

eMarket Services makes it easier for you to use  
electronic marketplaces for international business

## SIGNIFICANT E-MARKETPLACES

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## Report



## Abstract

Globally, the number of e-marketplaces for businesses is extensive. This makes it difficult to identify those e-markets that are most significant. Companies interested in international trade should be aware that e-marketplaces are potential sources of new customers, and access routes to global supply chains.

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eMarket Services has compiled a list of 52 significant e-marketplaces in 17 industries based on two main criteria; the e-markets are well known globally in their industries and they have significant global traffic. Other basic criteria for being rated as significant have been that the e-marketplaces should provide the following information:

- Complete contact information
- A statement of privacy
- Information on membership criteria and transaction statistics

eMarket Services has contacted significant e-markets that neglect to publish this information and requested for additional information. If updated information has been sent to us, the e-marketplaces have been rated as significant. We believe that suppliers would benefit from becoming familiar with these sites as well as any others they may identify as being useful. Small niche e-marketplaces and general opportunity sites also play an important role in helping companies enter markets and win business with new customers.

## Automotive

### SupplyOn ([www.supplyon.com](http://www.supplyon.com))

Launched in 2000 in Germany, SupplyOn is a worldwide operating provider of Internet services for the automotive industry. Founded by several of the largest globally operating automotive suppliers SupplyOn helps large companies in sourcing from suppliers. Their solutions also enable significant efficiency improvements in handling of transactions. The site is available in German and English.

### TruckScout24 ([www.truckscout24.com](http://www.truckscout24.com))

As one of the major e-markets in Germany, TruckScout24 has managed to attract more than 3,000 professional suppliers from over 100 countries worldwide. Founded in 2001 by AutoScout24, this e-market has a focus on used commercial and business utility vehicles. The site is available in Croatian, Czech, English, French, German, Hungarian, Polish, Russian and Spanish.

Among their users are vendors, manufacturers, leasing and transport companies, licensed dealers, as well as end users and professional buyers. Companies include: AGRO-RADGONA d.o.o, Auto Köhler Audi und VW Partner Betrieb, KAV Autoverhuur, MAN Veicoli Industriali S.p.A, LKW-Center-Linz, and Mercedes-Benz Niederlassung Nürnberg

## Aviation

### **Aerexchange ([www.aerexchange.com](http://www.aerexchange.com))**

Aerexchange was founded in October 2000 by several airline companies including Air Canada, Air New Zealand, Cathay Pacific, FedEx, KLM, Lufthansa, SAS and Singapore Airlines. Aerexchange's focus is on providing value to both buyers and sellers worldwide by increasing productivity along the complex aviation supply chain.

### **OneAero ([oneaero.com](http://oneaero.com))**

Launched in 2004, German based OneAero is the result of the combined efforts of Overhaul Search, b2b-aero, and ePark Labs. The e-market provides the leading airlines and aviation-repair-stations in Europe, USA and Asia with Aviation inventory, overhaul/repair and maintenance services. OneAero focuses on helping large companies in sourcing from suppliers and increase the level of efficiency in handling of transactions. Companies include: Alitalia, SAS, Finnair, Praxair, SR Technics, Lufthansa Technik, and Air Canada.

## Building & Construction

### **BravoBuild ([www.bravobuild.it](http://www.bravobuild.it))**

Italian e-market BravoBuild, founded in 2000, is one of three vertical e-markets owned by BravoSolution S.p.A. With a site available in English, French, German, Italian and Spanish, BravoBuild function as a platform for companies who wish to find new buyers and sellers. The e-market provides building and construction materials and services from companies worldwide to European buyers. Companies include: Trambus, Ciments Calcia, Colas Group, Pizzarotti Group, Essroc, SABA, Omnitel Vodafone Spa, and Cefla Group.

### **Edilportale ([www.edilportale.it](http://www.edilportale.it))**

Online from March 2001, Edilportale was founded by Italian private investors and venture capitalists. The e-market offers materials, equipment, operational goods and services related to the construction industry. The site also offers a good industry directory and it is rich in news, industry laws and events. With more than 70,000 registered members, Edilportale is a large platform for companies that wish to find new buyers and sellers on the Italian market.

