

# FREQUENTLY ASKED QUESTIONS (FAQ)

## **What does CocoCommerce do?**

CocoCommerce, Inc., provides a business-to-business (B2B) transaction management platform to e-marketplaces that enables trading partners to manage transactions from purchase and sales agreement through fulfillment and final settlement.

## **What are CocoCommerce's products?**

CocoCommerce's lead product is eNetSettle, an Internet-based applications platform that delivers transaction management tools to B2B trading partners. Users will soon be able to access eNetSettle services as a stand-alone solution at <http://www.enetsettle.com>, as well as integrated into a growing number of private and public B2B e-marketplaces.

## **What are the benefits of eNetSettle?**

eNetSettle delivers powerful economic benefits to B2B trading partners, including:

- Cost savings through reduced value-added service and internal transaction management costs;
- Improved organizational efficiency through reduced transaction fulfillment and settlement cycles;
- Improved revenues through more efficient cash flow; and
- Improved risk management and customer service levels through greater transaction-flow visibility.

## **What types of value-added services are available through eNetSettle?**

eNetSettle offers a host of value-added transaction management services, including:

- More than 30 types of payments, such as online checks, online credit cards, wire transfers, automated clearing house (ACH), virtual purchase card, paper check management, invoice payments, purchased money certificates, 30 day same as cash, merchant open accounts, and escrow open accounts;

- Escrow;
- Financing, including loans, leases, letters of credit and documentary collection;
- Inspection and appraisal;
- Insurance; and
- Shipping.

### **When will CocoCommerce ship its first product?**

eNetSettle is slated for general availability release in the fourth quarter of 2001.

### **Who are CocoCommerce's target customers?**

While B2B trading partners will be the ultimate users of CocoCommerce products, the company's target customers are the growing number of public and private B2B e-marketplaces operating throughout the U.S. and the world.

Its strategic alliance with eSpotMarket will soon enable it to provide e-transaction management solutions to a number of leading public e-marketplaces, including many found on America Online's Netscape Netbusiness.

### **How does eNetSettle work with e-marketplaces?**

CocoCommerce provides three levels integration between eNetSettle and e-marketplaces.

- The first level provides a link that takes trading partners from an e-marketplace to eNetSettle to complete their transactions.
- The second provides two-way XML communication between an e-marketplace and eNetSettle, eliminating duplicate manual inputs and simplifying access to value-added transaction management services for users.
- The third goes beyond data exchange and incorporates eNetSettle's functionality directly into an e-marketplace through a co-branding arrangement, which further improves ease of use and access to transaction management services for trading partners.

### **When was CocoCommerce founded?**

CocoCommerce was founded in January 2000.

**Who are CocoCommerce's management team members?**

Ariu Levi, Founder and CEO

Don Graham, Senior Vice President and Director, Product Development

Hector Hizon, Vice President, Chief Information Officer

Melkon Khosrovian, Vice President, Planning and Strategic Partners

Steve Leadley, Vice President and Director, Sales and Business Development

Lou Swanson, Director, Financial Institutions

Paki Mulvanu, Controller

**Where is CocoCommerce?**

CocoCommerce, Inc.

4101 Westerly Place, Suite 105

Newport Beach CA. 92660

**How many employees does CocoCommerce currently have?**

CocoCommerce has 20 employees.

**How is CocoCommerce funded?**

CocoCommerce is privately owned and self funded.

**Who do I contact to learn more about CocoCommerce?**

By mail, phone or email, ask for a member of the company's sales or business development team.

CocoCommerce, Inc.

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