



**Asia-Pacific
Economic Cooperation**

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



**Capacity Building Workshop on APEC Micro,
Small, and Medium Enterprises Marketplace
Utilization**

**Manila, Philippines
30-31 October 2019**

MondeB2B

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!



Exporters

2017 Exports – USD99B

SELLING
GLOBALLY



*Hard to offer
products
worldwide!*

- *NO Visibility*
- *Fragmentation*
- *Inefficient*
- *NO Trust*



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

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

65% of ALL Philippines Exports go to ONLY 5 economies!!

China	HK	USA	Japan	Germany
20%	15%	13%	12%	5%



The 4 main reasons of lack of Globalization



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.**



INEFFICIENT

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



NO TRUST

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!

MondeB2B



Exporters



MondeB2B



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!

MondeB2B



**Asia-Pacific
Economic
Cooperation**

41% of World Population

44% of World Trade

51% of World GDP

SOURCE:
www.apec.org



MondeB2B Offices



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



Importer



Business Partner



Upload its products & services & launch special promotions



Discover amazing Products/Services Worldwide



Offer its services to Exporters and Importers



Communicate with Importers & Business Partners via an Online Chat



Communicate with Exporters & Business Partners via an Online Chat



Communicate with Exporters & Importers via an Online Chat



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



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



Each economy has an Organization that validates their Exporters, Importers and Business Partners

By validating each company, we'll ensure **TRUST** inside the Marketplace!



MondeB2B Success Story

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!



Leading Bank



SME Development Agency



Sponsored!

COVERED by ANNISA



Leading Telco



Now MSMEs from Brunei will have access to all APEC!

Just to display a few MSMEs....



MondeB2B *Success Story*

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!



Leading Bank



Trade Agency



Sponsored!



Now MSMEs from Malaysia will have access to all APEC!



MondeB2B

The TRUSTED B2B MARKETPLACE

Initiative by

ABAC