### **Econstroi.com ([www.econstroi.com](http://www.econstroi.com))**

E-market founded in 2001 by some of the major players in the Portuguese building and construction sector, including PT Prime, Espírito Santo Tech Ventures, Somague Engenharia, Mota-Engil Engenharia, Soares da Costa, Amândio Carvalho S.A., CME, Rosas Constructores, Zagope, OPCA, Constructora do Tâmega, Jaime Ribeiro, Novopca, Monte & Monte, Adriano, Sopol, AM Mesquita, H.Hagen, Etermar, and Gabriel Couto.

More than 2,400 companies use the services provided by econstroi.com and the e-market achieved over €512 million in transactions in 2004. This makes it an important platform for companies who wish to find new buyers and sellers in the Portuguese market.

## Chemicals

### ChemConnect ([www.chemconnect.com](http://www.chemconnect.com))

Founded in 1995, ChemConnect is a global trading hub for chemical feedstock's, chemicals, plastics, and related products. With a global focus they help large companies to increase the level of efficiency in handling of transactions. Companies include: Epsilon Products Company, Metropolitan Eximchem Limited, Vanguard, Landmark Chemicals, The Lubrizol Corporation, etc. In 2004, ChemConnect recorded 9,000 members in 150 countries.

### Elemica ([www.elemica.com](http://www.elemica.com))

Founded in August 2000 by 22 of the worlds largest chemical companies including: BASF, Bayer, BP, Dow, DuPont, Mitsubishi Chemical Corporation, Mitsui Chemicals, Rhodia, Rohm and Haas, Shell Chemicals, Sumitomo Chemical, and Royal Vopak.

The network provided by Elemica helps companies optimize contract-based buying and selling. The e-marketplace has interconnectivity with other e-markets including Quadrem (mining), The RubberNetwork, and Omnexus (plastics). In March 2003 Elemica announced acquisition of Optimum Logistics Limited, the leading global marine logistics solution in the chemical industry.

## Electronics & Electrical products

### Bizipoint ([www.bizipoint.com](http://www.bizipoint.com))

Chinese e-market for the electronic and computer industry, endorsed by the China Electronic Chamber of Commerce. Established in Hong Kong in 2000, Bizipoint has a more than 21,000 registered users from 156 countries and works as a platform for companies looking for new buyers and sellers worldwide. Companies include: China IT Sources, Doorga Importers, Laijen Opto-electronics Technology Co., Ltd., and Niche Technologies Services.

### Converge ([www.converge.com](http://www.converge.com))

Converge provides semiconductors, electronic components, computer products and networking equipment. The e-market has a network of more than 6,500 trading partners with over 28,000 contacts in 139 countries. Since their establishment in 1980 in USA, Converge has become a large technology exchange platform for many important market players worldwide. Companies include: CTX, Cisco, Apple, Intel, NEC, Philips, Packard Bell, IBM, Acer Communications, Compaq, and Belkin.

### DRAMeXchange ([www.dramexchange.com](http://www.dramexchange.com))

Established in 2000 in Taiwan, DRAMeXchange offers DRAM (Dynamic Random Access Memory) and random access memory (RAM) for companies in memory chip production, memory module fabrication, systems integration and distribution. With a variety of services provided, DRAMeXchange assists large companies all over the world in sourcing from suppliers. They also help the companies in optimizing the level of efficiency in handling of transactions. Companies include Motorola, Alliance, Kingston Technology, Genesis, Sun, NEC, Intel, Samsung, Merrill Lynch, and Morgan Stanley.

## Excess Inventory & Barter

### DoveBid ([www.dovebid.com](http://www.dovebid.com))

DoveBid was launched in 1999 in Foster City, USA. The e-market is owned by several large companies including Softbank Capital Partners, Texas Pacific Group, Sun Microsystems, Inc., Mayfield Fund, Fremont Ventures, and GE Capital. DoveBid offers capital asset auction, valuation, redeployment, and management services to large corporations, government agencies and financial institutions. Companies include IBM, Motorola, General Electric, SIEMENS, Fifth Third Bank, Nightingale & Associates, Baxter Healthcare Corporation, Xerox Corporation.

