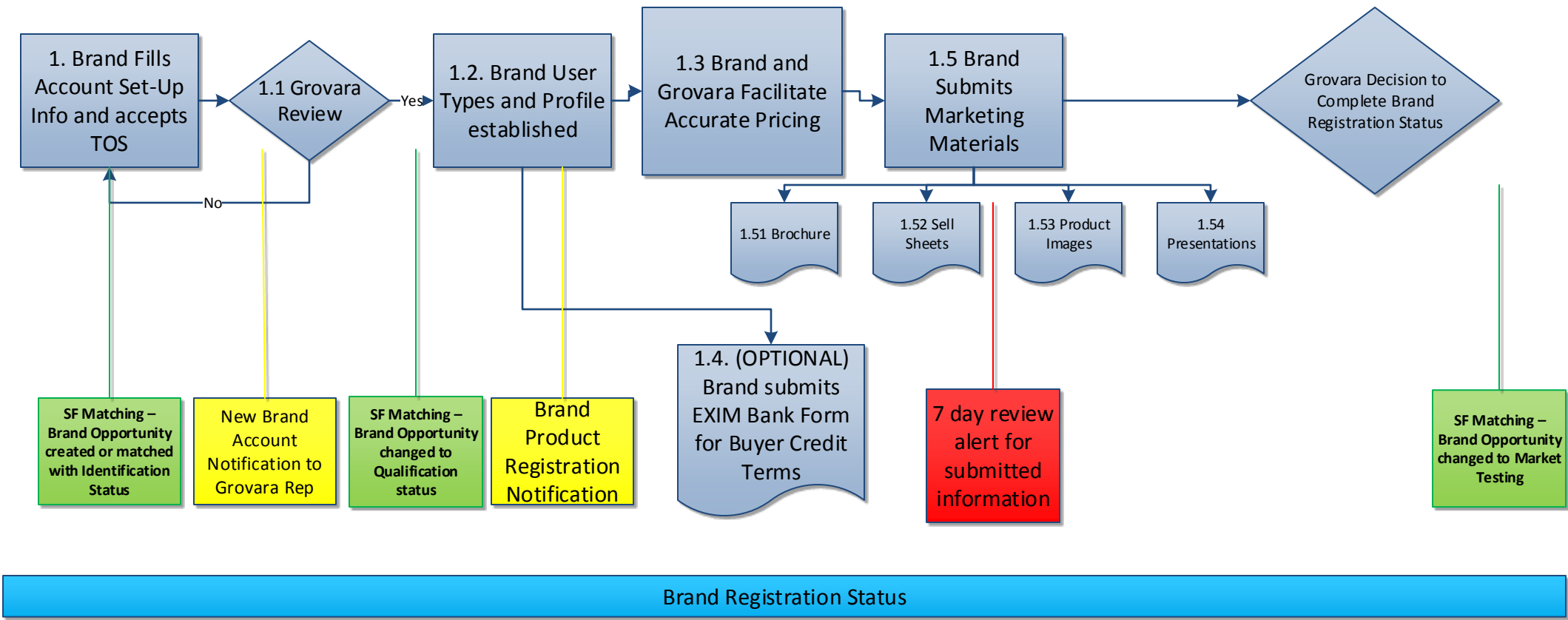


Notification Legend

Platform Notification	Platform Alert	Platform Status	SalesForce Status
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Pricing Process/Model



Step 1: Brands Upload Products 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 discount total at invoice level	Lvl 2	25.00%	2.00%
Step 4: Display Invoice Total	Lvl 3	20.00%	5.00%
			Free form courtesy discount across the ent
			*This discount comes out of the Brands

