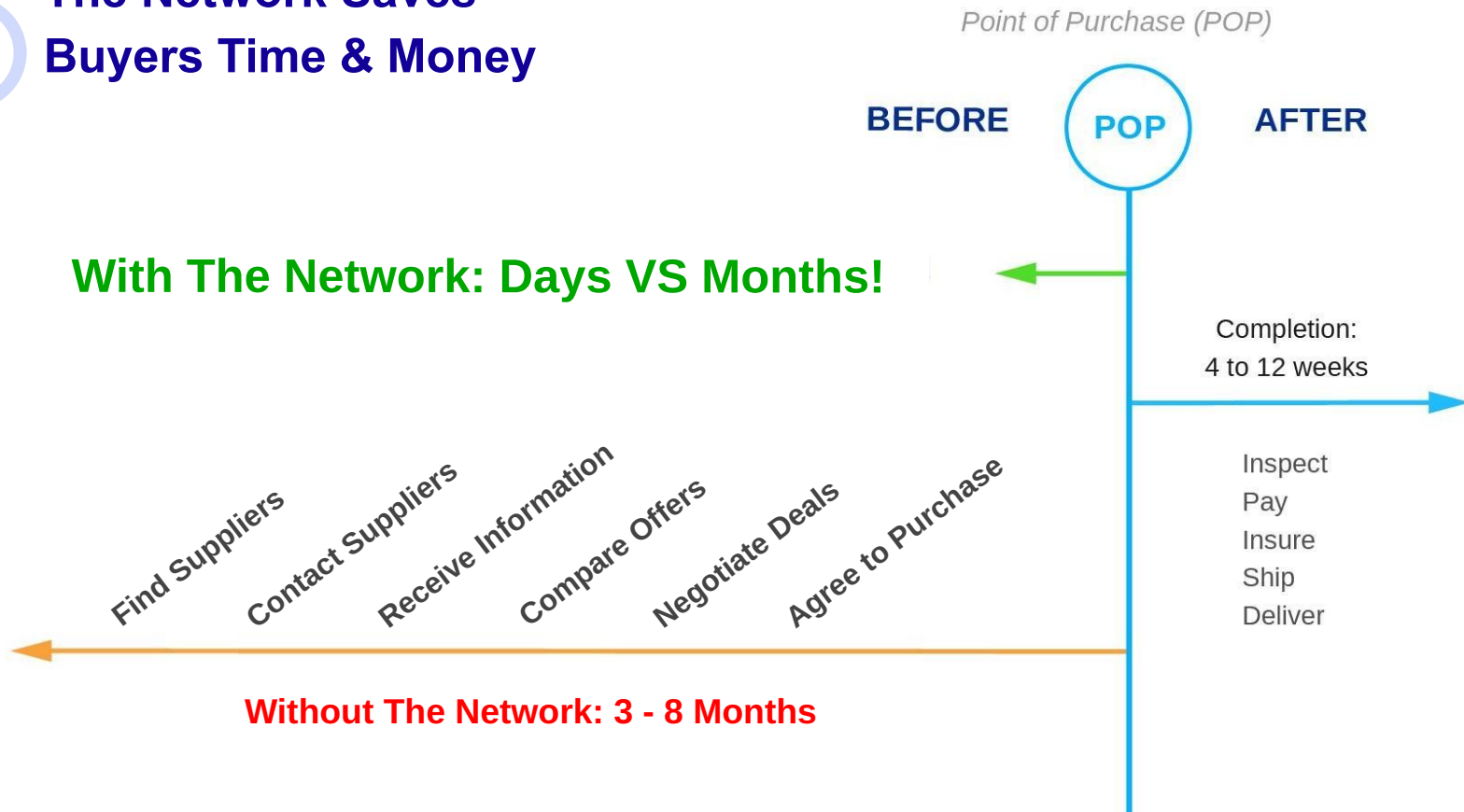
## The Network Saves Buyers Time & Money





## The Network Saves Buyers Time & Money

**With The Network: Days VS Months!**



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/exports & employment.





