ARCADIER

DIGITAL MARKETPLACES

An API-first, flexible & scalable marketplace solution for any enterprise business across multiple industries.

ARCADIER

Accelerate your business with a
Digital Marketplace Solution

An innovative marketplace solution powering **260+ global marketplaces** across multiple industries.

OUR SOLUTION 🔗

We understand that **each business deployment is different and unique.**

Coupled with our **feature-rich platform,** Arcadier strives to provide **holistic and tailored support and account management** to ensure the growth and success of your marketplace.

API-FIRST

Easing the integration process with standard REST APIs, our API-first approach includes native integration, dedicated connectors, and SDKs, that simplifies connections.

SPEED TO DEPLOYMENT

Pre-integrated front-end templates and native case-specific features, provide a ready start to your marketplace development, allowing more focused effort for refinement.

ADAPTABLE & MALLEABLE FOR SCALABILITY

Publicly available APIs and developer resources ensures your team is empowered to innovate and create cutting-edge user experiences for your business the way you want.

SECURITY TO ENSURE STABILITY

Flexible server & security options are provided to ensure the right hosting solution for your business. Harnessing the cloud's capabilities, our solution guarantees a 99.9% server uptime for your marketplace.

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	Buy	Build
Time	• **Rapid deployment** of a native, full-stack, multi-merchant marketplace platform. • Pre-existing functionalities provides a foundation for development, **allowing more time for refinement.**	• **Longer deployment time** when building a marketplace platform from scratch.
Cost	• **Flexible payment options are available,** depending on the nature of your business.	• **Extremely expensive with higher upfront cost** to hire planning & development resources.
Customizability	• An **API-first marketplace platform** eases customisation and integration processes.. • Our **scalable architecture** ensures that your marketplace can handle increasing demand without compromising performance.	• **Higher customizability** with full control over all aspects of the marketplace. • Often locked in with the selected development partner, **with less flexibility of scaling in the future**

Assisting You **Every Step Of The Way** 🔗
Guided Marketplace Implementation Process

Customer Support and Account Management

Content Management

Marketplace Training and Workshops

Operation & Scaling

Business Requirements Consulting

Design Thinking Workshop

Planning & Design

Customisation & Deployment

Customisation

Migration Support

Strategic Architecture Advisory

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BUSINESS SERVICES

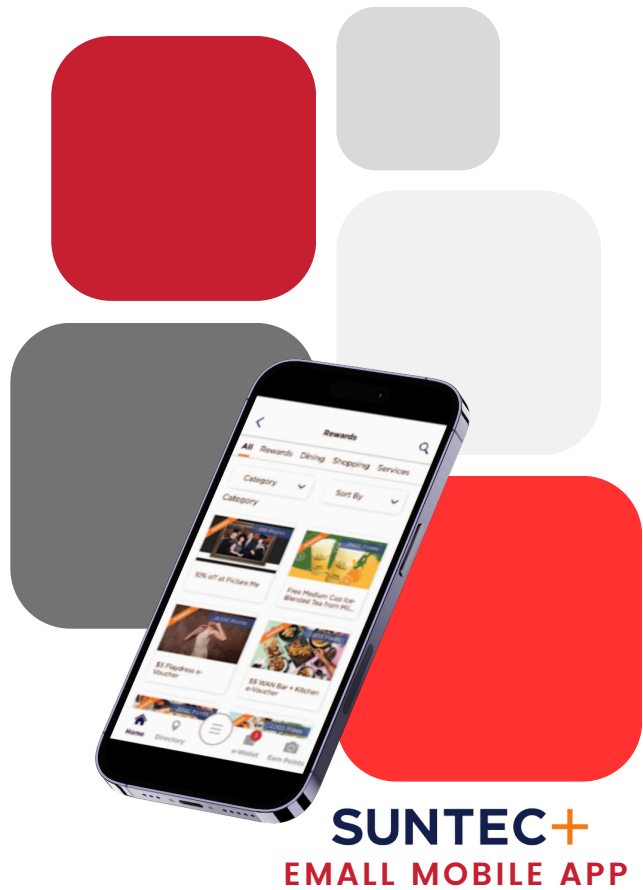## ARCADIER

Powering

B2C Consumer Marketplaces

● **Retail Malls**

Creating a multi-channel marketplace via **mobile application integration**

OBJECTIVES

Due to the COVID-19 Pandemic, many retail centres are experiencing a decrease in footfall traffic.

Companies like **Suntec & Fraser** urgently needed to tackle the problem of maintaining the relevance of existing tenants by **creating a digital platform that provided a multi-channel offering** due to the decrease in footfall traffic caused by the COVID-19 pandemic.
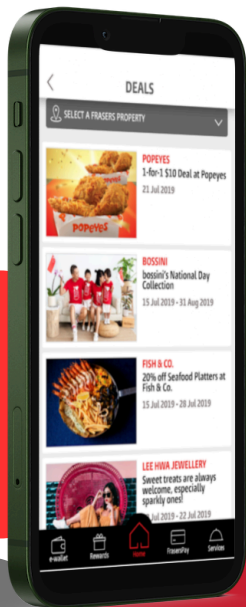
SUNTEC+
EMALL MOBILE APP

A world-leading meetings and conference centre, integrated with the conference venue is one of Asia's leading retail locations: Suntec City Mall.

