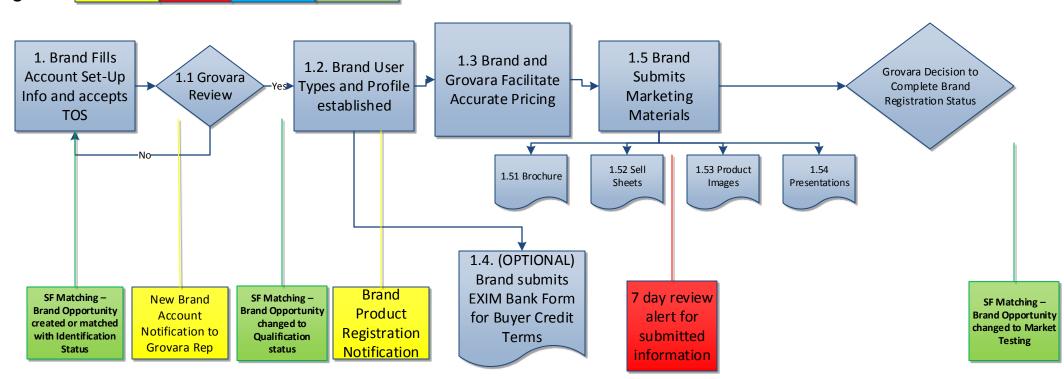
GR VARA New Seller (Brand) Registration EAT HEALTHY · THINK GLOBAL Notification Legend Platform Status Status Platform Status Status



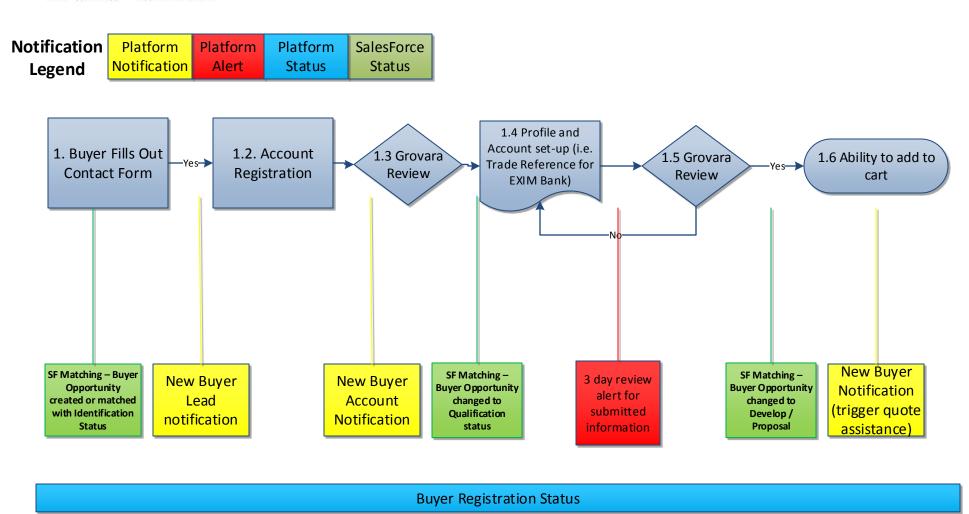
Brand Registration Status

G R V A R A Pricing Process/Model EAT HEALTHY · THINK GLOBAL



Step 1: Brands Upload Pr	oducts with all Base Prices		Upcharge Case Price	Total Invoice Discount (based on volume)
Step 2: Grovara & Brand	Calculate Negotiated Price - STANDARD 3 levels	Lvl 1	30.00%	0.00%
Step 3: Calculate discoun	t total at invoice level	Lvl 2	25.00%	2.00%
Step 4: Display Invoice To	otal	Lvl 3	20.00%	5.00%
				Free form courtesy discount across the ent
				*This discount comes out of the Brands!

