



3.15pm-4pm

海外展览被推迟, 行动管制令被实施, 如何将危机变成商机

Ng Kok Wai

Digital Marketing Consultant, Exabytes Digital

Global Trade Starts Here.

GROW GLOBAL WITH EXABYTES



Alibaba.com

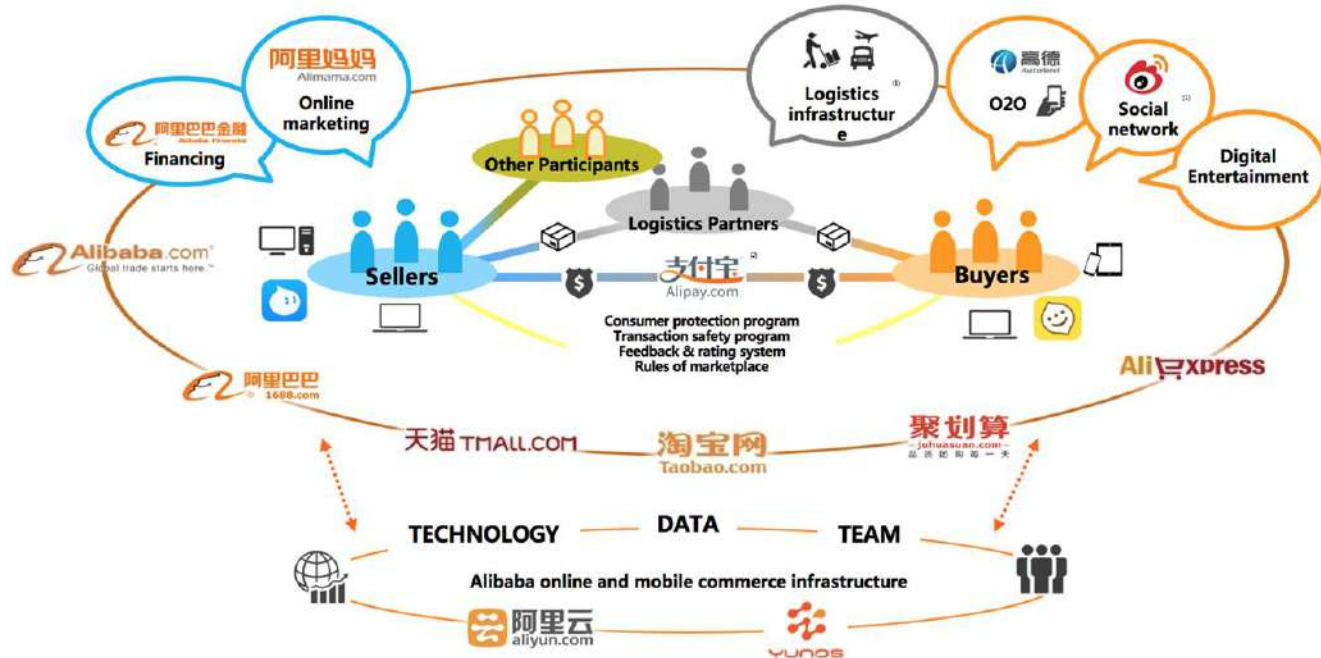


exabytes®



阿里巴巴电子商务生态系统

Alibaba E-Commerce Ecosystem



Notes:
(1) Through minority investments or joint ventures
(2) Through arrangements with Alipay, our related company

ALIBABA.COM



- NO.1**
B2B TRAFFIC
- 2M+**
ONLINE
SHOPS
- 160 M+**
BUYERS
- 16**
MULTI
LANGUAGE
- 40+**
INDUSTRIES
- 240+**
COUNTRIES

展览会被迫取消？

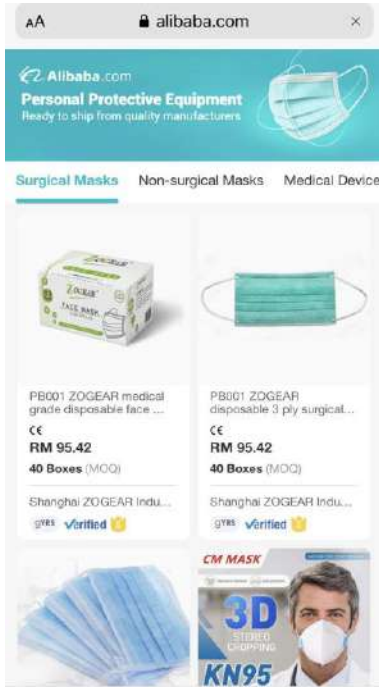


改变策略还是坐以待毙？







任何时候 任何地方 都可以做买卖

MASK

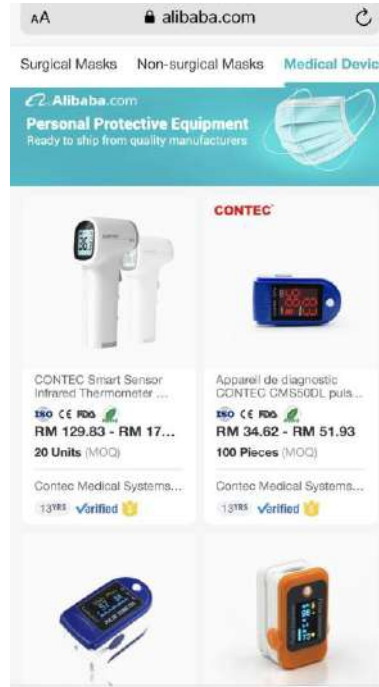


Alibaba.com Personal Protective Equipment Ready to ship from quality manufacturers

