



***SAGOT KO, PADALA MO!***



***Integrated Business Solutions for SMEs***

*Jeff Francisco*

*Business Development Manager*





Lina Group of Companies



UFL





- **100% Filipino** owned company.
- Over **36 years** of experience in the logistics industry
- Employing over **2100 employees** nationwide



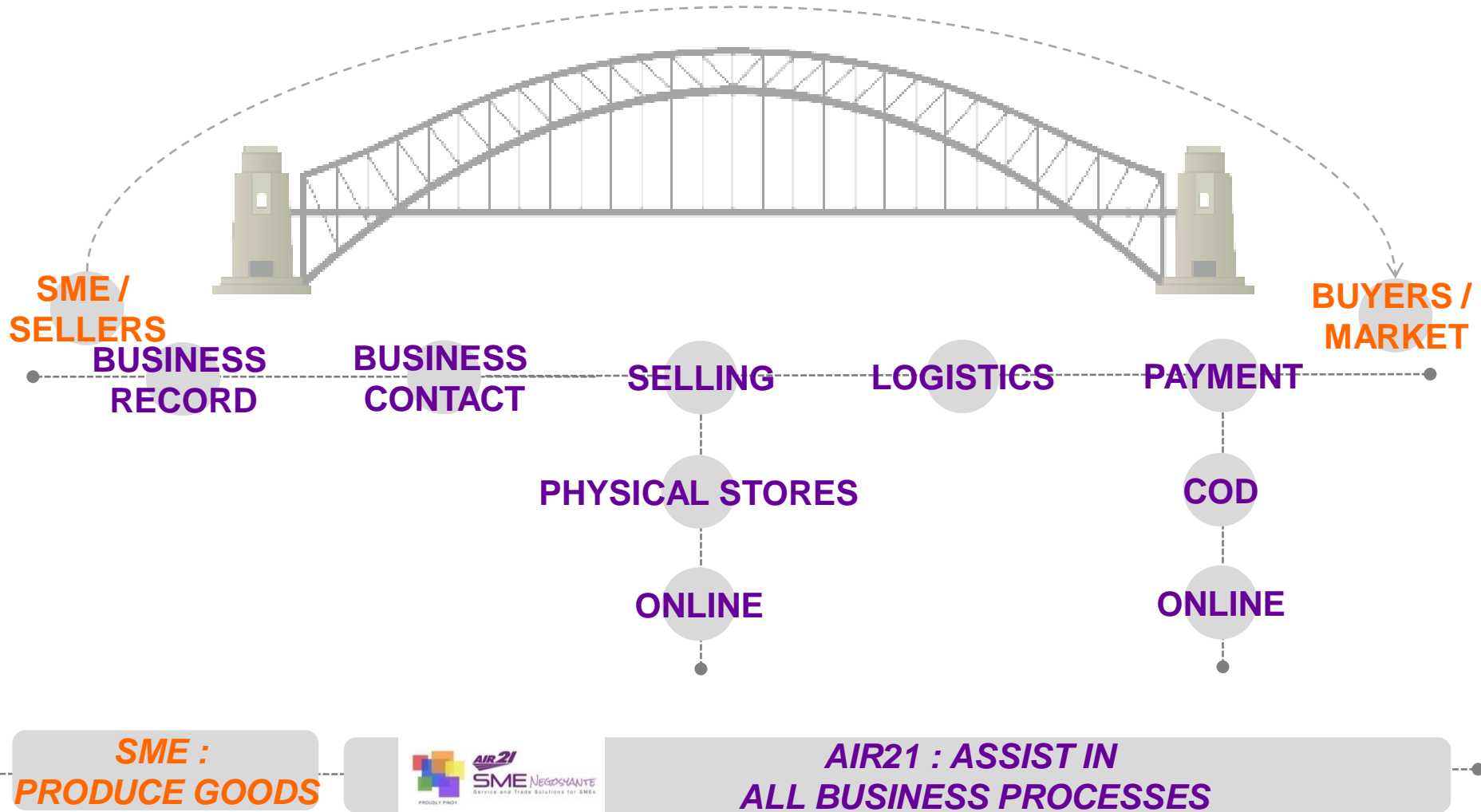
**Head Office: Cargohaus Bldg.  
NAIA Complex, Brgy. Vitalez  
Parañaque City, Metro Manila  
Philippines 1704**

