

# Request for Proposal

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Request for Proposal (RFP) is a clear, precise and fast tool for buying and selling.

This powerful trading tool uses defined business rules for each trade criteria to match buyers and sellers. In other words, an RFP is sent only to interested and appropriate trading partners based on the proposed criteria.

The process begins with a database in which each company has been screened and added individually based on each of the criteria used on the RFP form. This includes, for example, product and grade of interest, shipping abilities, acceptable payment terms, product origination and destination.

The RFP itself is an easy to create request form with minimum entries, allowing you to quickly create a request and simultaneously deliver your buy/sell request to all interested parties at once.

At each step of creation of a RFP, business rules go into effect, which filter the recipients to find only those companies which are interested in the proposed trade. In addition, you may refine or limit the recipients of a RFP as per your trading preferences.

With RFP you will reach only true and ready trading partners which fit your immediate trading needs. It is the fastest, most efficient way to make your interest known and reach a wide audience of willing partners, saving you time and money on each trade. It is also the best way to take advantage of arbitrage opportunities you have spotted in the market, before they close!

Plus, RFP is the easiest entry way into a new and unfamiliar marketplace due to the diligent work done by the ChemOrbis team to assemble this global petrochemical community under one umbrella.

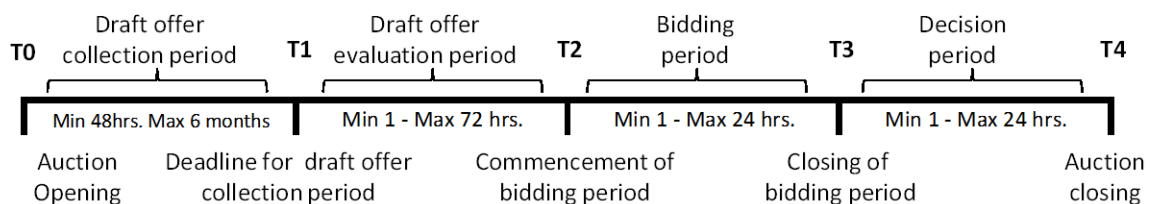
The database includes both paid and unpaid members who are registered as eligible for trading and it is continuously updated with new companies to ensure that all possible trading partners are included in your trading universe.

# On-line Auction

On-line auction is a sophisticated and powerful tool which creates an environment of enhanced competition for buying and selling.

Similar to RFP this powerful trading tool uses defined business rules for each trade criteria to match buyers and sellers. In other words, an auction invitation is sent only to interested and appropriate trading partners based on the proposed criteria.

The process begins with a database in which each company has been screened and added individually based on each of the criteria used on the auction form. This includes, for example, product and grade of interest, shipping abilities, acceptable payment terms, product origination and destination.



Once an on-line auction is created, all invited parties are instantaneously informed by email. Invited parties submit their offers online if they want to participate. An on-line auction is comprised of multiple phases. Initially, participants submit their draft offers which include all terms and conditions, with the exception of the offer price. Participants only need to submit their bids should the auctioneer choose them for the bid collection phase after examining the draft offers. During the evaluation phase of the draft offers, the auctioneer can automatically define on-line, all adjustments required related to payment term, delivery term, quality, etc. in order to make an apple to apple comparison between different offers during the bid collection phase. This method ensures that the bid collection phase will not be subject to any contingencies.

The ChemOrbis Auction Platform provides an environment where bidders are involved throughout the bid collection phase using feedback from the system, allowing them to continuously improve their offers in order to win the deal.

Using this tool, you can benefit from comparing various bids simultaneously in real time and on-line, and get the most competitive prices. Moreover the flexible design of the tool enables auctioneers to collect bids based either on fixed or floating prices. Thus, the auction platform is suitable for both spot and contract based trading transactions.

Auction is not only the best method to collect the most competitive bids but also the most efficient way to reach all relevant potential business partners in the marketplace due to the diligent work done by the ChemOrbis team to assemble this global petrochemical community under one umbrella.

The database includes both paid and unpaid members who are registered as eligible for trading and it is continuously updated with new companies to ensure that all possible trading partners are included in your trading universe.



OrbisStore at [www.chemorbis.com](http://www.chemorbis.com) is an electronic trading platform enabling suppliers of all types of products and services to reach companies active in the chemicals and petrochemicals industry.

Suppliers can establish their own personalized Storefront on OrbisStore and offer their goods and services to a global community consisting of thousands of potential customers who are gathered under the umbrella of Chemorbis.

Vice versa, ChemOrbis community members can access and evaluate offers for products and services of interest by visiting the Storefronts or by using the integrated “search” tool available on the OrbisStore platform.

OrbisStore is an ideal platform for buyers to access suppliers on both the local and global level. It brings new potential customers to Storefront owners as Chemorbis is constantly expanding its global community. By constantly registering new community members in key world markets, Chemorbis is continuously increasing its value proposition to both Suppliers and Buyers.

It is free of charge for ChemOrbis community members to visit existing Storefronts on OrbisStore or use the integrated “search” tool available on the platform.

Opening a Storefront on OrbisStore and posting goods or services is subject to a fee. The Storefront fees at OrbisStore vary depending on the type of goods/services, the number of accessible markets, annual transaction volumes and the number of transactions.

OrbisStore is a flexible and easy-to-use tool that supports all types of commercial practices applied by suppliers in their daily trade. With this tool, suppliers will have full control over the activities conducted on their Storefront.

Suppliers who open a Storefront on OrbisStore can;

- Verify and approve existing registered members in the ChemOrbis database in order to allow access to their Store,
- Be notified of applications by existing or newly registered customers in the ChemOrbis database who wish to visit your Storefront and decide whether to approve their applications as authorized customers,
- Assign approved customers to customizable profiles for differentiating offer prices and associated sales terms based on the different profiles,

- Create detailed stock entries clearly defining the goods and services they would like to offer on OrbisStore,
- Attach complementary information i.e. technical specifications, drawings and pictures for each stock entry,
- Enter specific quantities for each stock entry to automatically manage the validity of their offers based on the remaining available quantities following concluded transactions,
- Assign different volume discounts for every stock entry,
- Submit three different types of offers which are firm, subject to approval and unlisted price( without price),
- Define separate general terms and conditions for sales in different markets and in different languages,
- Authorize responsible staff for access and attendance of the Storefront on OrbisStore,
- Request SMS transaction notification for responsible and authorized staff,
- Introduce the Storefront owner to potential customers 24/7 by displaying company profile, logo and contact details.

OrbisStore multi-language support enables Storefront owners to benefit from the convenience of entries in their own language and display in the customers' preferred language

OrbisStore brings an entirely new trade frontier to the Plastics/Chemicals sector by bringing together the accumulated sector expertise and years of e-trading experience of ChemOrbis.

OrbisStore is still under development and will be live by the end of 2008.

For more on OrbisStore and other trading tools and services provided by Chemorbis, please, feel free to contact Chemorbis at [www.chemorbis.com](http://www.chemorbis.com).