Surgical Masks Non-surgical Masks Medical Devices





 <p>PB001 ZOGEAR medical grade disposable face ... RM 95.42 40 Boxes (MOQ)</p> <p>Shanghai ZOGEAR Indu... Verified</p>	 <p>PB001 ZOGEAR disposable 3-ply surgical... RM 95.42 40 Boxes (MOQ)</p> <p>Shanghai ZOGEAR Indu... Verified</p>
 <p>3D STEREO KN95</p>	 <p>CM MASK</p>

MEDICAL EQUIP

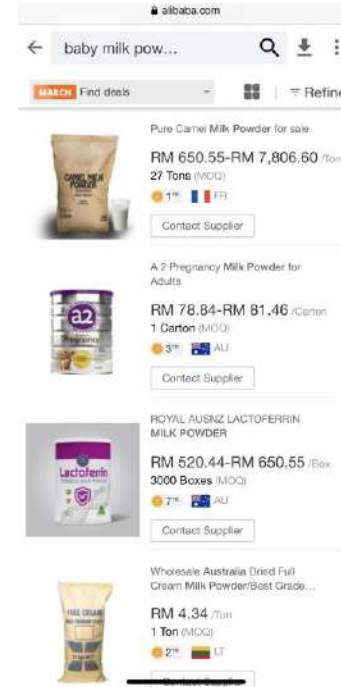


Alibaba.com Personal Protective Equipment Ready to ship from quality manufacturers

Surgical Masks Non-surgical Masks Medical Devices





 <p>CONTEC Smart Sensor Infrared Thermometer ... RM 129.83 - RM 17... 20 Units (MOQ)</p> <p>Contec Medical Systems... Verified</p>	 <p>Appareil de diagnostic CONTEC GM5500L puls... RM 34.62 - RM 51.93 100 Pieces (MOQ)</p> <p>Contec Medical Systems... Verified</p>
	

MILK

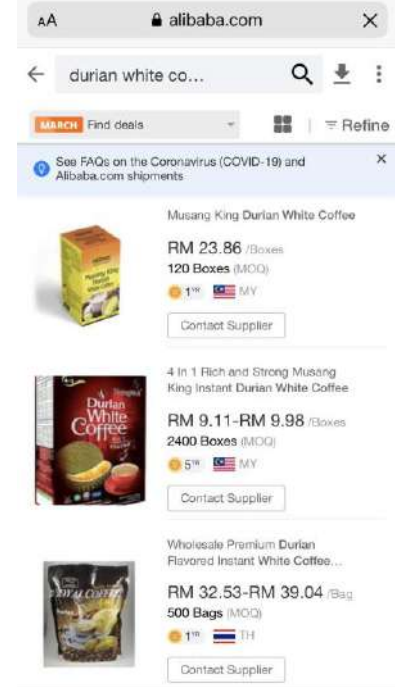


Alibaba.com

Search: baby milk pow... Find deals Refine

 <p>Pure Carnel Milk Powder for sale RM 650.55-RM 7,806.60 /Ton 27 Tons (MOQ) 1st FR IT</p> <p>Contact Supplier</p>	 <p>A2 Pregnancy Milk Powder for Adults RM 78.84-RM 81.46 /Carton 1 Carton (MOQ) 3rd AU</p> <p>Contact Supplier</p>
 <p>ROYAL AUSZIN LACTOFERRIN MILK POWDER RM 520.44-RM 650.55 /Box 3000 Boxes (MOQ) 7th AU</p> <p>Contact Supplier</p>	 <p>Wholesale Australia Dried Full Cream Milk Powder/Best Grade... RM 4.34 /Ton 1 Ton (MOQ) 2nd LT</p>