# AIR21 MSME NEGOSYANTE PROGRAM OBJECTIVES

- Support SME trade through a **service solutions program**
- **Link market places** nationwide.
- Open **business opportunities** for MSMEs.
- Strengthen **growth of regional economies**



# AIR21 NEGOSYANTE : BRIDGING MSMEs TO BUYERS



# STREAMLINING : BUSINESS & TRADE MADE EASY

## BENEFITS TO MSMEs

- SME is guided on **business set up**
- SME is focused on **producing and manufacturing**
- SME is **linked to buyers**
- SME access to **multiple selling channels**
- SME products **efficiently delivered** to Buyers nationwide
- SME Buyers get access to **multiple payment channels**





## ***SERVICES IN NEGOSYANTE PROGRAM – ONE STOP SHOP***

# MSME HELPDESK



## What it is

- Business set-up helpdesk
- Orient callers on standard Government requirements & processes

## Benefits to MSME

- SMEs are guided on how to put up and professionalize your business

## What MSME needs to do

- Call Air21 Negosyante Hotline : 854-2100
- Free of charge



# BUSINESS RECORD



dun & bradstreet  
GROWING RELATIONSHIPS THROUGH DATA

## What it is

- Issuance of Business Scope Report.

## Benefits to SME

- SME gets a report reflecting their business status
- SME's integrity is supported and increases chances of being considered by large scale buyers

## What SME needs to do

- Complete all documentary requirements upon Negosyante Membership

# CREDIBILITY & PROFESSIONALIZE YOUR BUSINESS



# BUSINESS MATCHING



## What it is

- SME is provided a list of buyers they can supply to.

## Benefits to SME

- SME's business network expands

## What SME needs to do

- Call Air21 Negosyante Hotline : 854-2100
- Email Air21 Negosyante Team

# EXPAND YOUR NETWORK

“I want to be exposed to more Buyers”



Choose & purchase a Buyer company module



Upload Buyer requirements



Buyer assesses SME capability



SME is prequalified and Buyer may contact them to supply

# E-COMMERCE – ONLINE SELLING & PAYMENT



## What it is

- SME can upload their products on [www.shopinas.com.ph](http://www.shopinas.com.ph)
- Buyers can browse SME products online
- Buyers can pay online
- Buyers can pay COD

## What SME needs to do

- Set up a Shopinas Account
- Upload product photos, specs, price

## Benefits to SME

- SME products exposed and marketed online
- SME products can be conveniently bought online
- Buyers have a choice of paying online or COD
- Ordered products are shipped door to door



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CATEGORIES
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**Categories**

- [PBA MERCHANDISE](#)
- [PBA SHIRTS](#)
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- [PBA JACKET](#)
- [PBA MAGAZINE](#)
- [PBA RETRO](#)
- [PBA KURT FOR A CAUSE](#)
- [PBA SHIRT FOR A CAUSE](#)
- [PBA SHIRTS](#)
- [PBA TEAM JERSEY](#)
- [PBA TRADING CARDS](#)

