

Bulkk.

The B2B bulk recommerce marketplace for FF&E that supports businesses as they embrace remote work, expand, and transition.

THE BULKK ONLINE RECOMMERCE MARKETPLACE

allows listing of bulk items quickly and easily.

PAYMENT GATEWAYS

make transactions simple and secure.

GIG WORKERS

and solo-preneurs can earn commissions helping businesses liquidate FF&E.

INTEGRATED SHIPPING

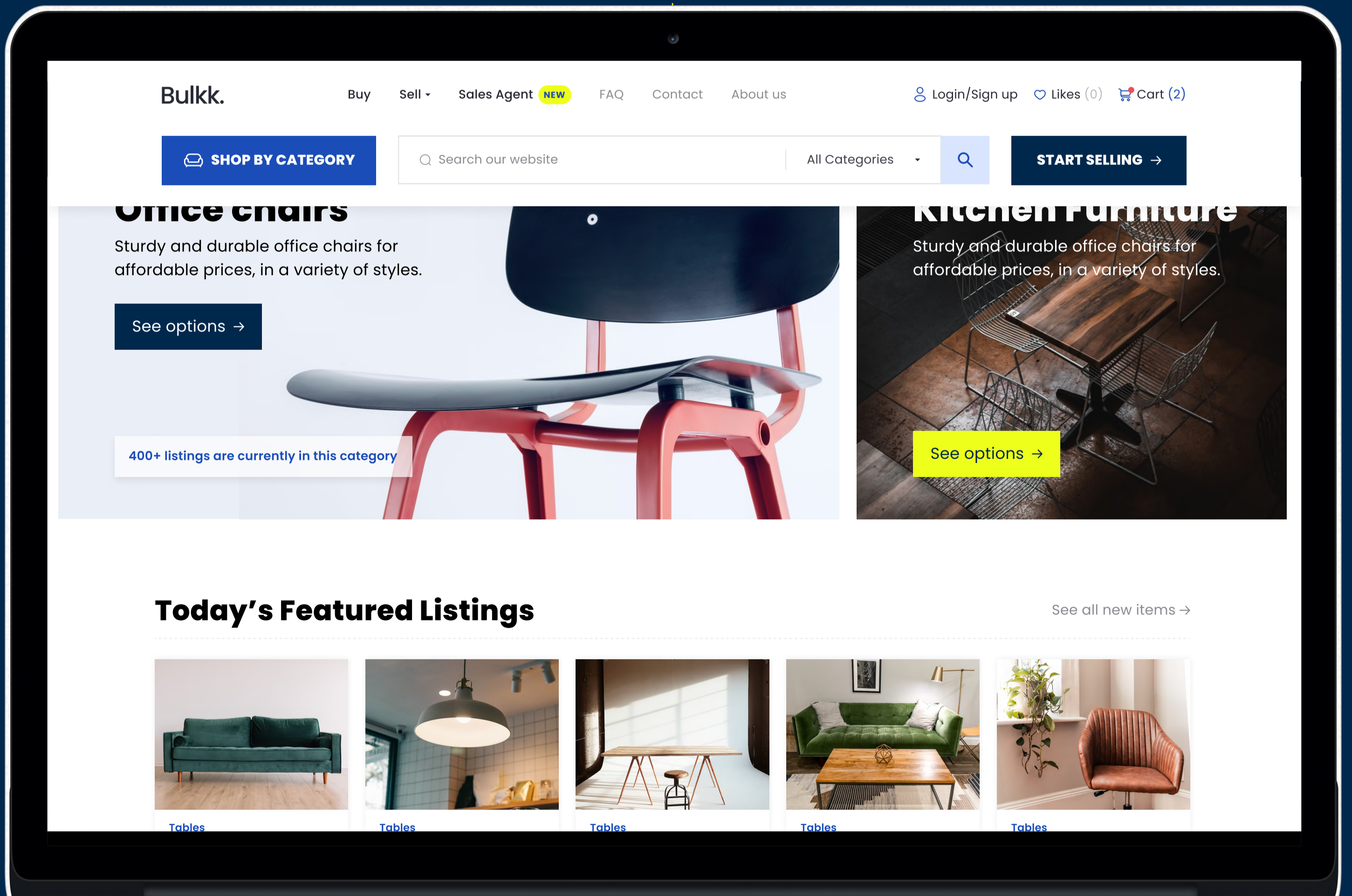
completes bulk transactions and gets goods where they need to go.

REDUCED CORPORATE CARBON FOOTPRINT

makes businesses more sustainable and environmentally-friendly.

PROMOTED LISTINGS

on and off the Bulkk platform reach more buyers and sell more goods.



Since the COVID-19 pandemic, a rapid shift has occurred in how businesses are run and what is required to keep them successful. During the pandemic alone, just over 200,000 U.S. businesses closed permanently.

MARKET LANDSCAPE

To solve their ongoing need to buy or sell FF&E in bulk, organizations of all sizes have turned to online marketplaces. However, these legacy marketplaces are either not focused on bulk transactions or are built specifically for consumer purchases.

This has forced businesses to turn to general community websites like Craigslist to buy or sell bulk goods, resulting in payment challenges, shipping issues, and hesitance due to unknown buyers and sellers.

None of the existing marketplaces are focused on business-to-business bulk transactions, nor do they embrace the gig economy as a mechanism to reach more businesses and assist impacted employees.

STRATEGIC DIFFERENTIATION

From listing to shipping to payment processing, the Bulkk eCommerce Platform is designed specifically to solve the challenges businesses face when they seek to buy or sell FF&E to other business entities in bulk.

TARGET MARKETS

Initial Targets: Corporate Offices, Restaurants, Hotels, and Recommerce

Primary Geographies: Major metros in the U.S.

EXECUTIVE TEAM



Charles Orlando
Co-founder/CEO



John Monarch
Co-founder/COO



Ricky Gutteridge
Co-founder/CMO



Irena Muhar
Co-founder/Head of Product & Design

Over the past five years, there has been a steady shift towards hybrid or remote-only work. Moreover, in Q4 2022, large corporations—including Meta, Amazon, and Twitter—laid off thousands of workers. Additionally, recent market reports state that **63% of San Francisco Bay Area companies plan to downsize their office space during the first half of 2023.** These issues result in thousands of square feet of office space with unused furniture, fixtures, and equipment (FF&E); money and space wasted. The environmental impact of these issues is also significant. If companies cannot quickly sell their items in bulk, they dispose of them. **Environmental studies show that companies transitioning or going out of business throw away 12 million tons of furniture, with over 9 million tons in landfills.**

Compounding these challenges are the needs of new companies just starting up or growing. Businesses starting up or expanding have significant FF&E needs. However, global supply chain challenges have created a shortage of goods in the manufacturing and wholesale trade markets. As a result, their FF&E needs cannot be met at speed.

Bulkk was founded with a clear vision to solve these challenges. Connecting businesses as they buy and sell FF&E assists organizations of all sizes as they expand or transition while solving global supply chain and environmental issues.

Additionally, Bulkk's business model enables impacted employees to re-enter the business world and take control of their professional lives with a unique business opportunity.