COFFEE



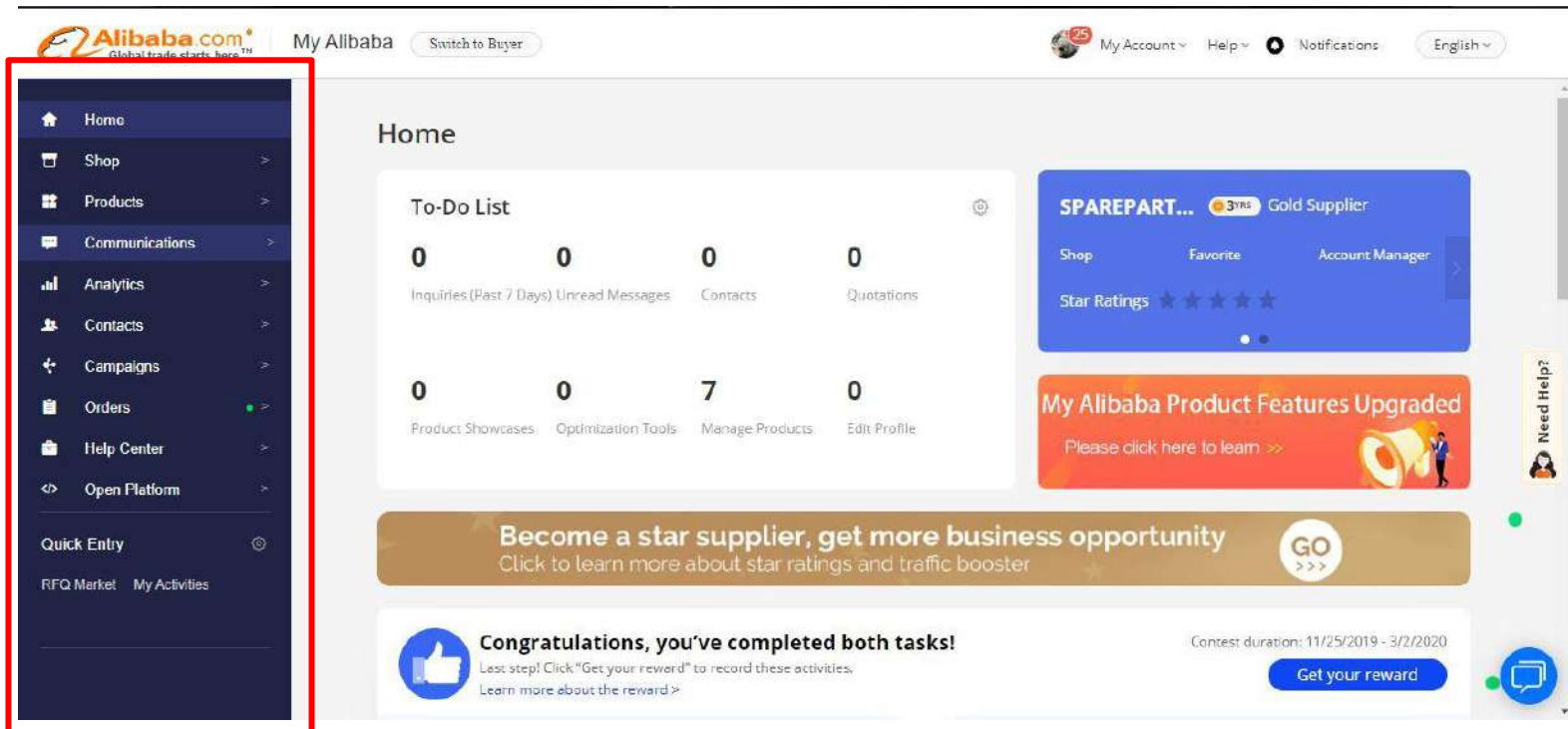
Alibaba.com

Search: durian white co... Find deals Refine

See FAQs on the Coronavirus (COVID-19) and Alibaba.com shipments

 <p>Musang King Durian White Coffee RM 23.86 /Boxes 120 Boxes (MOQ) 1st MY</p> <p>Contact Supplier</p>	 <p>4 in 1 Rich and Strong Musang King Instant Durian White Coffee RM 9.11-RM 9.98 /Boxes 2400 Boxes (MOQ) 5th MY</p> <p>Contact Supplier</p>
 <p>Wholesale Premium Durian Flavored Instant White Coffee... RM 32.53-RM 39.04 /Bag 500 Bags (MOQ) 1st TH</p> <p>Contact Supplier</p>	

用户平台 简洁 容易操作



The screenshot displays the Alibaba.com user interface for a supplier. The top navigation bar includes the Alibaba.com logo, the user's name 'My Alibaba', and a 'Switch to Buyer' button. On the right, there are links for 'My Account', 'Help', 'Notifications', and 'English'. A dark blue sidebar menu on the left is highlighted with a red border and contains the following items: Home, Shop, Products, Communications, Analytics, Contacts, Campaigns, Orders, Help Center, Open Platform, Quick Entry, RFQ Market, and My Activities. The main content area is titled 'Home' and features a 'To-Do List' with four categories: 'Inquiries (Past 7 Days)' (0), 'Unread Messages' (0), 'Contacts' (0), and 'Quotations' (0). Below this, another row shows 'Product Showcases' (0), 'Optimization Tools' (0), 'Manage Products' (7), and 'Edit Profile' (0). To the right, there is a blue card for 'SPAREPART...' (Gold Supplier) with options for 'Shop', 'Favorite', and 'Account Manager', and a 'Star Ratings' section. Below that is an orange card for 'My Alibaba Product Features Upgraded' with a 'Please click here to learn >>>' link. A large brown banner at the bottom of the main area reads 'Become a star supplier, get more business opportunity' with a 'GO >>>' button. At the very bottom, a white notification box says 'Congratulations, you've completed both tasks!' with a thumbs-up icon and a 'Get your reward' button. The notification also includes the text 'Last step! Click "Get your reward" to record these activities. Learn more about the reward >' and 'Contest duration: 11/25/2019 - 3/2/2020'.

