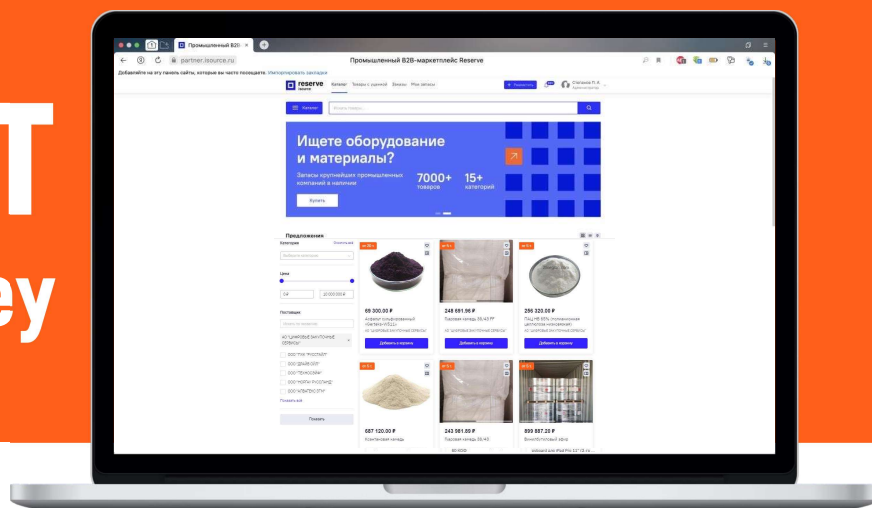


MERCHANT customer journey



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For suppliers/manufacturers

Coordinator of the client service of the
platform RESERVE

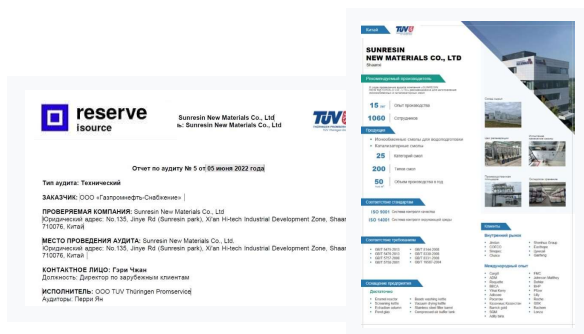
Mezeshi Daniel

+7 (911) 739-27-93 / 8 (800) 555-08-80

Mezeshi.D@gazprom-neft.ru

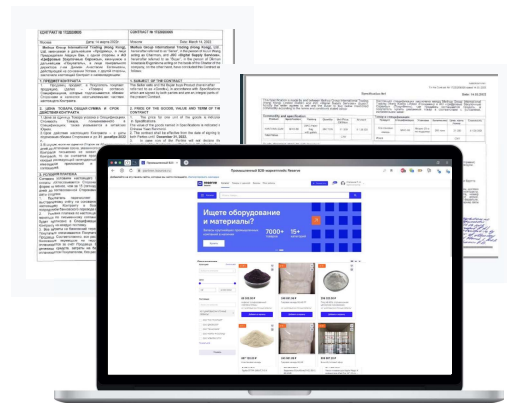
→ **Seller of technological equipment, spares and components that have no analogues in Russian Federation** 1

- Pass a technical audit and gets the opportunity to place their goods (or equipment) on [Reserve](#) platform



→ **Isource.Reserve's Back office in Turkey** 2

- Concludes a contract for the provision of services for the sale of goods through the Reserve

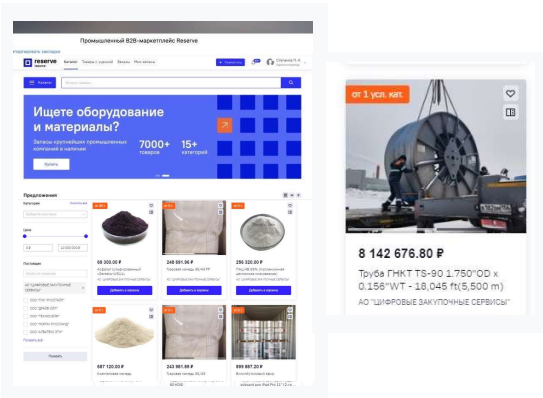


→ Seller

Visit Reserve platform, in which

• **45 000+** unique product positions by category

- Pipes
- Instruments
- Chemical products
- Valves
- IT equipment
- Transport
- Cable products
- ...



3

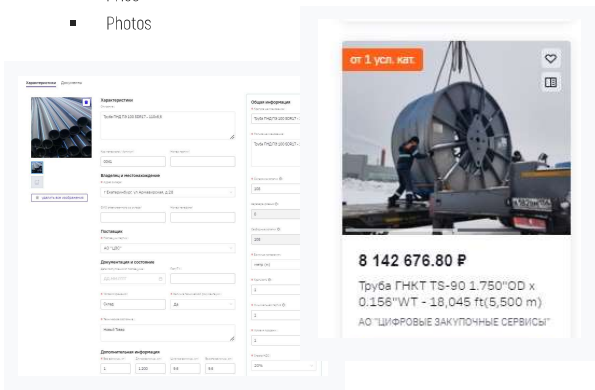
• **3 500+** buyers - Russian industrial companies