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New Buyer Registration

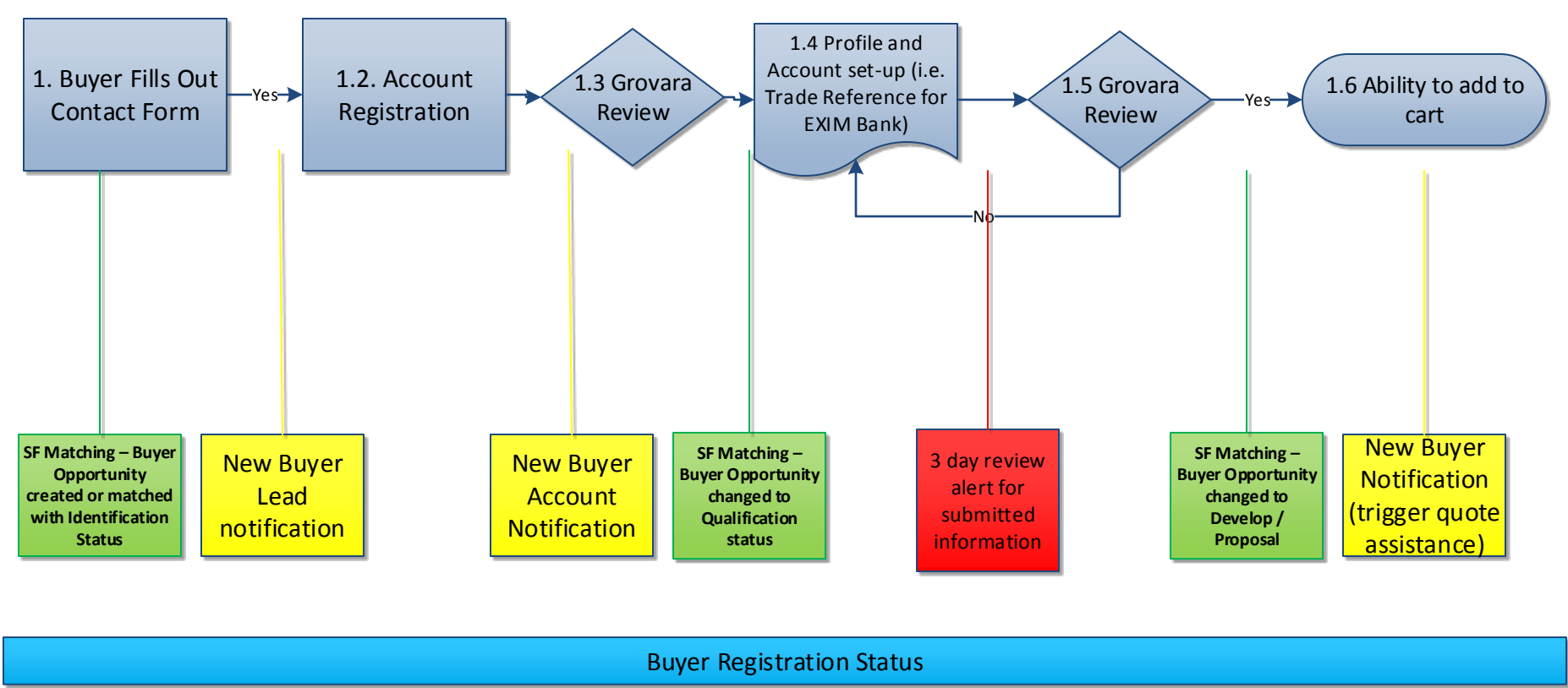
Notification Legend

Platform Notification

Platform Alert

