



## 1. What is Fair Garment ?

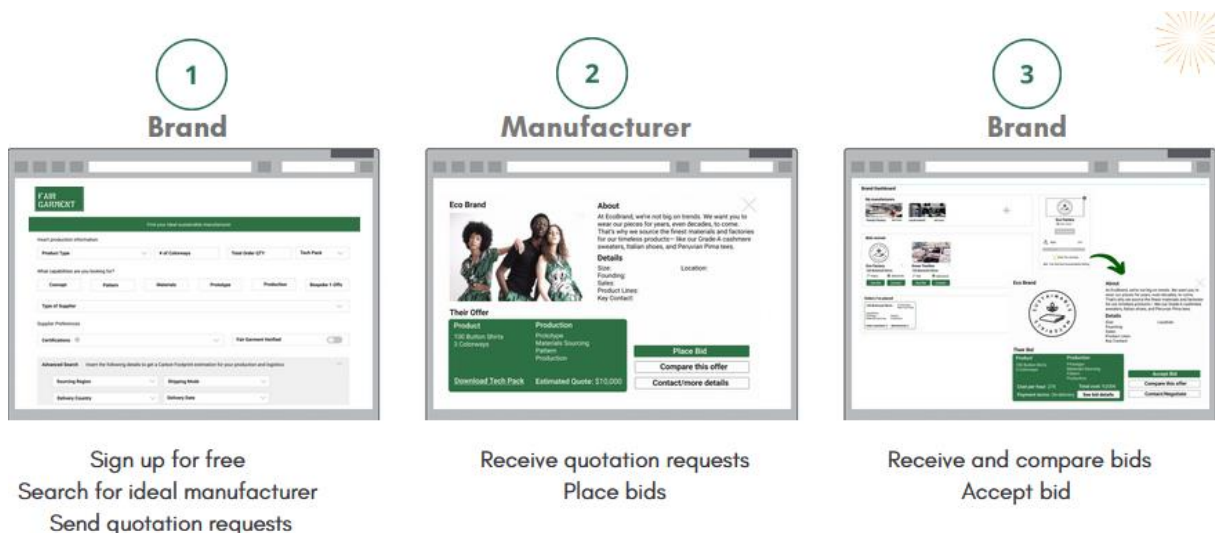
The global ethical fashion market is expected to reach 15 billion USD by 2030. However, within this market, we have identified the crucial issue of sourcing. Indeed, for sustainable brands and suppliers, this process is financially costly, time-consuming and complex, as it is difficult to verify the other parties' sustainability and ethical claims. This results in recurrent mismatches between partners within the sustainable fashion industry.

Our market will be the acquisition costs spent by sustainable manufacturers to find clients.

Fair Garment is a Saas-enabled B2B marketplace that aims to connect sustainable fashion brands with responsible suppliers (manufacturers and material producers).

The solution will work as follows:

- Sustainable brands that signed up on the platform will send quotation requests with their production needs & the criteria they expect from the supplier they are looking for.
- Manufacturers will then receive these requests and place bids and the ones they are capable of fulfilling.
- Brands will then receive these bids and compare them regarding the specificities and characteristics they want to accept one bid. This will enable both actors to start the contracting relationship and start production.



We plan on adding an internal secured payment feature in the future so that the whole contracting process could be achieved through our single platform.

Our biggest assets are our very diverse, ambitious and qualified team and our pioneer's competitive advantage in the sustainable fashion industry sourcing.

## 2. Who is the team?



Abhishek is Indian, and studied computer science at MIT and Sustainability & Social Innovation at HEC Paris. He also founded two successful start-ups in skincare and healthcare prior to HEC.

Caroline is American and Canadian, and has been studying Finance & Sustainable Business at New York University. She has had experience working in VC and banking in the United States.

Ecenaz is Turkish, and studied Engineering at Penn State and Sustainability & Social Innovation at HEC Paris. She worked in the complex manufacturing industry of oil & gas for 4 years before quitting to pursue a meaningful career.

Milo is French and American, and has been studying Sustainability and Social Innovation at HEC Paris. He has had experiences in sustainable development consulting as well as in non-profits.

Abhishek, Ecenaz and Milo met during courses of their Master's during the first part of the semester. They got to know each other and bonded through various entrepreneurial classes and events organized throughout the semester. They were joined by Caroline who completes perfectly this international team !



### **3. How advanced is the project and what are the next steps?**

We have already received letters of engagement of 12 suppliers and 10 brands and are putting a lot of energy in acquiring as many potential clients as possible.

We are also developing our platform after recruiting one person for our tech team.

In parallel, we will start to design the framework that will be used to assess and verify the sustainability of the actors we onboard after our beta-testing phase. This is one of our crucial features.

For now, we plan on doing the matchmaking manually until the product is finalized and create the first brand/supplier connections that way.

If you are interested by Fair Garment's proposition and would like to talk with us about sustainable fashion, give us feedback or be part of the first companies to join our platform, please reach out ! We would love to chat with you. You can also book a timeslot through our [Calendly](#).

You can learn more about sustainable fashion and the progression of our project on our [Instagram](#) account.

You can also reach us on LinkedIn:

Abhishek: <https://www.linkedin.com/in/abhishekc1998/>

Caroline: <https://www.linkedin.com/in/carolinesouroujon/>

Ecenaz: <https://www.linkedin.com/in/ecenaz-asku/>

Milo: <https://www.linkedin.com/in/milo-richard-a171a4187/>