→ **Seller/Isourse.Reserve's Back office in Turkey** 4

○ Places information about the product in their personal account

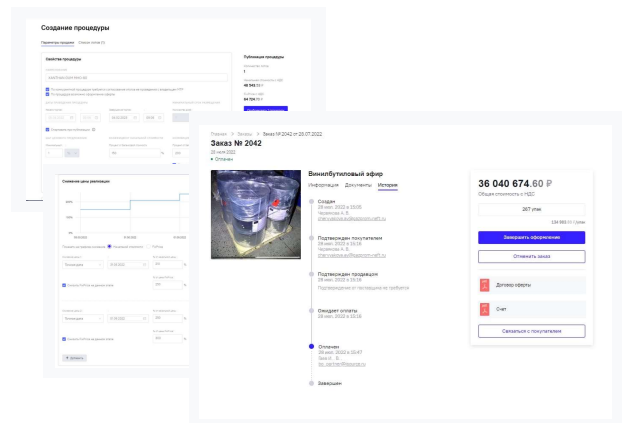
- Product name
- Technical description of goods
- Location of goods
- Quantity
- Price
- Photos



→ **Seller** 5

○ In personal account has the opportunity by himself or with Turkey back office:

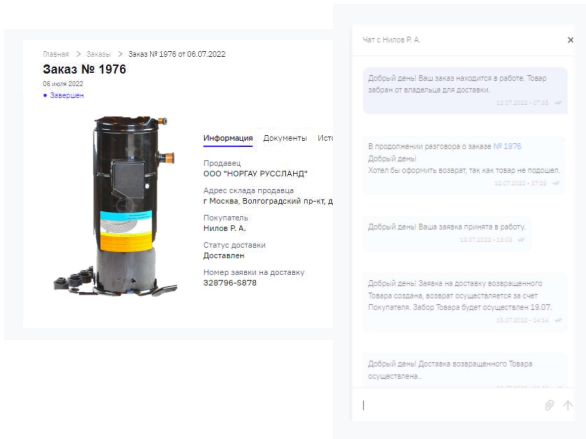
- Place goods
- Update product information
- View sales analytics



→ **Isource.Reserve's Back office in Turkey**

6

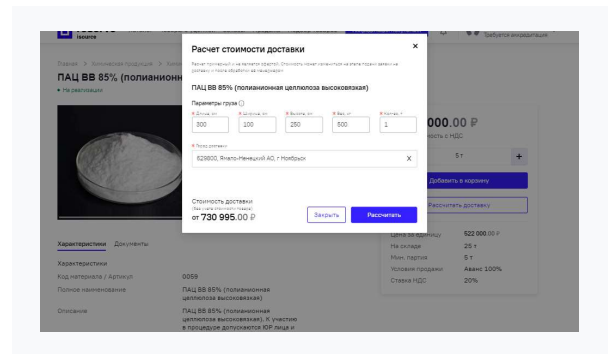
- Interacts with the buyers on all issues related to the purchase of goods



→ **Seller**

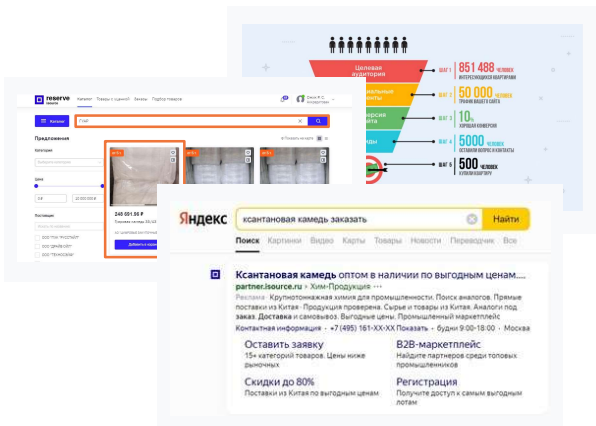
7

- In Reserve gets the opportunity to deliver the goods to the buyers in Russian Federation



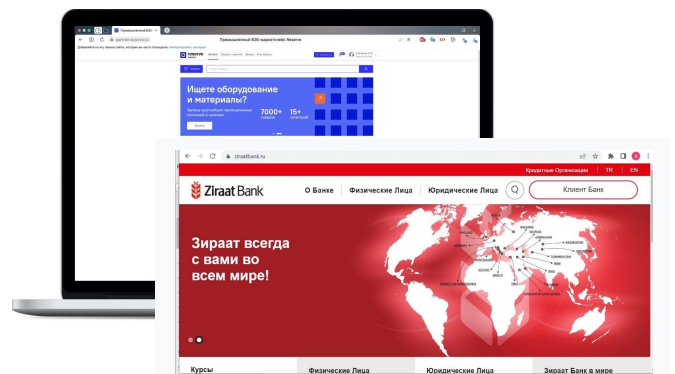
→ Isource.Reserve's Back office in Turkey 8

- Provides customer support
 - 24/7 in Turkey
 - All communications with the Russian buyers
 - Complete documentary support of selling goods



→ Isource.Reserve's Back office in Turkey 9

- After the sale of the goods to the buyer provides the necessary bank transactions of Ziraat Bank



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