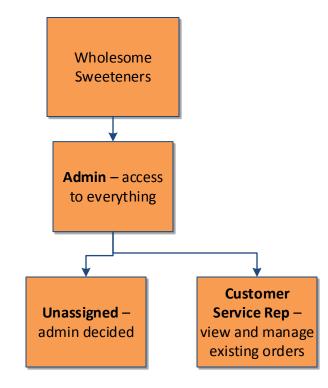




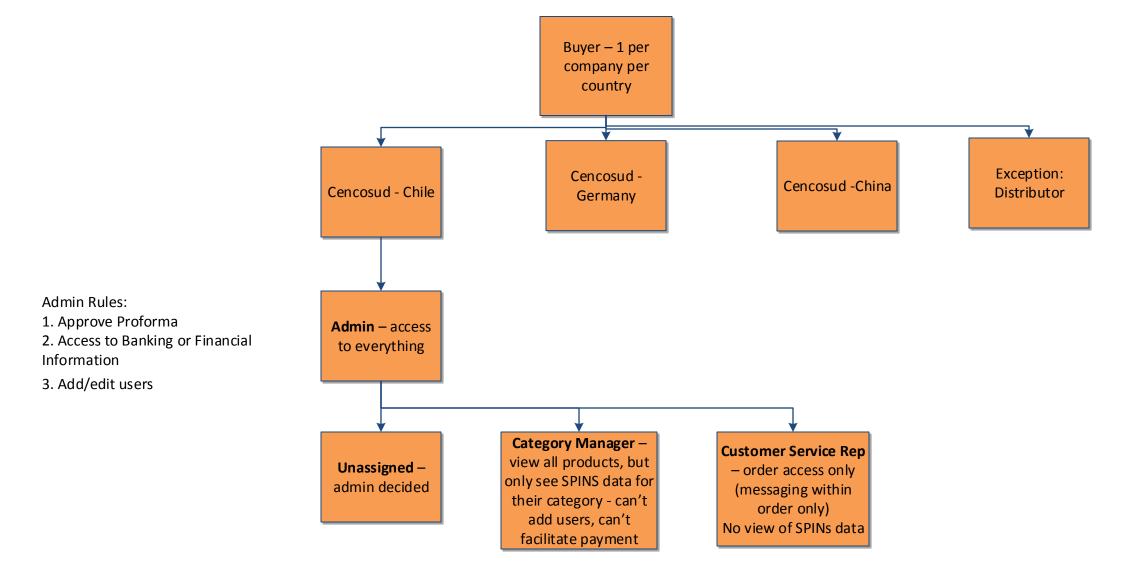


G R 🐸 V A R A Seller (Brand) User Types

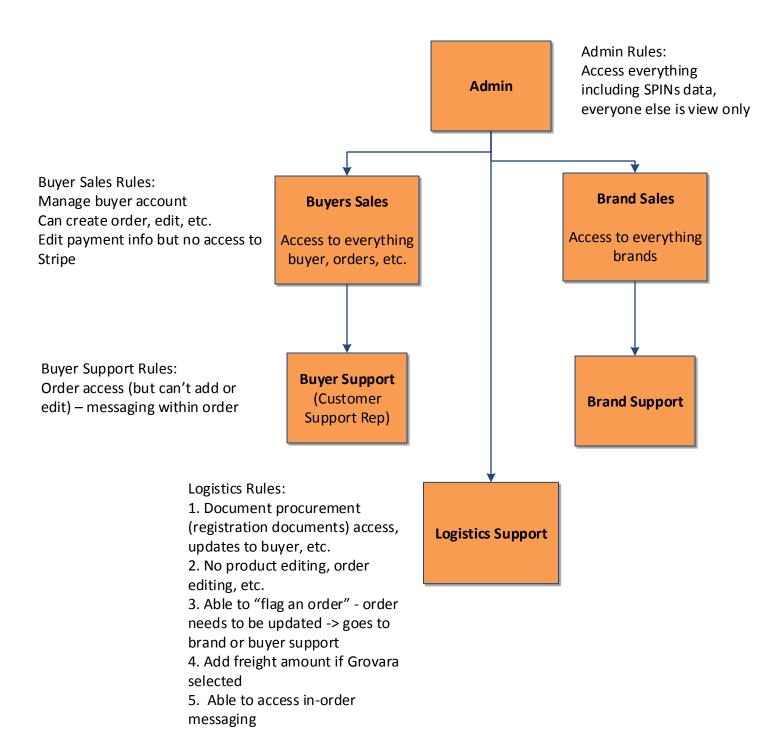
- Admin Rules: 1. Approve Purchase Orders
- 2. Publication Approval- edit to critical data (pricing, profile info, etc.)
- 3. Access to Banking or Financial Information
- 4. Add/edit users
- 5. Edit brand site content