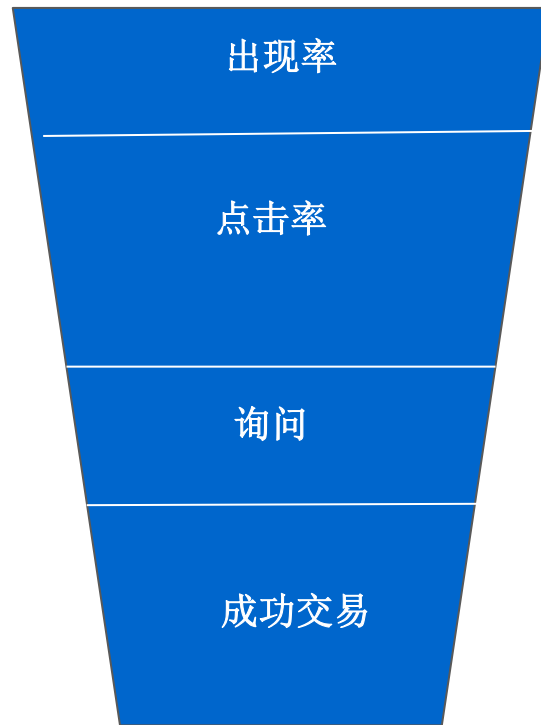
网买平台该注意什么?

Views: Number of Views

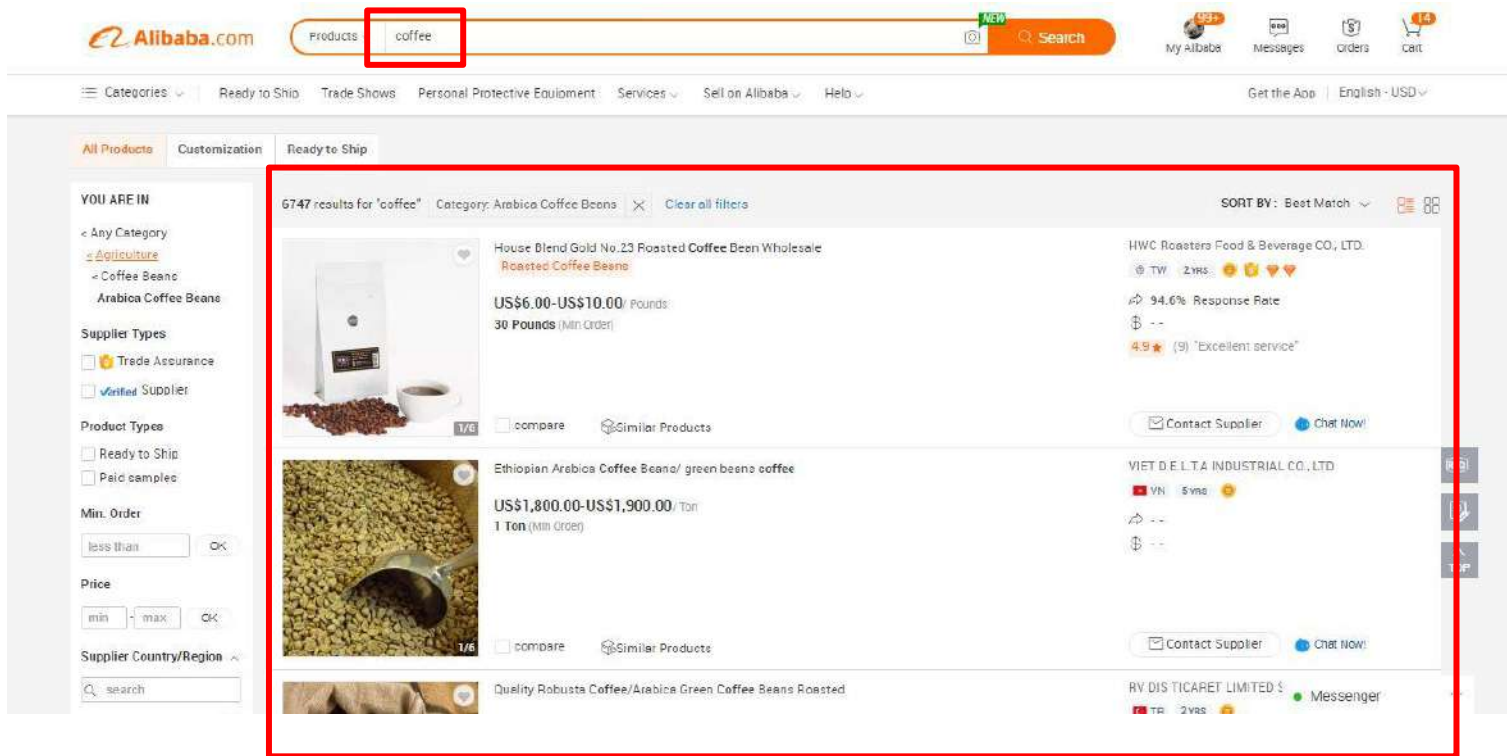
Clicks: Number of Clicks to your product and minisite

Enquiries: Number of Visitors to Page

Deals: Number of Leads/Enquiries



怎样在阿里巴巴出现？ 点击率多高？



The screenshot shows the Alibaba.com search interface. At the top, the search bar contains the word "coffee", which is highlighted with a red box. Below the search bar, the results are displayed in a grid format. The first result is for "House Blend Gold No.23 Roasted Coffee Bean Wholesale" with a price of US\$6.00-US\$10.00/Pounds. The second result is for "Ethiopian Arabica Coffee Beans/ green beans coffee" with a price of US\$1,800.00-US\$1,900.00/Ton. The third result is for "Quality Robusta Coffee/Arabica Green Coffee Beans Roasted". The search results area is also highlighted with a red box. On the left side, there are filters for "YOU ARE IN", "Supplier Types", "Product Type", "Min. Order", "Price", and "Supplier Country/Region".

