



1Point Commerce

Trade Smarter. Go Global.

Empowering SMEs with the B2B Edge: Elevate Your Sales & Exports.

Problem Statement

Buyers & suppliers are scattered
everywhere!

Aligning their journeys is the challenge.



**The Commerce
Equation:
When Buyers Commit,
Suppliers Prosper!**

**At 1Point Commerce, We
Harmonize the
Buyer-Supplier Journey to
Increase Deal Flow!**

Sales Surge when Buyer needs are met.

We Empower Buyers with Extensive
Choices, Enabling them to Compare
and Purchase Products at Competitive
Prices!



Our Solution

Designed for Buyers

Efficient global product sourcing.

Refined for Suppliers

Global exposure, fine-tuned pricing, low-risk market expansion.



Who We Are

A Purpose-Driven Company

Increasing employment via trade, making global commerce local.



Target Audience



- SMEs across industries.
- Equally valuable for all company sizes and countries.





1Point Commerce

A Unified Vision for Global Trade

“While every country, through its organizations, strives to promote its own products to boost exports, what buyers really need is a single, central marketplace. A place where products from suppliers in all countries are aggregated, allowing for effortless viewing, comparison, and purchase at the most competitive prices.”

- Faeq Tadros
Founder & CEO





The Buyer's Journey

- 1- Research
- 2- Search
- 3- Contact suppliers
- 4- Gather information
- 5- Compare offers
- 6- Evaluate suppliers
- 7- Select few suppliers
- 8- Negotiate prices & terms.
- 9- Close deals.

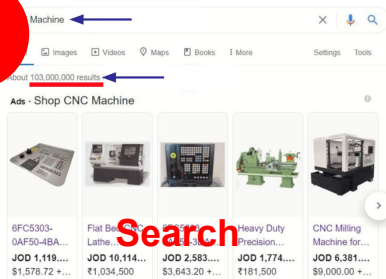


1



Research

2



Search

3



Contact Suppliers

4



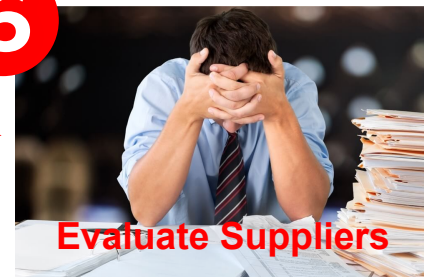
Gather Information

5



Compare Offers

6



Evaluate Suppliers

7



Select Few Suppliers

8



Negotiate Prices

9



Close Deals

On average, if successful, these 9 steps take buyers between 3 - 8 months to reach a deal. Sometimes years!



Buyer Pain Points

Pain 1

Missing out on the global digital economy.

Pain 2

Excessive time and costs.

Pain 3

Language and time-zone challenges in negotiations.

Pain 4

Risk of not receiving what they purchased.



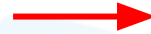


The Supplier's Journey

Suppliers face different challenges in their journey to successful deals.

- 1- Search for buyers.
- 2- Explore new markets.
- 3- Adjust global pricing.
- 4- Market-test existing products in new markets.
- 5- Market-test new products in ALL markets.
- 6- Negotiate & close deals.





Supplier Pain Points

Pain 1

Finding new buyers.

Pain 2

Branching out into new markets by engaging local agents, distributors, forming strategic partnerships or setting up new offices

Pain 3

Testing existing products in new markets & new products in all markets

Pain 4

Constant push for increasing sales and profits.



Our Solution: The 1Point Commerce Network.

Establishing Global Presence:
Representative, Associates, Traders,
& Affiliates in Cities Worldwide.



Representatives



Global Partners:

Your gateway to international markets.



Digital Empowerment:

Unlocking new sales channels.



Local Prosperity:

Fostering jobs and growth through increasing sales & exports.



Representatives

Our Representatives: Empowering Commerce at Every Level.

National Advocates:

Present 1Point Commerce to Ministries Of Economy & Industry to increase exports, employment, foreign currency reserves, & FDIs.

Business Globalizers:

Make local companies global to increase sales & exports.




Member Support Specialists:

Support members in product listing, technical assistance, and leveraging the full potential of the 1Commerce.com platform.



Associates

Essential Services Hub for SMEs.

-  Empowering SMEs: Tailored business services for growth.
-  Hand-Picked Experts: Selected by our representatives for quality and reliability.
-  Smart Economics: Minimizing costs and risks for our members.



Associates

Global Trade Facilitators:

Specialists in easing trade processes through services in finance, inspection, testing, logistics, insurance, freight forwarding & customs brokerage.