DoveBid focus on helping large companies in sourcing from suppliers and increase the level of efficiency in handling of transactions. They have conducted over 5,000 industry specific auctions throughout the world selling over 10,000,000 individual lots.

### Acambiode ([www.acambiode.com](http://www.acambiode.com))

Spanish e-marketplace with more than 30, 000 registered members. Established in 2002 by Grupo Intercom, Acambiode offers products and services to companies of varied size within the excess inventory and barter sector. The e-market functions as a platform for companies looking for new buyers and sellers in Spain, Portugal and Latin America. Companies include: Carrefour, Viajes Ecuador, ZT Hotels, Nominalia, Radio Club 25, Lecturas, and Editorial Aurum.

## Energy & Fuels

### Eutilia ([www.eutilia.com](http://www.eutilia.com))

Eutilia is a pan-European e-market that helps companies to increase the level of efficiency in handling of transactions. Their industry focus is the utility sector, which includes the electricity, power, water, gas, telecom, and railway industry. The market was set up in March 2001 by 11 of Europe's leading utility companies including Electrabel, Electricité de France, Endesa, National Grid Company, RWE, Vattenfall and Nuon. In April 2003 Eutilia managed the largest e-tender ever with international industrial and services group SUEZ. Approximately 1000 buyers and 7000 suppliers have registered with Eutilia.

### IntercontinentalExchange, ICE ([www.theice.com](http://www.theice.com))

Based in Atlanta, Georgia, IntercontinentalExchange operates global marketplaces for the trading of energy commodity futures and OTC contracts. Founded in 2002 by major companies, such as: BP Amoco, Deutsche Bank AG, The Goldman Sachs Group, Inc., Morgan Stanley Dean Witter, Royal Dutch/Shell Group, SG Investment Banking, and the Totalfina Elf Group.

ICE assists large companies in sourcing from suppliers and their solutions increase the level of efficiency in handling of transactions. Companies include: Alcoa Power Generating Inc., AGP Trading, BNP Paribas, Bank of America, Chevron Texaco Global Trading, Exxon Mobil Sales, and Supply Corporation.

## Perfect Commerce ([www.perfect.com](http://www.perfect.com))

Perfect Commerce delivers On-Demand Supplier Relationship Management helping large companies in sourcing from suppliers and to increase the level of efficiency in handling of transactions. Founded in 2001, in Texas, USA by 21 Utility companies including American Electric Power, Carolina Power & Light, Dominion Resources, Duke Energy, Exelon, PG & E and Reliant Energy. The e-market has 190 Fortune 1000 Clients, 11,000 Suppliers, and 165,000 Users. Customers include Xerox, Starwood, Eastman, Polaroid, Unisys, Access Graphics, Bell Industries, Exostar, Honeywell, Guess, and many more.

## Food & Beverage

### Transora ([www.transora.com](http://www.transora.com))

More than 50 large multinational companies are owners and users of Transora, including Unilever, Kraft, Pepsi, Coca-Cola, Mars, Kellogg's, Danone, Procter & Gamble, and Bush Brothers. Operating in 7 languages, Transora has interoperability projects underway with CPGmarket and GlobalNetXchange (GNX). Transora customers include GS1 Member Organizations, Manufacturers, and Retailers of all sizes.

The e-market was launched in 2000 in Chicago and has offices in Brazil, Mexico, France, and the United Kingdom. On May 13<sup>th</sup> 2005, Transora and UCCnet agreed to form a single organization that can more effectively serve companies seeking to realize the value of data synchronization.

## Forestry & Wood

### FORDAQ ([www.fordaq.com](http://www.fordaq.com))

Launched in Belgium in 2000, FORDAQ provides timber products to wood professionals such as log producers, sawmills, veneer mills, panel producers, importers and large industrial users.

With a site available in 8 languages and offices in 10 countries, the e-market works as a platform for companies looking for new buyers and sellers all over the world. FORDAQ has more than 5000 members and over 90,000 visitors every month. The e-market is being owned by Mitiska Net Fund Europe and private investors.