# 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.



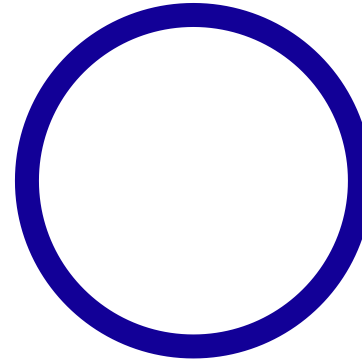
Example of 1PC's negotiation system



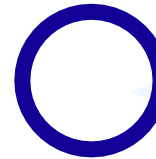


# Suppliers Challenge

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



Current Market  
*More than 90%*



Growing Market  
*Less than 5%*

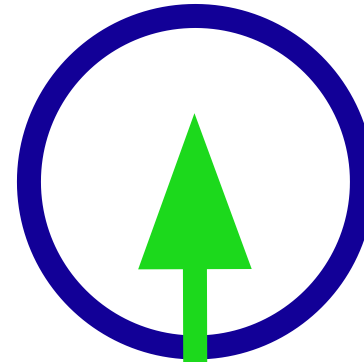


New Market  
*Less than 1%*

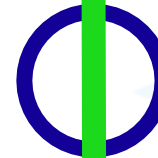


# The 1Point Commerce Solution

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



Current Market  
*More than 90%*



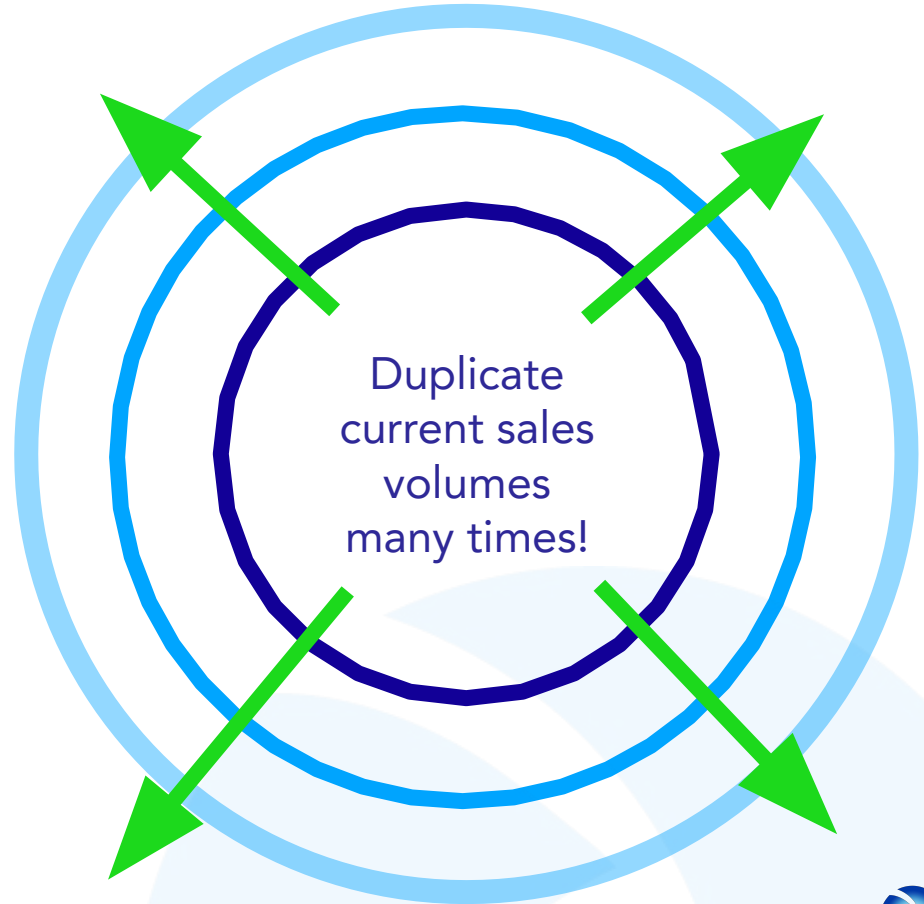
Growing Market  
*Less than 5%*



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 \$ *	97 - 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

## MONTHLY

US 97 Dollars

## ANNUAL

US 795 Dollars / Year

## COMMISSION - BASED

US 395 Dollars / Year

+ 1% Commission on Sales



# **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 & reduces poverty.

Local taxes increase to fund new development projects.

Together, we elevate local communities into another dimension of prosperity through increasing 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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*The Abbadaï Group - All Countries, One Marketplace.*



*WWW.ABBADAI.COM*