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Green Trade Hardwood Marketplace (GTH): Digital Transformation Case Study



CLIENT PROFILE

Green Trade Hardwood (GTH) is a specialized B2B timber marketplace connecting global hardwood suppliers with international buyers across multiple countries, requiring stringent verification processes and regulatory compliance.

BUSINESS CHALLENGES

Manual Processing:

Paper-based account verification and document management created operational delays and administrative overhead.

Complex Workflows:

Multi-party interactions across RFQ management, quotations, and sales orders lacked coordination and real-time tracking.

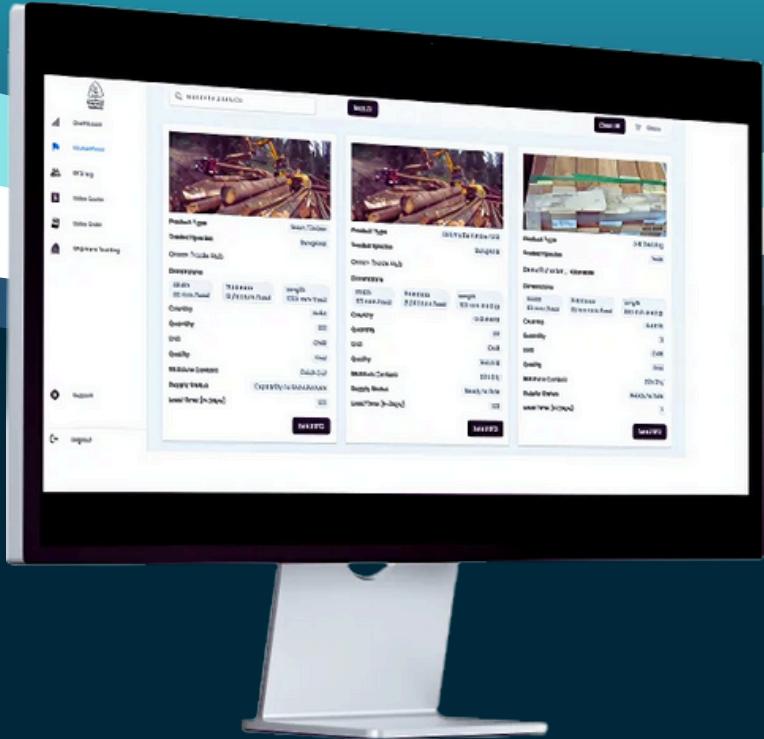
Compliance Requirements:

Country-specific documentation for timber trade required flexible document management systems.

Limited Market Access:

Buyers and sellers struggled with product discovery and inventory showcase, missing business opportunities.

Solutions



User Management System

Role-based authentication with separate buyer/seller flows, area manager and broker roles, email verification, and admin-controlled approvals.



Notifications

In-app and email notifications for real-time updates across all platform activities.



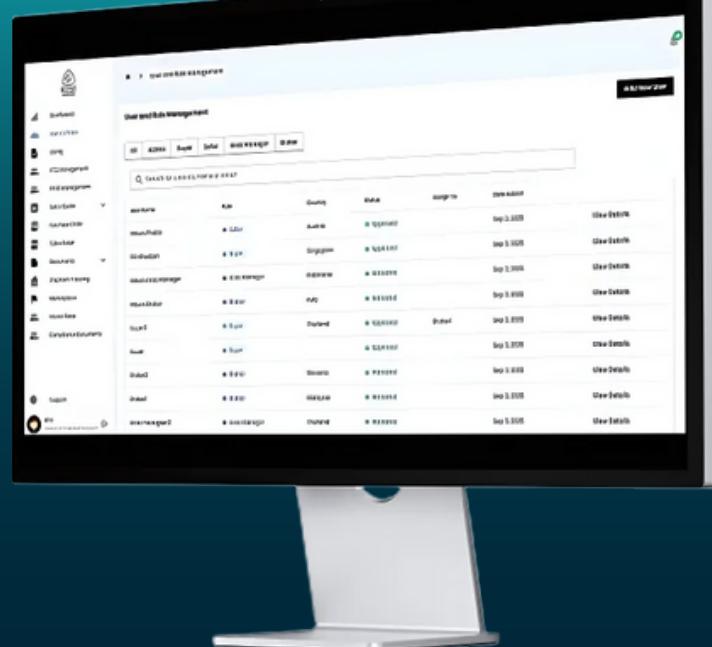
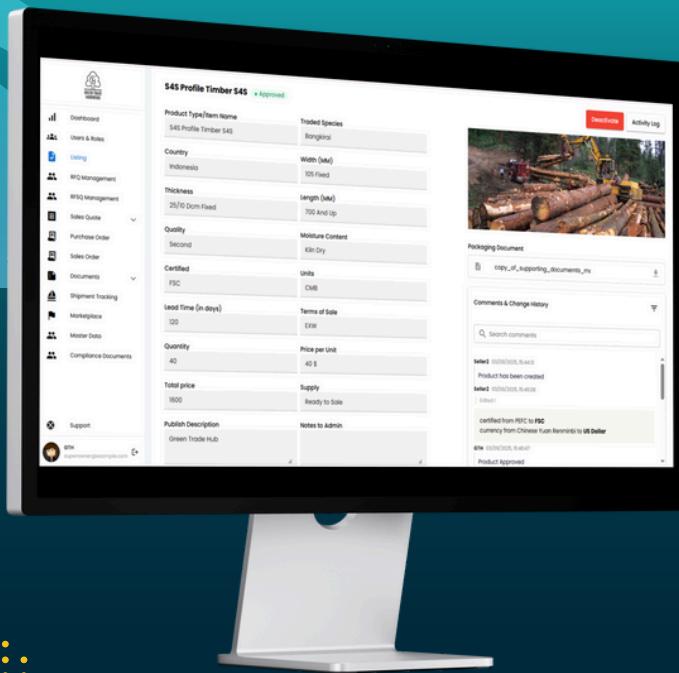
Comments & Change History

