



# Benefits for the business customer when they use our online platform

## Customer jobs:

- Clean materials which look like new
- Availability and punctual regular deliveries
- Possible tax benefit from using the service.

## Gains:

- Economic benefits
- Smaller warehouses
- The materials do not get dusty or dirty

## Pains:

- Being an international service, it is subject to extra taxation for CO<sub>2</sub> and is subject to surcharges due to changes in the price of fuel, so there is difficulty in planning a long-term expense. Independent of the service provider, for example price increases and schedule delays, with which there is a risk of compliance with the contract and its conditions.

## Products and services:

- With the help of our service, small and big brands are equally well represented, regardless of marketing skills or wealth.
- The service connects users with similar values.

## Gain creators:

- Financial savings and benefits
- Various certificates
- Reputation improvement
- Company value increase
- Taking a stand on a global problem and caring about the future.

## Pain relievers:

- Smaller warehouse size.
  - Always clean materials
  - Familiarity
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