



WALT  
EVOLVE  
MART

# We are reinventing the wheel of market

WEM will accelerate B2B E-commerce and build  
an ecosystem of trusted partners.



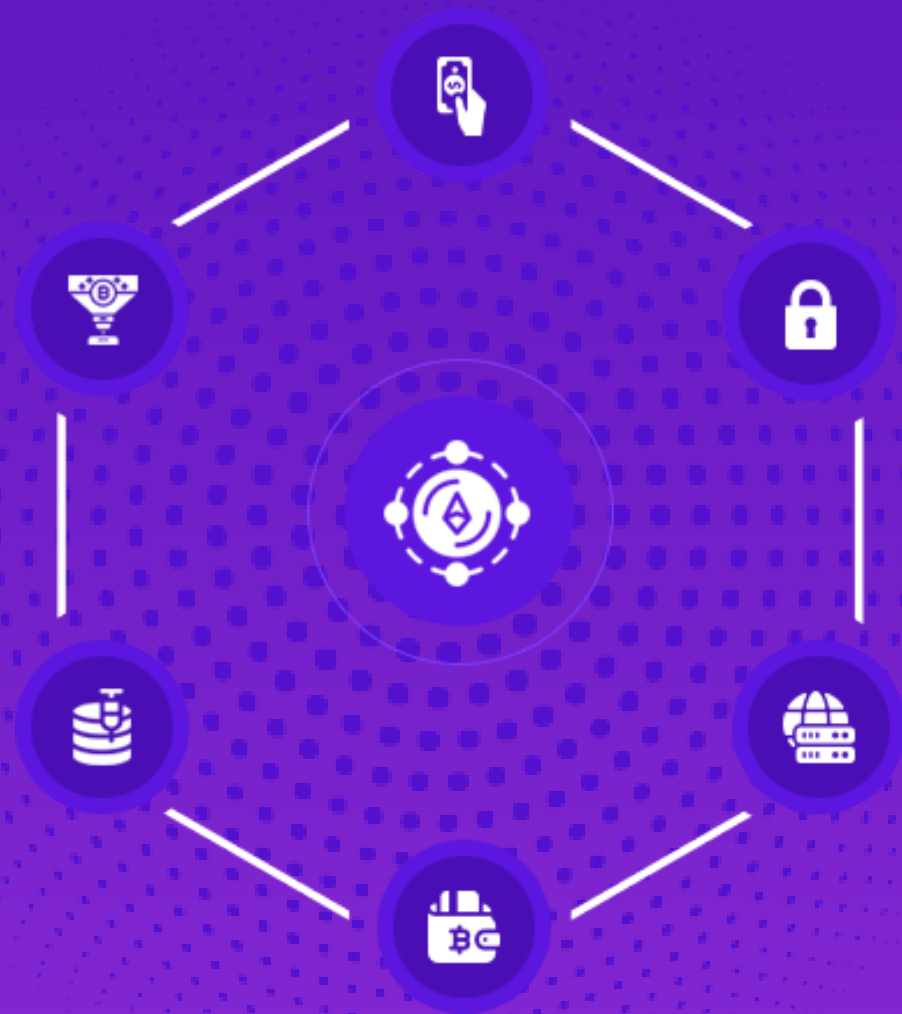


# **We are reinventing the wheel of market**

WEM will accelerate B2B E-commerce and build an ecosystem of trusted partners.

