NGDB.ai

NGDB.ai

AI-Native Global Trade & Supply Chain Finance OS

> *"NGDB.ai enables global trade without banks, without infrastructure ownership, and without Letters of Credit—using AI, programmable ownership, and embedded finance."*

SEEKING	PRE-MONEY VALUATION	18-MONTH RETURN	36-MONTH RETURN
$500K Seed	**$15M**	**10-15x**	**100-200x**

Silicon Valley | Delaware C-Corporation

Executive Summary — The Repositioned Opportunity

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Proven Team + AI-Native Platform + $30T Market = Exceptional Seed Opportunity

The Opportunity

- **Pre-Money Valuation:** $15M
- **Seed Round:** $500K
- **Tech Readiness:** 60% complete
- **Timeline:** 4-month launch
- **18-Month Return:** 10-15x at $50-75M
- **36-Month Return:** 100-200x at $500M-1B

The Market

- **Global Trade:** $30T annually
- **Trade Finance Gap:** $2.5T
- **Legacy Tech:** <15% digital penetration
- **Core Insight:** Constrained by liquidity, trust, execution

The Team

- **Kumar Kushal (CEO & CTO):** Former Reliance Jio CTO; JioMoney Founder; Tiller Capital CTO
- **Afzal Modak (CFO & CRO):** GE Capital veteran; Columbia Business School; PE/VC network

Investment Thesis

De-risked execution (60% tech complete) + proven operators + massive market ($30T) + asset-light model = exceptional seed opportunity

The Problem — $30T Market Constrained

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Global trade is not limited by supply or demand — it is constrained by three structural barriers

Liquidity Bottleneck

→ **$2.5 trillion** trade finance gap

→ **70% SME rejection rate** due to lack of credit history

→ **2-8 weeks** for credit decisions via manual underwriting

→ Capital inefficiency destroys GDP growth

Trust Deficit

→ Letters of Credit are **slow, expensive (2-5%)**, and rigid

→ **48-72 hours** for document processing

→ Manual LC management with high error rates

→ Reliance on **1990s banking instruments**

Execution Complexity

→ **Fragmented** logistics, insurance, payments ecosystem

→ **3-5 days** for cross-border settlement

→ **2-4% transaction costs** across payment rails

→ 12-18 month implementation cycles for new systems

Bottom Line: Businesses lose **$2.5 Trillion annually** in working capital inefficiency, delayed payments, and high transaction costs. SMEs are locked out of global trade entirely.

Our Unique Insight

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Whoever controls risk, liquidity, and execution controls global trade

Why Traditional Players Fail

Player Type	Strength	Critical Limitation
Banks	Trust, capital	Slow, rigid, legacy systems, incentive misalignment
Commodity Traders	Execution capability	Capital-heavy, asset-intensive, high CAPEX
Fintechs	UX, payments	No trade finance layer, limited scope
Logistics Players	Execution	No financing capability

The NGDB.ai Advantage

NGDB.ai does not compete on commodities. It controls:

Capital Flows
Embedded finance + SCF marketplace

Transaction Risk
SPV ownership + AI underwriting

Execution Certainty
Logistics orchestration + settlement

"NGDB.ai is building the AI-native operating system for global trade—replacing Letters of Credit with programmable ownership and embedded finance."

The Solution — NGDB.ai as the Global Trade OS

NGDB.ai

A Digital Control Layer for Global Trade — Not a Bank, Not a Trader, Not a Logistics Company

1. Trade Layer	▪ Buyer-supplier matching and marketplace liquidity ▪ High-frequency trade corridor optimization ▪ Dynamic pricing and arbitrage intelligence
2. Finance Layer	▪ **Embedded credit:** Two-tier system (cards for <$10M, structured finance for $10M+) ▪ Receivable financing and working capital solutions ▪ Supply chain finance with 3-8% yield
3. Risk & Title Layer (LC Replacement Core)	▪ **Title-as-a-Service:** SPV owns goods in transit (bankruptcy-remote) ▪ **Eliminates need for Letters of Credit entirely** ▪ Digital escrow + cargo and credit insurance wrapping
4. Execution Layer	▪ Logistics orchestration via 3rd-party partners ▪ Real-time shipment and financial monitoring ▪ Insurance + settlement automation