Alibaba.com Products coffee Search

Categories Ready to Ship Trade Shows Personal Protective Equipment Services Sell on Alibaba Help Get the App English - USD

All Products Customization Ready to Ship

YOU ARE IN
Any Category
Agriculture
Coffee Beans
Arabica Coffee Beans

Supplier Types
 Trade Assurance
 Verified Supplier

Product Type
 Ready to Ship
 Paid sample

Min. Order
less than OK

Price
min - max OK

Supplier Country/Region
search

6747 results for 'coffee' Category: Arabica Coffee Beans Clear all filters SORT BY: Best Match

House Blend Gold No.23 Roasted Coffee Bean Wholesale
Roasted Coffee Beans
US\$6.00-US\$10.00/Pounds
30 Pounds (Min Order)
compare Similar Products
HWC Roasters Food & Beverage CO., LTD.
TW 2 yrs. 4.9 (9) 'Excellent service'
94.6% Response Rate
Contact Supplier Chat Now!

Ethiopian Arabica Coffee Beans/ green beans coffee
US\$1,800.00-US\$1,900.00/Ton
1 Ton (Min Order)
compare Similar Products
VIET D E L T A INDUSTRIAL CO., LTD.
VN 5 yrs
Contact Supplier Chat Now!

Quality Robusta Coffee/Arabica Green Coffee Beans Roasted
RV DIST TICARET LIMITED S
TR 3 yrs
Messenger

被忽略的关键词?

Keywords Index

Get your business opportunities through keywords

Input keywords

Top searched keywords Download ↓


All categories: Apparel > Men's Clothing > Men's T-Shirts... Time range: Last 7 days Terminals: All Countries & Regions: Global

Ranking	Keywords	Category search Index	Fluctuations	CTR (Click-through Rate)	Competitive Index
1	t-shirt	320	-1.02%	39.9% -7.1%	231 -8.4%
2	shirt	210	-4.0%	30% +2.6%	100 +0.1%
3	tee shirt	207	+9.9%	34.8% -7.7%	116 -8.3%
4	apparel	132	+0.6%	13.4% +18.7%	88 -8.8%
5	Men's T-Shirt	128	-5.0%	13.6% -4.6%	138 +0.0%
6	Men's T-Shirts	116	-2.0%	6.7% +4.0%	85 +1.2%

Need Help?

你的产品资料够吸引吗?

Home > All Industries > Agriculture > Coffee Beans > Arabica Coffee Beans



House Blend Gold No.23 Roasted Coffee Bean Wholesale

FOB Reference Price: [Get Latest Price](#)

30 - 199 Pounds	200 - 499 Pounds	500 - 999 Pounds	>=1000 Pounds
US\$10.00	US\$9.00	US\$7.50	US\$6.00

Lead Time:

Quantity(Pounds)	1 - 1000	>1000
Est. Time(days)	30	Negotiable

Customization: Customized logo (Min. Order: 300 Pounds)
 Customized packaging (Min. Order: 300 Pounds) More

Trade Assurance protects your Alibaba.com orders

Payments: [VISA](#) [Online Bank Payment](#) [T/T](#) [Pay Later](#) [WesternUnion/WU](#)

Alibaba.com Logistics | Inspection Solutions

[View larger image](#)



Add to Compare

For product pricing, customization, or other inquiries:

[Contact Supplier](#)

Loading...

[HWC Roasters Food & Beverage...](#)

TW 2YRS 4.9

94.6% Response Rate

96.9% On-time delivery rate



你有自己的“网店”？

顾客对你有信心吗？

你是顾问? 还是销售员?

Alibaba.com[®] Global trade starts here™ My Alibaba





25 Help ▾ Notifications English ▾

Message Center Satisfaction Feedback

【Notice】 The inquiry page has been updated, [Learn More](#)

Assign to ▾ Add to ▾ Delete Report: Spam More ▾ Unread Messages

All Pending for reply New Inquiry Ordered Pending payment Recent Year ▾ 88 result(s) Search Sender ▾ 🔍 < >

Flag ▾	Date ▾	Country/Region ▾	Owner ▾	Status	Action
<input type="checkbox"/>	Inquiry ID: 100439433575 Update Time: 2020-4-15 Create Time: 2017-2-7 manager assigned		 Harry Wong	New Inquiry Pending, 11 53d1 7hrs ⌚	View Detail
<input type="checkbox"/>	Inquiry ID: T01026942512 Update Time: 2020-4-15 Create Time: 2020-3-5		 Harry Wong	New Inquiry	View Detail
<input type="checkbox"/>	Inquiry ID: 12469228845 Update Time: 2020-4-3 Create Time: 2020-3-19 manager assigned		 Merry Xue	Ongoing	View Detail
<input type="checkbox"/>	Inquiry ID: 12456162973 Update Time: 2020-4-3 Create Time: 2020-3-19 manager assigned				

Need Help?