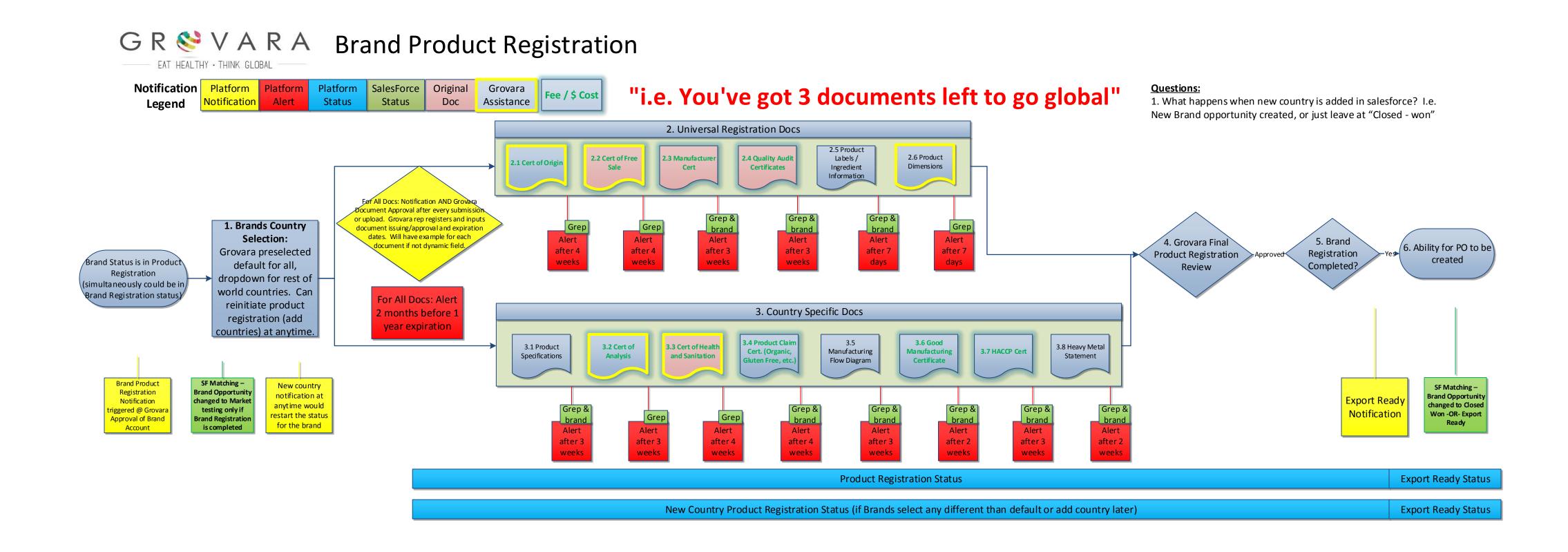


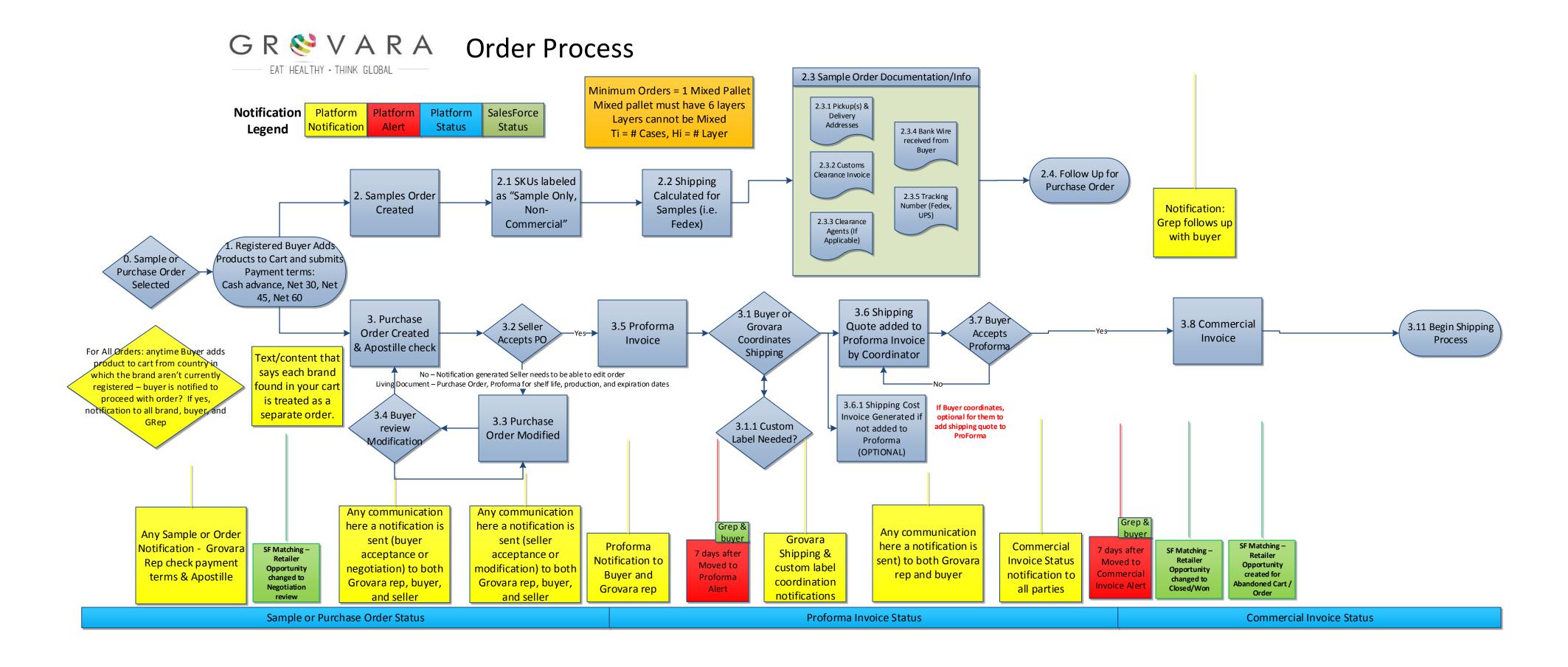












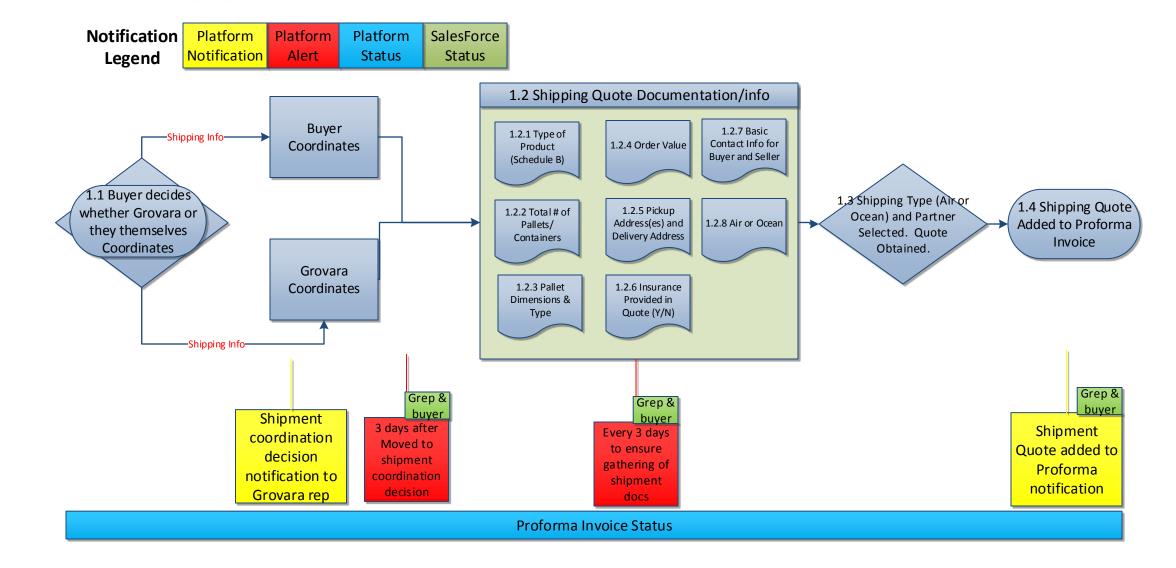
SAME B2B Order FLOW for both Samples and POs	
Note - *Must be registered as buyer	
Line Item / Order Type = Sample i.e. Add Sample to Cart	
We label the SKU - Sample Only, non-commercial SKUs	
Buyer selects "Sample Order" after selecting products	
1. Address, 2. documentation to clear customs (Fedex	
creates custom clearance invoice - MVP), 2a. Some countries	
require custom clearance agents (Mexico)	
3. Buyer responsible for cost of shipping (Bank Wire) -	