Brand Positioning: Stripe for trade + Palantir for risk + Trafigura without assets

Key Innovation #1 — Title-as-a-Service Replaces LCs

NGDB.ai

SPV-Based Programmable Ownership Eliminates $2.5T Trade Finance Gap

Seller Ships Goods › SPV Takes Legal Title › Goods in Transit (Insured) › Buyer Receives Goods › Payment Released

Why this replaces Letters of Credit

Feature	Traditional LC	NGDB.ai Title-as-a-Service
Speed	2-8 weeks	Same-day
Cost	2-5% of transaction	0.5-1.5%
Flexibility	Rigid, paper-based	Programmable, digital
Accessibility	Banks only, SMEs excluded	Open to all qualified traders
Risk Isolation	Bank balance sheet	Bankruptcy-remote SPV

Multi-Jurisdiction SPV Structure

- **Global Reach:** Singapore, UAE (ADGM/DIFC), Netherlands
- **Legal Control:** Own title of goods in transit
- **Risk Mitigation:** Bankruptcy-remote entities

This is the LC replacement core

Key Innovation #2 — AI-Native Trade Engine

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Agentic AI Powers Every Transaction with Sub-3-Second Decisions

AI-Native Capabilities

- Credit underwriting in **less than 3 seconds** (100x faster than banks)
- **40% higher approval rates** using alternative data (Plaid, Yodlee, Open Banking)
- Dynamic pricing and real-time arbitrage detection
- Fraud detection with **70% reduction** in false positives
- Behavioral anomaly detection and network risk scoring
- Proven models from Tiller Capital: **less than 0.2% default rates**

Two-Tier Credit System

Tier 1: Embedded Credit

< $10M

Card-based: Visa/Mastercard certified, virtual cards, dynamic limits, pre-authorization holds via JPMorgan, BofA, Citi sponsor banks.

Tier 2: Structured Finance

$10M+

Commodity Finance: SPV-based, institutional lenders, private credit funds, receivable tokenization.

Technology Backbone

OpenClaw-style agentic AI system with **Claude + Gemini Pro**. Microservices on Spring Boot/Node, Kafka event-driven backbone, and Kubernetes orchestration.

How It Works — End-to-End Trade Flow

From Matching to Settlement in a Single Integrated Platform

Step-by-Step Flow

1. **Buyer + Supplier matched** on NGDB.ai marketplace
2. **AI assigns credit score** and dynamic credit limit in < 3 seconds
3. **SPV takes legal title** of goods (Title-as-a-Service)
4. **Funds locked** in digital escrow until delivery confirmed
5. **Goods shipped** with real-time tracking and cargo insurance
6. **Delivery confirmed** → Payment released to supplier
7. **Capital recycles** — 40-day average cycle, 9x per year

Risk Framework at Every Step

Title control
SPV owns goods

Escrow + payment control
Funds locked until delivery

Insurance wrapping
Cargo + credit insurance

Diversified lenders
Reduces systemic risk

Real-time monitoring
Shipment + financial tracking

Business Model — Multi-Layer Revenue

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Capital-Efficient Model with 85-90% Gross Margins and 75:1 LTV:CAC

Five Diversified Revenue Streams

35% — **SCF Discount Fees**
1-3% on financed invoices and SCF transactions

25% — **SaaS Platform**
Monthly/annual subscriptions $2K-$10K/month

20% — **Payment + Interchange**
Virtual card transactions and payment fees

10% — **Data Analytics**
Benchmarking insights $500-$2K/month

10% — **White-Label Licensing**
Platform licensing to banks and PE firms

Blended Take Rate: 1.2 - 2.0%

Unit Economics

75:1
LTV:CAC RATIO
Improving to 80:1 by Yr 3

85-90%
GROSS MARGINS
Software + transaction fees

4 mo
CAC PAYBACK
Highly capital efficient

130%
NET REV RETENTION
Strong product-market fit

Per $10M Transaction Economics

~$280K	~$160K	~40%+
Revenue	Cost	Margin

Positioning: A liquidity and risk monetization platform — not dependent on a single revenue stream