FRASERS PROPERTY

FRASERS EXPERIENCE MOBILE APP

A multi-national real estate and property management company, with multiple retail locations across Singapore.

SOLUTIONS

Agile methodology was deployed **to integrate the Arcadier marketplace platform** with their existing solution to create a multi-channel offering via a mobile application:

- 5-7 months rapid deployment with shortened implementation time
- iFrame integration to Mobile App
- Integration with Local Payment Gateways
- Promotion & discount components
- Item & merchant management

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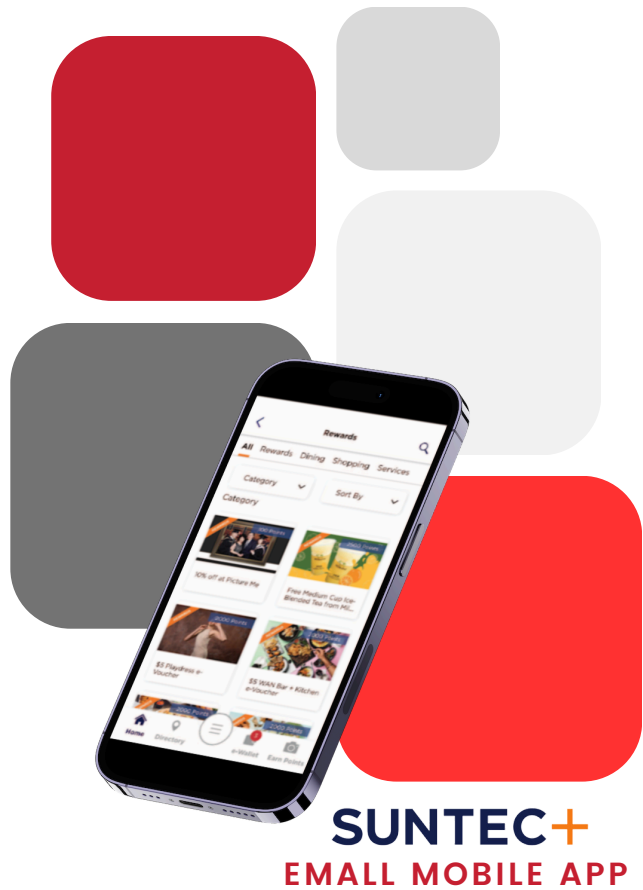
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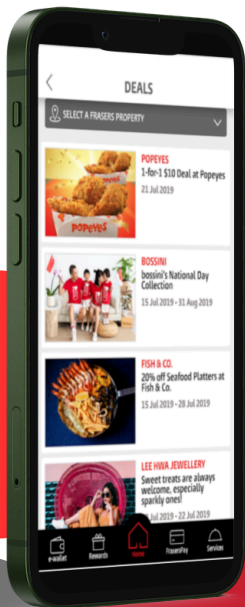
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Powering
Service Marketplaces

● **Financial, Standard Services**

API-first platform functionality that is scalable and secure, to deploy marketplaces quickly and efficiently

OBJECTIVE

Kinora, an Australia government-funded program, that aims to provide pathways to better NDIS outcomes, connecting individuals, carers, and families to a community of solutions.

Their business goal is to **create a platform for essential support,** family and friends, support coordinators and other important providers, to those living with disabilities.

kinora™
B2C SERVICE MARKETPLACE

An initiative created by the Australian government-funded National Disability Insurance Scheme (NDIS).
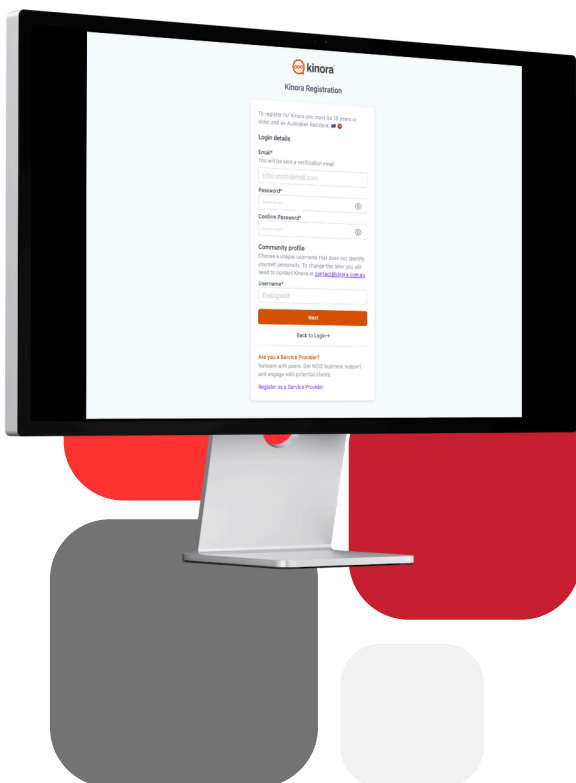
SOLUTION

Arcadier is aided Kinora to deploy a **B2C service-based marketplace,** offering service providers an easy way to better connect and engage with those living with disabilities:

- Quick speed to market with phased product deployment
- Service marketplace extension of their existing website offerings
- Bespoke front-end design
- **Service search by location**
- **Calendar scheduler with booking availability**
- **Add-on services booking availability**

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Powering
B2B Marketplaces

● **Manufacturing Goods & Equipments**

API-first platform functionality that is scalable and secure, to deploy marketplaces quickly and efficiently

OBJECTIVE

Their 59 brands, many of them global leaders in their categories, seek to meet the needs of more than 350,000 registered customers and millions of consumers in Mexico, the United States, and the Dominican Republic.