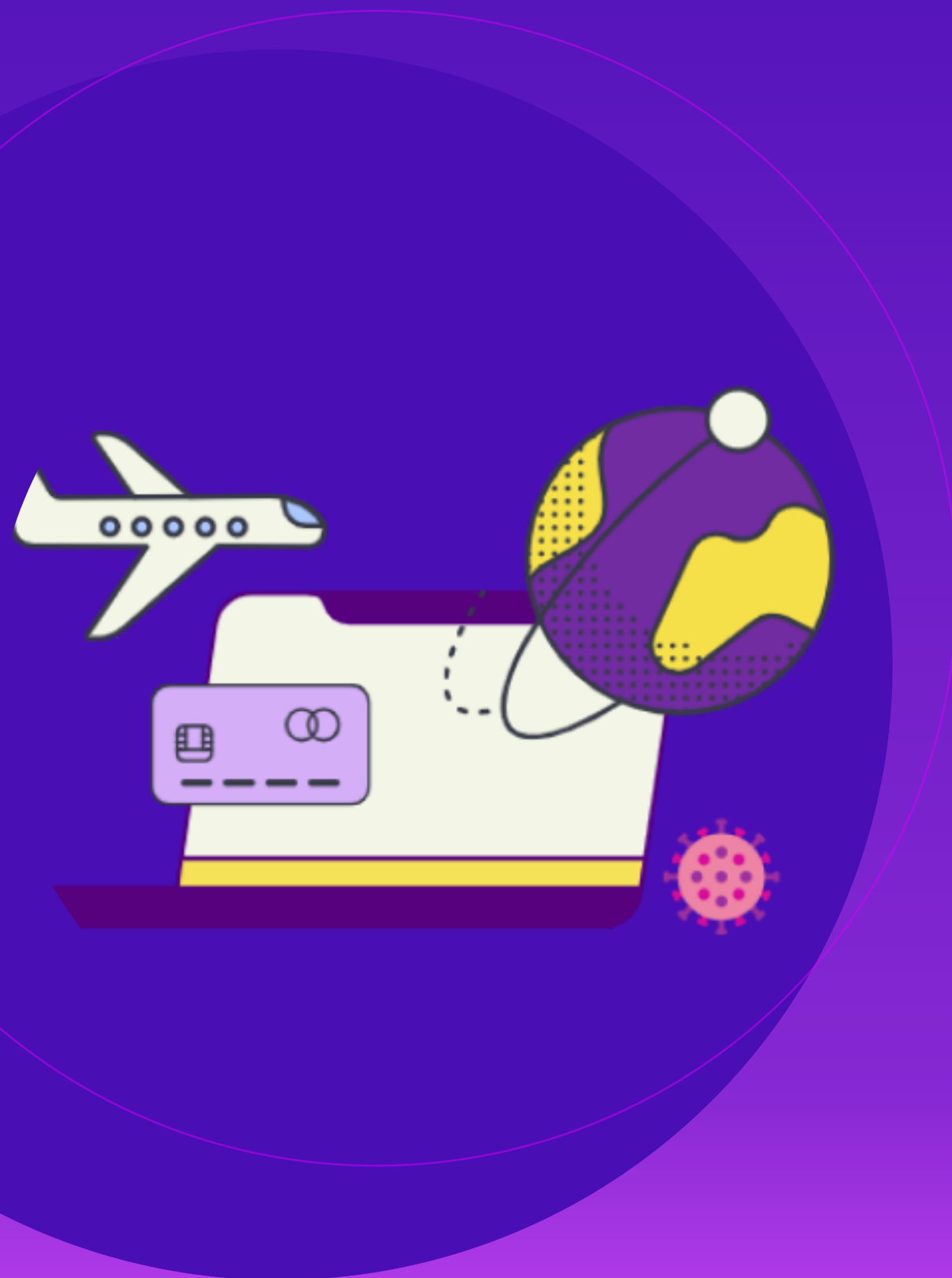
# How it Works

Both B2B buyers and sellers with medium to high merchandise value will trade their products and requirement on WEM, at a global stage.



**Our mission is to help B2B E-commerce traders globally.**

There is lot of friction in the global B2B marketplace, where some giants have created a monopoly, scrapping off the rights of small businessmen. We are one of you, to help you.



## Why is now the best time for WEM?

It's been more than 8 months that the world has shrunk to its all time low growth rate. The new norms after the pandemic is revealing new challenges in B2B e-commerce such as Changing purchase patterns, flexible shipping needs, discovery of omnichannels, self service desire of sellers, etc.

India is one of the largest market in the world after China in B2B trade. And just this year, the GOI banned Alibaba, the biggest source of Indian wholesale vendors and dropshippers. Besides, after the changed behaviour of B2B customers, they are shifting to online B2B ecommerce platforms for the obvious ease in experience.



# Our Solutions

While there are many challenges that B2B ecommerce brands generally face, we have come up with many technology solutions that can help them to overcome gaps in the customer experience, serve their customers better and increase their market share.

## Challenge 1: Changing purchase patterns

Buyers have become receptive to personalization and self-service. The solution is that B2B eCommerce businesses must rely on the right data when interacting with customers. Our system that can automate manual processes to improve selling efficiency.

## Challenge 3: Alternative B2B channels

Besides shifting of B2B selling activities to online platforms after COVID, it has also opened the door to lesser-known selling models such as B2B2C and D2C. WEM will have the flexibility to sell not only B2B but B2C and D2C. It gives brands the ability to customize these selling channels to a specific audience with a targeted and relevant eCommerce experience.

## Challenge 2: Flexible shipping options

Before pandemic, 60% of buyers preferred service with convenient shipping options. Now even more buyers seek flexible shipping options as per their needs. We will provide integration with 3PL provider, this facilitates the flow of order information and other data between our shipping partner and back-office systems.

## Challenge 4: Omnichannel

Omnichannel means supporting additional experiences that customers are looking for beyond sales. WEM will support strong and flexible integration with ERP that will combine sellers inventory data with customers data, orders and invoices.

# Best Features

The versatility feature of WEM marketplace has been designed to suit the professional's needs of sourcing, procurement and easy vendor management. Also, there will be a single onboarding process for buyers to fulfill all their purchasing needs.



**Safe & Secure**



**Vendor Management**



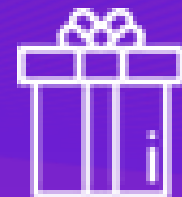
**Crypto Acceptable**



**Digital Records**



**Horizontal Offering**



**Crypto rewards**