Local Establishment Enablers:

Experts in supporting international companies to set up local offices, providing essential services such as legal, accounting, advertising, marketing, consultancy, translation, real estate, recruitment & more.



Traders

Industry-Specific Trade Specialists:

Catalysts for SME Sales in Targeted Sectors &
Guides for Non-Tech Savvy Members in
Global Procurement.



Affiliates

Expanding the Reach of 1Point Commerce

Affiliates actively invite businesses to become a part of the 1Point Commerce ecosystem, enhancing its growth.

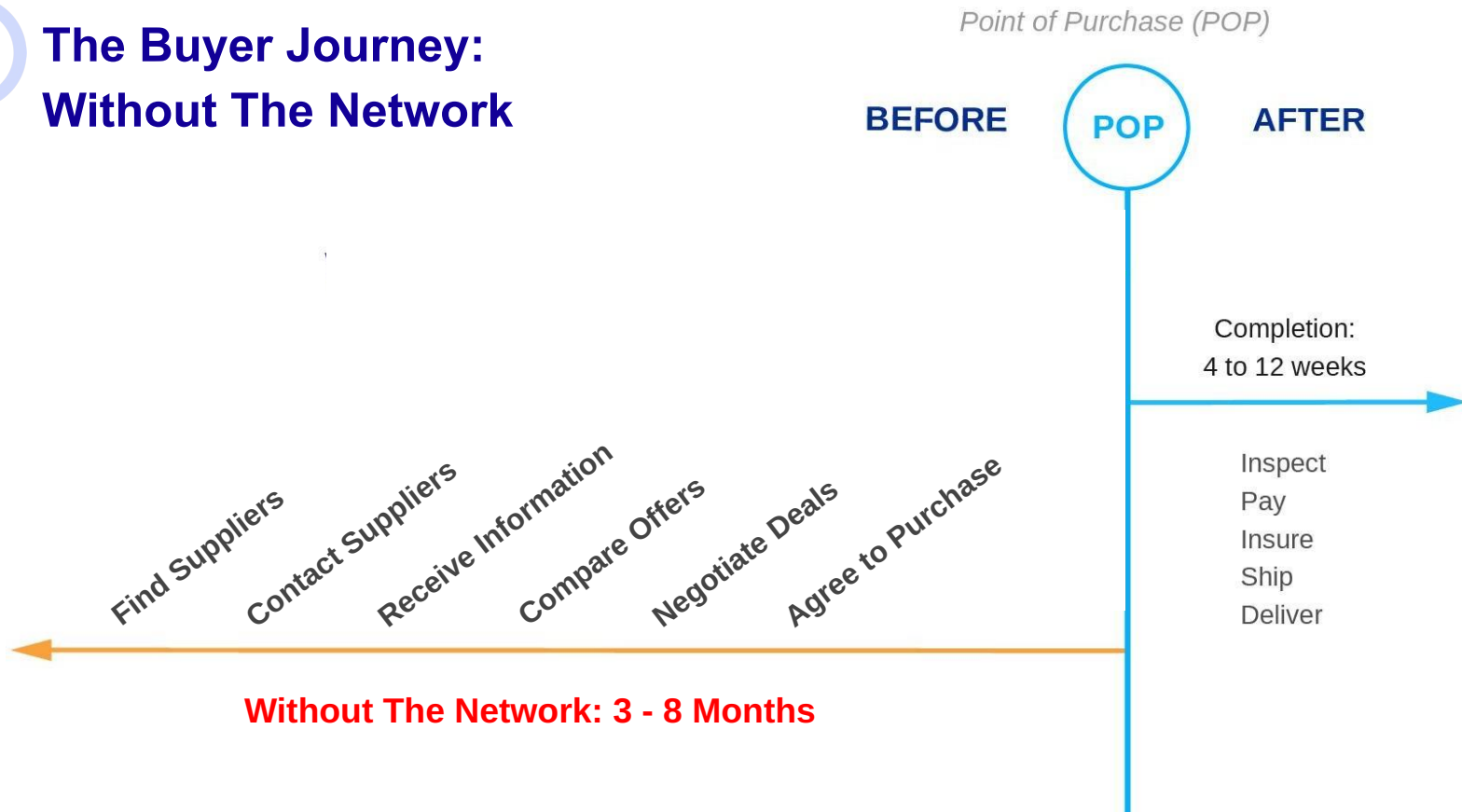
Earning Through Referrals

Affiliates earn a commission for every new membership they bring in, and enjoy recurring revenue from subsequent renewals.