reimbursed off of their first order, or if big client like Walmart,	
covered. 4. Tracking Number - potential API for Fedex, MVP	
will be manual	Shipping Calculated for Sample Orders - i.e. Fedex, UPS, etc.
Line Item / Order Type = Product i.e. "Add Product Cart"	
1. PO - Buyer has sent purchase order to seller	Gated process for key inputs:
Agreement on who coordinates shipping	1. Supporting whether Grovara is contacting Logistics company and putting \$ somewhere
2. Pro Forma Invoice - Seller accepted PO, Buyer has not accepted	2. Auditable Thread Delivery - Like facebook, Reddit, etc.
	3. No Email Integration for this process.
2a. Coordinator gets shipping quote	
2b. Grovara adds shipping quote to Proforma	Dashboard where Grovara staff sees list of current orders and statuses.
2c. Buyer accepts Proform - becomes Commercial Invoice	
3. Commercial Invoice- Buyer has accepted	
	Pallet Shipping Calculation
Ti – 17 cases Hi – 6 layers	
Ti = 17 cases Hi = 6 layers	
Minimum ORDER = 1 mixed pallet Mixed pallet must be comprised of 6 layers (NOT MIXED)	
Mixed pallet must be comprised of 6 layers (NOT MIXED)	

Need PALLET TYPE

Brands input in American standard

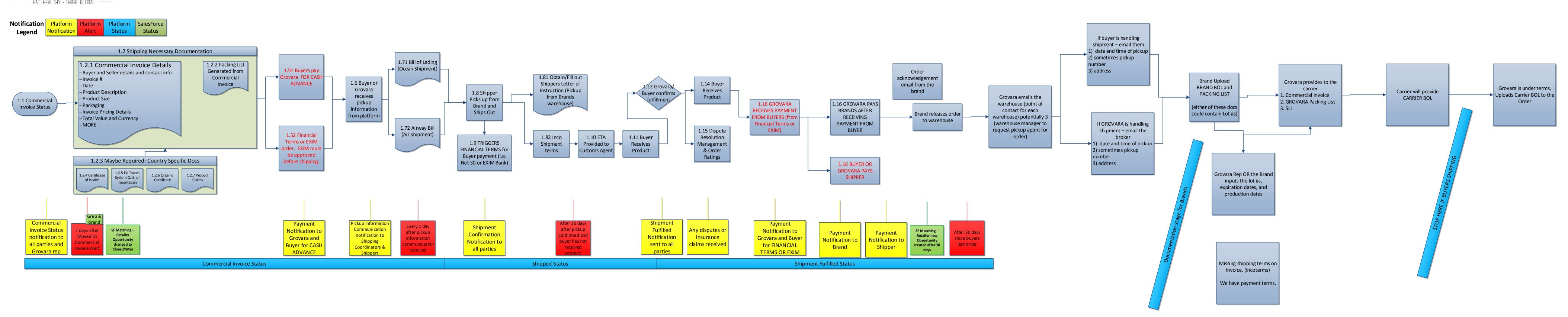
Translation (in code side) - American vs. Metric