## Healthcare & Pharmaceutical

### Global Healthcare Exchange ([www.ghx.com](http://www.ghx.com))

GHX was founded in March 2000 by important players on the market, including Johnson & Johnson, GE Medical Systems, Baxter International Inc., Abbott Laboratories, Medtronic, Inc., Siemens Medical Solutions and Tyco International, Ltd. Products traded include medical equipment and devices, and healthcare products & services. The e-market has more than 2,200 hospitals and 140 suppliers among their members, including 3M Medical, Arrow International, Bayer Diagnostics, and Boston Scientific Corp. In January 2004, GHX and PLC merged in to create Europe's largest electronic trading exchange for healthcare.

## Industrial Machinery & Equipment

### MfgQuote ([www.mfgquote.com](http://www.mfgquote.com))

MfgQuote, launched in 2000 in Atlanta, USA, offers an e-business network for the manufacturing industry. A wide variety of products are available through the network including; bearing, coating, packaging, dye making, metal spinning and stamping. Companies include: GTI Machining, MauiMount and Machine, BRP US Inc., Weschler Instruments, KPC-Masters Craft, Atx-keeper.

MfgQuote has a large number of users; 34,000 buyers and 1,200 suppliers supporting over 200 manufacturing processes. They focus on increasing the level of efficiency in the sourcing process for original equipment manufacturers (OEM), contract manufacturers and job shops worldwide.

### SourcingParts ([www.sourcingparts.com](http://www.sourcingparts.com))

SourcingParts works as a platform for European companies looking for new buyers and sellers within the industrial machinery and equipment sector. The e-market also assists companies in sourcing from suppliers and in increasing the level of efficiency in handling of transactions. Approximately 42,000 suppliers have registered with the e-market since the launch in 2000 in Switzerland. Site is available in several languages such as Czech, English, French, Hungarian, and Portuguese to name a few. SourcingParts is being owned by Galileo Partners and COM Ventures Telecom Partners 1 L.P.

## Metal & Mining

### Endorsia ([www.endorsia.com](http://www.endorsia.com))

Endorsia delivers support and services to enhance more cost efficient business processes within the industrial supply chain industry. Established in Sweden in 1999, Endorsia is equally owned by SKF, Timken, INA, Sandvik and Rockwell Automation. The company has global coverage with applications translated into 17 languages.

Customers consist of manufacturers, distributors, OEM-customers, and end-users from around the world. Companies include: SKF, Timken, Tyrolit, FAG, Bahco, ESAB, Rockwell Automation, INA, Sandvik, Goodyear, Renold, BSL, Carl Werthenbach, Dexis, Momentum, Sverull, Leitner, and Fimatec.

### MundoAcero ([www.mundoacero.com](http://www.mundoacero.com))

Launched in 2002, in Barcelona, Spain, MundoAcero is used by buyers and suppliers in the retail steel market in Europe, Latin America and Asia. A wide range of steel products are available, including: carbon and stainless, flat and long, tubes, structural, coated and uncoated steel products. Site is available in English and Spanish. Mundo Acero has approximately 1000 registered users, from 58 countries. Companies include Aceralia, Capresa, IMS, Casares, Losal, GSB, MMK, Sidenor, AG Ferromallas, and Kocaer Rolling Mill.

## **Quadrem ([www.quadrem.com](http://www.quadrem.com))**

Established in 2000 by 14 of the world's largest mining, minerals and metals companies. With 19 shareholders, of whom several are listed in the Global Fortune 500, more than 14,000 suppliers, and over 400 buying locations, Quadrem is the world's biggest e-market for the Mining, Metals and Minerals industries. Members include: Shell, Michelin, A & M Com E Ind Ltda, 3M, A-S Chile Energy Groups, Air Control, Inc, Nestlé Brasil Ltda, Schlumberger Oilfield Services Ltd., and Tarong Coal. Major buyers have committed to a trading volume for more than USD\$4 billion in 2004.

Quadrem has partnered with some of the leading companies in the e-business industry including Accenture, Compaq, Lante Corporation, PT Mincom Indoservices, Requisite Technologies, SAP, and webMethods.

