

2019/SMEWG/WKSP/003 Session 1.2

Safely Connect Exporters, Importers and Business Partners from Around the World Through a Trusted Business to Business Marketplace That First Validates Every Company that Joins

Submitted by: Philippines



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Mendeb2B

Safely Connect Exporters, Importers and Business Partners from around the World through a TRUSTED B2B Marketplace that first validates every company that joins.









Philippines's Challenge – Highly Dependent on 5 economies!

Monde B2B



Source: OEC 2017

Hard to offer products worldwide! NO Visibility • Fragmentation • Inefficient NO Trust

Japan

12%

13%

Germany

5%

There is a huge opportunity to diversify Philippines Importing **Economy partners!**



Philippines is a member of APEC, a 21 Economic Cooperation Alliance, yet Philippines exports very little to many of the APEC Economies.

The 4 main reasons of lack of Globalization









INEFFICIENT

NO VISIBILITY

Only a small percentage of Philippines Companies that can Export, actually do! And it's because they don't know what economy they could sell their products to, they have no visibility!

FRAGMENTATION

It takes many companies to work together to successfully export products around the world and without Technology exporting products is very difficult.

Philippines SMEs are **still using antiquated methods** to communicate, negotiate and sell, making it impossible to manage relationships around the world.



Since many online ecommerce platforms haven't focused on **Security**, many companies don't trade online with fear of being defrauded by other companies.

Technology is needed to globalize!



Through the MondeB2B eCommerce Marketplace, Philippines SMEs breaks barriers to globalize!







APEC

Now, All Philippines Exporters will be able to offer their products/services to Importers from the 21 APEC Economies!



Improvement in the Negotiation Process.



Sales Increases.



Faster Sales Cycle.



Connected Global Network.



Great opportunity to connect SMEs from within all APEC Economies!





41% of World Population44% of World Trade51% of World GDP

SOURCE: www.apec.org





Our MondeB2B Offices and our Local Partners around the world allow us to support each Exporter and Importer within their economy. Now each SME has a Local Partner in every Economy.



Inside the MondeB2B Marketplace, Companies can....





Exporter



Upload its products & services & launch special promotions



Communicate with Importers & Business Partners via an Online Chat



Negotiate instantly, receive Payments & manage shipment information (Tracking #s & Files)



Importer

Discover amazing Products/Services Worldwide



Communicate with Exporters & Business Partners via an Online Chat



Business Partner



Offer its services to Exporters and Importers

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Communicate with Exporters & Importers via an Online Chat



Negotiate instantly, send Payments & receive shipment information (Tracking #s & Files) Coming soon.... Integrate with MondeB2B to sell directly to Companies inside the Marketplace

MUST BE VALIDATED

What makes the MondeB2B Marketplace unique is that every company must be validated locally in each economy.











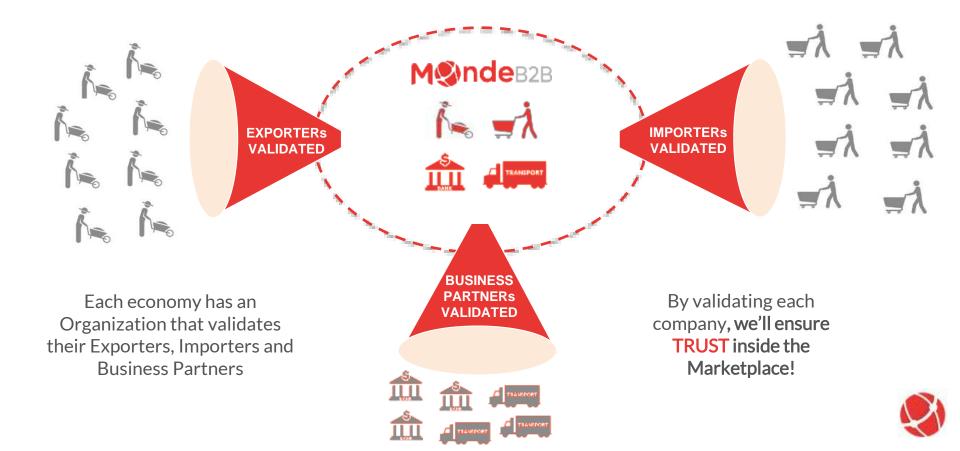






Only the best companies will be inside MondeB2B







In Brunei, both the government and the private sector worked together to sponsor 100 MSMes for these MSMEs to go Global at NO Cost via MondeB2B!



Just to display a few MSMEs....





In Malaysia, both the government and the private sector worked together to **sponsor** 100 MSMes for these MSMEs to go **Global at NO Cost via MondeB2B**!







Initiative by