SCF Capital Economics — Every Dollar Generates Revenue

Investor Capital Directly Generates Revenue, Not Just Funds Operations

$1
Deployed in SCF Capital

2.5%
Return per 40-Day Cycle

9x
Capital Recycles per Year

22.8%
Annualized Return on Deployed Capital

Capital Deployment Scaling

Year	SCF Capital	SCF Revenue	Other Revenue	Total Revenue
Year 1 (Post-Seed)	$850K - $950K	$194K - $217K	$2.3M - $2.8M	**$2.5M - $3M**
Year 2 (Post-Series A)	$180M	$4.1M	$31M - $36M	**$35M - $40M**
Year 3 (Post-Series B)	$910M	$20.7M	$179M	**$200M+**

Why This Matters: Unlike typical startups where capital only funds OpEx, NGDB.ai's capital directly generates revenue through SCF deployment. Every dollar raised contributes to both growth and revenue generation.

Financial Projections — Explosive Growth Trajectory

Conservative Year 1, Explosive Growth in Year 2-3 with White-Label Partnerships

YEAR 1
4 months post-seed

$2.5-3M

GTV	$85M
Customers	15 Direct

YEAR 2
Series A year

$35-40M

GTV	$1B
Customers	50 Direct + 8 WL

YEAR 3
Series B year

$200M+

GTV	$5B
Customers	150 Direct + 30 WL

Key Financial Metrics

Gross Margins
85-90%

Net Margin
67% (Y1) | 75% (Y2)

EBITDA Target
35-40%

Break-even GMV
$3B-$5B (2-3 yrs)

White-Label Multiplier Effect

Direct Sales Revenue	$300-400K / customer / year
White-Label Revenue	$1.5-2.5M / partner / year
Multiplier Advantage	5-10x Multiplier
Year 3 WL Revenue Alone	$135-165M (from 30 partners)

Path to $500M+ Revenue: 50-75 partners by Year 4-5 generating $3-5M each

Legal Entity & Operating Architecture

Global Reach with Cost-Optimized Execution

Legal Entity Structure

Holding Company

NGDB.AI Inc. (Delaware C-Corp)

Top-level entity for IP ownership, equity investment, and global governance.

Operating Companies

US OpCo: Go-to-market, banking partnerships, compliance.
India OpCo: Technology development, AI engineering, operations.

Operating Footprint

Trade Finance SPVs

Bankruptcy-Remote Entities

Located in Singapore, UAE (ADGM/DIFC), and Netherlands. Designed to hold legal title of goods in transit and isolate risk.

Silicon Valley / New York (HQ)

Executive leadership, capital markets, banking relationships, and enterprise sales. Proximity to major financial institutions.

India (Tech & Ops Hub)

Cost-optimized engineering center leveraging deep experience building massive-scale platforms at a fraction of US engineering costs.

Singapore / UAE (Trade Hubs)

Strategic locations for SPVs due to favorable trade laws, English common law frameworks, and proximity to shipping routes.

Compliance & Regulatory Architecture

Enterprise-Grade from Day One to Satisfy Institutional Capital

FATF-Aligned Compliance Stack

Automated KYC / KYB
Integration with SumSub/Jumio for instant ultimate beneficial owner (UBO) verification and corporate registry checks.

AML & CTF Screening
Real-time anti-money laundering and counter-terrorism financing checks using Chainalysis and Elliptic.

Global Sanctions Compliance
Continuous screening against OFAC, UN, EU, and UK sanctions lists for all counterparties and vessels.

Banking & Payment Infrastructure

Tier-1 Sponsor Banks
Leveraging BaaS providers to access JPMorgan, BofA, and Citi infrastructure without the overhead of direct integration.

Multi-Rail Payments
Support for SWIFT, SEPA, FedWire, and ACH for seamless cross-border fiat settlement.

Card Network Certification
Visa and Mastercard certified for virtual card issuance and B2B payment processing.

The Compliance Moat

By building an institutional-grade compliance architecture from Day 1, NGDB.ai removes the primary barrier to entry for private credit funds and institutional lenders, allowing rapid scaling of the SCF marketplace.

Technology Readiness — 60% Complete

De-risked Execution Leveraging Proven Codebases and Architectures

What is Already Built

Core Architecture
Microservices, Kafka messaging, and Kubernetes orchestration.