G R V A R A Shipping Quote Process (For Proforma)





G R V A R A Shipping Process



 Specif 	fic to country
•	Each country's municipality regulations require mandatory shipping documents for Food & Beverage products
	ments should be submitted before the product gets to port
	ystem should be able to generate mandatory documents
	,
<u>Shippin</u>	g Documents Required by Every Country:
TER THE PO	
0	Commercial Invoice – generated by platform
	■ Customer details
	■ Invoice#
	■ Date
	Quantity, Product Description, Product Size, Packing, Price Amount, Total Value and Currency (USD)
	■ Agreed upon Shipping Quote
0	Packing List – generated by platform (from Commercial Invoice)
	Item Description, Size, Packing, Quantity, Net Weight (kg), Gross Weight (Kg), Product Code, HS Number
	Specific Countries – the above in addition to Total GWT (kg), Production Date, Expiration Date of each it
	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer.
e of these tw	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o:
e of these two	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner
e of these two	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o:
e of these tw	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner
e of these tw	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner al Documents Required by Certain Country:
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner al Documents Required by Certain Country: Certificate of Health – generated by State of manufacture – example attached
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner al Documents Required by Certain Country: Certificate of Health – generated by State of manufacture – example attached • Letterhead of State's Dept of Health
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner al Documents Required by Certain Country: Certificate of Health – generated by State of manufacture – example attached • Letterhead of State's Dept of Health • Signed and Stamped
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner al Documents Required by Certain Country: Certificate of Health – generated by State of manufacture – example attached • Letterhead of State's Dept of Health • Signed and Stamped • Invoice#
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner al Documents Required by Certain Country: Certificate of Health – generated by State of manufacture – example attached • Letterhead of State's Dept of Health • Signed and Stamped • Invoice# • Date
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) — generated by shipping partner Airway Bill (Air Shipment) — generated by shipping partner al Documents Required by Certain Country: Certificate of Health — generated by State of manufacture — example attached • Letterhead of State's Dept of Health • Signed and Stamped • Invoice# • Date • List of items shipped and # of cases or pallets
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner al Documents Required by Certain Country: Certificate of Health – generated by State of manufacture – example attached Letterhead of State's Dept of Health Signed and Stamped Invoice# Date List of items shipped and # of cases or pallets Name and address of buyer
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner al Documents Required by Certain Country: Certificate of Health – generated by State of manufacture – example attached • Letterhead of State's Dept of Health • Signed and Stamped • Invoice# • Date • List of items shipped and # of cases or pallets • Name and address of buyer EU Traces System Certification of Importation
Addition	f Instruction - Type of Products, Weight, Quantity, Classification - gives liability to shipper or buyer. o: Bill of Lading (Ocean Shipment) – generated by shipping partner Airway Bill (Air Shipment) – generated by shipping partner al Documents Required by Certain Country: Certificate of Health – generated by State of manufacture – example attached • Letterhead of State's Dept of Health • Signed and Stamped • Invoice# • Date • List of items shipped and # of cases or pallets • Name and address of buyer EU Traces System Certification of Importation • Pertains to all Organic products imported in the EU