## http://store.pba.ph

### PBA RETRO

The Philippine Basketball Association (PBA) turns back the hands of time as it formally launches retro jerseys featuring the 22 Greatest Players in its long, rich history. Headline the list of the legends are the 22 and the living legend Robert Jaworski, who's famous for his no. 7 jersey. Alvin Patrimonio and his ever popular no. 15 Uniform, Allan Caidic and his legendary no. 8 point guard with Samboy Lim (cap), Abu Go (46) and Paolo Cordero (418). "This project is out of a tribute to our fans here. The growth of the PBL is largely the fruit of their love and passion for the game of basketball," said PBL Commissioner Chito Solis. PBA Properties Inc. has been creating lots of creative items and derived memorabilia for retro jerseys, according to Phoebe D. Montecal, Marketing and Social Media Manager of the league. The list of the greatest (roster) jerseys during the league's silver anniversary in 2008, are Maurice Murphy, Ramon Fernandez, Roge Abarinero, Bangs Paras and Abel Guadalupe, Johnny Abarrinlar, Frando Amala, Rido Drove, Hector Calma, Nanny Paray, Lim Ding Bang, Danny Florendo, Freddie Hubalde, Bernie Fabiosa, Ronnie Magpantoc, Jojo Lastimoso, Renato Aguilar, Jerry Cofre, Vangel Manzano, and Kenneth our birds. After its launching, its now available in shoppies.com

**Johnny Abarrinlaros (ALA-14-WHT)**  
**₱1,500.00**

[DETAILS](#) [ADD TO CART](#)

**Allan Caidic (TIV-08-YEL)**  
**₱1,500.00**

[DETAILS](#) [ADD TO CART](#)

**Sonny Jaworski (GIN-07-RED)**  
**₱1,500.00**

[DETAILS](#) [ADD TO CART](#)



About The Store  
 Item # This is your favorite item for PBA merchandise. It's a wide range of PBA merchandise and category. [View Item](#)

Best announcements

Customer

# Our Key Benefits

## For the Sellers (Business Enterprises)

- 👑 Plug and play platform
- 👑 Easy and quick registration system
- 👑 Built-in shopfront templates available
- 👑 Everything needed for online selling
  - 👑 secure payment gateway
  - 👑 logistics provider
  - 👑 ready-base of online shoppers



## WHAT SETS AIR21 NEGOSYANTE E-COMMERCE APART

- ✓ Affordable solution
- ✓ Escrow system
- ✓ Tight logistics integration
- ✓ Community of legitimate businesses
- ✓ Customization for your brand and business needs



# SELL ONLINE, COLLECT ONLINE - EASY TRANSACTING

“I want my products to be conveniently sold online”



Upload products in portal



Buyer will see products



Buyer pays online



SME increases exposure and sales

# TRADITIONAL – INSTORE SELLING & PAYMENT



## What it is

- In-Store selling and marketing of SME products
- Catalogs in all retail outlets nationwide

## What MSME needs to do

- Provide a product brochure

## Benefits to SME

- SME products exposed and marketed in-store
- SME products can be conveniently bought
- Buyers have a choice of paying over the counter or COD
- Ordered products are shipped door to door

# WIDER REACH - PRODUCTS IN MORE STORES

“I want my products to be available nationwide”



Provide brochures / product specs / sample product



Buyers will see items inside Air21 stores

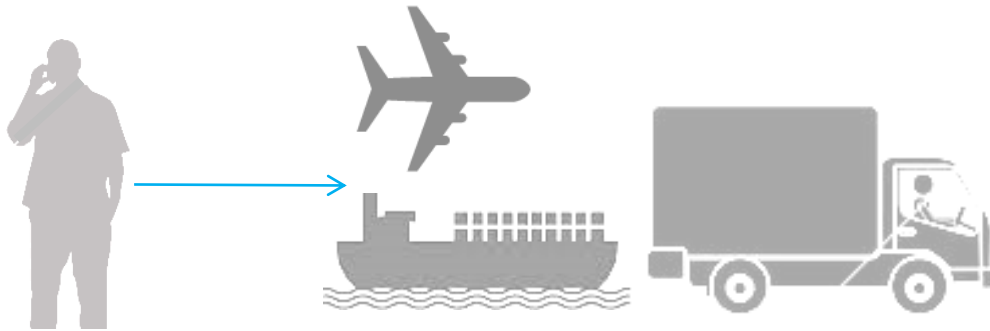


Buyer can pay over the counter



SME increases exposure and sales

# LOGISTICS



## What it is

- Delivery of goods to any domestic market (via land, sea, air; and warehousing)
- B2B / B2C
- Logistical network

## Benefits to SME

- SME products will reach any local destination
- SME products are safely delivered on time

## What SME needs to do

- Pack products and wait for pick up

# PRODUCTS REACH ALL BUYERS, ON TIME

“I want my products to be able to ship my products to any buyer in the PH.”

