



B2B Directory and Marketplace For The High-
Quality Lighting Industry

The Retail Experience Is Changing

The rapid technological changes the traditional B2C industry is experiencing is spreading to the B2B retail environment forcing B2B retailers to cater to changing customer habits.



89%

B2B Researchers Use The Internet

89% of B2B researchers use the Internet during the B2B research process.



\$7.7 T

Global B2B E-Commerce Sales

B2B e-commerce global sales reached \$7.7 trillion in 2017. Thus, B2B e-commerce market is twice bigger than B2C, and it continues growing.



69%

69% of B2B Will Stop Catalogs

69% B2B entities say they expect to stop printing catalogs within five years.

The Lighting Industry Is:

Every lighting brand needs to start selling online to compete but needs a lot of resources and big investment to start doing so. This includes building a store and hiring people with related experiences in e-commerce.



Fragmented

The amount of lighting B2C/B2B e-commerce stores are growing everyday with an already large presence currently.



Price Hunted

Small lighting company buyers love to compare products as they try to get prices from more than one vendor at the same time.

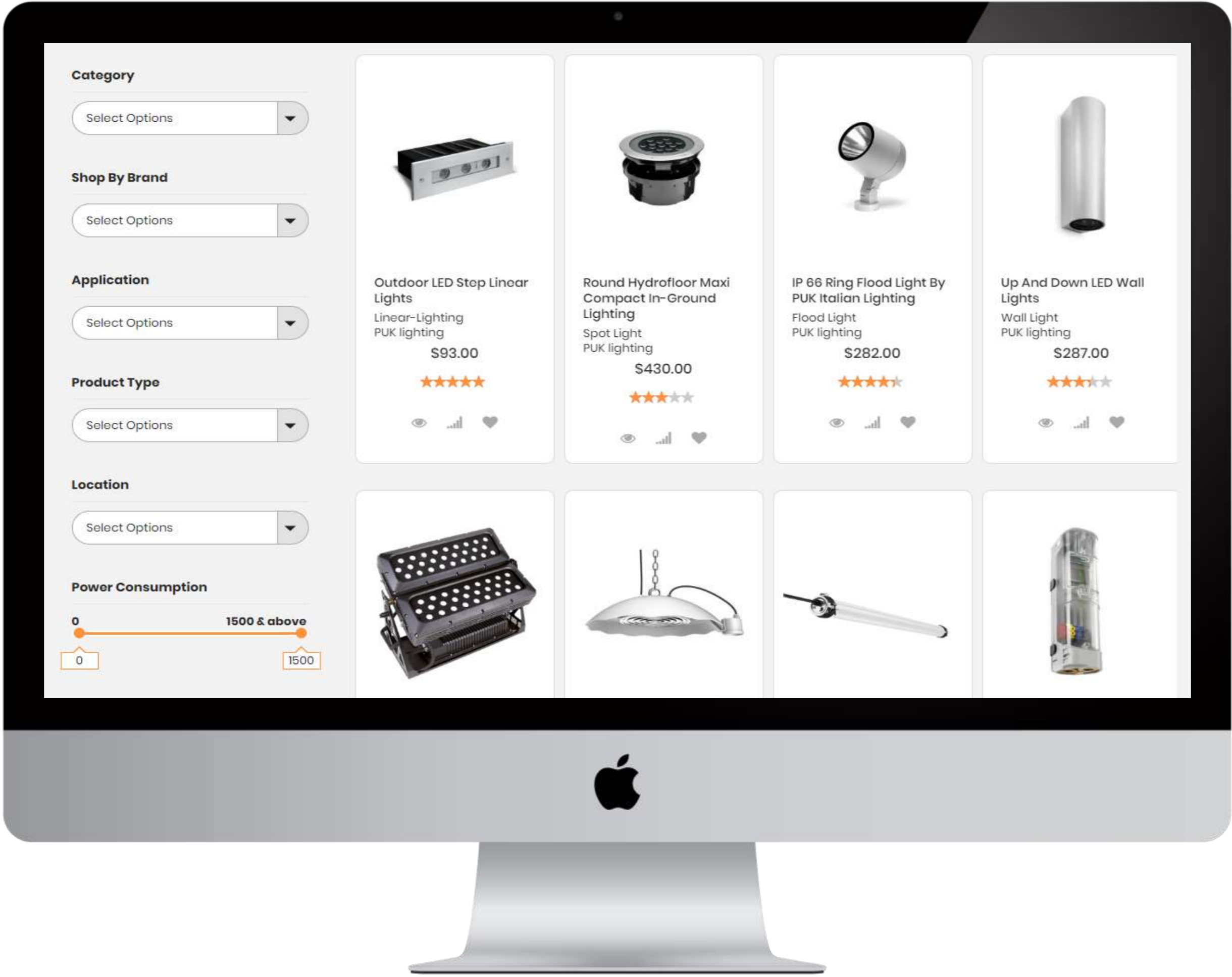


Inefficient




Consumers seek a one stop shop for all there lighting needs that brings convenience, simplicity and affordability within the click of a button.

Lighting Arena

The Lighting Arena is a one stop B2B marketplace built for the lighting industry. We integrate your brand and business into e-commerce, seamlessly, to enable customer optimization.



Comparison

	Handle Shipping	Global Vendors	Payment Flexibility	Trusted Products	Cash back rewards
	✗	✓	✗	✓	✗
	✗	✗	✓	✗	✗
	✓	✓	✓	✓	✓

Why Us

We are a B2B marketplace built for the lighting industry. We provide direct access to pre-vetted lighting manufacturers with intend to provide a central, easy to use database for the lighting industry.



One Stop Shop

One stop shop for lighting companies and dealers.



No Hassle Shipping

We handle shipping eliminating the hassle from buyer and seller.



Rewards Program

Reward system for buyers and cashback on every purchased product.



Support Team

We provide our own support team ready for 24/7 support.

Easy Process



How We Earn

Annual Fee



Annual Fee

We charge sellers annual fees to list their products as they will benefit from an online presence. Many buyers will still use us as a directory and then try to contact seller directly offline as well.

10% Commission



Commission

We charge sellers 10% on each sale (this will help cover: our commission, shipping cost, cashback for buyers, etc.)

Market Plan

Targeted Ads



We will dedicate monthly budgets for highly targeted ads to generate quality leads of business buyers searching for lighting online.

Online Traffic



We already have high quality traffic from lighting buyers @ 10000/month.

Sales Team



Our sales team will work directly with lighting dealers/companies in the region to secure order flow through the website.



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