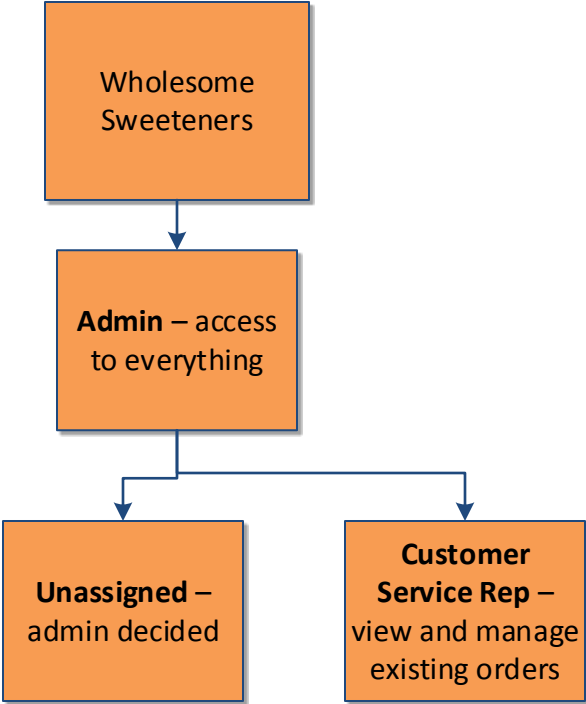
Platform Status

SalesForce Status



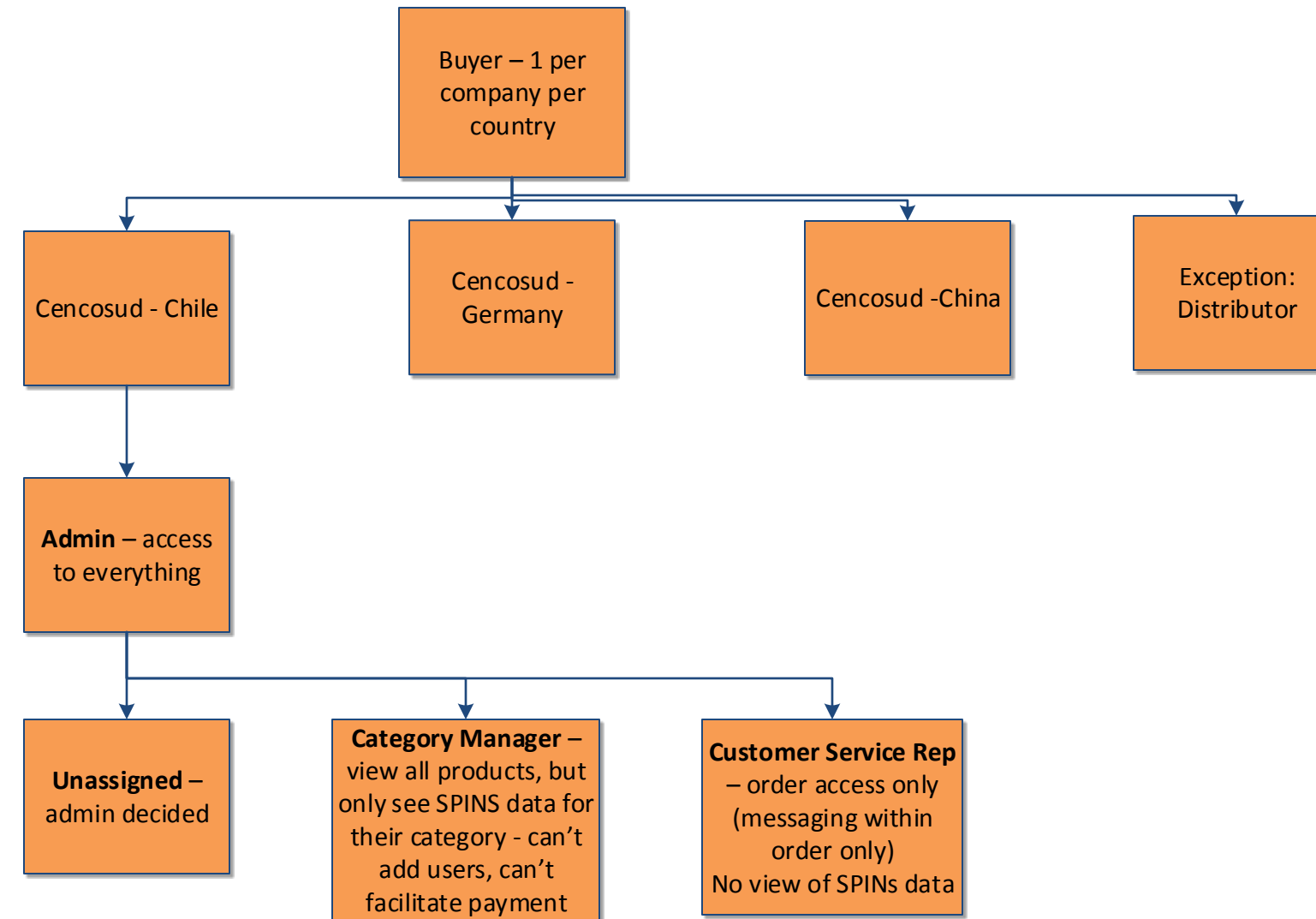
Seller (Brand) User Types

- 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



