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THE WORLD'S PREMIER WEBSITE  
IN MOBILE PHONE TRADING



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BULKGSM.COM THE INTERNET'S PREMIER, LIVE, 'ONLINE SALES TRADING PLATFORM FOR THE MOBILE TELECOMMUNICATIONS INDUSTRY.

**OVERVIEW** In the world of telecommunications the mobile sector continues to grow at an unparalleled rate. One of the fastest growing areas within this sector is the boom in sales of offline handsets. As the market has grown, competition has increased, spawning a number of new obstacles for both buyers and suppliers. These obstacles have been caused in part by the rapid growth in this sector and in part by inefficiencies that exists within the market today. Having identified a number of the key problems, BulkGSM created a unique trading platform that empowers buyers and suppliers enabling us to work together in a more productive and less fragmented environment.

**PROBLEMS  
FACING INDUSTRY  
PLAYERS**

**WHICH TYPE OF HANDSET ?**  
Currently, there are several different network systems and numerous types of handsets in use across the globe. These include GSM, PCN, Analogue, CDMA & PCS and this list is set to grow with the arrival of the highly anticipated GPRS Networks.

**WHO ARE THE BUYERS/SUPPLIERS ?**  
There are several types of buyers and suppliers that can be readily identified. They include: Manufacturers, Network Operators, Agents, Distributors, Wholesalers, Brokers and Retailers. Each one has unique purchasing and sales strategies. At Bulk GSM we have different departments dedicated to tailoring for these differing requirements.

**WHAT TYPE OF STOCK?**  
Stock can be offered in various forms and can be broadly classed into 2 main categories. The first refers to its status (i.e. sim free, locked or unlocked) and the second to the phones condition (new, refurbished, or second hand). In addition, the sale of stock may have conditions attached. For example the stock may need to be exported outside of various trading regions or even disposed of.

**HOW CAN PAYMENT BE MADE ?**  
Payment terms possibly pose the biggest barrier to entry into the market today. Upon submission of an Irrevocable Confirmed Purchase Order (ICPO), the larger suppliers may require a Bank Comfort Letter (BCL) and demand payment by Letter of Credit (L/C) from a well recognized American or European Bank. Others may require a deposit to secure stock. Although this protects the suppliers from time wasters it is time consuming for all parties involved and can have serious repercussions on the buyer's cash flow.

**WHAT ABOUT THE LOGISTICS ?**  
Depending on the terms and conditions imposed at the point of sale, the current location of the stock and the shipping location of the customer, delivery can be immediate or take up to two weeks. The longer it takes to delivery, the greater the risk exposure to the customer of an unfavorable movement in price or exchange rates.

**PRICE**  
There are several factors that affect price, but the general trend is for prices to fall over time as new handsets replace the prevailing models. However due to the imperfect nature of this market, prices vary almost on a daily basis.

THE  
**BULKGSM**  
SOLUTION

Bulk GSM's established trade relationships, together with its strategic partners and extensive database of suppliers have enabled us to provide solutions for the difficulties that exist in today market. Using the Bulk GSM sales trading platform we are able to offer our members a simple, fast yet secure environment in which to conduct the business.

Suppliers look for creditability and security in a customer, whilst buyers need reliable suppliers to build relationships with. BulkGSM guarantees ownership and control of all stock offered. In addition, we only purchase our stock from vetted and established suppliers, thereby minimizing any risk to our members.

Furthermore we guarantee that stock will be made available for inspection in one of our approved warehousing facilities, within 24 hours upon receipt of a signed purchase order.

The transaction process, as with everything else about the site, is simple. The buyer can inspect the stock and pay by Telegraphic Transfer (T.T.). As soon as the funds are cleared we will release the stock to their title and have it shipped or delivered as per the customers requirements.

**FOR TRADERS & DISTRIBUTORS**

The problem facing most wholesalers when ordering direct from manufacturers is the time lag created between placing an order and receiving the product, which results in anomalies between what was ordered and what is needed. Through the use of our web-based sales trading platform, we offer a unique solution to efficiently meet their ever-changing demands and those of their customers.

**FOR NETWORKS & MANUFACTURERS**

Manufacturers and Networks constantly face problems with surplus stocks and excess inventory, which takes up valuable space and can sometimes rapidly devalue over a short space of time. Bulk GSM's G.A.R.I. (Global Asset Realization Initiative) is a new program where we offer both networks and manufacturers a host of innovative methods to liquidate redundant stocks. This allows them to use valuable storage space in their warehouses in a more cost effective manner for the constant movement of new and up to date inventory. If you have large quantities of surplus inventory and would like to know more about GARI, please contact us directly or send an email to [gari@bulkgs.com](mailto:gari@bulkgs.com)

BulkGSM is the world's first LIVE web-based, Business to Business, trading platform for today's serious mobile phone traders. This innovative vehicle has created a unique market place for the mobile phone industry to trade online. Irrespective of whether you are a buyer or a seller, tendering for a contract, acting as an agent or brokering, BulkGSM has the ability to locate and penetrate your target customer base.