The Buyer Journey: Without The Network



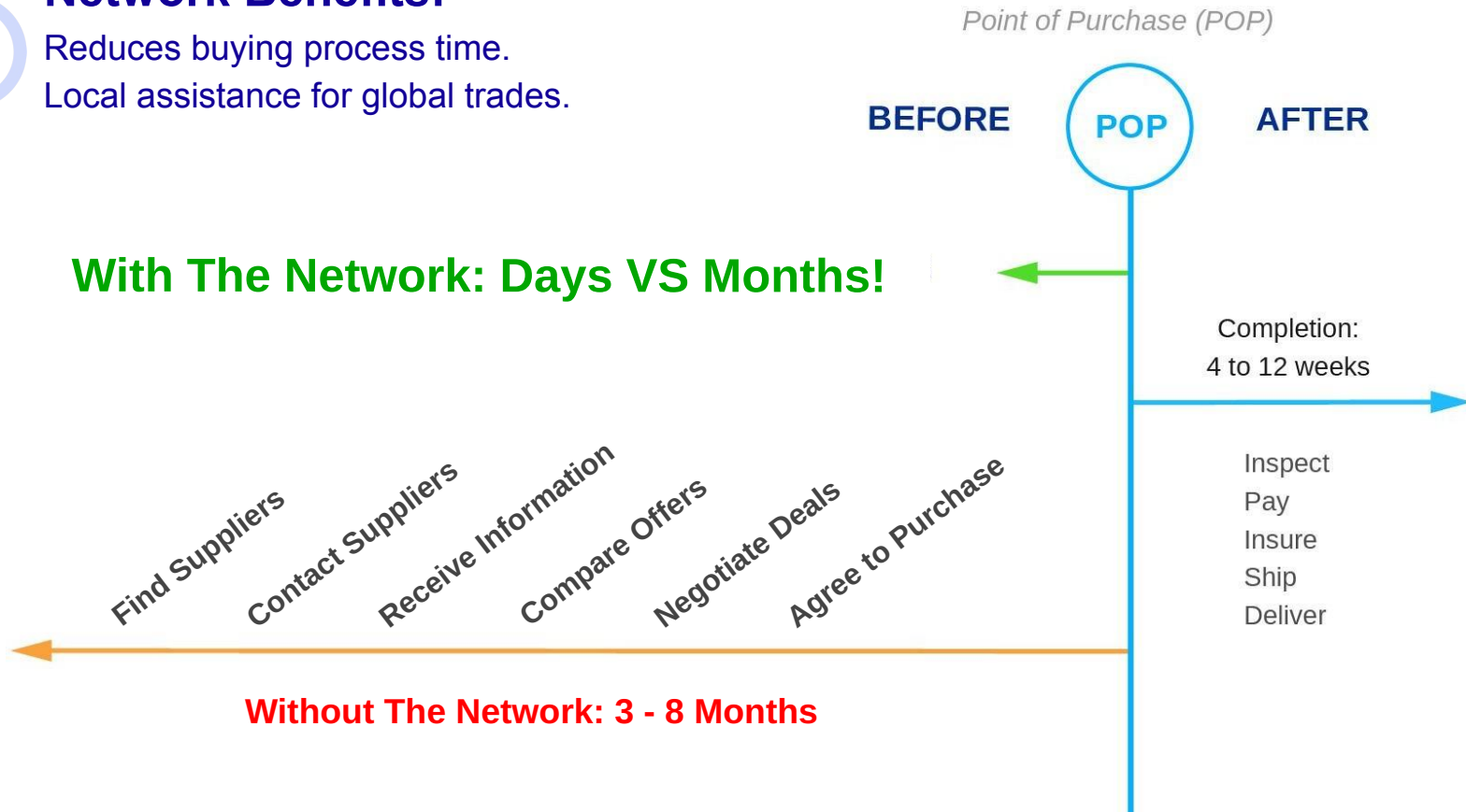


Network Benefits:

Reduces buying process time.

Local assistance for global trades.

With The Network: Days VS Months!



We address challenges before the Point of Purchase (POP). After- POP, our Associates facilitate deal completion.



Distinctive Advantages of 1Point Commerce: Our Unique Selling Propositions (USPs)

Numerical Negotiation System:

Simulates face-to-face negotiations, overcoming language barriers to streamline deal-making.

Universal Language - English:

The cornerstone of international trade, ensuring seamless communication within our global network.

Standardized Product Categorization:

Utilizes NAICS and HS codes for efficient product discovery and streamlined comparisons.