AI Trade Engine
Agentic framework with Claude/Gemini for document parsing and scoring.

User Portals (MVP)
Buyer and supplier dashboards for onboarding and monitoring.

Compliance Integrations
API hooks for SumSub (KYC) and Chainalysis (AML).

4-Month Launch Roadmap

Month 1: Financial Plumbing
Integrate BaaS APIs, finalize SPV and virtual card setup.

Month 2: Escrow & Title
Deploy escrow smart contracts, integrate insurance and title logic.

Month 3: Security & Audit
Pen testing, SOC2 prep, and end-to-end transaction drills.

Month 4: Beta Launch
Onboard 5 pilots and execute initial $10M in GTV.

The Execution Advantage: Led by Kumar Kushal (former Reliance Jio CTO), the engineering team reuses proven architectural patterns from systems that scaled to 350M+ users and processed $20B+ in transactions.

Competitive Advantage

Structural Barriers Prevent Traditional Players from Solving the $2.5T Gap

Why Incumbents Cannot Replicate

Global Banks

Constrained by Basel III/IV capital requirements, legacy mainframe technology, and strict risk mandates. **Cannot underwrite SMEs profitably** or move at the speed of modern trade.

Payment Fintechs

Focused purely on moving money (Stripe, Airwallex). They lack the **trade finance layer, risk underwriting capabilities, and legal SPV structures** required to replace Letters of Credit.

Supply Chain SaaS

Provide software for visibility but **bring no liquidity**. They cannot finance the transactions they monitor, leaving the core problem unsolved.

NGDB.ai's Defensible Moat

Proprietary AI Underwriting

Sub-3-second credit decisions built on alternative data and proven models from Tiller Capital (<0.2% default rate).

Integrated Execution Layer

The only platform combining trade matching, embedded finance, and logistics orchestration into a single OS.

Two-Sided Network Effects

As more buyers and suppliers join, the AI models become smarter, risk decreases, and liquidity providers offer better rates.

NGDB.ai controls transaction risk and liquidity — no commodity exposure.

Go-to-Market Strategy — Three-Phase Expansion

From Niche Corridors to Global Operating System

PHASE 1

Entry & Proof of Concept

Months 1-6

FOCUS

High-margin, low-complexity corridors (e.g., US-India tech hardware, textiles).

TARGET AUDIENCE

Mid-market buyers ($10M-$50M revenue) rejected by traditional banks.

KEY ACTION

Deploy initial $500K seed capital to generate immediate SCF revenue.

Target GTV

$85M

PHASE 2

Scale & White-Label

Months 7-18

FOCUS

Expand trade corridors and launch White-Label SaaS platform.

TARGET AUDIENCE

Regional banks, PE firms, and large logistics providers.

KEY ACTION

Onboard 8 white-label partners to achieve 5-10x revenue multiplier effect.

Target GTV

$1B

PHASE 3

Institutional Scale

Months 19-36

FOCUS

Secondary market creation and receivable tokenization.

TARGET AUDIENCE

Global institutional investors, sovereign wealth funds.

KEY ACTION

Establish NGDB.ai as the de facto standard for programmable trade assets.

Target GTV

$5B+

The NGDB.ai Flywheel: More Trade Data → Better AI Underwriting → Lower Capital Costs → More Trade Volume

Use of Seed Capital — $500K Strategic Deployment

Fully Funding the 4-Month Path to Revenue Generation

Capital Allocation

Tech & Engineering — $200K

40%

Finalize AI trade engine, complete microservices architecture, and deploy user portals.

Legal & SPV Setup — $125K

25%

Establish bankruptcy-remote SPVs in Singapore/UAE and finalize Title-as-a-Service legal frameworks.

Compliance & Banking APIs — $100K

20%

Integrate BaaS providers, KYC/AML tools, and secure Visa/Mastercard certifications.

GTM & Initial Liquidity — $75K

15%

Customer acquisition for pilot launch and initial balance sheet liquidity for first transactions.

4-Month Launch Milestones

MONTH 1 — Financial Plumbing

Integrate BaaS APIs, finalize SPV legal structures, and configure virtual card issuance.