Visible to both parties for tracking changes and enabling communication in required modules.



Compliance Documents

Secure document sharing with competent authorities through password-protected access for regulatory compliance.



Activity Log

Comprehensive status change tracking with timestamps and date records for complete audit trails.

Product Listing Platform

Multi-criteria filtering and comprehensive product cataloging with certifications.



RFQ Management

Streamlined quotation workflows with product search, requirement submission, and admin-mediated negotiations.



Sales Processing

Complete order management from quotation to shipping with payment terms and document verification.



Technology Stack

Vue.js frontend with Quasar design system, Packet Base backend for scalable architecture.

Results

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Operational Efficiency

Eliminated manual paperwork, reduced verification time from weeks to days with real-time tracking.



Market Connectivity

Enhanced buyer-seller matching through advanced search and structured RFQ processes.



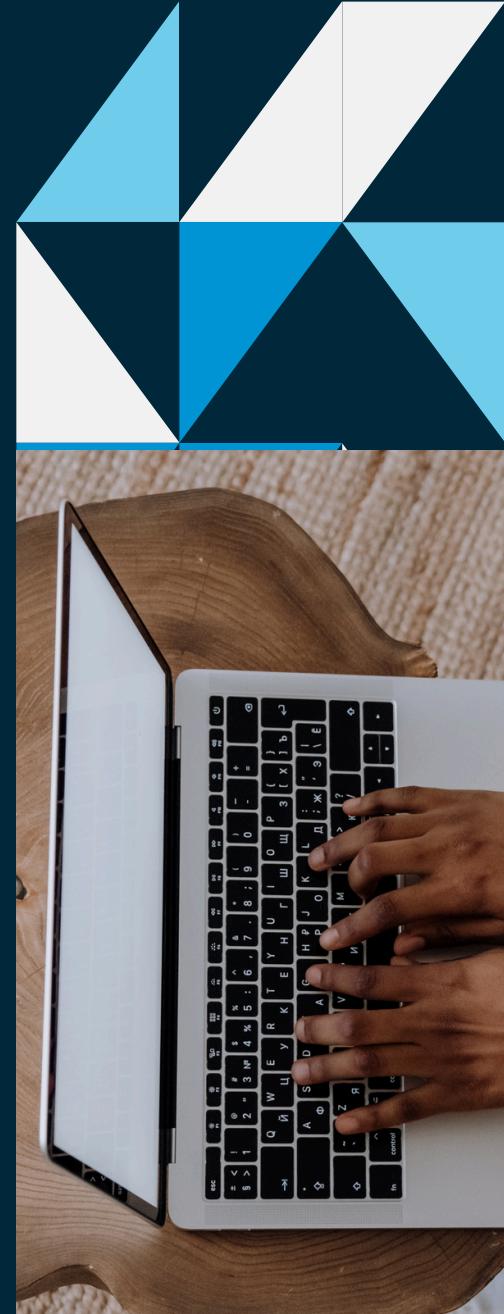
Compliance Automation

Streamlined country-specific document management with automated validation and secure storage.



Scalable Platform

Robust infrastructure supporting unlimited users and transactions with comprehensive reporting.



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