Air21 picks up items

Products are delivered. Orders are served

Air21 may collect payment

SME increases capability to serve and reach any Buyer

# PAYMENT COLLECTION



## What it is

- Collection of payment from Buyer (check or cash)

## What MSME needs to do

- Define preferred collection process

## Benefits to MSME

- MSME can now serve Buyers who prefer a COD arrangement
- MSME to have access to collection network nationwide

# ***MEMBERSHIP PROCESS***

# EASY STEPS TO BE A MEMBER

Call the Air21 Negosyante Hotline / Visit  
[www.Air21.com.ph](http://www.Air21.com.ph)

Click on SME Negosyante Logo

Create an Account

Upload all documents required

Choose a package type / services to be  
availed



## Membership Selection

Choose the business service that best suits your needs

**A. Membership Plans**  
Choose and select the best plan for you.

PLAN
BASIC
PREMIUM
ULTIMATE

[Subscription Details](#)  
 [Click here to view](#)  
 [Click here to view](#)  
 [Click here to view](#)

**B. Submit Documents**  
You may upload your business documents online for FREE. You may also visit our Makati Office to personally submit them.

Optional

I want AIR21 to pick-up documents and deliver it to D6B Office.

**C. Business Modules**

Please check if you want to choose later.

**Pay the Membership Fee (Online or through an Air21 Retail Store)**

**Assessment & Approval**

**Air21 Negosyante Coordinator to contact SME for service set up and contracts**

**Service to be rendered by Air21 Negosyante Team**

# Account Application Requirements

- 1 SEC or DTI Registration
- 2 Latest Financial Statement
- 3 Company Profile
- 4 BIR Registration
- 5 Credit / Negosyante Application Form
- 6 Billing Specifications

# ***SERVICE PACKAGES***

# PACKAGE LIST & RATES

## MEMBERSHIP

- Annual
- Inclusive of Business Scope Report

## BUSINESS MATCHING

- Module per Company
- Pre qualification as Supplier to Company
- *Option Upgrade : Premium Matching*

# PACKAGE LIST & RATES

## E-COMMERCE

- Inclusive of Membership
- 6% for every transaction
- + Delivery Fee
- + Collection Fee
- *Option Upgrade: Enterprise Solutions*

## TRADITIONAL IN-STORE RETAIL

- Inclusive of Membership
- 10% for every transaction

# PACKAGE LIST & RATES

## LOGISTICS

- Depends on volume
- Range of 5 - 30% discount

## COLLECTION

- 8% of value to be collected per transaction

# SUMMARY

# AIR21 NEGOSYANTE PROGRAM : BUSINESS MADE EASY FOR MSMEs

## *One Stop Shop for Business Solutions*

- Network and Market Credibility
- Selling and Payment Flexibility
- Transport of Goods to Market
- Bridging MSMEs to markets





# Contact Us



## Customer Service Hotline

Manila : +63 2 854 2100  
Cebu : +63 32 341 2121  
Subic : +63 47 252 7575  
Pampanga : +63 45 599 2802

### Manila Office

Cargohaus Building  
Brgy. Vitalez, NAIA Complex  
Parañaque City 1700 Philippines

### Cebu Office

U-Freight Building  
Mactan International Airport,  
Cargo Complex, Lapu-Lapu City,  
Cebu 6000 Philippines

Fax : +63 32 793 2163  
Credit & Collection : +63 2 879 4848

### Sales Office

Manila : +63 2 879 4617  
Davao : +63 82 282 3451  
E-mail : write-to-air21@af2100.com  
Website : www.air21.com.ph

### Track Your Shipment!

SMS: Send AIR21 TRACK to 2948 (For Globe, Smart and Sun subscribers)  
Online: Browse <http://www.air21.com.ph> and track multiple waybills

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**MANAGER**  
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**Get REAL-TIME**  
**E-Mail and SMS Alerts on your package status**