主动找生意 时间就是金钱!

Your Business Begins With You

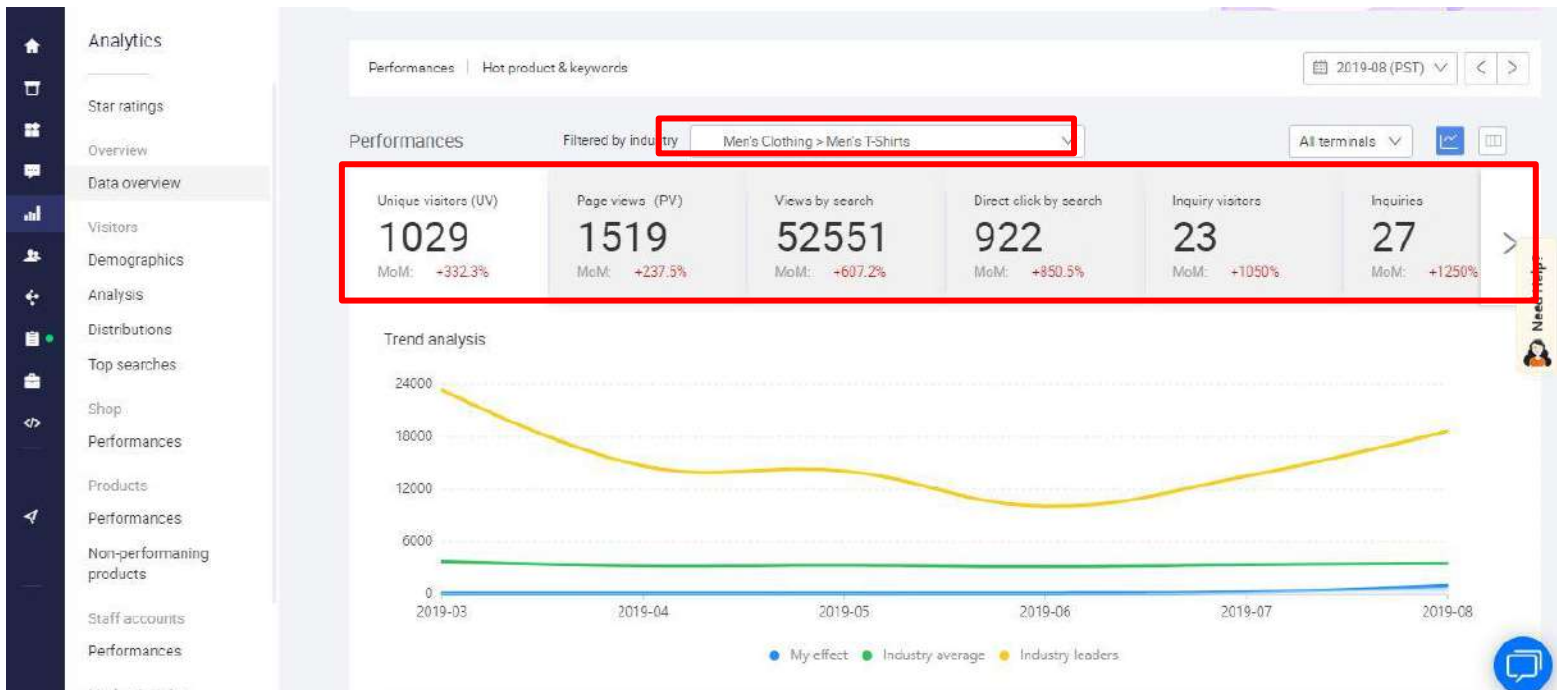
Categories Search My Searches (20)

If you think the recommended RFQs are not good, Please go to RFQ Subscription

Recommended RFQs

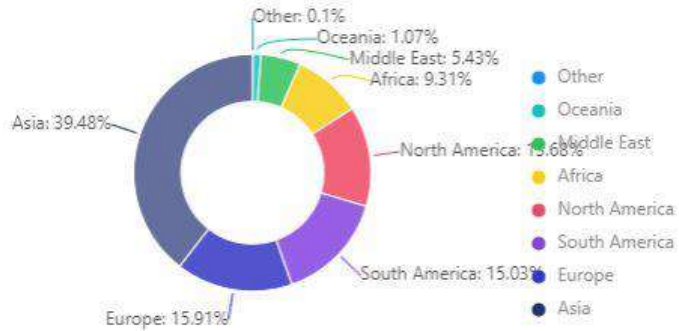
- wooden rolling pin**
Quantity Required: 100 Piece/Pieces Destination: Cyprus
Product Type: Rolling Pins Material: Wood
11 hours before
Kakia Andreou
Trade Actions Email Confirmed **Quote Now** Quotes Left 5
- fully automatic frozen potato chips crisp french fries machine production line**
Quantity Required: 1 Piece/Pieces Posted in: United Arab Emirates
I'm interested in your product fully automatic frozen potato chips crisp french fries machine production line, I would like some more details. I look forward for your reply. Regards,
10 hours before
Mike Murry
Email Confirmed **Quote Now** Quotes Left 8
- frozen french fries**
Quantity Required: 10000 Kilogram/Kilograms Posted in: Qatar
Nishad Hamza
Email Confirmed **Quote Now**

知己知彼 方能百战百胜!