MONTH 2 — Escrow & Title

Deploy digital escrow smart contracts, integrate cargo insurance APIs, and finalize Title-as-a-Service logic.

MONTH 3 — Security & Audit

Comprehensive penetration testing, SOC2 compliance prep, and end-to-end transaction simulation.

MONTH 4 — Beta Launch & Revenue

Onboard first 5 pilot customers, execute initial $10M in GTV, and begin revenue generation.

The Capital Efficiency Advantage: The founding team is taking **zero salary** until the platform is generating revenue. 100% of seed capital goes directly toward product completion, legal structuring, and go-to-market execution.

Investment Terms

A Ground-Floor Opportunity in a $30T Market

The Offering

TARGET RAISE	PRE-MONEY VALUATION
$500,000	**$15M**
Seed Capital	Highly competitive entry

INSTRUMENT	MINIMUM CHECK
SAFE / Note	**$50,000**
Standard terms	For qualified investors

Why This Valuation?

60% Technology Complete

Not a mere concept. Core architecture, AI engine, and user portals are already built, drastically reducing execution risk.

Proven Leadership Team

Founders have previously built systems scaling to 350M+ users (Jio) and managed $500M+ in SCF volume (Tiller Capital).

Massive TAM & Fast Path to Revenue

Addressing a $2.5T gap with a model where deployed capital immediately generates revenue within 4 months.

The Return Profile

18-MONTH TARGET (SERIES A)	36-MONTH TARGET (SERIES B)
10x - 15x	**100x - 200x**
at $50M-$75M Valuation	at $500M-$1B Valuation

$15M Valuation Justification

Three Pillars Supporting a Highly Competitive Entry Point

Proven Leadership Team

- **Enterprise Scale:** Kumar Kushal (former Reliance Jio CTO) built systems scaling to 350M+ users and processing $20B+ in transactions.
- **Domain Expertise:** Deep experience in supply chain finance via Tiller Capital, managing $500M+ in SCF volume.
- **Execution Track Record:** Team has previously built and exited enterprise platforms.

Technology Readiness

- **60% Complete:** Not a mere concept. Core microservices architecture and AI engine are already built.
- **De-risked Execution:** Reusing proven architectural patterns drastically reduces the typical seed-stage technology risk.
- **Fast Path to Revenue:** Only 4 months from funding to beta launch and initial revenue generation.

Comparable Valuations

- **Market Standard:** Typical B2B Fintech Seed rounds for pre-product companies are currently pricing at $20M-$30M.
- **The NGDB Advantage:** Offering a $15M valuation for a company that is *post-product* (60% complete) but pre-revenue.
- **Upside Potential:** Provides early investors with significant upside as the company rapidly approaches Series A metrics.

Investors are acquiring a Series A-ready asset at a Seed-stage valuation.

Why Now — Four Converging Macro Tailwinds

The Perfect Storm for Disruption in Global Trade Finance

AI & Agentic Workflows

Large Language Models (LLMs) can now parse complex, unstructured trade documents (Bills of Lading, Invoices) in seconds with near-perfect accuracy. This **replaces armies of back-office clerks**, drastically reducing operational costs and enabling sub-3-second underwriting.

Rise of Private Credit

Institutional capital is aggressively seeking high-yield, short-duration, asset-backed alternatives to traditional fixed income. Supply Chain Finance (SCF) offers exactly this, but institutions **lack the origination and compliance infrastructure** to access it directly.

Supply Chain Fragmentation

The geopolitical shift from China-centric manufacturing to a **"China + 1" strategy** (India, Vietnam, Mexico) is creating massive new trade corridors. These emerging mid-market suppliers desperately need working capital that local banks cannot provide.

Regulatory Shifts (Basel III/IV)

Stringent capital adequacy requirements are forcing traditional global banks to retreat from SME lending and trade finance. This structural retreat is actively **widening the $2.5T trade finance gap**, leaving the market wide open for tech-enabled disruptors.

Timing is everything. NGDB.ai is positioned at the exact intersection of these four massive shifts.

Risk Factors & Mitigation Strategies

Proactive Risk Management Built into the Core Architecture

RISK
Technical Execution
Failure to build or scale the complex AI and infrastructure required.

MITIGATION
Platform is already 60% complete. Led by former Reliance Jio CTO who previously scaled systems to 350M+ users.