## **Multiple Industry E-marketplaces**

### **Alibaba.com ([www.alibaba.com](http://www.alibaba.com))**

Based in Hong Kong since 1999, Alibaba is a very high volume trade lead site for goods and services in 27 different industry categories ranging from textiles to electronics. The site is available in English, Japanese and Chinese and has offices in China, UK, USA, and Korea. Alibaba.com has over 1 million registered members from over 220 countries and territories. The e-market has been awarded "Best of the Web: B2B" by Forbes magazine for the past 5 years.

### **Ariba Inc ([www.ariba.com](http://www.ariba.com))**

Founded in 1996 as a provider of Spend Management solutions to help large companies in sourcing from suppliers and increase the level of efficiency in handling of transactions. In 2004 Ariba merged with FreeMarkets, Inc. and today 40 of the Fortune 100 use Ariba technology, including ABN AMRO, BMW, Chevron, Cisco Systems, Hewlett-Packard, and Unilever.

Ariba also provides access to an open business transaction network, The Ariba Supplier Network. It includes 120,000 e-enabled suppliers from 115 countries engaging in transactions with some of the world's largest buying organizations. Membership is available by invitation.

### **BravoIndustry ([www.bravoindustry.it](http://www.bravoindustry.it))**

Italian multiple industry e-market launched in 2001. Managed by Bravo Solution S.p.A. who also hosts three other vertical e-markets: BravoFood, BravoGov and BravoBuild. BravoIndustry focuses on European companies and their website is available in several languages. Buyers and sellers include: The UK Government, Alitalia, Ideal Standard, Burgo, Banco Popolare di Novara e Verona, Merloni, Edf Gdf Services, Abb T&D

### **cc-hubwoo ([www.cc-hubwoo.com](http://www.cc-hubwoo.com))**

cc-hubwoo is a European integration hub for non-production procurement activities for large companies. Formerly known as cc-chemplorer, it was formed in July 2001 by the merger of the two leading e-marketplaces chemplorer and cc-markets. On June 29th of 2004, cc-chemplorer merged with Hubwoo-Avisium and became cc-hubwoo. They cater to more than 40 of the largest European groups (Total, BASF, Michelin, Thomson, Volkswagen, Alcatel,

Crédit Agricole, Danone, etc.) and boast a network of more than 9,000 suppliers connected in 44 countries. With 2004 pro-forma sales of over €22 million, cc-hubwoo is one of the major players on a global level.

On May 17, 2005, cc-hubwoo announced the completion of the acquisition of the e-market Trade Ranger. With customers among the top-ranked companies in the world and a network of 2,000 connected suppliers, Trade-Ranger will provide to cc-hubwoo major references in the Oil, Gas and Chemicals industries, an increased geographic coverage in North America, Asia and Europe, and an extended solutions set including solutions in the areas of e-sourcing and e-invoicing.

### **Cyberlynx ([www.cyberlynx.com.au](http://www.cyberlynx.com.au))**

Founded in 2000 in Australia. The Cyberlynx Buyer network was created by the Commonwealth Bank Group, Woolworths, EDS, Telecom New Zealand, Woolworths, Lion Nathan, Carter Holt Harvey, Royal & SunAlliance, Nestlé Australia and Unilever. As a platform for procurement solutions, the main goal is to assist companies in Australia and New Zealand in sourcing from suppliers. Companies that use Cyberlynx include: Woolworths, Telecom, Woolworths, Lion Nathan, Carter Holt Harvey, Nestle, Marriott, Radisson, Qantas, Compaq, IBM, Ernst & Young, Samsung, and Lexmark.

### **GlobalSources ([www.globalsources.com](http://www.globalsources.com))**

Established in 2000 in Singapore, Global Sources facilitates global trade, with a particular focus on the China market. With over 423,000 active members this e-marketplace works as a platform for companies who wish to find new buyers and sellers. Global Sources has formed a strategic alliance with Worldwide Retail Exchange. The company has been named by Forbes Global as one of 200 Best Small Companies in the World; it has won Darwin magazine's Fittest 50 Award and the Best B2B Internet Site at Internet World Asia Industry Awards.