Bepensa needed a **B2B marketplace solution to augment their in-built eCommerce business** to offer extended manufacturing product and service offerings to both their new and existing customers.

Bepensa

B2B MANUFACTURING CATALOGUE

A Mexican business group, made up of more than 40 companies grouped into 5 business divisions.

SOLUTION

Arcadier delivered a B2B marketplace solution with enterprise-ready functionalities, providing Bepensa the f**oundational cornerstone of a more ambitious B2B2C online strategy in the next 1-2 years:**

- Replatform from current eCommerce site to a B2B marketplace platform
- Product catalogue management
- Quick speed to market with phased product deployment
- Front-end bespoke design
- Customizable user flows

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Powering
B2B Marketplaces

● **Healthcare & Lifesciences**

API-first platform functionality that is scalable and secure, to deploy marketplaces quickly and efficiently
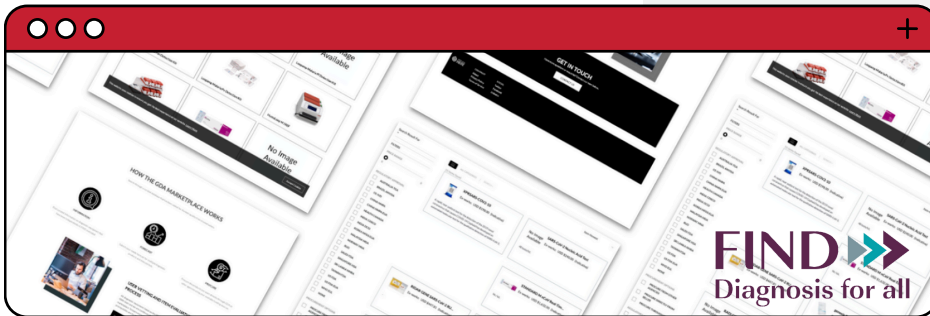
DIAGNOSTIC EQUIPMENT CATALOGUE

The Foundation for Innovative New Diagnostics (FIND) is a global health non-profit that engages in over 150 collaborations to facilitate the development, evaluation and implementation of diagnostic tests for poverty-related diseases.

OBJECTIVE

In response to the COVID-19 pandemic, they required a **quick-to-launch information portal** to provide visibility of the COVID-19 diagnostics available in the market to policymakers and healthcare providers, with a **more efficient solution to receive up-to-date information** on tests availability and direct interested buyers to the relevant agencies' procurement portals.

SOLUTION

Within 6 weeks, Arcadier delivered a beta-live version of a COVID-19 eCatalogue and followed through with the online FIND marketplace.

Extensive research was conducted to **create a marketplace that could work within the confines of their compliance standards** with regard to suppliers and products. Arcadier provided them with a **knowledge base of training materials** to educate users, as well as a dedicated customer service support center:

- Regulation complexities addressed through collaboration and discovery sessions
- Compliance vetting of suppliers and products, analytics integrations
- Quick speed to market with phased product deployment
- Flexible product variants and demand pooling capabilities
- Creation of knowledge-sharing materials and training sessions

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Powering
B2B Marketplaces

● **Healthcare & Lifesciences**

API-first platform functionality that is scalable and secure, to deploy marketplaces quickly and efficiently

Clarivate Analytics

ACTIVE INGREDIENT SOURCING MARKETPLACE

A Thomson Reuters-acquired business and a global leader in providing trusted insights and analytics to accelerate the pace of innovation in the areas of science and intellectual property.

OBJECTIVE

Clarviate required a **three-sided B2B marketplace solution with strong privacy settings, that would enable pharmaceutical companies to sell pharmaceutical-related products** amongst themselves and to other organizations that require medical supplies, Above all, they wanted the marketplace to tap into the potential of their pre-existing database, which included market performance, manufacturing and patent data of over 1.1 million worldwide patents and over 72,000 manufacturers and marketers.

SOLUTION

Arcadier delivered a B2B marketplace solution, **integrating their existing ERP and CMS platform.** This project implementation went live within an **estimated 6-8 months:**

- Regulation complexities addressed through collaboration and discovery sessions
- Compliance vetting of suppliers and products, analytics integrations
- Tailoring B2B functionalities to fit their user experiences for their buyers, suppliers, and partners
- Addressing key integration points; Integrating existing ERP and CMS platforms
- Flexible product variants and demand pooling capabilities
- Creation of knowledge-sharing materials and training sessions