Buyer User Types

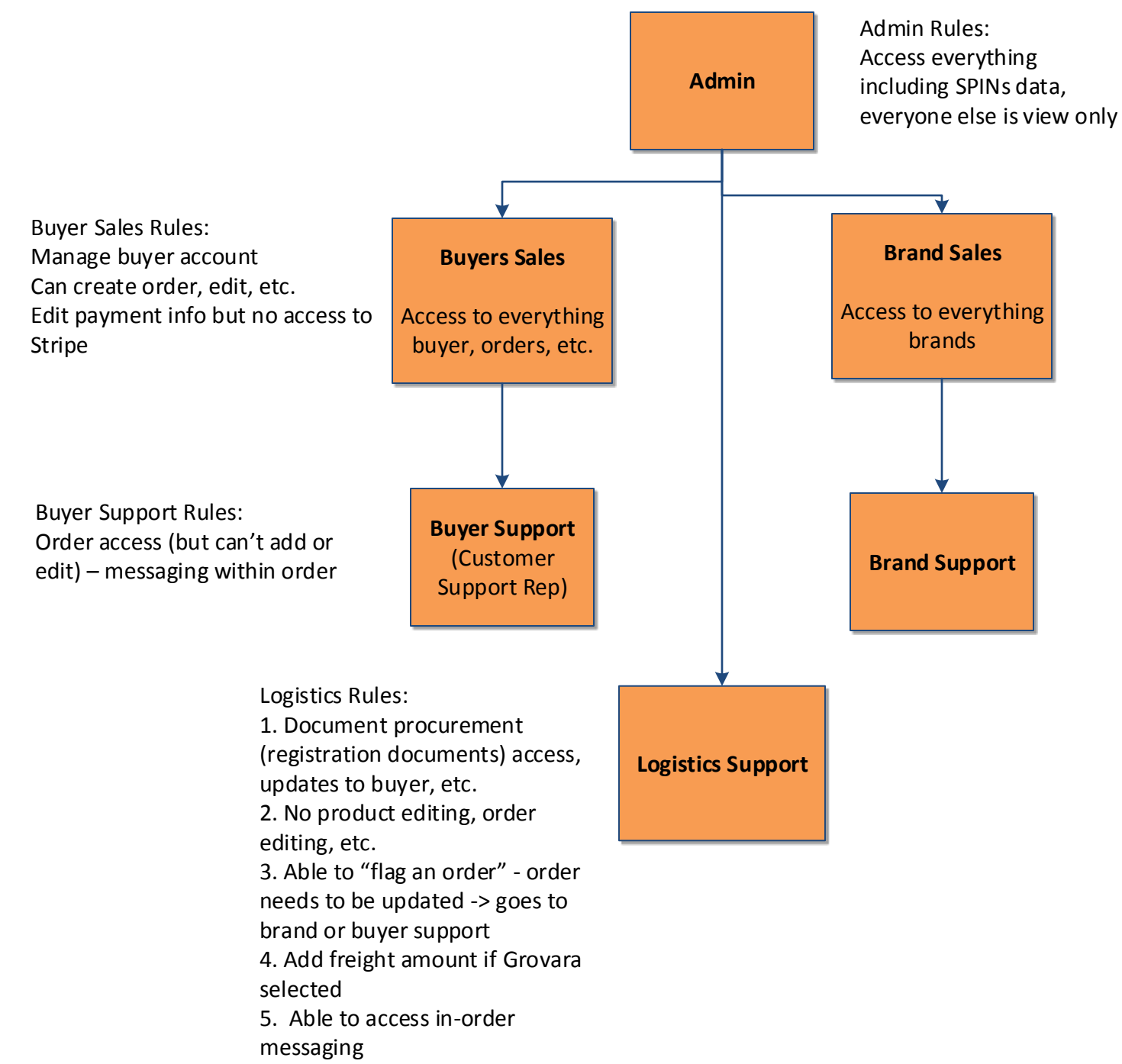
Admin Rules:
1. Approve Proforma
2. Access to Banking or Financial
Information
3. Add/edit users