### **GoIndustry ([www.goindustry.com](http://www.goindustry.com))**

Founded in 1999 in Antwerp, Belgium, GoIndustry focuses on enterprise asset management solutions for used and under-utilized capital assets. Among the products and services traded are surplus assets like office equipment, machinery or entire production lines of a range of industries. The site is available in Chinese, Dutch, English, French, German, Italian, Japanese, Korean, and Turkish. Customers of GoIndustry consist of major market players worldwide. Companies include: Unilever, Bosch, Corning, Continental, Visteon, GlaxoSmithKline, General Motors, DuPont, Exxon Mobile, AT & T.

### **IBX ([www.ibx.se](http://www.ibx.se))**

Launched in 2000 in Sweden, IBX has become a leading provider of services and solutions for efficient purchasing in Europe. The company is owned by large market players including Ericsson, Deutsche Post World Net, Lufthansa, SEB, and Novo Nordisk. IBX is the Nordic hub in the Global Trading Web (GTW), the world's largest business-to-business trading community. IBX is also a member of the Global Trading Web Association, which governs the GTW.

Customers include: Ericsson, Volvo Group, Skanska, Novo Nordisk, SEB, Bang & Olufsen, ABB Motors, Canon, Holmens, Manpower, Sandvik, Toshiba Tec and many more. In March 2005, IBX acquired German eProcurement leader trimondo.

## **Mercado Eletrônico ([www.me.com.br](http://www.me.com.br))**

Brazilian e-market with more than 180,000 registered members, established in 1994 in São Paulo. Mercado Eletrônico is partly owned by Citibank, GP Investimento, Opportunity, and Redan. The e-market functions as a platform for companies that wish to find new buyers and sellers as well as increase the level of efficiency in handling of transactions. Mercado Eletrônico has a geographical focus on medium and large enterprises in Latin America. Companies include: Alcan, Orbital, Elemetal, Telemar, Rasec Madeiras, Philips, VR, Caraíba Metais, Brasil Telecom, Cragill, Direct TV, Kodak, Thyssen Krupp.

## **Mercateo ([mercateo.com](http://mercateo.com))**

Mercateo was launched in 1999 as a subsidiary of the EON group in Germany. The e-marketplace works as a platform for distributors, wholesalers and small & medium sized enterprises to find new buyers and sellers from Austria, Germany, and Switzerland. A wide range of products and services are available such as software, office supplies, computer accessories, office furniture, gifts, packaging and cleaning equipment. Mercateo has more than 120,000 registered members and 50,000 visits each day.

## **Perfect Commerce ([www.perfect.com](http://www.perfect.com))**

Established in 1999 in USA, Perfect Commerce offers On-Demand Supplier Relationship Management (SRM) solutions enabling companies to reduce the cost and complexity of their purchasing process. Their services are being used by 190 Fortune 1000 Clients and 11,000 Suppliers. Companies include: Honeywell, Xerox, Starwood, Eastman, Polaroid, Unisys, Access Graphics, Bell Industries, Sandvik Coromant, Veritas Software Corporation and many more. The company is backed by large venture capital markets as well as 19 large utility companies in North America.

## **pmelink.pt ([www.pmelink.pt](http://www.pmelink.pt))**

Portuguese e-market launched in 2001 by Banco Espírito Santo, Caixa Geral de Depósitos, and Portugal Telecom. With more than 45,000 registered users, the e-marketplace works as a platform for companies of different sizes, looking for new buyers and sellers in Portugal and Brazil. Companies include: Comercialcer, Lda., Passos de Sousa, Ida., Albano N. Alves, Altamira, Compaq, Epson, HP, Microsoft, Philips, Samsung, Sony, Symantec, Toshiba, Travelstore, etc.

## **Rusbiz.com ([www.rusbiz.com](http://www.rusbiz.com))**

Rusbiz.com, a division of ZAO Sozvezdie Nakosy, is a Russian Business-to-Business (B2B) market with global focus. The e-market offers a variety of products including: Bio chemicals, components, fuel additives, lubricants, clothes, food, etc. Rusbiz.com also provides other services such as an E-catalogue and an Internal Messaging System. Site is available in English and Russian. Since their launch in 2002, more than 20,000 small and mid size companies have registered as members at Rusbiz.com.