National & regional analysis

Unique visitors (UV) Proportion



Top 20 countries and regions

Unique visitors (UV)

Unique visitors (UV) Proportion






Palau

1.0

0.1%

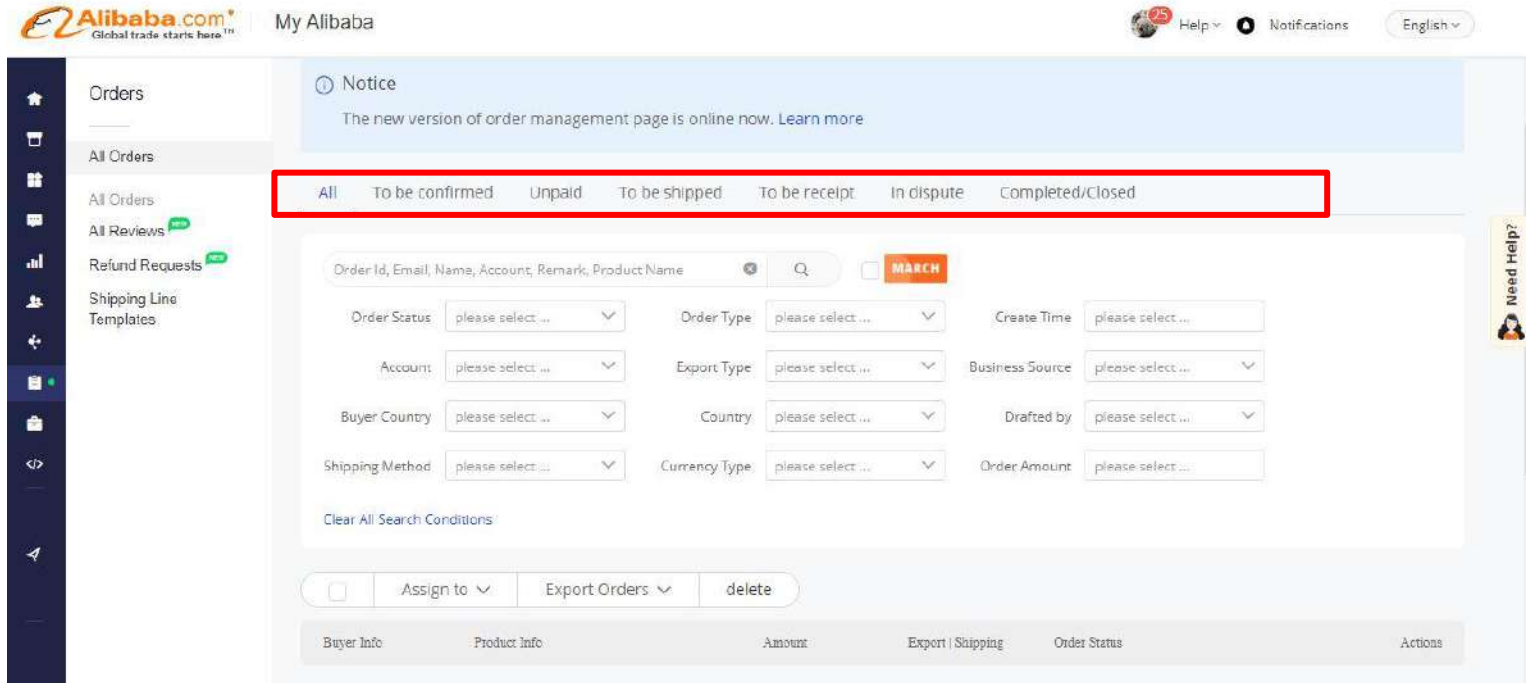


Analytics 2020 Weeks 14 (PST) < >

Product	Owner	Views	Clicks	Visitors	Inquiries	Inquiries rate	Buyer Query with Views	View Performance Trend	Action
 Eyeliner	Harry Wong	0	0	1	0	0.00%	-	View Performance Trend	Edit in P4P promotion Add Product to Showcase
 body glitter	Harry Wong	0	0	1	0	0.00%	-	View Performance Trend	Edit in P4P promotion Add Product to Showcase
 Clock Wall Antique C...	Harry Wong	0	0	1	0	0.00%	-	View Performance Trend	Edit in P4P promotion Add Product to Showcase
 Sweet body glitter	Harry Wong	0	0	1	0	0.00%	-	View Performance Trend	Edit in P4P promotion Add Product to Showcase
 Crazy nail brush	Harry Wong	0	0	1	0	0.00%	-	View Performance Trend	Edit in P4P promotion Add Product to Showcase

[Need Help?](#)

一切尽在掌握之中



Alibaba.com Global trade starts here™ My Alibaba

Help Notifications English

Orders

Notice
The new version of order management page is online now. [Learn more](#)

All Orders

All Orders

All Reviews

Refund Requests

Shipping Line Templates

All To be confirmed Unpaid To be shipped To be receipt In dispute Completed/Closed

Order Id, Email, Name, Account, Remark, Product Name

SEARCH

Order Status: please select ... Order Type: please select ... Create Time: please select ...