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Grovara User Types



GR

VARA

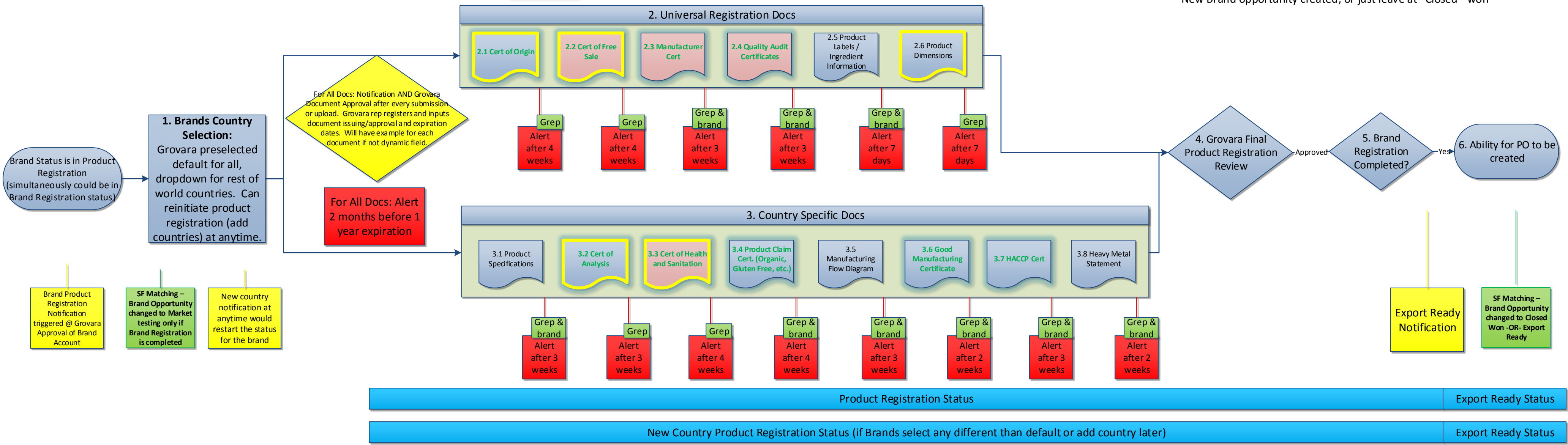
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Brand Product Registration