## **Tejari ([www.tejari.com](http://www.tejari.com))**

Launched in Dubai, United Arab Emirates (UAE) in 2000. The e-market offers a variety of trading functions and related services to their approximately 2000 registered users. With subsidiary e-markets in Jordan and Kuwait their geographical focus is primarily on countries

in the Middle East and on India. Customers include private companies and Government organisations such as The National Bank of Dubai, Government of Dubai - Land Department, Arabian Ethicals Co., Bilal International Company, and Desert TurfCare L.L.C.

### **Tenderlink.com ([www.tenderlink.com](http://www.tenderlink.com))**

Tenderlink.com was established in 1994 and operates in New Zealand and Australia. Tenderlink.com advertises tenders from all levels of government, and the private and public sector. The e-market had approximately 5,000 registered suppliers and 140,000 closed tenders in December 2004. Buyers and sellers include: 3M Australia, ANZ Banking Group Ltd, NEC Australia Pty Ltd, Baycorp Advantage Ltd, Siemens Building Technology Ltd, Sony New Zealand Ltd, Telecom New Zealand Ltd, Vodafone NZ and several others.

### **Trade-India.com ([www.tradeindia.com](http://www.tradeindia.com))**

Launched in New Delhi in 1996, Trade-India.com helps to bridge the gap between foreign importers and Indian exporters. A variety of goods and services are available; Agricultural Products, Textiles, Consumer Electronics, Sports & Entertainment, Industrial Supplies, Business Service, etc. Trade-India.com has more than 4 million registered users and the company is maintained and promoted by Infocom Network Ltd.

### **Tradeboss.com ([www.tradeboss.com](http://www.tradeboss.com))**

Tradeboss.com, formerly known as b2b.asialinks.com, is a part of a B2B Network hosted by Tradeholding.com. Several different categories of goods and services are available on the e-market including animal products, electronics, chemicals, textiles, transportation, and wood. Tradeboss.com has been active since 1999 and has a geographical focus on global companies looking for trading opportunities with small and mid size companies in Asia. With more than 80,000 registered members, they provide a platform for companies who wish to find new buyers and sellers.

## **Pre-owned / Second-hand Goods**

### **Supralift ([www.supralift.com](http://www.supralift.com))**

German e-marketplace Supralift was established in 2001 and is open to companies worldwide. The site is available in more than 20 languages including Danish, Dutch, English, German, Polish, Russian and Turkish, just to name a few. Supralift provides a variety of products and services, such as used forklift trucks and warehouse equipment. Companies include: Amvar Limited, Asercom, SMV, Joe Heyworth Forklift Trucks, Linde Jewsbury's Ltd, STILL, Pirtek and many more. The e-market has more than 3000 registered end-users, dealers, and manufacturers.

## **Retail & Consumer Goods**

### **CPGmarket.com ([www.cpgmarket.com](http://www.cpgmarket.com))**

Founded in 2000 by Danone, Henkel, Nestlé and SAP, CPGmarket is a provider of collaborative supply chain solutions open to manufacturers of consumer packaged goods

interested in efficient transactions with suppliers. Companies include: Barilla, Fromageries Bel, Coca-Cola, Danisco, Danone, Delta Dairies, Ferrero, Henkel, Nestlé, and L'Oreal.

In January 2005 CPGmarket.com was acquired by Accenture, a global management consulting, technology services and outsourcing company.

### **GlobalNetXchange, GNX ([www.gnx.com](http://www.gnx.com))**

Headquartered in San Francisco, USA, GNX is an e-business solution and service within the global retail industry. The e-market is owned by Sears, Carrefour, Oracle, Coles Myer Ltd., KarstadtQuelle AG, The Kroger Co., METRO AG, Pinault-Printemps-Redoute, J Sainsbury plc and Federated Department Stores. GNX solutions connect retailers, manufacturers and their trading partners to reduce costs and improve efficiency by streamlining and automating critical sourcing and supply chain processes.

Since the launch in 2000 several major companies have registered with GNX including Colgate Palmolive, Goodyear, Johnson & Johnson, Lever Fabergé, Marks & Spencer, Michelin, Philips, Procter & Gamble, Sears, and Unilever. The site is available in Chinese, German, English, Italian, Japanese, Portuguese, French and Spanish. In 2004, GNX ProductVine won the award for "Best Demonstration of Scalability" in Microsoft's Retail Application Developer (RAD) Award competition.