RISK
Credit Default
Buyers fail to pay invoices, leading to capital loss.

MITIGATION
AI underwriting models proven at Tiller Capital (<0.2% default rate). Backed by Trade Credit Insurance and Title-as-a-Service.

RISK
Regulatory Compliance
Violating international trade laws, AML, or KYC regulations.

MITIGATION
FATF-aligned compliance stack built from Day 1. Integration with SumSub/Chainalysis and reliance on Tier-1 BaaS partners.

RISK
Liquidity Constraints
Inability to secure enough capital to fund trade volume.

MITIGATION
Bankruptcy-remote SPV structures designed specifically to attract institutional private credit. Future tokenization opens secondary markets.

RISK
Market Adoption
Difficulty acquiring buyers and suppliers in a fragmented market.

MITIGATION
Targeting severely underserved mid-market ($10M-$50M). White-label SaaS strategy leverages existing networks of regional banks.

RISK
Fraud / Fake Invoices
Suppliers submitting fraudulent documents for financing.

MITIGATION
Agentic AI cross-references shipping data (B/L), port logs, and banking APIs in real-time to verify physical movement of goods.

By addressing these risks structurally, NGDB.ai transforms trade finance from a high-risk, manual process into a low-risk, programmatic asset class.

Exit Strategy — Four Paths to Liquidity

Multiple Avenues for Venture Returns

Series A
18 MONTHS

MILESTONE
Achieve $1B+ in annualized GTV and establish core trade corridors.

LIQUIDITY EVENT
Opportunity for partial secondary liquidity for early seed investors.

Target Valuation
$50M - $75M

Series B
36 MONTHS

MILESTONE
Scale to $5B+ GTV, launch tokenized secondary markets, and expand globally.

LIQUIDITY EVENT
Major liquidity event as institutional capital enters the cap table.

Target Valuation
$500M - $1B

Strategic Acquisition
3-5 YEARS

POTENTIAL ACQUIRERS
Banks: JPMorgan, Citi
Logistics: Maersk, Flexport
Fintechs: Stripe, Airwallex

RATIONALE
Acquiring the proprietary AI underwriting engine and compliance infrastructure.

Target Outcome
High Premium

IPO
5-7 YEARS

MILESTONE
NGDB.ai becomes the foundational operating system for global trade finance.

LIQUIDITY EVENT
Public market debut, offering full liquidity to all early backers.

Target Outcome
Public Markets

The $15M entry valuation provides a highly asymmetric risk-reward profile with multiple realistic paths to 10x-100x returns.

Strategic Positioning Summary

The Operating System for Global Trade

"NGDB.ai enables global trade without banks, without infrastructure ownership, and without Letters of Credit—using AI, programmable ownership, and embedded finance."

The Problem

- **$2.5T Funding Gap:** Mid-market suppliers are rejected by traditional banks.
- **Legacy Inefficiency:** Letters of Credit take weeks and cost 2-3% in fees.
- **Regulatory Retreat:** Basel III/IV forces banks out of SME trade finance.

The Solution

- **AI Underwriting:** Sub-3-second credit decisions replacing manual clerks.
- **Title-as-a-Service:** Digital escrow holding legal title of goods in transit.
- **Embedded Liquidity:** Connecting private credit directly to trade assets.

The Moat

- **Execution Speed:** 60% tech complete; 4 months to revenue.
- **Proven Team:** Built systems for 350M+ users and managed $500M+ SCF.
- **Network Effects:** More trade data improves AI, lowering capital costs.

The Long-Term Vision: NGDB.ai will become the de facto standard for tokenizing real-world trade assets, transforming global supply chains into a highly liquid, programmable asset class for institutional investors.

Let's Build the Future of Trade Finance

Join Us in Solving the $2.5T Global Trade Gap

Contact Information

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The Opportunity

Seed Round Summary

- **$500K Target Raise** at a highly competitive $15M Pre-Money Valuation.
- **60% Technology Complete**, drastically reducing execution risk.
- **4 Months to Revenue**, fully funded by this seed capital.
- **Proven Leadership** with experience scaling to 350M+ users.

"We are not just building a platform; we are creating the new operating system for global trade."