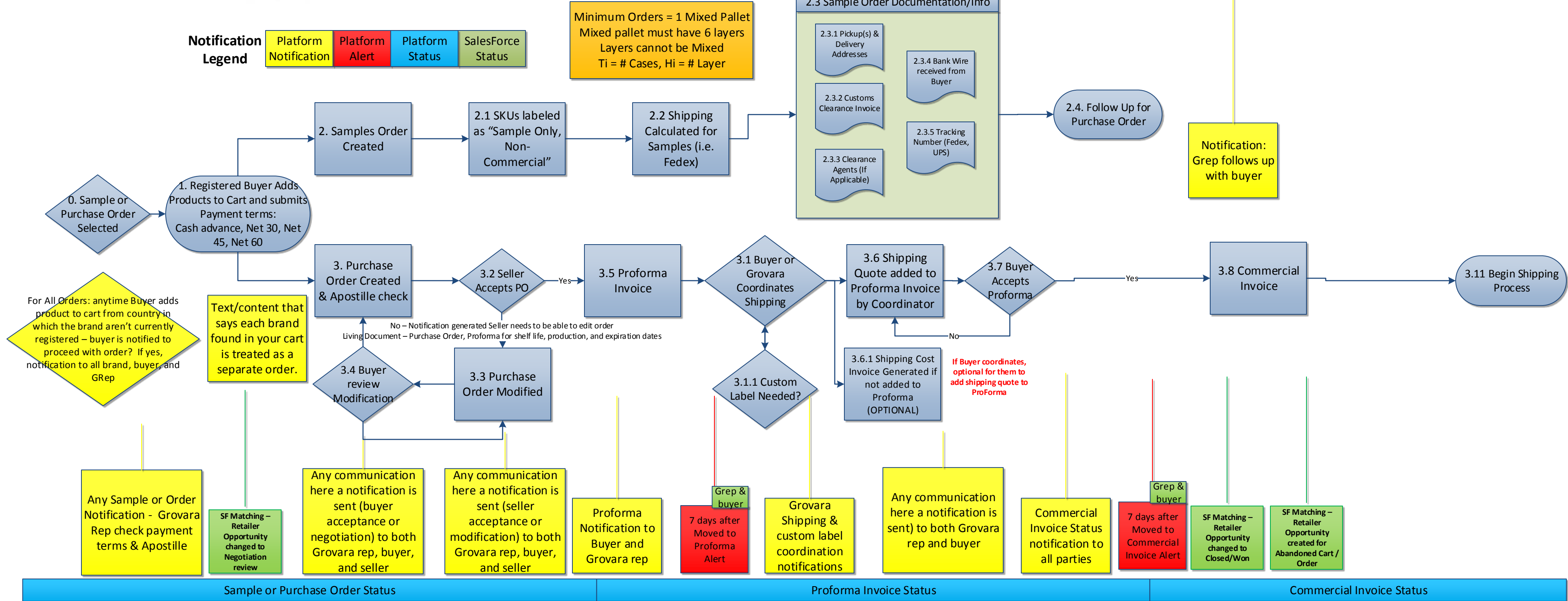
Notification Legend	Platform Notification	Platform Alert	Platform Status	SalesForce Status	Original Doc	Grovara Assistance	Fee / \$ Cost

"i.e. You've got 3 documents left to go global"

Questions:
1. What happens when new country is added in salesforce? I.e. New Brand opportunity created, or just leave at "Closed - won"