Account: please select ... Export Type: please select ... Business Source: please select ...

Buyer Country: please select ... Country: please select ... Drafted by: please select ...

Shipping Method: please select ... Currency Type: please select ... Order Amount: please select ...

Clear All Search Conditions

Assign to Export Orders delete

Buyer Info	Product Info	Amount	Export Shipping	Order Status	Actions
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Need Help?

Trade Assurance

Protect Your Alibaba.com Orders

Trade Assurance protects online orders when payment is made through Alibaba.com.



Convenient Options

Multiple payment methods are supported, including Pay Later, a financing option for qualified U.S. buyers, so you have the flexibility in choosing how to pay.



See Fees & Processing Times



Payment Security

Employing latest technology, we secure your payment to make sure it gets to the supplier safely, and we developed Transaction Center to help you track and reconcile the funds flow.



Extended Support

30 days after delivery, if you are not satisfied with the product quality, you may request a refund. We will help you investigate, mediate, and resolve your claim, plus reimburse you when appropriate. Your online order and communication records are the basis of refund resolution.

今天就升级为GGS Membership

Benefits of upgrading to PAID account called GGS Account (RM3/day)

Customized Website	Priority Ranking	Verified Icon	Access to Buying Requests
			
Product Showcase	Products Posting	Sub-accounts	Customer Care Service
			

Exabytes 为您服务

Exabytes helps SMEs get on board with Alibaba.com, minisite design, product postings, keyword advertising to get high rank.



Alibaba.com Premium Services



■ Available
■ In the plan

To make it easy to do business anywhere!

DIGITAL GRANTS: e-Trade (MATRADE)

<http://www.matrade.gov.my/en/etrade> **DEADLINE: 30 June 2020**

- 1** Exporting Malaysian products, brands and/or services
- 2** Malaysian owned company (at least 60% Malaysian equity)
- 3** Registered with SSM (ROC/ROB/LLP/ Cooperative under SKM)
- 4** Malaysian SMEs*

- 1) Certificate of Incorporation Form 9 or Form 13
- 2) Latest Form of Annual Return of Company Having A Share Capital (full set)
- 3) Company's Audited Financial Statement for the year 2016 or 2017 (full set)
- 4) Latest EPF Statement (Form A is not applicable)
- 5) Product Brochure/ Company Profile
- 6) Corporate Profile from SSM
- 7) Letter of declaration – trading company

Definition of SMEs:

- Manufacturing, including agro-based: annual turnover <RM50 mil OR full time employees <200 workers
- Trading/ Service providers: annual turnover <RM20 mil OR full time employees <75 workers



**Financial assistance
worth RM5000* to
approved companies**



**Training and online
assistances by
eCommerce platforms**



**Advisory services related
to eTRADE's eCommerce
platforms**

SME Business Digitalisation Grant

AN INITIATIVE UNDER



Budget 2020 announcement:

Building Digital Companies

40. To build a Digital Malaysia, the private sector must come onboard. More Malaysian Small Medium Enterprise (SMEs) need to adopt digitalisation measures for their business operations, including electronic Point Of Sale systems (e-POS), Enterprise Resource Planning (ERP) and electronic payroll system. The Government will provide a 50% matching grant of up to RM5,000 per company for the subscription of the above services. This matching grant will be worth RM500 million over 5 years, limited to the first 100,000 SMEs applying to upgrade their systems.

LEAD




PARTNERS



5 Digitalisation Areas :

- 1) Digital Marketing / Sales
- 2) Electronic point of sales (e-POS) system
- 3) HR payroll system / CRM
- 4) Procurement
- 5) ERP / Accounting & Tax

DIGITAL GRANTS: ADDITIONAL MEASURES (BNM)




ADDITIONAL MEASURES TO SUPPORT SMEs

Affected by the COVID-19 Outbreak

ENHANCEMENTS TO FINANCING FACILITIES TO ASSIST AFFECTED SMEs, SAFEGUARD JOBS AND SUPPORT GROWTH

BNM has enhanced the existing financing facilities under BNM's Fund for SMEs to provide greater assistance to SMEs in sustaining business operations and preserving jobs, as well as to support growth in current economic conditions.



Automation and Digitalisation Facility (ADF)

OBJECTIVE:
ENCOURAGE SMEs TO AUTOMATE PROCESSES AND DIGITALISE OPERATIONS

Eligibility: Malaysian SMEs

Purpose: Buy equipment, hardware, software and services

Rate: Up to 4%

Max Amount: RM3 million

Max Tenure: 10 years

Availability: Until 31 Dec 2020

WHAT TO DO NEXT?

Interested SMEs may directly call the participating financial institutions (commercial banks, Islamic banks and development financial institutions regulated by BNM) to apply.

Or visit the business financing referral platform at imsme.com.my, to apply.



FOR MORE DETAILS ON THE FUNDS

VISIT [BNM.MY/COVID19SME](https://bnm.my/covid19sme)

THANK YOU and STAY SAFE!



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Agency

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