Pricing in USD:

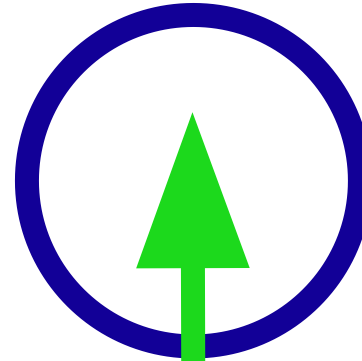
Provides easy price comparison with all offers listed in US Dollars.



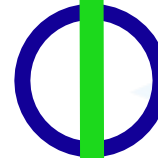
Overcoming Suppliers Challenges: The 1Point Commerce Solution

Supporting Effortless
Growth and Equitable
Sales Opportunities
Globally

Sales Volume



Current Market
More than 90%



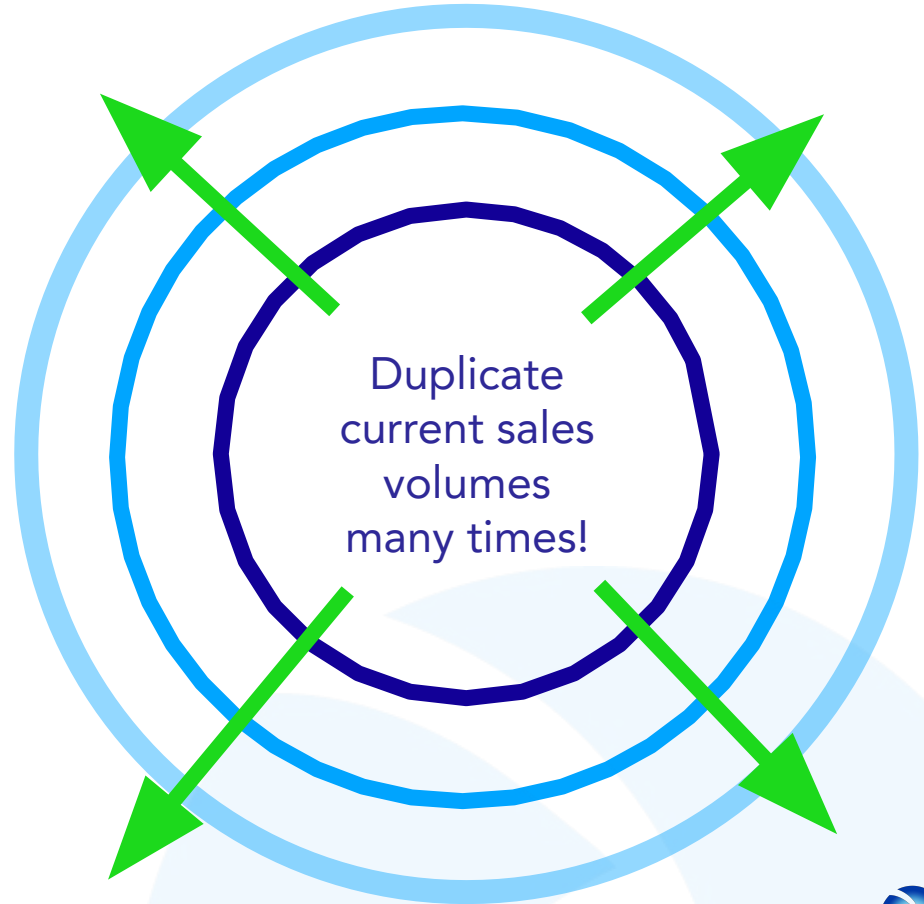
Growing Market
Less than 5%



New Market
Less than 1%



With our representatives' local presence across the globe, we duplicate your current market sales many times!



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

Economic Impact of exports on job creation:

In the USA: \$1 billion in exports = **6,000 jobs**.

In Jordan (UN Study): \$1 billion in exports = **47,000 jobs**.

Worldwide average: \$1 billion in exports = **26,500 jobs**.

Imagine the impact of \$1 trillion in exports....

A staggering **26.5 Million jobs** worldwide!



Membership Options:

MONTHLY

US 97 Dollars

ANNUAL

US 795 Dollars

COMMISSION - BASED

US 395 Dollars / Year

+ 1% Commission on Sales



Group Memberships

Group Memberships
Special Rates for:

- Countries
- Associations, &
- Large companies



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

Together, We Thrive!

You Win: Boost in sales and profits.

Cities Win: Increased local employment
& reduced poverty.

Everyone Wins: Elevated community
prosperity through trade.

Local taxes rise, funding vital development
projects. Your participation drives this
positive change.





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The Abbadaï Group - All Countries, One Marketplace.



WWW.ABBADAI.COM