GROVARA Order Process



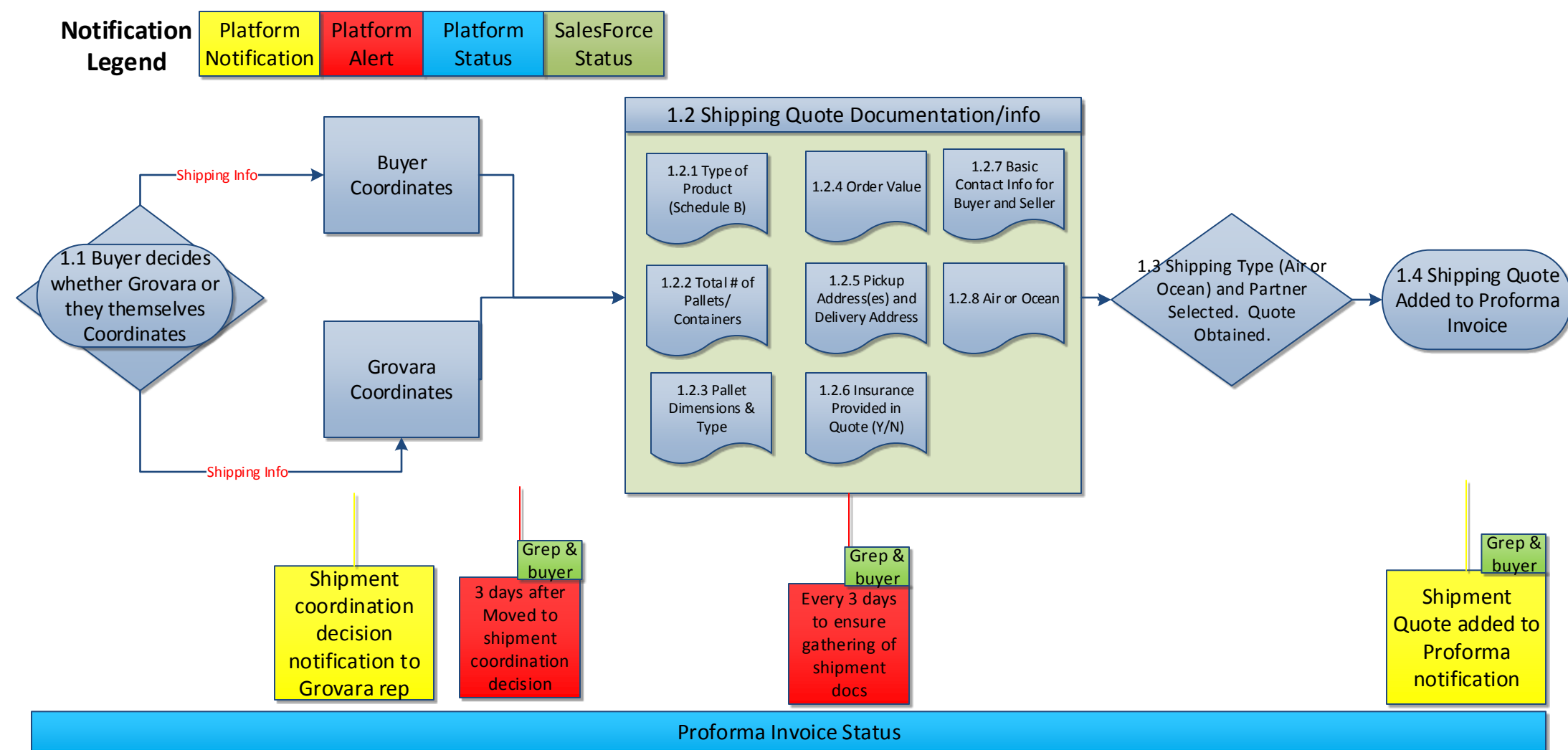
SAME B2B Order FLOW for both Samples and POs	
Note - *Must be registered as buyer	
Line Item / Order Type = Sample I.e. Add Sample to Cart	
We label the SKU - Sample Only, non-commercial SKUs	
Buyer selects "Sample Order" after selecting products	
1. Address, 2. documentation to clear customs (Fedex 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	
Agreement on who coordinates shipping	
2. Pro Forma Invoice - Seller accepted PO, Buyer has not accepted	
2a. Coordinator gets shipping quote	
2b. Grovara adds shipping quote to Proforma	
2c. Buyer accepts Proform - becomes Commercial Invoice	
3. Commercial Invoice- Buyer has accepted	
Pallet Shipping Calculation	
Ti = 17 cases HI = 6 layers	
Minimum ORDER = 1 mixed pallet	
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

Shipping Quote Process (For Proforma)



Shipping Quote Process

Note: Buyer pays for shipping

Option 1: Grovara coordinates shipping for seller - through logisitical partners (80%)

Option 2: Buyer coordinates shipping (20%)

- Type of Product - Schedule B #
- Total # of Pallets/Containers
- Pallet Dimensions
- Order Value
- Pickup Address(es) and Delivery Address
- Insurance provided in Quote Y/N
- Basic Contact Info (To and From)

We select shipping partners are cheapest price, fastest time, most reliable.

SeaCoast Logistics - MENA, Latin America, GEODIS - LATM, North American Logistics Services - US

Approval: Quote in Commercial Invoice - 95% acceptance rate today

