

Dear user, we want to thank you for participating in the Alfa Test at B2B Discount platform.

In this test you will need to interact with our web platform, developed specifically for international traders: B2B Discount helps importers & exporters to avoid risks with their consignments and provides an opportunity to sell/buy unclaimed cargo. Our platform also offers other features, which will be useful for users.

\*Please, follow the further steps and then answer a few questions in our questionnaire regarding your experience of interacting with B2B Discount. For this task you need to use only a desktop computer or a laptop.

\*This won't take more than 10-15 minutes of your time. Thank you!

## Let's start!

Just imagine that you are an exporter/trader. You concluded a contract, prepared cargo and shipped it to your counterparty (buyer). But during the shipment or after arrival of your consignment at the POD your buyer (importer) faces issues with the cargo importation process due to some unpredictable things like: financial problems, import restrictions, legislative changes that prevent import etc. This is quite a common problem in the international trading field. But you know about such a platform as [b2b.discount](https://b2b.discount) where you can easily find a new importer/buyer for your cargo, because B2B Discount connects many buyers and sellers from around the world, interested in making a deal

### 1. Got to [b2b.discount](https://b2b.discount) to apply for registration.

The screenshot displays the B2B Discount website interface. At the top left is the logo 'B2B DISCOUNT'. Navigation links include 'How it works', 'Latest Offers', 'Trade Wiki', and 'Pricing'. On the right, there are 'Log In' and 'Sign Up' buttons. A central graphic illustrates a 'NEW BUYER' on a platform, connected to a 'B2B DISCOUNT' platform, with a 'DISCOUNT %' icon. Below this, a list of product offerings for 'Pineapples' is shown, each with a price of '\$4800/Tons' and a discount percentage (4.29% or -14.29%) compared to an old price of 5600/Tons. The 'Sign Up' button is highlighted with a red arrow.

## 2. After registration, go to '+Add offer'

The screenshot shows the B2B DISCOUNT website interface. At the top, there are navigation links: "How it works", "Latest Offers", "Trade Wiki", "Pricing", "admin", and a prominent "+ Add offer" button. Below the navigation is a large banner with the text "BUY & SELL B2B CARGO WITH DISCOUNT" and a sub-headline "We connect buyers and sellers directly." To the right of the banner is an illustration of a "NEW BUYER" standing on a platform, with a "DISCOUNT" coin and a "B2B DISCOUNT" box nearby. Below the banner, there is a list of offers for "Pineapples". Each offer card shows a discount percentage (e.g., -14.29%), the old price (\$5600/Tons), and the new price (\$4800/Tons). The offers are listed for a route from Romania to Bulgaria. A "Contact Us" button is visible on the right side of the offer list.

## 3. Submit your offer with filling in all the required information and details.

\*You may enter any random information: cargo details, name, pictures, price and other details might be fictional. The main thing is that your information should be structured.

The screenshot shows the "Add your lot" form. It is divided into three main sections:

- Seller details:** Includes fields for "Company name" (with a "Visible" toggle), "Contact person" (with a "Visible" toggle), "Phone number" (with a country code dropdown and "Visible" toggle), and "Email" (with a "Visible" toggle).
- Transportation and route details:** Includes a "Transport type" dropdown menu, a "Visible" toggle, and "Destination" dropdowns for "From" and "To". There is also a "Transit Available" checkbox.
- Cargo details:** Includes a "Lot name" field.

For transportation details, you can enter the following:

- **Transport type:** container vessel
- **Line:** Maersk(MAEU)
- **Container number:** MAEU12345
- **Destination:** from your country to any Country

Or if you have your own shipment details with container number – you may use it as well. B2B Discount provides a real time tracking system for your cargo.

**4. Finish your task with ‘Review and post’. You may also look through the website and check other details/pages.**

**5. Lastly, we kindly ask you to answer our questionnaire and tell us about your experience with the platform:**

<https://docs.google.com/forms/d/1H5KOUGmFVTz2RZwtuOnunVkM3evWi0PLSZ4CaUDfMH0/edit?usp=sharing>

**Your feedback is important for us and will help us to improve and evolve in the right direction! Thank you!**