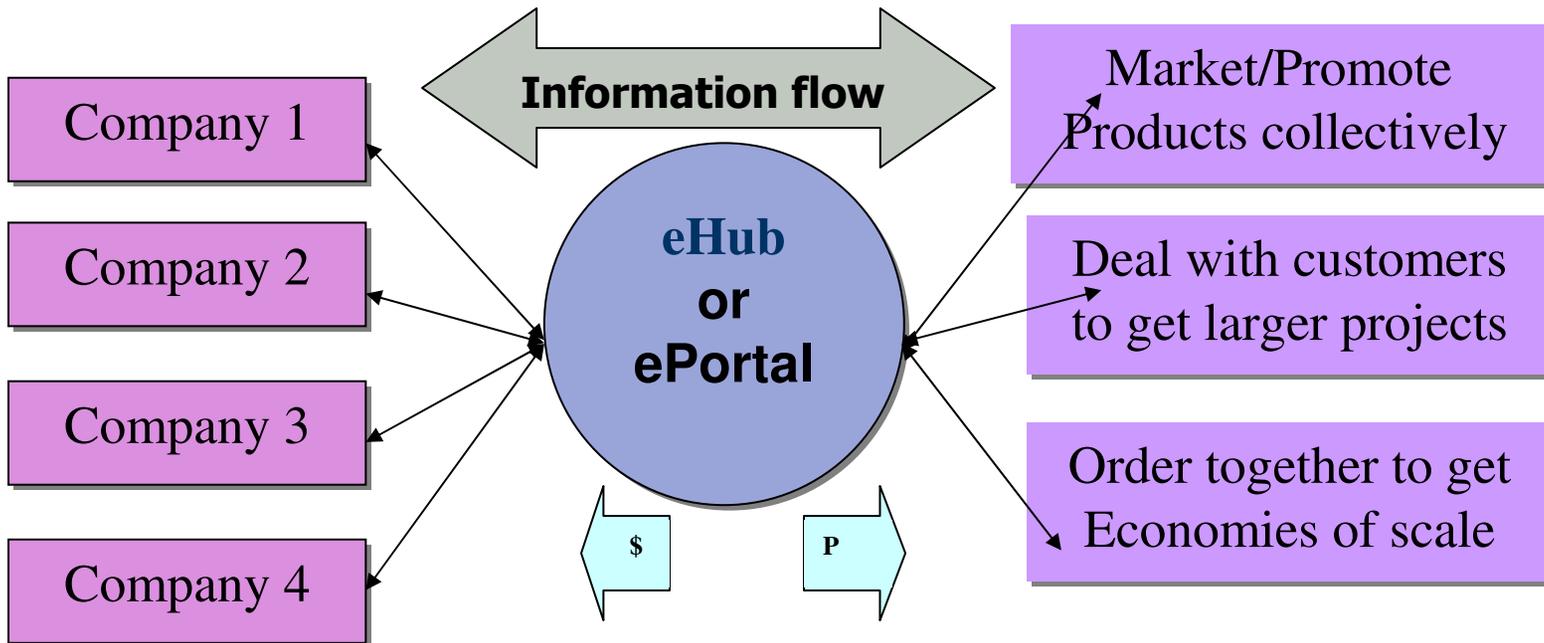


6.4. Revenue sharing model

Revenue sharing eB Model



- The sellers get together through a Portal
- They Market/ Promote products collectively to a larger mkt segment
- Sellers can work on larger projects/orders as they work collectively
- Collective bulk orders give them bargaining power over suppliers
- Resources as well as profits are shared among companies