### **Tradeplace ([www.tradeplace.com](http://www.tradeplace.com))**

Established in 2001 in Amsterdam, The Netherlands, Tradeplace was founded as a joint customer service by BSH Bosch und Siemens Hausgeräte GmbH, Electrolux Home Products, Whirlpool Europe, Indesit Company and Royal Philips Electronics of the Netherlands. Tradeplace provides a trading service to European retailers of household appliances and consumer electronics. The e-market aims to eliminate inefficiencies in the supply chain whilst improving e-enabled communications between manufacturers and distributors.

Registered companies include: BSH Bosch and Siemens Hausgeräte GmbH, Electrolux Home Products, Whirlpool Europe, Merloni Elettrodomestic, AEG, Philips Consumer Electronics Europe, and Siemens. The site is available in several different languages such as Dutch, English, Finnish, French and Italian.

### **WorldWideRetailExchange, WWRE ([www.wwre.com](http://www.wwre.com))**

WWRE was founded in March 2000 for retailers and suppliers in the food, general merchandise, textile/home, and drugstore sectors. WWRE assist large companies in sourcing from suppliers and to increase the level of efficiency in handling of transactions. The e-market has global coverage and their site is available in English, French, German and Spanish. Members include leading retail industry players including Campbell Soup Company, Boots UK, Tesco, Coop Italia, John Lewis, Marks & Spencer, Safeway, Woolworths, Sony (Italia), and Universal.

On April 26, 2005, WWRE and GNX announced that the companies have entered into an agreement to merge. The two companies will combine their technology solutions into a single platform that connects retailers, manufacturers, and their business trading partners to more efficiently share information and manage work processes.

## Services

### Smarterwork ([www.smarterwork.com](http://www.smarterwork.com))

Headquartered in the UK, Smarterwork offers services in 11 business categories covering a wide range of services: Marketing & Creative, Research Services, Web Design Service, Business Consulting Services, Legal Services, and much more. Smarterwork was founded in 2000 by Net-Partners, Index Ventures and Wellington Partners. The services provided are being used by over 70,000 clients from 170 countries. Companies include Hugin, Dr NewMedia Ltd, Six Degrees Recruiting Inc., Rubicon International Services Ltd., MyAddress.co.uk, Higher Living, and Newsweek Japan Magazine.

## Transportation & Logistics

### Cargo Portal Services, CPS ([www.cargoportalservices.com](http://www.cargoportalservices.com))

Based in Blue Bell, USA since 2003, Cargo Portal Services works as a full service portal for the global air cargo industry. Companies include: Air Canada Cargo, Austrian Cargo, KLM Cargo, United Airlines Cargo and NWA Cargo. Although owned by Unisys, the services provided by CPS are open to all carriers and forwarders on a neutral basis. CPS carriers serve 430 cities in 117 countries. In order to use the services provided by Cargo Portal Services companies need an account with one of the CPS participating carriers.

### Global Freight Exchange, GF-X ([www.gf-x.com](http://www.gf-x.com))

Launched in 2000 in London, UK, GF-X provides cargo capacity to carriers and forwarders in the air cargo industry. The e-market assists large companies to increase the level of efficiency in handling of transactions. With a global focus they have attracted several major companies including Air France Cargo, British Airways World Cargo, Lufthansa Cargo, Emirates Sky Cargo, DHL, Middle East Airlines, TAP Cargo and AACargo.

### Teleroute ([www.teleroute.com](http://www.teleroute.com))

Teleroute provides unused truck capacity and cargo, freight and vehicle exchange to Transporters, haulage contractors and freight forwarders from all European countries. The website is available in several different languages ranging from Arabic, Bulgarian and Polish to English and Swedish. Since the establishment in 1985 in France, Teleroute has become a subsidiary of the Dutch group WoltersKluwer. With sales offices in several European countries and 45,000 registered users, Teleroute works as a platform for companies looking for new buyers and sellers within Europe.