

tap into B2B
e-commerce,
valued €6.7
trillion by 2021

The opportunity

Global B2B e-commerce is projected to be worth €6.7 trillion by 2021. The stage is set for companies to tap into that opportunity as seamless e-trade will foster economic progress and accelerate political relationships worldwide.

The challenge

Accessible digital infrastructure is key in unlocking the market. Entrepreneurs need solutions to overcome red tape and bureaucracy in order to access global e-commerce.

The solution

DTH provides an unprecedented opportunity to connect to global markets. It allows the seamless trade of goods on a broad scale and makes a profound impact locally, regionally and globally.

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digital trade hub



B.BEST
Solutions

Become the Amazon or Alibaba of a country with a cross-border e-commerce platform that simplifies export procedures for local SMEs, all verified by the state. Digital Trade Hub (DTH) connects different stakeholders and policy areas across sectors, borders and institutions, making it easy to move goods legally between countries.

Features

- **Single window for export**

DTH is an e-commerce platform that carries out import-export procedures digitally, including customs.

- **Backed by the government**

Fraudulent transactions are prevented since only authorized users can access the DTH. This gives buyers confidence that sellers are who they say they are.

- **Integration with Amazon, Alibaba and eBay**

Integration with global e-commerce players allows for products and services to reach buyers in all regions of the world.

- **Stronger political and economic relationships**

What's the benefit of e-commerce for political and economic relationships? It's simple. A country that can't trade can't have economic relationships, because economic relationships are a form of trade.

- **Trade regulations made easy**

Different stakeholders and policy areas are connected within a holistic approach across sectors, borders and institutions to make it easier to navigate trade regulations between countries.

- **Trusted and legally binding**

Trust, security and interoperability are established between all players because services are validated and transactions are guaranteed by legally binding documents.

- **Open source technology**

The technology behind DTH is vendor-neutral and supports unlimited speed and traffic volume. It is not a cloud solution, and each country as a system owner may download it and install it into their own environment. Governments have full control of their own data and its usage. After that, they can easily make a secure data exchange with any other country's DTH.

- **Paperless and seamless**

E-documents related to importation, exportation, customs and transit are electronically created, submitted, issued, shared and managed and are all validated and guaranteed by national governments.

- **Easy and convenient e-services**

DTH facilitates cross-border e-services such as e-customs, e-invoicing, e-banking, the opening of a company, taxes and accounting as well as e-document management including certificates of origin, phytosanitary documents, shipping documents and many more.

References:

OECD'S published case study for B.BEST Solutions Digital Trade Hub in the Republic of Azerbaijan since 2017

The DTH in Azerbaijan was recognised as an outstanding innovation as it generated \$475 million worth of goods ordered in the first year of activity, contributing to the increase of non-oil exports by 27%. [Read more.](#)