

## **Q: Eze deals with devices in large quantities. How do you source these devices, handle product quality control, and ensure they meet the required standards?**

Josh: Since we began with predominantly used devices, sourcing is done in the US, though we have plans to expand in the coming year. For now, we onboard US-based sellers who meet our minimum requirements, have a steady supply of inventory, and ensure the devices gotten are of top quality.

Quality is very important to us; we want to ensure that what you ordered is what you get. So we ensure the devices sold go through vigours checks and grade them based on our transparent grading system available on our website for customers. It is a priority for us.

**Even though the devices are used, it doesn't mean they are useless, even if it is a Grade C iPhone. It might just be what a consumer needs to make them smile.**

## **Q: As a B2B business, who is your typical target customer, and how do you attract and retain them in such a competitive market?**

Josh: When we started Eze, it used to be retailers and wholesalers of electronics. However, we found that businesses also buy devices in bulk and would order them from a retailer/wholesaler at an increased margin. So why not bridge that gap! So we expanded our services to businesses worldwide, no matter the firm's size.

On our platform, we have different ways devices can be bought. You order from the live inventory, place an offer, and a seller accepts or participate in a bid by a seller.

